

Proponents' Information Meeting
Parksville, B.C.
February 20th 2006
1:00 – 3:00 pm

Agenda

- 1. Project Introduction and Background**
- 2. PBC Overview**
- 3. Procurement Process**
- 4. Closing Remarks**

Project Introduction

- **VIHA seeks improved and additional choices of living arrangements for its aging population**
- **Deliver high quality Residential Care Services for clients with the highest and most complex needs**
- **Developed in Communities of Care wherever possible (in partnership with BC Housing)**
- **Seeking integrated, comprehensive and cost effective services**

BC Housing's Role

- **BC Housing will conduct a joint evaluation with VIHA of submissions containing an assisted living component**
- **The weighting of the assisted living component will be proportional to the larger Community of Care**
- **Operating funding from BC Housing will be available for the assisted living component**
- **Potential financing and loan insurance for non profit proponents**

Key Components

- **New residential care beds and assisted living units**
- **A preference for new services to be arranged in “communities of care”**
 - **Other complementary services can be included**
- **Innovation and value added is encouraged**
- **VIHA is making available land assets in Victoria and here in Parksville**
- **“Base” services must come online by September 2008**
- **VIHA also seeks options for 2010 needs**

2008 Beds and Units Needed

	Complex Care Beds (2008)	Assisted Living Units (2008)
Greater Victoria & Saanich	185	55
Sooke	30	10
Cowichan & Duncan Area	160	50
Nanaimo	110	40
Parksville/Qualicum	140	30
Port Alberni	0	10
Comox/Courtenay	90	60
Campbell River	80	0
Total	795	255

Incremental 2010 Needs

	Complex Care Beds (2010)	Assisted Living Units (2010)
Greater Victoria & Saanich	0	40
Sooke	0	5
Cowichan & Duncan Area	20	0
Nanaimo	25	40
Parksville/Qualicum	20	30
Port Alberni	0	0
Comox/Courtenay	0	0
Campbell River	0	0
Total	65	115

Payments

- **Payment to the Service Provider will come from:**
 - **Clients**
 - Client contribution (RC)
 - Rent (AL)
 - **VIHA**
 - Residential care service payment (RC)
 - Personal care services payments (AL)
 - **BC Housing**
 - Housing subsidy & hospitality services (AL)
 - **Other sources of revenue**

Payments

Residential Care



Client pays

Client contribution

VIHA pays

Per diem
(complex care services)

BC Housing pays

Assisted Living



Rent (70% of net
income)

Per diem
(personal care services)

Housing and
Hospitality Services

Residential Care Funding

- **The sum of:**
 - Client contributions (and chargeable extras)
 - Per diem payments
- **Must cover all costs:**
 - Staffing – care, administrative and other
 - All costs of facility (however financed)
 - Other costs, e.g. taxes, insurance, food
- **Appendix 6 of the RFP provides excel templates for residential care facility and operating budgets**

Residential Care Service Agreement

- VIHA is piloting the new, Provincially mandated residential care service agreement as part of this proposal call process
- Proponents must submit their base bid on the basis of this Agreement
- Proponents can suggest improvements to this Agreement
- VIHA will consider such improvements where they offer demonstrated value for money

Project Development Agreement

- **Covers the design and construction stage of residential care projects**
- **Assisted living units addressed separately**
- **Allows VIHA to ensure delivery:**
 - Review Schematic Design Report
 - Conduct pre-occupancy review

Overview of Partnerships BC

- **Serves public sector agencies only**
- **Delivers and measures value for money**
- **Advises on public private partnership feasibility**
- **Manages competitive procurement process**
- **Building a centre of expertise in BC**
 - **Implement Best Practices**
 - **Develop market**

PBC Involvement

- Provide business and procurement advice
- Manage the procurement process
- Host the project web page
www.partnershipsbc.ca/files_2/viha.html
- Assist with negotiations with the Preferred Proponents

RFP Objectives

- **Meet the 2008 opening requirement**
- **Create communities of care**
- **Pilot the new Residential Services Operating Agreement**
- **Capture creativity and innovation that deliver value to benefit clients and taxpayers***

RFP Overview

- **Overview of VIHA**
- **Overview of the steps and timelines**
- **Overview of the Opportunity**
 - **Location, size, range, services, area description**
- **Overview of the selection criteria**
- **Summary of submission requirements**
- **Housekeeping stuff**

Procurement Process

Three stage process

1. Letter of Intent: December 2005

2. RFP: January – March 2006

- In communities on Vancouver Island

3. Negotiations: April 2006

- With Preferred Proponents

Residential Care and Assisted Living

Notice of Intent to Issue Request for Proposals

One of five Health Authorities in British Columbia, Vancouver Island Health Authority (VIHA) is entering its fifth year of providing a wide range of health services to over 700,000 people across a large and diverse geographic area. Vancouver Island is known for its clean air, affordable lifestyle and some of the most spectacular scenery Canada has to offer.

VIHA intends to issue a request for proposals (RFP) for residential care and assisted living facilities in January 2006. We are seeking innovative proposals which will include complex care, assisted living facilities and other related services in a community of care setting. The RFP will provide information on the business opportunity, role of a private sector partner, and the competitive process to be undertaken. The following table shows the requirements that the RFP is intended to solicit.

Region	Complex Care (Minimum)	Assisted Living Requirement	
		Minimum	Maximum
Greater Victoria	80	30	100
South Island	0	0	20
Seamless	0	0	20
Strathcona Island	5	0	0
Cowichan & Duncan Area	100	100	80
Nanaimo	80	20	40
Greater Victoria	120	100	80
Greater Victoria	80	100	80
Other Area	20	0	0
Total	480	0	0

The RFP is scheduled to be released in January 2006. Proposals are invited to form teams and responding to the RFP.

All inquiries must be submitted via email: procurement@viha.ca

Request for Proposals

Vancouver Island Health Authority's
Community Capacity Initiative

Issue Date: January 20, 2006

Closing Date and Time:
Proposals must be received by 2:00 p.m. Pacific time on March 31, 2006

Closing Location:
Partnerships BC
3rd Floor, 707 Fort Street
Victoria, BC V8W 3G3
Attention: Cathy Silman

Contact Person:
Cathy Silman
Email address: cathy.silman@partnershipsbc.ca

partnerships

Evaluation Sequence

Contact Person Receives Proposals

Mandatory Criteria Evaluation

Proposals scored against Desirable Criteria

Evaluation Committee recommendations

VIHA and BCH nominates preferred proponents



Mandatory Criteria

- **Proposals must be in English**
- **Proposals must have been delivered to the Closing Location on or before the Closing Date and Closing Time**
 - **March 28, 2006 at 2:00 pm**
 - **PBC's Victoria office**
- **A signed Proposal Covering Letter and RFP Compliance Table**
- **Must commit to a September 2008 opening**

Desirable Criteria

Desirable Criteria	Maximum Points
<p>Program Delivery</p> <ol style="list-style-type: none"> 1. Service Model 2. Proponent Strength and Experience 3. Ability to Deliver 	<p style="text-align: right;">25</p> <p style="text-align: right;">20</p> <p style="text-align: right;">20</p>
<p>Financial Considerations</p>	<p style="text-align: right;">25</p>
<p>Value Added and Innovation</p>	<p style="text-align: right;">10</p>