

Health Care Facility Transformation Program: Kings County  
RFA #1701230306  
Questions and Answers

Q#	Category	Question	Response
1	Award Advance	RFA, Section IV.F., Page 11 – Please confirm that the discretionary maximum of 10% of a grant award that may be advanced by the Commissioner would need to meet the following conditions: 1) Be requested and provided after full execution of the MGC; and 2) Be for an eligible expenditure incurred during the official grant period as defined in the MGC.	Yes to both conditions. The advance is really a prepayment against total project cost. The advance is offset or credited against subsequent vouchers/claims for reimbursement on a continuing basis until it is fully recouped.
2	Award Limit	Is there a limit to the money?	<p>There is no limit on the amount of funding an applicant can request. The intent of the Health Care Facility Transformation Program: Kings County RFA is to fund as many eligible applications as possible. The strength of an application and the likelihood that it will be evaluated positively is largely dependent on the overall approach taken by the applicant to replace inefficient and outdated facilities as part of a merger, consolidation, acquisition or other corporate restructuring activity intended to create a financially sustainable system of care, and that the project or projects proposed in the application are consistent with the recommendations for facility investments included in the study submitted by Northwell Health to the New York State Department of Health titled “The Brooklyn Study: Reshaping the Future of Healthcare.”</p> <p>The DOH and DASNY will review applications to determine the appropriate level of public investment needed for the Eligible Project, and the final amount of each Eligible Applicant’s total award will be determined based upon the criteria set forth in Section III.</p>

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3	Community Needs Assessment	RFA, Section V.A.1.3., Page 17 – as opposed to researching and drafting an original, and perhaps lengthy, community needs assessment, may applicants summarize and attach the Northwell Brooklyn Study or a Community Needs Assessment prepared by a PPS approved to operate in Brooklyn?	All Eligible Applicants are expected to demonstrate that they have assessed the health status of the residents of the community or communities that will be served, and adequacy of service capacity, per Section V. Completing the Application, 3. Assessment of Community Need. While it is not a requirement of the RFA for an Applicant to develop an original community needs assessment, it is up to the Applicant to determine if the community need assessment used for the Northwell Study or prepared by a PPS satisfies the requirements of this RFA and that the data used is current.
4	Eligible Applicant	Section II(c) indicates that an eligible applicant must “Serve communities whose residents are experiencing significant levels of health care disparities and health care needs compared to other communities within Kings County. The communities of central and northeastern Brooklyn meet these requirements as evidenced by...” Does the applicant’s address have to be within these communities? The Norwell Study defines the areas by the following zip codes: 11206; 11237; 11385; 11221; 11216; 11238; 11225; 11226; 11210; 11203; 11236; 11212; 11213; 11233; 11207; and 11208. However adjacent zip codes may provide services to individuals in these communities. Will the DOH and DASNY consider an application that is from a provider site outside of the zip codes reflecting catchment areas versus zip code locations?	The applicant does not need to physically be located in one of the central or northeastern zip codes that are a focus of this RFA. However, to be successful, the applicant will need to quantify the number of central and northeastern Brooklyn residents served by their organization, what proportion of their client mix are from these communities, and how their organization assures access to their services by the target population. In addition, the Applicant must demonstrate how the proposed project or projects are consistent with the recommendations for facility investments included in the study submitted by Northwell Health to the New York State Department of Health titled “The Brooklyn Study: Reshaping the Future of Healthcare.”
5	Eligible Applicant	Is this grant for Nursing Homes and if we can get a brief description of the grant and what the qualifications are.	As described in the RFA, Section II. Who May Apply, Eligible Applicants include residential health care facilities licensed under Article 28 of the PHL. Other eligibility criteria that must be met at the time of application are also listed.
6	Eligible Applicant	Is this an open invitation to for-profit health care developers or do we need to look to partner with not-for-profit health care providers?	Not-for-profit and for-profit (or proprietary) providers are eligible to apply, as long as they meet the minimum eligibility criteria outlined in Section II. Who May Apply.

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7	Eligible Applicant	We operate an Article 31 OMH Outpatient clinic in Kings County. We are in the process of partnering with a FQHC at this location. This site has been selected to participate in the CCBHC Demonstration. Also, we applied to the Statewide Health Care Transformation Program in September for this program. Are we qualified to propose to this RFP?	Section II. Who May Apply, specifies who are Eligible Applicants. Providers that are certified or licensed under Article 31 are not Eligible Applicants under this RFA. A project cannot be funded under both this RFA and the Capital Restructuring Financing Program RFA (#15-04100252). A project could be funded under both this RFA and the Statewide Health Care Facility Transformation Program RFA (#16-07010255).
8	Eligible Applicant	As part of the ambulatory care expansion, are specialty clinical services in the community eligible for funding under this RFA?	Section II. Who May Apply, specifies who are Eligible Applicants. An Eligible Applicant must be a legally existing organization and capable of entering into a binding Master Grant contract with DOH, be one of the types of provider organizations listed, and deemed by the Commissioner to fulfill or will fulfill a health care need for acute inpatient, outpatient, primary, or residential health care services in a community.
9	Eligible Applicant	The Northwell Study recommendations for University Hospital of Brooklyn were limited in terms of clinical care. Is University Hospital eligible for funding under this RFA?	See response to question #8.
10	Eligible Applicant	As referenced in the Brooklyn Study the Executive Summary of 2015 has recommended that the University Hospital be carved out. For purposes of this RFP should the University Hospital be omitted from the proposal that is being submitted.?	See response to question #8.
11	Eligible Applicants	RFA, Section II.(b), Page 3 – Please confirm that the eligible applicant type of “Primary care providers” includes non-Article 28 providers such as professional corporations (PCs).	Individual or group primary care providers are eligible to apply, as long as they meet the minimum eligibility criteria outlined in Section II. Who May Apply.
12	Eligible Expenditures	RFA, Section III.C., Page 6 – Please confirm that, under the bullet relating to Loans, a refinancing that would occur as part of a grant project, and any cost associated with the refinancing, is not an eligible expenditure under this RFA.	Eligible expenses are identified in RFA section III-C, "Eligible and Excluded Expenses and Disallowed Costs" Only expenses determined allowable under the contract budget and work plan and incurred on or after the start date of the contract, may be vouchered for reimbursement.

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13	Eligible Expenses	My company is an Empire State Certified Minority and Woman Owned Business Enterprise. This company distributes Medical Equipment and Supplies, which includes Vital Signs Monitors, Operating Room Tables, Beds, Mattress, Stretchers, Scales, Healthcare Screening and Testing Equipment, Sterilizers, Powered and Non-Powered Surgical Instrumentation, Emergency Evacuation Devices, Custom Kits, Lab Testing Equipment, Patient Safety, and Other Medical Products. Will this grant include such products?	Funds available under this RFA are to provide grants to health care providers that support capital projects. Eligible Projects and Eligible Expenses are outlined in Section III. Project Narrative/Workplan.
14	Eligible Expenses	Will you need a State Contract for Outdoor Furniture and Trash Receptacles under a New York State Contract <a href="https://ogs.ny.gov/purchase/spg/awards/2151022984CAN.HTM?">https://ogs.ny.gov/purchase/spg/awards/2151022984CAN.HTM?</a>	Funds available under this RFA are to provide grants to health care providers that support capital projects. Eligible Projects and Eligible Expenses are outlined in Section III. Project Narrative/Workplan.
15	Eligible Projects	Under the RFA, are EMR proposals linking community health care sites and physicians to University Hospital eligible for funding?	Funds available under this RFA are to provide grants to health care providers that support capital projects. Eligible Projects and Eligible Expenses are outlined in Section III. Project Narrative/Workplan. Information technology (IT) expenses that are capital in nature are Eligible Expenses per this RFA. Cloud-based expenses are not Eligible expenses because they are considered a general operating expense.
16	Eligible Projects	Are proposals to upgrade EMR technology at University Hospital and its community sites eligible for funding?	See response to question #15.
17	Financial Feasibility Projections	RFA, Section V.A.2.5.b., Page 20 – this is a request for clarification – the financial feasibility projections referenced in this item do NOT need to be prepared by a third party, i.e., they may be prepared by the hospital, correct?	Financial feasibility projections can be prepared by the applicant and not a third party. Information provided by the applicant, however, must reconcile with the three annual audited financial statements provided with the application.

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18	Grant Requirements	RFA, Section 1, Page 1 – Based on the second paragraph, it appears that all approved grant proposals must: 1) replace inefficient and outdated facilities; and 2) propose a merger, consolidation, acquisition or other corporate restructuring activity. Please confirm or deny this statement.	<p>The strength of an application and the likelihood that it will be evaluated positively is largely dependent on the overall approach taken by the applicant to replace inefficient and outdated facilities as part of a merger, consolidation, acquisition or other corporate restructuring activity intended to create a financially sustainable system of care, and that the project or projects proposed in the application are consistent with the recommendations for facility investments included in the study submitted by Northwell Health to the New York State Department of Health titled “The Brooklyn Study: Reshaping the Future of Healthcare.”</p> <p>The DOH and DASNY will review applications to determine the appropriate level of public investment needed for the Eligible Project, and the final amount of each Eligible Applicant’s total award will be determined based upon the criteria set forth in Section III-C.</p>
19	Grant Requirements	RFA, Section I, Page 1 – Please confirm that the central and northeastern Brooklyn areas referenced in the RFA and Study include only the following ZIP Codes: 11203, 11206, 11207, 11208, 11210, 11212, 11213, 11216, 11221, 11225, 11226, 11233, 11236, 11237, 11238 and 11385 (Queens ZC).	Correct. The service area for central and northeastern Brooklyn referenced in the Northwell Report includes the following zip codes: 11203, 11206, 11207, 11208, 11210, 11212, 11213, 11216, 11221, 11225, 11226, 11233, 11236, 11237, 11238, 11385.

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20	Grant Requirements	RFA, Section I, Page 2 – Please confirm whether, to receive funding, a grant proposal must include actions specifically listed in the recommendations in the Study, or if the grant proposal may include actions that are similar to but consistent with the recommendations in the Study. For example, if an applicant could demonstrate that its community in Brooklyn, outside of central and northeastern Brooklyn, had residents experiencing significant levels of health care disparities and health care needs compared to other communities in Kings County, and its proposal was consistent/similar to recommendations in the Study, could the applicant receive funding?	The quality of the Eligible Project will be judged based on how well it contributes to the recommendations for facility investments included in the Northwell Study for restructuring health care services in central and northeastern Brooklyn. Restructuring activities encompass a broad array of approaches.
21	Grant Requirements	RFA, Section III.B.viii., Page 4 – Please confirm that, based on this review criterion that the Commissioner must consider, a Hospital applicant, in order to maximize its chances, must have a comprehensive plan that benefits as many other Hospitals as possible. If that is not a correct reading of this criterion, an explanation of the meaning of the criterion would be appreciated.	The strength of an application and the likelihood that it will be evaluated positively is largely dependent on the overall approach taken by the applicant to replace inefficient and outdated facilities as part of a merger, consolidation, acquisition or other corporate restructuring activity intended to create a financially sustainable system of care, and that the project or projects proposed in the application are consistent with the recommendations for facility investments included in the study submitted by Northwell Health to the New York State Department of Health titled “The Brooklyn Study: Reshaping the Future of Healthcare.”
22	Lease	Can the property be leased that is being improved?	Lease hold capital improvements are eligible expenses. General operating expenses, including operating lease payments for equipment, buildings and vehicles, are not allowable.
23	Loan Commitment	RFA, Section V.A.2.3.a., Page 20 – this is a request for clarification – if the applicant is proposing to secure funding through a loan or other debt vehicle, is a “commitment” required at the time of submission of the grant response? This would be essentially impossible prior to completion of CON review and final construction drawings.	Under Section V. Completing the Application, 2. Financial Proposal, 3. Project Fund Sources, it is stated the a commitment that is contingent upon receipt of the Grant is acceptable.

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24	Matching Funds	RFA, Section V.C., Page 22, Grant Award – although no mention is made of a requirement for matching funds, this section mentions that the Commissioner will determine the award based upon “The amount necessary to achieve the goals of the Eligible Applicant’s overall transformation plan.” As a result of this requirement placed upon the Commissioner, would an applicant that can lower its requested grant amount by providing matching funds have a better chance of securing grant funding?	A match is not an evaluation criteria in the HCFTP: Kings County RFA. However, a match is not precluded as part of an application.
25	MWBE Requirements	RFA, Section IV.G., Page 12 – Please confirm that any expenditure made directly by a not-for-profit applicant does not qualify for inclusion in the MWBE calculation. Clarification is sought regarding the nature of such exempt expenditures, in light of the different definition for for-profit and municipal applicants. For instance, if a not-for-profit applicant pays a third party construction company to perform construction, that would seem to qualify for inclusion on the MWBE calculation, correct? But if the not-for-profit applicant were to make a construction team, or architect, or attorney a direct employee for this project, the expenditure on those professionals would not qualify for inclusion in the MWBE calculation, correct?	<p>Not-For-Profit grant eligible MWBE expenses include the following budgeted categories: Contractual Services (subcontracting), equipment and supply purchases or anything purchased/procured in the open-market to support the grant.</p> <p>If a Not-For-Profit, operating under a grant, pays a third party construction company (general contractor) the expenses would be budgeted under Contractual Services which are MWBE eligible.</p> <p>If a Not-For-Profit, operating under a grant, is paying existing staff (Personal Services) or fringe (benefits paid to existing staff) those expenditures would not be MWBE eligible.</p>
26	MWBE Requirements	Can a MWBE be a subcontractor for a prime contractor to help reach grant diversity goals with medical products, supplies, equipment and industrial equipment and can you provide my company information to the applicants?	If the capital projects have qualifying purchases (see Section III.C. of RFA) in support of the grant those purchases could be made from a certified MWBE to support diversity goal achievement.

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27	Other Funding Opportunities	The Northwell Study, Recommendation 23, discusses the Health Enterprise Zone. Is this the Vital Brooklyn program announced by the Governor? Will there be an opportunity to combine health service funding requests under this RFA with the Vital Brooklyn or Health Enterprise Zone initiatives?	The Health Enterprise Zone recommendation in the Northwell Study and the Vital Brooklyn initiative both share a focus on the social determinants of health, although they are not the same in all their details. There will be separate procurement processes under the Vital Brooklyn plan and perhaps, in the future, for certain Health Enterprise Zone initiatives that are not part of the Vital Brooklyn plan. Because of these separate procurement processes, while an application under this RFA may reference an intention to separately apply to procure funding under the Vital Brooklyn program, an Applicant cannot apply for those funds under this RFA. Moreover, such a reference will not factor into consideration for award of an application submitted under this RFA.
28	Other Funding Opportunities	Are the funds available under this RFA included in the \$1.2 billion Capital Restructuring Financing Program or is that a separate pool of funds?	Funds available under this RFA are separate from Capital Restructuring Financing Program (CRFP) RFA (#15-04100252) funding. However, a project cannot be funded under both this RFA and the CRFP RFA.
29	Public Hearing	RFA, Section V.C., Page 22, Public Hearing – in order to maximize the value of the public hearing, does the Department intend to make available to the public materials beyond what could be secured through FOIL, e.g., executive summaries such as those available through NYSE-CON for CON applications, a list of applicants with general descriptions of their proposals, etc.? Further, will the hearing be held before or after the due date for RFA responses?	At least one public hearing will be conducted in Kings County at least 60 days prior to making an award. The materials to be distributed, if any, have not yet been determined.
30	Subcontractors	RFA, Section III.C., Page 6 – The concept of Subcontractors used in this section seems to imply that, for example, a Hospital applicant could subcontract with a Diagnostic and Treatment Center/FQHC to provide a part of the scope of the project, for example, a new primary care center. Is this correct?	That is correct. The Eligible Applicant should specifically identify by name those subcontractors which be involved in the project execution, and the applicant, to the best of its ability, should describe the type of work to be performed and the type of subcontractor (for example, an affiliate, a private business or an organization licensed or certified by another State agency).



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31	Subcontractors	RFA, Section III.C., Page 6 – The concept of Subcontractors used in this section is not clear – would the following be Subcontractors with respect to consideration under this RFA: attorneys, consultants, architects, construction managers, equipment planners, construction companies (direct and sub-contract labor), each used as part of completing the scope of work of an approved grant proposal?	If the expenses associated with these types of subcontractors are a component of a larger eligible capital project and is integral to implementing the eligible capital project, then it may be funded.
<u>Interested Minority and Women Owned Busines Enterprises:</u>			
		Connetquot West, 200 Allen Blvd Farmingdale, NY 11735, with a website address at <a href="http://www.cwiquality.com">www.cwiquality.com</a> . Distributes Medical Equipment and Supplies, which includes Vital Signs Monitors, Operating Room Tables, Beds, Mattress, Stretchers, Scales, Healthcare Screening and Testing Equipment, Sterilizers, Powered and Non-Powered Surgical Instrumentation, Emergency Evacuation Devices, Custom Kits, Lab Testing Equipment, Patient Safety, and Other Medical Products. My company is an Empire State Certified Minority and Woman Owned Business Enterprise	