



Question and Answer #1 – Revised

REQUEST FOR PROPOSALS #C00055-00002340 RFP for Hospital Feasibility Study

Issue Date: March 21, 2022

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1. Has there been any preliminary work completed by either the County Public Health Department or other consultants as it relates to market demand and/or financial performance? **No recent work has been completed. Related work was completed 15 years ago.** If so, will we have access to this information? **The county can provide the available reports.**
2. The RFP indicates that “The successful Proposer will prepare a market needs assessment and financial feasibility study which the County will use in evaluating whether to pursue a certificate of need for the proposed new hospital. Work is to begin in May of 2022 and completed by June of 2022” and “Prepare a draft report of results and analysis for review by the Public Health Director. From feedback, prepare a final market needs assessment and financial feasibility study for the proposed new hospital.”
 - a. Often times our market needs assessment will be presented in PowerPoint format – is this acceptable? **Yes, if it includes all of the required information in the agreement.**
 - b.** Is there a specific format for the financial feasibility study? **No.** Will there need to be an assurance provided on the report (i.e. examination level feasibility study), or is a compilation level report acceptable? These different levels significantly impact the amount of time and price. **The county requests a compilation level report at this phase.**
 - c. Our experience would indicate that having work begin after May 2022 (issuance of Notice Award listed as approx. May 6, 2022) and be completed by June 2022 (even assuming June 30, 2022) is not likely – or we could not commit to holding to those timelines. We’re interested in proposing but cannot commit to those time frames. Our process would be to complete a comprehensive market analysis first, in order to determine the specific levels of services to be offered, and then complete feasibility

study based on the data produced by the market analysis. If June 30, 2022 is a firm deadline, we'll likely pass on submitting a proposal. **The applicant may propose an alternative deadline.**

3. Will we have access to existing patient utilization within the St. Helens, Oregon and surrounding markets – either from the State Hospital Association or County Public Health Data? **The Public Health Department does not have patient utilization data, but it will work with the applicant to make requests to the Oregon Health Authority for necessary data.**
4. Proposal delivery deadline – do hard copies of proposals need to be receipted prior to the deadline, or is electronic submission sufficient for the April 6, 2022 at 4:30pm date. **Electronic submission is sufficient.**