



## Suspension of Competition Acquisition Request

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1. Fully describe the product(s) and/or service(s) being requested.

On July 13, 2022, the Fresno County Department of Public Health (FCDPH) issued a request for proposal (RFP) 22-060 for qualified vendors to provide health intervention activities for the implementation of Fresno County's Initiative to Address COVID-19 Related Health Disparities program. Seven vendors were selected through this RFP process including Agreement 23-153 with the Fresno Economic Opportunities Commission (Fresno EOC) acting as the fiscal agent for the African American Coalition (AAC). AAC is the organization responsible for fulfilling program activities and scope of work requirements. Since the Agreement's execution, AAC is in the process of transferring its fiscal responsibilities from Fresno EOC to the Black Wellness and Prosperity Center (BWPC). Under BWPC, AAC will fulfill the same health intervention activities as described in their proposal for RFP 22-060 and Agreement 23-153. This suspense of competition is to support FCDPH's request to establish a new Board agreement with BWPC.

2. Identify the selected vendor and contact person; include the address, phone number and e-mail address for each.

Black Wellness & Prosperity Center  
2201 Calaveras Street  
Fresno, CA 93721  
(559)790-1905  
Shantay R. Davies-Balch, President & CEO  
shantay@black-enterprises.com

3. What is the total cost of the acquisition? If an agreement, state the total cost of the initial term and the amounts for potential renewal terms.

The Agreement will remain fully funded by state and federal grant funds, to include Fresno County's Initiative to Address COVID-19 Related Health Disparities program. The total cost for these services is \$1,156,109 for the full term of execution through December 31, 2024 with the option to extend up to two additional twelve (12) month periods, dependent on the contractor's satisfactory performance and availability of funds.

4. Identify the unique qualities and/or capabilities of the service(s) and/or product(s) that qualify this as a Suspension of Competition acquisition.

BWPC is uniquely qualified as an organization to serve Fresno's Black community through their extensive experience in designing and implementing comprehensive interventions with a focus on decreasing health disparities and building a foundational vision of Black-centered public health. The leadership team of BWPC were key partners in Fresno's COVID-19 equity response and were instrumental, along with AAC partners, to assure that mitigation measures were in place to appropriately address health disparities within Fresno's Black community. BWPC's organizational experience includes negotiating contracts to secure Coronavirus Aid, Relief and Economic Security (CARES) Act funding, demonstrating their ability to manage flow through funds from Federal grants. In addition to fiscal and administrative experience, BWPC is a local non-profit and is familiar with the local landscape and specific needs of residents. BWPC is also the fiscal entity that will absorb AAC's programs from Fresno EOC which include staff that have completed Fresno County's Health Disparity Program trainings, program specific Social Determinants of Health assessments, and user access to a centralized data management system. Through their knowledge from trainings and access to program tools, AAC's staff are uniquely qualified to continue program implementation through the transitional period to ensure that there are no gaps in service upon Board approval. AAC's transition to BWPC aligns the vision of both organizations on implementation of services and allows for the infrastructure to address community needs through continued community health worker interventions.

5. Identify from Administrative Policy #34 what circumstances constitute a Suspension of Competition.

- ☐ In an emergency when goods or services are immediately necessary for the preservation of the public health, welfare, or safety, or for the protection of County property.
- ☐ When the contract is with a federal, state, or local governmental agency.
- ☐ When the department head, with the concurrence of the Purchasing Agent, finds that the cost of preparing and administering a competitive bidding process in a particular case will equal or exceed the estimated contract amount or \$2,500 whichever is more.
- ☐ When a contract provides only for payment of per diem and travel expenses and there is to be no payment for services rendered.
- ☐ When obtaining the services of expert witnesses for litigation or special counsel to assist the County.
- ☒ When in unusual or extraordinary circumstances, the Board of Supervisors or the Purchasing Agent/Purchasing Manager determines that the best interests of the County would be served by not securing competitive bids or issuing a request for proposal.

6. Explain why the unique qualities and/or capabilities described above are essential to your department.

The intention of RFP 22-060 was to contract with vendors to fill any gaps in services for the Department's community health worker (CHW) intervention efforts. Fresno EOC-AAC's target population of focus was a major point of consideration during the evaluation and recommendation process since the proposed target zip codes filled the gaps in the other CHW-led intervention efforts. BWPC will continue services within the same underserved target population identified by Fresno EOC-AAC and will implement the same scope of work and fiscal responsibilities. In addition to these services, AAC will also transition other programs contracted through EOC, therefore, approval of this transition will avoid gaps in intervention services which include linking community members to critical services such as a primary healthcare provider and other social supports.

7. Provide a comprehensive explanation of the research done to verify that the recommended vendor is the only vendor with the unique qualities and/or capabilities stated above. Include a list of all other vendors contacted, what they were asked, and their responses.

RFP 22-060 was released on July 13, 2022 and closed on August 22, 2022. Thirteen proposals were received, accepted, and evaluated by an RFP evaluation committee. In alignment with Fresno County's RFP process, the RFP evaluation committee ranked each vendor through various criteria and recommended to award the top seven proposals. AAC, with Fresno EOC as the fiscal agent, was one of the seven awarded proposals based on their proposed implementation plan, fiscally sound budget, target population, and overall strength. BWPC is uniquely qualified to fulfill the services detailed in RFP 22-060 due AAC transitioning their staff, programs, and deliverables to BWPC, in addition to their alignment in services and population of focus.

clsandoval 7/27/2023 10:44:00 AM

Requested By:

Title

[\[✕ Sign\]](#) Double click!

**I approve this request to suspend competition for the service(s) and/or product(s) identified herein.**

jprado 7/27/2023 2:38:42 PM

Department Head Signature

[\[✕ Sign\]](#) Double click!

gcornuelle 7/28/2023 10:37:24 AM

Purchasing Manager Signature

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