SUBMISSION REQUIREMENT B3: ASSUMPTIONS

The Offeror must identify any assumptions used when developing its proposal as it relates to scope, costs, schedule, resources, etc. If the Offeror's assumption takes exception to any part of the solicitation (including but not limited to requirements, scope of work or terms and conditions), these shall be separately explained as well as in the Offeror's exceptions to terms submission.

Assumptions below are congruent with the solicitation's terms and conditions as well as scope of work requirements. Additional tie-out corresponds with budget submission detail.

- Consistent with page 5, Section 3 of the RFP and page 6, Section S.1.2 of the RFP, the startup date is 4/1/2022 to 9/30/2023, thus there is no operations budget for 10/1/2022 to 9/30/2023 (listed as "Year 1" in the submitted budget information).

- Solicitation Amendment #2 states that rent is pegged at approximately $150,000 annually based on $15 per square foot for the estimated 10,000 square foot building. We assume that there will be a good faith negotiation for determining the landlord's responsibilities for repairing the building structure and major systems (mechanical, electrical, HVAC). We assume maintenance costs will be minimal and a maintenance contract with an outside organization is not necessary given that the building will be brand new and should be covered under warranty for the duration of the initial lease. As such, while we did budget a line item for repairs related to pest control, landscaping and general damage, we did not budget the $80,000 maintenance contract mentioned in Solicitation Amendment #2.

- Copa intends for clinic revenues to support Bridge Housing Facility operations, therefore clinic operations and Bridge operations are combined.

- Copa and CASS will work with AHCCCS to obtain gap funding immediately after winning the RFP award.

- The shelter staffing pattern includes a ratio of 1 staff to 10 clients, but at least 3 staff assigned each shift, which may include security personnel or Shelter Manager.

- Medicaid billings are estimated based on Copa's experience of the ratio of billings-to-wages for BHT's, Counselors, Peers, Case Managers, and other staff that provide billable services.

- A Security Officer at $35/hour will be present 24/7/365.

- Meals will be brought in by an outside company. Cost is based on CASS' current experience; however, further RFP's will be sought to reduce this cost.

- Additional detail support and assumption are included in the notes to the budget attachment in this RFP.