

CITY AND BOROUGH OF SITKA

ASSEMBLY CHAMBERS 330 Harbor Drive Sitka, AK (907)747-1811

Meeting Agenda

City and Borough Assembly

Mayor Matthew Hunter
Deputy Mayor Steven Eisenbeisz,
Vice Deputy Mayor Bob Potrzuski,
Aaron Bean, Kevin Knox, Dr. Richard Wein,
Benjamin Miyasato

Municipal Administrator: Keith Brady Municipal Attorney: Brian Hanson Municipal Clerk: Sara Peterson

Tuesday, June 5, 2018 6:00 PM Assembly Chambers

SPECIAL MEETING

- I. CALL TO ORDER
- II. FLAG SALUTE
- III. ROLL CALL
- IV. PERSONS TO BE HEARD

Public participation on any item off the agenda. All public testimony is not to exceed 3 minutes for any individual, unless the mayor imposes other time constraints at the beginning of the agenda item.

- V. NEW BUSINESS:
- A 18-109 Approve the Administrator and Evaluation Committee's recommendation

of Quorum and SEARHC for phase 2 as specified in the Sitka Community

Hospital RFP

Attachments: SitkaCommHospRFP.pdf

SCH Assembly Mtg 6-5-18 (FINAL 60518).pdf

VI. PERSONS TO BE HEARD:

Public participation on any item on or off the agenda. Not to exceed 3 minutes for any individual

VII. EXECUTIVE SESSION

none anticipated

VIII. ADJOURNMENT

Note: Detailed information on these agenda items can be found on the City website at https://sitka.legistar.com/Calendar.aspx or by contacting the Municipal Clerk's Office at City Hall, 100 Lincoln Street or 747-1811. A hard copy of the Assembly packet is available at the Sitka Public Library. Assembly meetings are aired live on KCAW FM 104.7 and via video streaming from the City's website. To receive Assembly agenda notifications, sign up with GovDelivery on the City website.

Sara Peterson, MMC, Municipal Clerk Publish: June 1



CITY AND BOROUGH OF SITKA

Legislation Details

File #: 18-109 Version: 1 Name:

Type: Item Status: AGENDA READY

File created: 5/31/2018 In control: City and Borough Assembly

On agenda: 6/5/2018 Final action:

Title: Approve the Administrator and Evaluation Committee's recommendation of Quorum and SEARHC for

phase 2 as specified in the Sitka Community Hospital RFP

Sponsors:

Indexes:

Code sections:

Attachments: SitkaCommHospRFP.pdf

SCH Assembly Mtg 6-5-18 (FINAL 60518).pdf

Date Ver. Action By Action Result

POSSIBLE MOTION

I MOVE TO approve the Administrator and Evaluation Committee's recommendation of Quorum and SEARHC for phase 2 as specified in the Sitka Community Hospital RFP.

SITKA COMMUNITY HOSPITAL AFFILIATION REQUEST FOR PROPOSALS May 31, 2018

Goal Weights

> 100% 100% 71% 57% 43% 20%

Name of Proposing Organization (evaluator to fill in the blank): Alaska Regional Hospital (HCA)

SCH Affiliation RFP	SCORES					
Criteria / Component	Evaluator 1	Evaluator 2	Evaluator 3	Evaluator 4	Evaluator 5	Avg Score
1. Degree to which RFP respondent's vision for SCH optimizes SCH's positive	3.00	2.75	4.50	1.75	2.50	2.90
attributes outlined in the "Introduction" section of the RFP:	5.00		4150	11,5	2.50	
Mission and Vision						2.80
Critical Access Hospital status						2.80
 Programs and services that enhance the continuum of care in the 						
community (outpatient services, swing bed program, long-term care,						3.60
home health)						
 Employment of talented mix of providers and staff 						2.40
2. RFP respondent's demonstrated willingness to embrace the Assembly's Guiding						
Principles and Goals of Affiliation (refer to "Objectives and Priorities" section of RFP,	1.93	2.28	3.24	1.69	2.30	2.2
as well as "Prioritized Goals and Guiding Principles" document):						
Guiding Principles:						
1) Alignment of organizational missions and core values	1					3.00
Compatibility of culture embracing quality and accountability	S. Carrie					2.80
3) Commitment to serving local community and providing access to						
appropriate care close to home						2.8
4) Adoption of shared vision for the future						2.60
5) Relationships characterized by trust, integrity, equity and	R. S.					
collaborative spirit						3.0
6) Transparency and open communication channels between all	TO STATE					
parties						3.6
7) Willingness to engage mutually in transition/integration planning	A SECTION AND ADDRESS OF					3.4
Prioritized Goals (green=high priority; blue=lower priority):						
Increase quality and scope of healthcare provided in Sitka	THE REAL PROPERTY.	- 1 March		-	SURFICIAL PROPERTY.	3.4
Mitigate current and future liabilities to CBS	1					1.2
Maintain/expand living wage employment opportunities	RESIDENCE OF					1.70
Provide access to capital for future needed improvements						0.5
5) Participate in governance of future affiliated entity						1.2
6) Elevate brand status and reputation within our community	THE REAL PROPERTY.					0.4
3. Assessment of best organizational fit, along with benefit to SCH and the		1000	Assertable to the second			0.4
community, based on the RFP respondent's response to "Characteristics of	2.57	1.00	3.00	1.29	2.57	2.0
Proposer" and proposal requirements outlined in "Phase 1" section of the RFP:	2.5/	1.00	3.00	1.29	2.57	2.0
A demonstrated culture of quality and accountability	DESCRIPTION OF THE PARTY OF THE		Company of the Control	CHARLES S.	To a second	2.2
A proven track record of operational success	THE RES					2.40
	G SHANE					2.4
Capabilities, facilities, clinical integration, leadership, and strategies to						2.2
position the organization for healthcare reform						-
Demonstrated history of following through on its promises and						2.2
commitments	17/20 13/15					
Proposer's history with and reputation among physicians, consumers,						2.0
and third-party payers						
Experience with and proposed strategies for improving patient						2.0
experience and outcomes and third-party payers	AS LIST					
Financial strength of the proposer				E NO YES		1.6
4. Degree to which the nature and structure of the proposed affiliation (see						
proposal requirements outlined in "Phase 1" section of the RFP) aligns with the	2	2	2.5	2	3	2.30
Assembly's Prioritized Goals of Affiliation and supports long-term sustainability of				_		
care in the community.						
5. Any other criteria that consultants and CBS staff deems important in assessing	0	2	3	0	3	1.60
RFP respondents						
		111			erage Score:	2.23
		Ov	erall Average	Score (minus	criterion 51:	2.39

Rating Scale: 1-5	
1-Does not meet criterion	
2-Partially meets criterion	
3-Adequately meets criterion	
4-Exceeds criterion	
5-Greatly exceeds criterion	

SITKA COMMUNITY HOSPITAL AFFILIATION REQUEST FOR PROPOSALS May 31, 2018

Goal Weights

> 100% 100% 71% 57% 43% 20%

Name of Proposing Organization (evaluator to fill in the blank): Quorum Health Resources

Criteria / Component	Evaluator 1	CIZATE COLOR	Total College Production	DOMESTIC STREET, STREE	THE RESERVE TO SERVE THE PARTY OF THE PARTY	
Description to which DED respondently vision for CCU entimizes CCUI- activic	Lvaidatoi 1	Evaluator 2	Evaluator 3	Evaluator 4	Evaluator 5	Avg Score
. Degree to which RFP respondent's vision for SCH optimizes SCH's positive ttributes outlined in the "Introduction" section of the RFP:	2.75	2.75	3.25	2.25	2.75	2.7
Mission and Vision	DESCRIPTION OF THE PROPERTY OF		A TOTAL OF	17.00		2.80
Critical Access Hospital status						3.20
Programs and services that enhance the continuum of care in the						
community (outpatient services, swing bed program, long-term care,						2.00
home health)						
Employment of talented mix of providers and staff						3.00
. RFP respondent's demonstrated willingness to embrace the Assembly's Guiding						
rinciples and Goals of Affiliation (refer to "Objectives and Priorities" section of RFP,	2.00	2.23	2.64	2.09	2.32	2.26
s well as "Prioritized Goals and Guiding Principles" document):						
Guiding Principles:	20 E S. S.					
Alignment of organizational missions and core values	33 600	THE RESERVE	Ct. March	44.80		2.80
Compatibility of culture embracing quality and accountability						3.20
Commitment to serving local community and providing access to						
appropriate care close to home						2.80
4) Adoption of shared vision for the future						3.00
5) Relationships characterized by trust, integrity, equity and						ST. ST.
collaborative spirit						3.20
6) Transparency and open communication channels between all						
parties						3.20
7) Willingness to engage mutually in transition/integration planning						3.20
Prioritized Goals (green=high priority; blue=lower priority):	MODELL CO.		ALCOHOL: NAME		CANADA CALVES	O.E.
Increase quality and scope of healthcare provided in Sitka	THE REAL PROPERTY.	THE RESERVE	COLUMN TO SERVICE	AT USE OF THE	T. C. ST. ST. ST. ST. ST. ST. ST. ST. ST. ST	2.40
Mitigate current and future liabilities to CBS						1.40
3) Maintain/expand living wage employment opportunities						1.85
4) Provide access to capital for future needed improvements						0.68
5) Participate in governance of future affiliated entity						1.29
6) Elevate brand status and reputation within our community						0.32
Assessment of best organizational fit, along with benefit to SCH and the						0.51
ommunity, based on the RFP respondent's response to "Characteristics of	2.71	3.14	3.43	2.57	3.14	3.00
roposer" and proposal requirements outlined in "Phase 1" section of the RFP:			5.45	2.57	0.21	5.00
A demonstrated culture of quality and accountability	STEP I		AL STATE	ATT AND		3.20
A proven track record of operational success						3.00
Capabilities, facilities, clinical integration, leadership, and strategies to						
position the organization for healthcare reform						3.00
Demonstrated history of following through on its promises and	DE SALE					77055
commitments						3.20
Proposer's history with and reputation among physicians, consumers,						21 10 25
						3.20
and third-party payers Experience with and proposed strategies for improving patient						RNS SEE
experience with and proposed strategies for improving patient experience and outcomes and third-party payers	1 2 13					2.80
						2.60
Financial strength of the proposer Degree to which the nature and structure of the proposed affiliation (see			100 (100 (100 to 100 to	Control of the last	the contract of the	2.00
roposal requirements outlined in "Phase 1" section of the RFP) aligns with the						
A COLUMN A COLUMN ACCOUNT A COLUMN A COLUMN ACCOUNT A COLUMN A COLUMN ACCOUNT A COLUMN	2	2	2.5	2	4	2.50
ssembly's Prioritized Goals of Affiliation and supports long-term sustainability of						
are in the community.	-					
Any other criteria that consultants and CBS staff deems important in assessing	0	3	0	0	3	1.20
FP respondents				Ougrall 4:	orago Coore	2.2
		Ov		Overall AV	erage Score:	2.34

Rating Scale: 1-5	
1-Does not meet criterion	
2-Partially meets criterion	
3-Adequately meets criterion	
4-Exceeds criterion	
5-Greatly exceeds criterion	

SITKA COMMUNITY HOSPITAL AFFILIATION REQUEST FOR PROPOSALS May 31, 2018

Goal Weights

> 100% 100% 71% 57% 43% 20%

Name of Proposing Organization (evaluator to fill in the blank): RCCH HealthCare Partners

SCH Affiliation RFP			SCO	RES	Section 1	1000
Criteria / Component	Evaluator 1	Evaluator 2	Evaluator 3	Evaluator 4	Evauator 5	Avg Score
1. Degree to which RFP respondent's vision for SCH optimizes SCH's positive	3.25	3.50	4.00	2.00	4.25	3.40
attributes outlined in the "Introduction" section of the RFP:	3.23	3.50	4.00	2.00	4.23	3.40
Mission and Vision						3.60
Critical Access Hospital status						3.40
 Programs and services that enhance the continuum of care in the 						
community (outpatient services, swing bed program, long-term care, home health)						3.40
Employment of talented mix of providers and staff						3.20
2. RFP respondent's demonstrated willingness to embrace the Assembly's Guiding						
Principles and Goals of Affiliation (refer to "Objectives and Priorities" section of RFP,	2.41	2.76	3.14	1.71	2.87	2.5
as well as "Prioritized Goals and Guiding Principles" document):	1					
Guiding Principles:						
Alignment of organizational missions and core values	-	ALC: NAME OF	THE PERSON NAMED IN	State Laborator	THE REAL PROPERTY.	2.70
Compatibility of culture embracing quality and accountability						3.60
Compatibility of culture embracing quality and accountability Commitment to serving local community and providing access to						3.00
appropriate care close to home						3.20
4) Adoption of shared vision for the future						2.40
	THE STATE OF					2,40
5) Relationships characterized by trust, integrity, equity and						3.40
collaborative spirit						
Transparency and open communication channels between all						3.20
parties						3.20
7) Willingness to engage mutually in transition/integration planning					-	3.20
Prioritized Goals (green=high priority; blue=lower priority):	2000				-	2.
1) Increase quality and scope of healthcare provided in Sitka						3.2
2) Mitigate current and future liabilities to CBS						2.0
3) Maintain/expand living wage employment opportunities						2.3
4) Provide access to capital for future needed improvements	4137					1.8
5) Participate in governance of future affiliated entity	STEELS.					1.3
6) Elevate brand status and reputation within our community	Property of the sale				A CHARLES	0.0
3. Assessment of best organizational fit, along with benefit to SCH and the						
community, based on the RFP respondent's response to "Characteristics of	3.57	3.57	4.14	2.00	3.57	3.3
Proposer" and proposal requirements outlined in "Phase 1" section of the RFP:						
A demonstrated culture of quality and accountability	30 25 25 25 25					3.40
A proven track record of operational success						3.60
 Capabilities, facilities, clinical integration, leadership, and strategies to 						3.40
position the organization for healthcare reform						
 Demonstrated history of following through on its promises and 						2.80
commitments						
 Proposer's history with and reputation among physicians, consumers, 						3.20
and third-party payers						2000
 Experience with and proposed strategies for improving patient 						3.60
experience and outcomes and third-party payers						
Financial strength of the proposer	Property la		The State			3.60
4. Degree to which the nature and structure of the proposed affiliation (see						
proposal requirements outlined in "Phase 1" section of the RFP) aligns with the	3	2	2.5	2	4	2.70
Assembly's Prioritized Goals of Affiliation and supports long-term sustainability of	1	'		· '	,	
care in the community.						
5. Any other criteria that consultants and CBS staff deems important in assessing	0	2	4	0	4	2.00
RFP respondents			4			2.00
				Overall Av	erage Score:	2.81
		Ov	erall Average	Score (minus	criterion 5):	3.01

Rating Scale: 1-5	
1-Does not meet criterion	
2-Partially meets criterion	
3-Adequately meets criterion	
4-Exceeds criterion	
5-Greatly exceeds criterion	

SITKA COMMUNITY HOSPITAL AFFILIATION REQUEST FOR PROPOSALS

May 31, 2018

Name of Proposing Organization (evaluator to fill in the blank): Sitka Jet Center, LLC

1-Does not meet criterion 2-Partially meets criterion

3-Adequately meets criterion
4-Exceeds criterion
5-Greatly exceeds criterion

SCH Affiliation RFP	SCORES							
Criteria / Component	Evaluator 1	Evaluator 2	Evaluator 3	Evaluator 4	Evaluator 5	Avg Score		
Degree to which RFP respondent's vision for SCH optimizes SCH's positive	2.05	2.05	2.05					
attributes outlined in the "Introduction" section of the RFP:	2.25	2.25	2.25	1.25	1.00	1.80		
Mission and Vision	100 300					1.80		
Critical Access Hospital status						1.80		
 Programs and services that enhance the continuum of care in the 								
community (outpatient services, swing bed program, long-term care,						1.60		
home health)								
Employment of talented mix of providers and staff						2.00		
2. RFP respondent's demonstrated willingness to embrace the Assembly's Guiding								
Principles and Goals of Affiliation (refer to "Objectives and Priorities" section of	1.75	1.70	1.94	0.92	1.30	1.53		
RFP, as well as "Prioritized Goals and Guiding Principles" document):				100	35,500,00			
Guiding Principles:						* T		
Alignment of organizational missions and core values		And a West				1.60		
Compatibility of culture embracing quality and accountability						1.20		
Commitment to serving local community and providing access to								
appropriate care close to home						2.20		
4) Adoption of shared vision for the future						1.60		
5) Relationships characterized by trust, integrity, equity and								
collaborative spirit						1.60		
6) Transparency and open communication channels between all						2.40		
parties								
7) Willingness to engage mutually in transition/integration planning		ALCOHOLS .				2.00		
Prioritized Goals (green=high priority; blue=lower priority):			Sept United	STATE STATE				
Increase quality and scope of healthcare provided in Sitka						1.20		
Mitigate current and future liabilities to CBS						2.20		
Maintain/expand living wage employment opportunities						1.42		
Provide access to capital for future needed improvements						1.37		
5) Participate in governance of future affiliated entity						0.7		
Elevate brand status and reputation within our community	S. D. C		13145			0.20		
3. Assessment of best organizational fit, along with benefit to SCH and the								
community, based an the RFP respondent's response to "Characteristics of	2.14	1.57	1.57	1.00	2.14	1.69		
Proposer" and proposal requirements outlined in "Phase 1" section of the RFP:								
A demonstrated culture of quality and accountability						1.20		
A proven track record of operational success	100000					1.80		
 Capabilities, facilities, clinical integration, leadership, and strategies to 						1.00		
position the organization for healthcare reform					6.795	1.00		
 Demonstrated history of following through on its promises and 					TO THE	2.60		
commitments						2.00		
 Proposer's history with and reputation among physicians, consumers, 						1.20		
and third-party payers						1.20		
 Experience with and proposed strategies for improving patient 						1.00		
experience and outcomes and third-party payers						1.00		
Financial strength of the proposer						3.00		
4. Degree to which the nature and structure of the proposed affiliation (see	800							
proposal requirements outlined in "Phase 1" section of the RFP) aligns with the	,	2	2.5	1	,	1.90		
Assembly's Prioritized Goals of Affiliation and supports long-term sustainability of	4		2.5	1	4	1.90		
care in the community.								
5. Any other criteria that consultants and CBS staff deems important in assessing	0							
RFP respondents	0	2	3	0	3	1.60		
				Overall Av	erage Score:	1.70		
		Ov	erall Average	Score (minus	criterion 5):	1.73		
Rating Scale: 1-5								

	Weights
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SITKA COMMUNITY HOSPITAL AFFILIATION REQUEST FOR PROPOSALS May 29, 2018

Name of Proposing Organization (evaluator to fill in the blank): Southeast Alaska Regional Health Consortium (SEARHC)

SCH Affiliation RFP	SCORES					188.1
Criteria / Component	Evaluator 1	Evaluator 2	Evaluator 3	Evaluator 4	Evaluator 5	Avg Score
. Degree to which RFP respondent's vision for SCH optimizes SCH's positive	3.25	3.75	4.75	4.00	3.75	3.90
attributes outlined in the "Introduction" section of the RFP:	5.25	3./3	4.73	4.00	5./5	3.90
Mission and Vision	Production of					3.40
Critical Access Hospital status	E-OF-					4.00
Programs and services that enhance the continuum of care in the community (outpatient services, swing bed program, long-term care, home health)						4.20
Employment of talented mix of providers and staff						4.00
. RFP respondent's demonstrated willingness to embrace the Assembly's Guiding						
Principles and Goals of Affiliation (refer to "Objectives and Priorities" section of RFP, is well as "Prioritized Goals and Guiding Principles" document):	2.75	3.40	3.46	3.08	3.33	3.20
Guiding Principles:						
1) Alignment of organizational missions and core values	SELECTION AS	THE WAY	SKEWIE B	A STATE OF THE STA	THE STATE OF	3.40
2) Compatibility of culture embracing quality and accountability						3.60
3) Commitment to serving local community and providing access to	BENEVAL.					
appropriate care close to home	THE REAL PROPERTY.					4.60
4) Adoption of shared vision for the future	P M P C					3.40
5) Relationships characterized by trust, integrity, equity and						
collaborative spirit						3.20
Transparency and open communication channels between all parties						3.80
7) Willingness to engage mutually in transition/integration planning						3.60
Prioritized Goals (green=high priority; blue=lower priority):						3.00
I) Increase quality and scope of healthcare provided in Sitka	THE PARTY OF	annuan	VICTOR OF STREET	NAME OF STREET	division to the same	3.80
Mitigate current and future liabilities to CBS						4.80
3) Maintain/expand living wage employment opportunities						2.84
4) Provide access to capital for future needed improvements						2.51
5) Participate in governance of future affiliated entity						1.46
6) Elevate brand status and reputation within our community						0.64
Assessment of best organizational fit, along with benefit to SCH and the	L. CALSON OF SAC	CE MILY A				0.04
ommunity, based on the RFP respondent's response to "Characteristics of	2.86	4.00	4.14	4.14	3.71	3.77
Proposer" and proposal requirements outlined in "Phase 1" section of the RFP:	The West Street			W 200 PM 2	- 300 0047	2.50
A demonstrated culture of quality and accountability						3.60
A proven track record of operational success						3.80
Capabilities, facilities, clinical integration, leadership, and strategies to						4.00
position the organization for healthcare reform Demonstrated history of following through on its promises and						3.60
commitments						5.50
Proposer's history with and reputation among physicians, consumers, and third-party payers						3.20
Experience with and proposed strategies for improving patient						2.00
experience and outcomes and third-party payers						3.80
Financial strength of the proposer						4.40
. Degree to which the nature and structure of the proposed affiliation (see						
roposal requirements outlined in "Phase 1" section of the RFP) aligns with the	3		_			4.00
ssembly's Prioritized Goals of Affiliation and supports long-term sustainability of	3	4	3	4	4	4.00
are in the community.						
. Any other criteria that consultants and CBS staff deems important in assessing		4				2.40
RFP respondents	0	4	4	0	4	2.40
				Overall Av	erage Score:	3.46
•		Ov	erall Average	Score (minus	criterion 51	3.72

Rating Scale: 1-5	
1-Does not meet criterion	
2-Partially meets criterion	
3-Adequately meets criterion	
4-Exceeds criterion	
5-Greatly exceeds criterion	

Sitka Community Hospital RFP

City and Borough of Sitka, Alaska Assembly

Sarah Cave & Steve Huebner
June 5, 2018





Tonight's Objectives

- 1. Quick recap of where we are in process and the CBS Assembly's Guiding Principles and Goals of Affiliation
- 2. Review the RFP Evaluation Team's assessment of proposals
- 3. Discussion and approval of the City Administrator's recommendation (on behalf of the Evaluation Team) of advancing 2 proposals to the next phase of the RFP process





Recap Process, Principles & Goals







Affiliation Process Phasing



Phase 1: Planning & Preparation

Phase 2: RFP Process Phase 3:
Negotiations &
Definitive
Agreement





RFP Process & Timeline

- RFP release date: March 30, 2018
- Preliminary Intent to Respond: April 16, 2018
- Due date for proposals: May 18, 2018
- Notice date of selected proposers: June 6, 2018
- Finalist site visits: July 11-12, 2018
- Due date for expanded proposals: July 27, 2018
- Finalist oral presentation date: August 13, 2018
- Selection date of preferred proposer: August 28, 2018





Guiding Principles for Affiliation (culture & fit)

Principles to which CBS would adhere and would expect a potential partner to adhere to

- 1. Alignment of organizational missions and core values.
- 2. Compatibility of culture embracing quality and accountability.
- 3. Commitment to serving local community and providing access to appropriate care close to home.
- 4. Adoption of shared vision for the future.
- 5. Relationships characterized by trust, integrity, equity and collaborative spirit.





Guiding Principles for Affiliation (culture & fit)

Principles to which CBS would adhere and would expect a potential partner to adhere to

- 6. Transparency and open communication channels between all parties.
- 7. Willingness to engage mutually in transition/integration planning.





Prioritized Goals

Goal	Prioritization (# Dots)
Increase quality and scope of healthcare provided in Sitka	7 green
Mitigate current and future liabilities to CBS	7 green
Maintain/expand living wage employment opportunities	5 green
Provide access to capital for future needed improvements	4 green
Participate in governance of future affiliated entity	3 green
Elevate brand status and reputation within our community	0 dots
Be well positioned for success in an era of healthcare reform	1 red





Summary of Evaluation Team Assessment of Proposals





Evaluation Team Members

- Kimberly Bakkes, MD, SCH Chief of Staff
- Keith Brady, CBS Administrator
- Sarah Cave, Consultant
- Steve Huebner, Consultant
- Connie Sipe, SCH Board Chair





Evaluation Team Charge

- 1. Maintain Objectivity:
 - ✓ Evaluate against objective criteria that map directly to RFP and CBS goals
 - ✓ Team's job to objectively assess and recommend Assembly's job to vote/ make decision
 - ✓ Evaluate each proposal on its own merit
 - ✓ Shed any preconceived notions about proposing organizations
- 2. Provide individual perspective on each evaluation criteria
- 3. Reach consensus on overall ranking of proposals
- 4. Recommendation of two proposals that most closely align with CBS goals and objectives







Overview of Evaluation Team's Scoring

• Rating Scale: 1-5 (1-Does not meet criterion 2-Partially meets criterion 3-Adequately meets criterion 4-Exceeds criterion 5-Greatly exceeds criterion)

• Criteria:

- 1. Degree to which RFP respondent's proposal optimizes SCH's positive attributes outlined in the RFP (mission, vision, CAH, programs/services)
- 2. Demonstrated willingness to embrace the Assembly's Guiding Principles and Goals of Affiliation (goals weighted based on prioritization)
- 3. Assessment of best organizational fit based on the organization's characteristics, performance trends, and track record of success
- 4. Degree to which the nature and structure of the proposed affiliation aligns with the Assembly's goals and supports long-term sustainability of healthcare in the community





Summary of Scoring Results (ranked lowest to highest)

- 1. Sitka Jet: 1.73 did not receive an average score of 2 or higher on any criteria:
 - Real estate transaction (sale/lease-back w/triple net terms)
 - Does not achieve overall objectives
- 2. Alaska Regional: 2.39 did not receive an average score of 3 or higher on any criteria:
 - Services proposed in this affiliation agreement would be of benefit to the hospital/community
 - This proposal was previously presented to the SCH Board and management, so didn't respond to many elements of the RFP





Summary of Scoring Results (cont'd)

- **4. RCCH/UW Medicine: 3.01** range of average scores 2.58-3.37; exceeded an average of 3 on 2 of 4 criteria:
 - Straight-forward proposal that meets many of the Assembly's goals
 - Contingency of a merger with another AK hospital was Evaluation Team's chief concern
 - RCCH/UW Med wouldn't want to enter the community if they couldn't be successful (small hospital, 2-hospital town)







Summary of Scoring Results (cont'd)

- 3. Quorum: 2.63 range of average scores 2.26-3.0; met 1 criterion
 - Proposed management services would be of benefit to the hospital/community
 - Experience working with small community hospitals
 - Need to ensure that anticipated level of improved operating performance would justify management fees
 - May not achieve long-term sustainability







Summary of Scoring Results (cont'd)

5. SEARHC: 3.72 – exceeded a 3 on all criteria

- Fully responsive to the RFP
- Described a compelling shared vision, as well as a collaborative approach with input into governance process
- Committed to delivering a full range of services in the Sitka community
- Offered 3 different transaction structure options, all of which involve purchasing the business operations of SCH, and would be favorable in terms of mitigating CBS's financial liabilities and meeting short- and longterm capital needs.
- Long-term sustainable model
- Will need to address/manage historical mistrust and perception issues







Recommendation

- On behalf of the Evaluation Team, City Administrator recommends to the CBS Assembly that the following two organizations move forward to Phase 2 (SCH site visits):
 - 1. SEARHC
 - 2. Quorum Health Resources





