

## Questions and Answers for ALSVH -2024

1. Will there be a site or virtual visit? If so, what is the schedule?

Yes. There is an opportunity for company representatives to tour the veterans homes included in the RFP. We request that only 2 representatives per company participate since this is a fully occupied veterans home.

The schedule is set for April 23<sup>rd</sup> and 24<sup>th</sup> as follows:

**Tuesday, April 23<sup>rd</sup> - 9:30 AM CST**

William F. Green State Veterans Home  
300 Faulkner Drive, Bay Minette, AL 36507

**Tuesday, April 23<sup>rd</sup> - 2:30 PM CST**

Bill Nichols State Veterans Home  
1784 Elkahathcee Road, Alexander City, AL 35010

**Wednesday, April 24<sup>th</sup> - 10:00 AM CST**

Tut Fann State Veterans Home  
2701 Meridian Street, Huntsville, AL 35811

Prior to April 23<sup>rd</sup>, send an email to [kim.justice@va.alabama.gov](mailto:kim.justice@va.alabama.gov) with name of tour participants along with their title.

2. When is the RFP question deadline?

The last date to submit questions is May 1, 2024, by 2:30PM CST.

3. For the proposal letter, are we to provide one price per resident per day rate – for all three homes, or three – one for each home?

One rate for all 3 veterans homes.

4. Does the state anticipate awarding to more than one contractor?

No. The contract is for Bill Nichols, Tut Fann and WF Green State Veterans Homes.

5. What is the anticipated transition period/timeframe from the existing contractor to the selected contractor?

There will be interview/presentations scheduled for Wednesday, May 8<sup>th</sup>. The selection will be made on Thursday, May 9<sup>th</sup>. The new contract period begins July 1, 2024.

6. The RFP states that the home will meet CMS regulatory standards, does the state currently accept Medicare/Medicaid at the homes?

No. The Alabama Department of Public Health conducts surveys based on CMS regulatory standards.

- a. If not, does the state intend on accepting Medicare/Medicaid at the homes in the new contract cycle?

There is no anticipation of accepting Medicare/Medicaid in the new contract cycle.

7. Could you please provide more clarification around the Ancillary charges? Are we able to include these costs in our Price Per Resident Per Day (i.e. Therapy charges, Pharmacy, etc.)?

No. For basic rate veterans, therapy charges are billed by 3<sup>rd</sup> party provider to Medicare Part B. Pharmacy bills to insurance company or Medicare Part D plan. Many veterans are fully covered for medications by the VA through a Sharing Agreement.

Veterans determined to be eligible for the prevailing rate are paid for by the healthcare contractor for all services and may not bill any other entity or the veteran.

8. Can we build the bed lease cost into Price Per Resident Per Day?

Yes

9. Are there any specific Contract Services vendors that we would be required to maintain?

Electronic Health Records is Point Click Care

10. Under Section W (Item 2 - Property Damage Liability; pg. 27 of 37), please provide additional details related to this requirement. Are you referencing the property damage coverage afforded under a general liability policy?

Yes, with terms as outlined in RFP.

11. On pg. 12 of 37 as marked at top (or pg. 3 on the bottom), the RFP states that the contractor is obligated to "Maintain licensure and certification standards established by the U.S. Department of Veterans Affairs (USDVA), Center for Medicare and Medicaid Services (CMS) and the Alabama Department of Public Health (ADPH)." Does this mean that the facility will be Medicare/Medicaid

certified and be subject to a CMS survey? Or does this mean the contractor must maintain CMS standards, but not CMS certified (i.e., admit Medicare/Medicaid patients)?

Contractor must meet CMS standards as required by the Alabama Department of Public Health. Alabama State Veterans Homes are not CMS certified. Payor source comes from the veteran (\$11.64 per month – may be eligible for non-service-connected pension with Aid and Attendance from the VA), the federal VA per diem and State VA per diem.

12. For the requirement to provide audited financials (which shall remain confidential), are we required to provide a single audit report, and if so, for what time period?

Request audited financials from the last 3 years. If they are to be confidential, please ensure it is marked as such.

13. On pg. 21 of 37 as marked at top (or pg. 12 on the bottom), the RFP states that the contractor is obligated to purchase 2 new eleven passenger buses and 1 new eight passenger van for each home (total of 9 vehicles). Does the Contractor retain ownership of the 9 vehicles after purchase?

Yes.

14. On pg. 15 of 37 as marked at top (or pg. 6 on the bottom) under Part F. Fiscal Management, the RFP states the Contractor must provide an audit summarizing operations of the Homes. Could you please clarify this requirement? Is the Contractor expected to take full responsibility of bookkeeping for the Homes? And the audit (or can a third-party CPA conduct the audit)? What is the extent of services the RFP requires?

Yes, the contractor is fully responsible for the bookkeeping of the homes.

At the conclusion of each 12-month period an audit shall be conducted of the operations and financial position for the Home by an independent Certified Public Accountant. A copy of the audit and management letter must be submitted to the Veterans Homes Executive Director within 180 days of ending period. The cost of the audit shall be included in the total operating cost of the Veterans Home. The Contractor shall provide the ADVA an operating budget estimate for the next year. The budget shall be received 30 days prior to the beginning of the fiscal year. The results of the audit, any associated documents and subsequent reports shall be deemed confidential and not subject to public disclosure, unless ordered by a court. The ADVA shall maintain copies of these reports at ADVA Headquarters,

under the supervision of the Executive Homes Director.

15. Do you utilize agency staff?

Minimal agency staff to supplement as needed. Currently 5%.

16. Is your campus tobacco free?

Yes. (There is an exception of 8 veterans that were grandfathered in when the change was made in 2021. There are exterior designated areas with an assigned smoke monitor.)

17. What is the length of scheduled shifts?

There are both 8 hour and 12 hours shifts.

18. Do you have Certified Nurse Aid Training classes?

Yes, we have CNA training classes at each of the homes.

19. On average how many females are in each of the 3 veteran homes?

# of females by home:

BN: 5

TF: 7

WG: 7

20. Do any of the 3 facilities utilize agency and, if so, how much agency is staffed?

The goal is to not have any agency. Current us is 5%.

21. What is the current average PPD of each of the 3 facilities?

This request is under review with legal.

Updated 4/30: The average PPD of the three facilities is deemed proprietary information. Such information is protected and not releasable.

22. How many total employees are employed at each facility? If possible, please provide the job title and part time/full time.

There are approximately 200 employees per home.

Administrator, Human Resources Director, Administrative Assistant, Business Office Director, Receptionists, Medical Records staff, Admissions Coordinator,

Licensed social workers, Nursing Services – (DON, ADON, MDS Assessment/Care Plans, Staff Development, Quality Assurance/Risk Manager, Staffing Coordinator, Infection Preventionist, Restorative Manager, RN Supervisors, LPNs, CNAs) Maintenance Director and staff, Security Guards, Transportation driver and aides, Activities Director and staff, Barber/Beautician, Laundry and housekeeping Director and staff, Pharmacist and pharmacy technician, Central Supply staff, Registered Dietician, Certified Dietary Manager and staff, Psychiatry/Psychology services, Dental Services, Lab Services, Mobile Radiology, Optometry, Podiatry, Medical Director and Nurse Practitioner, Therapy Services (PT,OT&ST), and Medical Director.

23. A copy of the “winning RFP response” from the last RFP for each of the three facilities should be available pursuant to a Freedom of Information Act/Public Records Request (see Alabama Code Section 36-12-40). Further, sharing of the information contained within the “winning RFP response” from the previous RFP would allow each interested party to have equal/fair knowledge. Accordingly, could you provide or publish a copy of the “winning RFP response” from the last RFP for each of the three facilities?

This request is under review with legal.

Updated 4/30: The “winning RFP response” from the last RFP contains information deemed proprietary. Such information is protected and not releasable. As such, those portions of the response have been redacted. (Statement of Financial Capability section and Staffing Pattern section) The remaining portions may be accessed under Additional Information tab at: [Request for Proposal for Qualified Healthcare Provider at Bill Nichols, Tut Fann, and William F. Green State Veterans Homes – Alabama Department of Veterans Affairs.](#)

24. With regards to a privilege assessment, or provider fee, we researched Alabama Code § 40-26B-21 and Alabama Code § 40-26B-20. Code 21 states that “There is levied and shall be collected a privilege assessment on the business activities of every nursing facility in the State of Alabama.” However, Code 20 states that the “Nursing facility shall not include any facility owned or operated by, or operating under an exclusive contract with, the State of Alabama or any agency thereof, or any nursing facility/institution for the developmentally disabled (NF/IDD).” We wanted to confirm directly with you that the operator of the veterans nursing homes is not required to pay a “provider fee”.

The State Veterans Homes are not required to pay a provider fee.

25. Is there a specific rule with regards to how we supply the vans (i.e. purchase or lease), or is the state indifferent as long as we are providing the new vans?

The purchase or lease is up to the healthcare contractor. Our requirements regarding the vans/buses are stated in the RFP.

26. In the event that a Veteran does not have medication coverage, or a doctor orders a medication that isn't covered under insurance, are those charges billed to the facility? If so, does the facility get reimbursed via the State VA program?

All prevailing rate veterans' pharmaceuticals are paid for by the healthcare contractor with VA per diem funds. Working with the pharmacist, the Medical Director is aware of VA formulary and coverage by various insurers. We work with veterans to get pharmacy coverage. There is no reimbursement to the healthcare contractor for non-covered medications.

27. Who is the current Therapy company?

Healthpro Heritage

28. Based on the response to question #7 in the Questions and Answers file online, this would require the Therapy company to be Part B certified, correct?

Yes, in-house Medicare Part B provider.

29. Does the current pharmacy or does the state own current inventory?

There would be a 30-day filled medication card for every veteran and a minimum of a 30-day stock of inventory meds.