

2026 Opioid NOFA Pre-Application Meeting- 20260709_140244-Meeting Recording

July 9, 2026, 7:02PM

30m 29s

● **Angela J. Jones** started transcription



Angela J. Jones 0:03

6 opioid nofa free Application Meeting today is July 9th, 2026.

It is 2:02 PM.

My name is Angela Jones and the office of Purchasing, and with me in the office, we'll go Jose.

And administration operations manager Lauren Rosenblatt, Escambia County Elizabeth Kissel governmental liaison, Escambia County Travis Simmons, grant coordinator for Escambia County Office of purchasing.

Ken Kenson, purchase coordinator for the Escambia County Office of purchase.

All right. And joining us via teams offensive corps.

Can you unmute yourself and introduce yourself and your affiliation please?



Offensive Corp 0:46

Hello, I am Brad Bishop with offensive corps.

We are a non profit outreach team in Escambia County that goes into areas of high drug activity to connect with individuals and connect them to resources.



Angela J. Jones 1:01

Thank you. Travis, can you introduce yourself?



Travis D. Tompkins 1:05

Sure, Travis Tompkins, Escambia County emergency manager deputy public safety director.



Angela J. Jones 1:09

All right.

Thank you, mark.



Mark Isbell 1:13

Yeah, Marcusville vice president of PR development at Waterfront Rescue mission.



Angela J. Jones 1:18

And then Christine, with Bright Bridge.



Bright Bridge Ministries, Kristi M 1:22

Hi, I'm Christy McClellan with Bright Bridge ministries.



Angela J. Jones 1:25

Thank you.

And then Jessica Johnson.

Jessica, can you hear us?



Jessica Johnson 1:33

Hi everyone.



Angela J. Jones 1:34

Yeah, there you are.



Jessica Johnson 1:34

Can you hear me OK?



Angela J. Jones 1:35

Yeah, there we are.



Jessica Johnson 1:37

Hey. Hey. I'm Jessica Johnson.

I'm the vice president of impact services here at United Way of West Florida and I also oversee our 21190 day in Florida vet line helpline.



Angela J. Jones 1:48

All right.

Thank you. And then lexie?



Lexi Osburn 1:52

Hi, Lexie Osbourne. I'm the PRN development associate at Waterfront Rescue mission.



Angela J. Jones 1:57

Right, Sally?



Sally Bergosh 1:59

Hi, I'm Sally burgosh.

I'm the executive director here at Health and Hope Clinic, and this is Hanley Jimenez.



Angela J. Jones 2:03

All right.



Sally Bergosh 2:06

I'm here.



Angela J. Jones 2:07

There we go. Hi, Stephanie.



Stephanie Shepard 2:12

Hi, I'm Stephanie shepherd.

I'm the executive director of hope above fear.



Angela J. Jones 2:16

All right.

Thank you. And then Leslie?



Leslie Powell-Boudreaux 2:19

Hi everyone.

Leslie Powell, I'm the executive director of legal services of North Florida.



Angela J. Jones 2:24

All right.

Thank you all.

Let me go ahead.

I'm gonna turn my camera off to save save my bandwidth.

Let me go ahead and share my screen.

Can everyone see my screen OK?



Jessica Johnson 2:35

Yes.



Angela J. Jones 2:36

Yes, perfect.

Thank you.

So what I'm gonna do is I'm just gonna go over the basic timeline and I apologize.

We had a little bit of a typo here.

This is our our pre and it's actually pre application so I apologize about that but we treat it like a reverse RFP. So if that makes sense to you guys it might make a little more sense.

But that's our meeting today. And then the next big meeting is August 14th, 2026.

That's a Friday at 5:00 PM.

That is your deadline for questions.

Please have those in is the same e-mail.

Yeah, please have those into the opioid abatement at my Escambia com no later than that time. Those are you know your your scope specific questions or or your questions when you're going to write your application. If you run into some some. Burning questions.

Hey I'm not sure.

Does this qualify or does this happen?

Please have those questions in and then here is the responses.

So we, Escambia County will have the responses to those questions to you by September 4th, 2026 at 5:00 PM.

And then submission deadline.

Here's the big one.

This is for all project applications.

This is Friday, September 11th at 5:00 PM, same e-mail. The opioid abatement at my Escambia.

After we get those.

So that's what our committee goes to work.

They will review your submissions and they'll score them. Like I said, kind of like, just like a reverse RFP.

They'll score less, just like an RFP that we would do.

And then we have the scoring criteria in here as well. So we'll do our first performance evaluation and ranking and it was to be probably already been to these before we'll go over it, they'll go through it and then if we need more information.

This will be the the next deadline, so if we're needed, if if needed, we need more information or failed firms. Obviously we wanna give as much money as we can.

The way we don't keep this money, these are needed programs.

So we try to make it as fair and as easy as possible, all within while staying within our deadlines.

Where is our. This is what we have for this year.

Where is our evaluation criteria.

22, OK.

So here is the funding priorities. Again, you guys probably already know this.

It's actually.

Sorry, it's been a while since I've looked at this one.

Page 11, OK, application will be scoring and conditional selection process.

OK.

So here's where we start.

So obviously you have to service Gamia County for giving the money away.

That's important to us submitted letter of determination from the IRS confirming your federally tax exempt status.

Copy of your W 9.

Copy of your organizations 2425 or 25 tax returns or your 990 or 990. Easy.

You can also submit a 2023 tax return along with your explanation for a late filing.

Submit a copy of your organization's most recent two years. Recent financial statements with audit, if applicable.

Apply I'm sorry, able to operate the program on a reimbursable basis.

That's hugely important for this.

This is reimbursable only.

We can't use, you can't use this money to support your everyday cash flow.

It's not going to work. Organization. You have to have monthly reporting capacity.

We have to know where the money is going, basically.

Program includes at least one of the priority core strategies in schedule A and or one of the approved uses in Schedule B. And then we have application bonus. So 20 points bonuses will be given.

Let's see. What is that over coordination with other organizations, housing providers, workforce development, obviously we know it's not just not just the opioid drug problem, it's it's all the problems that lead to this.

Applications that include batching funds, that's a good bonus for us. Proposed projects that include innovation and measurable results.

You guys know if you can measure it, that's great.

Everybody wants to see that power concentration of consideration will be considered as well.

No cost to citizens of Escambia County.

That's important to US projects that will be included in mobile or community based outreach.

That's gonna be an application bonus as well.

And then here we have the scoring.

So category one partners with public or private organizations.

Sorry, organizations, agencies that provide similar services, that's important.

There's a lot more than just drug drug problems in the opioid we we know it all.

It's a funnel problem.

Other funding match provided program is innovative and measurable.

Provides free services to Escambia County and provides a mobile unit.

So here's just the matrix of what this is right here.

All right.

That is pretty much what I've got.

I'm going to give it over to Liv to go over a little more in depth on the scope and the meat and potatoes. So this is officially our third year doing the opioid abatement notice of funding available.

And I do see some folks down here who have been part of this before. But there also are some new folks here as well.

So really the first thing that I really want to focus on is what are these funds for?

So these are specific to assisting folks with any kind of addiction issue, mainly opioid abatement.

And I think actually Angela mentioned this, but obviously with the open abatement

also could come with mental health.

Illness issues or other issues as well.

So it's very, very, very, very important to us that the money that we award.

Goes mostly to assisting those folks with the opioid abatement, whether it be preventative or actual substance abuse classes or or whatever they need.

So we've changed over the years.

There's some things that we funded the first year that we didn't fund the second year that we may not fund the third.

So it it is a learning process progress, but we do want to make sure that most of these funds go to actually helping these folks.

So most importantly, if you have not, I would review the opioid 2026 slash 2027 implementation plan.

It is the same as last year.

It does focus on three primary things, treatment and recovery.

Prevention. And then there's a piece in there for law enforcement or correction.

So priority one performance measures, we want to be able to see exactly what this money is doing.

So.

Needs to be measurable. Was is a big one.

You know, we want to know the number of fatal overdoses. Are we reducing in our county?

The number of non fatal overdoses emergency department visits we can run that.

Those are those are overarching numbers.

We want to see that if you treated 25 people last month without opioid funds that now you're, you know, you're treating more than that this month?

So you guys are already doing the work.

You're already boots on the ground, but we are giving you this fund so that you can increase what you're already doing, not to supplement what you're already doing.

So we want to see your numbers go up.

We want to see overdoses go down.

You guys kind of get the gist.

Of it and be creative.

I mean, last year we had an application where the YMCA partnered with Community Health.

So those folks who actually had gone through, you know, the core program and then

they partnered, went through community health and they're now it's just another step in that recovery process for them to learn healthy habits.

So, you know, think a little bit out-of-the-box. We have funded anything from houses to expand recovery locations.

For folks to live in all the way down to tents for folks that are living in the woods.

So all of our previous years applications are on the website, so I highly recommend that if this is your first time applying for this funding to go and look, look and see what we have, what we have funded.

The other thing I want you to keep in mind is that it's not an all or nothing so.

So if you submit an application and we think you know 90% of what you submitted is great, but 10% is not something we'd like to fund, that's OK we will.

We can adjust it.

We can focus our priorities, the Escambia County.

Evaluation committee. I guess I will call it. Really is just looking to pass or fail an applicant.

So did you meet all of the minimum qualifications?

Are you a non profit?

Did you send in your tax returns?

After that, we know that we only have a certain amount of funding.

So the other thing the committee does is go OK with the amount of funding we have and the applicants that.

Where do we recommend that it get awarded?

Doesn't mean that's where it's gonna go, but it's staff's recommendation. Once we have that, we then have to go to our opioid abatement Advisory Board.

The opioid Abatement Advisory Board will look at all the applications that the committee has passed and then they will look at what you all have applied for and what the committee recommended. They have full ability to throw our recommendations out the door if they wish to do that.

But that's what we're bringing forth.

But ultimately, it's the opioid abatement board's decision to vote and to take forward to the county commissioners what the final recommendation for the years.

Is going to be so just kind of keep that in mind. Those of you who went through this last year, you probably saw it more than ever us going through the deliberations. We do try to be very fair and consistent if we're going to award somebody computers we.

Going to award everybody who asks for computers the same amount across the board.

Doesn't matter if you ask for more or less.

We try to be very consistent bus tickets, a lot of you guys ask for.

Bus tickets to give to some of your clients so they can get on an ecap bus and go to. Work or go to substance abuse classes or getting their GED or whatever the case may be.

Same thing.

We looked at what everybody applied for and we tried to award that pretty consistently across the board.

Some of you apply for insurance that is not something we will reimburse you for.

So if we cut it from 1 nonprofit, we cut the insurance from all the nonprofits.

So again, we try to be very consistent.

We want to make sure the money helps you guys do what you do.

Because you do it better than than we could ever do it.

So those are kind of the big things.

The other thing we try to do and just keep this in mind when you're writing applications, we try to follow HUD guidelines. So if Hud's not going to allow it, then we try not to allow it either, just to keep it on an even playing field.

The other big thing that we notice for this priority three here is that the strategic partnerships, if you are going to mention someone else in your application process. If you say, hey, we're gonna partner with Lakeview and we're gonna do this, then there has to be some kind of written documentation, a letter, an MOU, something from that other organization acknowledging that yes, that they have. You have had this conversation.

They agreed that they're gonna be awarded this money, that you are going to go ahead and partner with them if you just state it in your application, that's not quite good enough.

I mean, I could say that I'm gonna go have lunch with from tomorrow.

Doesn't make it true.

OK.

So make sure you guys document that.

The other thing the project completion time frame when you are putting together your applications, there's there's two real things you want to make sure you can do.

One once we execute that agreement, so we have a signed contract with you. You

need to be able to get up and moving within one month.

The one year that you have to complete.

Complete the actual program.

Starts on the contract execution date. That was a big question that we got last year, so it's not when the opiate abatement Advisory Board approves it. It's not when the board of County Commissioners approve it.

It's actually when you guys have a signed agreement and Lauren or I have issued you a notice to proceed. That's when your year starts.

So it is a little bit longer than than what you would typically think.

So just keep that in mind.

But once we issue you that notice to proceed, you need to be able to hit the ground running within one month to start doing and implementing your program.

So that's that's a big one. She kind of already went through this again.

The eligibility activities increased substance use disorder treatment recovery.

Increased programs and strategies to prevent the drug use from ever happening and then increased training prevention and treatment in our criminal justice system.

Those are really the three top highlighted. Again, if you have not seen the 2627 implementation plan, it is on the website as well.

I highly recommend that you you review that so that you can see what's all eligible again. If you have questions about something 'cause you're you're doing what I asked and you're thinking out-of-the-box. Send in the question by your timeline and we can dig a little.

Deeper and and get a response back to you for that information.

Administrative costs, this is a change from last year. Last year we allowed 10% admin costs.

We were cutting that down to 5%.

The administrative cost.

Is only focused on the cost that it takes your nonprofit to implement this grant.

So the time your admin takes, putting together a report, the time your finance person takes to put together your reimbursement request, that is what your admin cost should be focused toward. If you when you send in your application.

If you ask for 200,000 and you just want to save 5% of that, that's OK. If you have specific things that you want to outline, that's OK too.

But just know the opioid abatement funding is 5% this year, not ten.

And it is purely for managing the opioid abatement grant on your end of things.

A lot of you, most of you ask for salaries, so this shouldn't have to be someone's salary, because typically you we've already.

Funded someone's salary along the way, so just for implementing the the opioid abatement grant.

Cost reimbursement.

Angela kind of talked on this.

It is on a reimbursement basis.

However, you will be able to submit reimbursements every month, so when you send us your monthly report, you can also send in a reimbursement request.

So whatever you have spent during that time period.

As long as you can provide an invoice proof of payment.

For those and an explanation for the activities that you did, we can continuously reimburse you every single month so you don't have to spend it all.

Wait till the end of the year and submit one reimbursement. So that way you can kind of keep the funds flowing.

We know it.

You know, budgets are tight, so if you spend it in this month, we can reimburse it the next. So you can spend it again.

So that's kind of how that will work.

We know that with the reimbursement, some of you guys are new. So we will handhold you the entire way until the clerk is happy with what you signed us.

These funds, no matter.

You don't have to, you know, say that you're going to put up a certain amount toward these funds.

It's just just what you're using for.

Is there a preferred matching amount 2550? So whoever asked about the matching amount, there is no match.

Required. So we know that you guys are already doing daily operations.

We consider that your match, so nothing required for that.

We will not reimburse you for the cost of submitting your application, so submit it good and you'll get paid in rewards.

A lot of this stuff, just make sure you guys kind of read through on your own.

I mean, it's a lot of like legal stuff in here that I don't think we need to go through necessarily insurance requirement.

This is also a big one that I want to draw your attention to, especially if you're new

because you are working with Escambia County government.

There are insurance requirements, so please make sure that you review this and if it's something that you can't obtain or can't get.

You know, unfortunately, I wouldn't waste your time in an application.

Because this this is required.

So again, we've beefed up our insurance requirement information in here to be way more detailed than we were last year, just so that nobody's blindsided by what the clerk's office is going to require us to have to operate.

So this is way more detailed than what you had last year.

You know, so these are these are standard that we pretty much require anyway.

The commercial general liability, that's a million per occurrence 2,000,000 aggregate business.

Auto if you have a business auto, maybe you don't.

But business auto would be 100,000 per occurrence.

And if you don't have a business auto, just send us a letter saying I don't have a business automobile and then Florida statutory workers comp million million million.

And if you don't have employees, then send us your state exemption or send us a letter stating I don't have.

Employees.

Yep. And we didn't have to do that for a few folks last year.

So if you review these insurance questions again and you have any questions, send them in by that deadline and we'll make sure we get you guys some clarity on that.

Fatal flaws. These are, you know, things that are again we're we're qualifying.

So these are like pass fail #1 the application to be received before the due date.

There are no exceptions to that rule. If we get it one minute late, we cannot accept it.

So again, can be before the due date, but we cannot accept any applications after the due date and time.

So please please please make sure.

Even if you have to drive it down to my office, that's OK too.

Let's see.

Obviously you have to be an eligible agency to apply.

We have had some for profit companies ask about it at this time. Absolutely no just for non profits and then not signed.

Your application is not signed by an official designated person.

Those people have to be listed in Sam Gov.

So if you are not sure who is authorized to sign.

For your organization, checkstand Gov. And make sure it's one of those folks that that sign your application.

Do you mean Sam, Gov or sign this?

Oh, sunbiz.

I'm sorry sunbizsunbizsunbiz.org. Your your Florida division of corporations.

And she, and that's a sorry, that's a pretty easy fix.

That's a we we help vendors do that all the time. You can log in and change your signatory.

There are some fees if you're not registered in Sunbiz to do business.

With Escambia County, you must be registered. So go ahead and start that process.

Now, if you're not registered, it does take some time because it is a state process.

They're a little bit backed up, so just go ahead and start the process now.

And then the rest of this is pretty much the application.

So, page 14, I think.

Page 15 No 14. Page 14 through is the application.

So again, that's where you're going to start and you're going to kind of fill out.

Some people.

Attach word documents.

Some people type it in here.

I mean, I don't have a preference, but if you can keep it in the order that makes it very, very helpful for us reviewing it and number it the same label it the exact same.

So it's very clear and easy to find as you guys kind of go through this.

There are some templates in here.

A budget template.

I think we actually made some of this, so it was more easy to to click and type.

And then at the very end of this is the implementation plan that I keep referencing.

So it's posted on the website, so make sure you review that. But if you have any questions you're thinking about something that you feel like should qualify, just ask.

I mean, we can look into the actual agreements we have for these funds and dig in a little bit more.

But I guess at this time we can open it up to questions.

No.

Mark.

MI **Mark Isbell** 24:50

Yeah, I've got a couple of questions. I know on the minimum requirements, you're like, hey, that's it's pass fail. But then under the the bonus points, you know, you have certain things listed out of 20, I guess. Is there a scoring? Outside of the bonus points, you know you you.

 **Angela J. Jones** 25:13

No, it's just past now.

MI **Mark Isbell** 25:14

It's just pass fail.

So we could have somebody that, hey, you pass all the required.

 **Angela J. Jones** 25:16

Missus.

MI **Mark Isbell** 25:20

You get 0 bonus points and you're still, I guess, eligible for funding, OK.

 **Angela J. Jones** 25:24

Considered yes.

MI **Mark Isbell** 25:28

Next question, can you define innovative?

 **Angela J. Jones** 25:33

So innovative would be more like I guess I would look at the YMCA Community Health connection.

So it's something that doesn't exist right now.

Or maybe it does exist, but it's in another community and we just don't have it here yet.

So it's something that you're not doing right now, but maybe it's just even an idea, an idea of something that you thought would be fantastic, but it just hasn't been done.

Or you guys just don't have funding for it yet?
Something kind of along those lines, like the YMCA.
Community health partnership.
It does exist in other communities.
It just never existed here before, so bringing anything kind of new to our area,
whether it be some rouse or were the first people trying it out because we like to be
Guinea pigs.
Just something you guys work with these folks every day.
So is there something missing?
What is that missing link and how do we get it?
So anything like that, partnerships, you know, maybe you're not partnering with
somebody, but you've noticed that hey?
My folks could really use more of this. I'm going to reach out and get a new
partnership with this organization.
So anything that we're not doing right now really is innovative to me.

 **Mark Isbell** 26:44

So really, even something we're like, oh, we're kind of doing that sometimes, but to
formalize it with an actual MOU and to say, hey, we are officially doing this, that
would fall under that category.

 **Angela J. Jones** 26:50

Yes.
Absolutely.

 **Mark Isbell** 26:55

OK.

 **Angela J. Jones** 26:56

Yeah.
Any questions from anyone else?
Again, if you want to review last year's applications, they are on the opioid
abatement website, so feel free to look through those.
Again, you'll see that in their applications, not all of them were awarded everything

that they asked for, but you can kind of get an idea of what we awarded last year.
Travis, you have a question?



Travis D. Tompkins 27:27

Not a question, just I want to reiterate.

And it's already been said a couple of times, but partnering is is really important, you know, and that's, you know, we've got quite a few successful programs in the county now. And if you can, if you can show that you can partner with that, that's you know really.

Spell that out. That's important.



Angela J. Jones 27:49

Yeah.



Mark Isbell 27:51

If we have and this is just clarification question, say we have.

Partnership with organization, a partnership with Organization B that we're wanting to do, wanting to formalize and it's really two different fundings is that one application is that 2 applications.



Angela J. Jones 28:10

Yes. So it's going to be one application per organization and you just would outline it as a different budget item really is what you're asking for.



Mark Isbell 28:16

OK.

Correct.



Angela J. Jones 28:31

Alright, it looks like Michael you were.

One of an add on person.

Can you introduce yourself and your affiliation for the record, please?

Michael Kelly.



Michael Kelly 28:45

OK. Can you see me OK?

OK.



Angela J. Jones 28:54

OK.



Michael Kelly 28:54

Recovery.



Angela J. Jones 28:55

Perfect. Thank you.

And then also we have Ashley Meyer.

Ashley.



Ashley Wilkinson Meyer 29:04

Hi I'm having a hard time getting my camera to turn on but I am the new assistant director at Bright Bridge Ministries.



Angela J. Jones 29:11

OK, perfect.

Thank you.



Ashley Wilkinson Meyer 29:12

Yeah. Thank you.



Angela J. Jones 29:14

So does anyone else have any questions while we're here?

This is a good, good time if you can think anything off the top of your head.

If not, you know, if you you get off this call and you go, oh, shoot. I should have asked that.

Send the e-mail over to the opioid abatement.

All right.



Stephanie Shepard 29:35

I have one thing has anything other than the 5% decrease in administration. Is anything else changed from last year?



Angela J. Jones 29:43

Not really.

Yeah. The only thing we did was really expand and clarify some things in the nofo. But other than that, it pretty much stayed the same.

All right, anyone.

Anyone else have any questions?

All right, committee.

Anybody else have anything to final to add?

I don't think so.

Excited to see what you guys bring us.

All right.

Well, thank you all so much for joining us again.

Please get those questions out and just look over the no fund.

Make sure you understand your timelines and your due dates.

Thank you.

Thanks everybody.



Leslie Powell-Boudreaux 30:23

Thank you all. Take care.



Offensive Corp 30:26

Thank you.



Angela J. Jones stopped transcription