

Jail Medical Feasibility Study
RFP#2025-GSFA-001
Evaluation of Proposals Received – Executive Summary

Purpose

The Golden State Finance Authority (GSFA), on behalf of participating counties, issued RFP No. 2025-GSFA-001 to procure a consultant(s) to conduct a feasibility study evaluating long-term alternatives for jail medical care delivery across five defined California regions. The study is intended to support county decision-making by assessing existing conditions, evaluating alternative service delivery models, and identifying potential fiscal, operational, and governance considerations.

This Executive Summary provides a high-level overview of the internal proposal evaluation process, key takeaways from each proposal received, and illustrative cost distribution scenarios developed to support upcoming regional working group discussions.

Proposal Evaluation Process

Two proposals were received by the submission deadline:

- NCCHC Resources, Inc.
- Health Management Associates (HMA)

Proposals were reviewed and scored internally using the evaluation criteria and point distribution matrix outlined in the RFP (Section 5.1). Each proposal was assessed for responsiveness, technical approach, qualifications, cost reasonableness, and alignment with the Scope of Work. All pass/fail requirements were met by both respondents.

Because participating counties will fund the feasibility study, cost and fiscal reasonableness were considered an important component of the evaluation. At the same time, no single criterion was determinative, and scores reflect a holistic review across all evaluation categories.

Summary of Evaluation Results

NCCHC Resources, Inc.

- Total Score: **87.8/100**
- Total Project Cost: \$1,802,000
 - *Note: If awarded all five regions, NCCHC proposes a 10% total cost discount.*

Key Takeaways – NCCHC Resources, Inc.

- Exceptional depth of experience in correctional healthcare systems and jail medical operations
- Strong alignment with the RFP Scope of Work and regional feasibility study objectives
- Practical, county-focused approach informed by direct correctional health experience
- Comprehensive stakeholder engagement strategy tailored to county and facility contexts
- Clear, well-organized deliverables and reporting structure
- Project budget provided with regional cost breakouts
- Fiscal modeling and cost-sharing analysis are presented at a high level and may require additional refinement during contract negotiations.

Health Management Associates (HMA)

- Total Score: **83.5/100**
- Total Project Cost: **\$2,881,955**

Key Takeaways - HMA

- Strong statewide and California-specific expertise, particularly in Medi-Cal, CalAIM Justice-Involved initiatives, public sector compliance, and fiscal modeling
- Clear project phases, deliverables, and implementation roadmaps aligned with GSFA's regional structure
- Robust staffing capacity, particularly in financial, legal, and policy analysis domains
- Well-developed framework for comparative analysis and implementation planning
- Project team experience reflects broader healthcare and public systems expertise, with less emphasis on specialized correctional healthcare operations compared to NCCHC
- HMA provided regional cost breakdown by January 5th, 2026, as requested by GSFA to assist with the evaluation process.

Cost Distribution Scenarios

To support regional discussions, GSFA staff developed illustrative county-level cost scenarios based on the regional cost information provided by NCCHC. These scenarios are intended solely to demonstrate how costs could be allocated.

For each region, three potential cost-distribution approaches are shown:

1. Equal Share by County
 - Total regional cost divided equally among participating counties
2. Pro-Rata Share by Jail Average Daily Population (ADP) (January 2025)
 - County share calculated as:
 $(\text{County ADP} \div \text{Total Regional ADP}) \times \text{Total Regional Cost}$
3. Pro-Rata Share by Total County Population (January 2025)
 - County share calculated as:
 $(\text{County population} \div \text{Total Regional population}) \times \text{Total Regional Cost}$

These scenarios are provided to illustrate relative impacts under different allocation methodologies and to support informed discussion among counties.

NCCHC Resources Budget Proposal

<u>Region</u>	<u>Total Project Fee</u>
North State	\$375,000
Sac/Sierra	\$455,000
Central Valley	\$320,000
Central Coast	\$320,000
Bay Area	\$332,000

North State Region - \$375,000	January 2025 Jail ADP Pro-Rata	Total County Population January 2025 Pro-Rata	Equally
Del Norte	\$43,616.31	\$30,909.20	\$53,571.43
Humboldt	\$149,899.73	\$155,823.42	\$53,571.43
Lassen	\$42,112.30	\$33,438.39	\$53,571.43
Modoc	\$13,034.76	\$10,411.36	\$53,571.43
Siskiyou	\$54,645.72	\$50,433.56	\$53,571.43
Tehama	\$47,627.01	\$75,487.91	\$53,571.43
Trinity	\$24,064.17	\$18,496.15	\$53,571.43
Total	\$375,000	\$375,000	\$375,000

Sacramento/Sierra Region - \$455,000	January 2025 Jail ADP Pro-Rata	Total County Population January 2025 Pro-Rata	Equally
Colusa	\$9,496.00	\$8,682.46	\$50,555.56
El Dorado	\$58,794.40	\$75,199.87	\$50,555.56
Glenn	\$12,728.69	\$11,577.00	\$50,555.56
Lake	\$45,257.55	\$26,510.94	\$50,555.56
Mono	\$3,838.81	\$4,999.92	\$50,555.56
Placer	\$160,219.80	\$166,130.33	\$50,555.56
Sutter	\$39,802.40	\$39,520.43	\$50,555.56
Yolo	\$58,592.36	\$88,863.72	\$50,555.56
Yuba	\$66,269.98	\$33,515.32	\$50,555.56
Total	\$455,000.00	\$455,000.00	\$455,000

Central Valley Region - \$320,000	January 2025 Jail ADP Pro-Rata	Total County Population January 2025 Pro-Rata	Equally
Fresno	\$210,337.56	\$201,522.74	\$80,000.00
Madera	\$37,245.48	\$31,596.64	\$80,000.00
Merced	\$40,356.47	\$56,952.04	\$80,000.00
Kings	\$32,060.49	\$29,928.58	\$80,000.00
<u>Total</u>	\$320,000.00	\$320,000.00	\$320,000

Central Coast - \$320,000	January 2025 Jail ADP Pro-Rata	Total County Population January 2025 Pro-Rata	Equally
San Luis Obispo	\$61,793.10	\$57,466.62	\$ 106,666.7
Santa Barbara	\$100,827.59	\$91,986.26	\$ 106,666.7
Ventura	\$157,379.31	\$170,547.11	\$ 106,666.7
<u>Total</u>	\$320,000.00	\$320,000.00	\$320,000.00

Bay Area Region - \$332,000	January 2025 Jail ADP Pro-Rata	Total County Population January 2025 Pro-Rata	Equally
Napa	\$54,693.64	\$42,283.59	\$ 110,666.7
Solano	\$112,505.78	\$139,731.48	\$ 110,666.7
Sonoma	\$164,800.58	\$149,984.92	\$ 110,666.7
<u>Total</u>	\$332,000.00	\$332,000.00	\$332,000.00

HMA Budget Proposal – Cost Breakdown by Region Received on Jan. 5th, 2025

EXHIBIT 1. TOTAL COST BY REGION

	North	Bay	Central Coast	Sacramento	Central Valley	Total
Task 2, Regional Needs Assessment	\$346,303	\$254,743	\$254,933	\$470,873	\$282,398	\$1,609,250
Task 3, Model Evaluation and Comparative Analysis	\$56,738	\$56,738	\$56,738	\$56,738	\$56,738	\$283,690
Task 4, Performance and Compliance Criteria Review	\$54,466	\$54,466	\$54,466	\$54,466	\$54,466	\$272,330
Task 5, Comparative Cost Summary and Fiscal Considerations	\$39,773	\$39,773	\$39,773	\$39,773	\$39,773	\$198,865
Task 6, Implementation Roadmap and Risk Considerations	\$29,836	\$29,836	\$29,836	\$29,836	\$29,836	\$149,180
Task 7, Regional Reporting and Presentation Requirements	\$73,736	\$73,736	\$73,736	\$73,736	\$73,736	\$368,680
Total	\$600,852	\$509,292	\$509,482	\$725,422	\$536,947	\$2,881,995

North State Region - \$600,852	January 2025 Jail ADP Pro-Rata	Total County Population January 2025 Pro-Rata	Equally
Del Norte	\$69,885.19	\$49,524.95	\$85,836.00
Humboldt	\$240,180.14	\$249,671.51	\$85,836.00
Lassen	\$67,475.36	\$53,577.40	\$85,836.00
Modoc	\$20,885.23	\$16,681.83	\$85,836.00
Siskiyou	\$87,557.31	\$80,808.29	\$85,836.00
Tehama	\$76,311.42	\$120,952.16	\$85,836.00
Trinity	\$38,557.35	\$29,635.86	\$85,836.00
Total	\$600,852.00	\$600,852.00	\$600,852.00

Sacramento/Sierra Region - \$725,422	January 2025 Jail ADP Pro-Rata	Total County Population January 2025 Pro-Rata	Equally
Colusa	\$15,139.80	\$13,842.74	\$80,602.44
El Dorado	\$93,737.92	\$119,893.71	\$80,602.44
Glenn	\$20,293.78	\$18,457.61	\$80,602.44
Lake	\$72,155.65	\$42,267.29	\$80,602.44
Mono	\$6,120.35	\$7,971.55	\$80,602.44
Placer	\$255,443.89	\$264,867.25	\$80,602.44
Sutter	\$63,458.32	\$63,008.77	\$80,602.44
Yolo	\$93,415.80	\$141,678.46	\$80,602.44
Yuba	\$105,656.49	\$53,434.62	\$80,602.44
Total	\$725,422.00	\$725,422.00	\$725,422.00

Central Valley Region - \$536,947	January 2025 Jail ADP Pro-Rata	Total County Population January 2025 Pro-Rata	Equally
Fresno	\$352,937.89	\$338,146.96	\$134,236.75
Madera	\$62,496.40	\$53,017.89	\$134,236.75
Merced	\$67,716.51	\$95,563.21	\$134,236.75
Kings	\$53,796.20	\$50,218.94	\$134,236.75
<u>Total</u>	\$536,947.00	\$536,947.00	\$536,947.00

Central Coast - \$509,482	January 2025 Jail ADP Pro-Rata	Total County Population January 2025 Pro-Rata	Equally
San Luis Obispo	\$98,382.73	\$91,494.41	\$169,827.33
Santa Barbara	\$160,530.75	\$146,454.20	\$169,827.33
Ventura	\$250,568.52	\$271,533.39	\$169,827.33
<u>Total</u>	\$509,482.00	\$509,482.00	\$509,482.00

Bay Area Region - \$509,292	January 2025 Jail ADP Pro-Rata	Total County Population January 2025 Pro-Rata	Equally
Napa	\$83,900.71	\$64,863.54	\$169,764.00
Solano	\$172,585.22	\$214,349.78	\$169,764.00
Sonoma	\$252,806.07	\$230,078.68	\$169,764.00
<u>Total</u>	\$509,292.00	\$509,292.00	\$509,292.00