



AGENDA STAFF REPORT

Control: 26001498

MEETING DATE: 08/11/2026
LEGAL ENTITY TAKING ACTION: Board of Supervisors
BOARD OF SUPERVISORS DISTRICT(S): All Districts
SUBMITTING AGENCY/DEPARTMENT: Health Care Agency
DEPARTMENT CONTACT PERSON(S): Veronica Kelley, 714-834-7024
Michelle Smith, 714-834-6023

SUBJECT: Approve Model Contract for Fentanyl Education and Naloxone Training Services

CEO CONCUR

Concur

COUNTY COUNSEL REVIEW

Approve agreement to form

CLERK OF THE BOARD

DISCUSSION

3 Votes Board Majority

Budgeted: Yes

Current Year Cost: \$700,000

Annual Cost: N/A

Staffing Impact: No

Sole Source: No

Current Fiscal Year

Funding Source: FED: (Department of

County Audit in Last 3

Revenue: N/A

Justice - Office of Justice Programs

years: No

Bureau of Justice Assistance Grant):

100%

Levine Act Review

Completed? Yes

Prior Board Action: N/A

RECOMMENDED ACTION(S):

1. Select and approve a Respondent and Alternate Respondent from the Solicitation Ranking Results list of respondents in Attachment C resulting from Request for Proposals No. 042-2947103-AE for Fentanyl Education and Naloxone Training Services.
2. Approve Model Contract for Fentanyl Education and Naloxone Training Services, and delegate authority to the County Procurement Officer, or Deputized designee, to negotiate and execute, upon County Counsel approval to form, the approved Contract without substantive changes with the Respondent selected by the Board of Supervisors, in a cumulative total not to exceed amount \$700,000, for a term beginning September 1, 2026, through June 30, 2027. Should negotiations with the selected Respondent fail, authorize the County Procurement Officer, or Deputized designee, to terminate negotiations with the Selected Respondent and proceed to negotiate and execute upon County Counsel approval to form, the approved Contract without substantive changes with the Alternate Respondent selected by the Board of Supervisors.

SUMMARY:

Approval of the Model Contract for Fentanyl Education and Naloxone Training Services and authorization of the County Procurement Officer or their authorized designee to negotiate and execute the Contract with the Selected Respondent will provide opioid education, naloxone training, and naloxone distribution throughout Orange County.

BACKGROUND INFORMATION:

Overdose deaths caused by illicit fentanyl have critically impacted communities, families, and youth in Orange County. Most notably, 47 youth between 10 – 17 years of age died of a fentanyl-related overdose from the five-year period of 2018 to 2025. Combining all age groups, Orange County experienced 94 fentanyl related overdose deaths in 2018 compared to 265 in 2025 (data for 2025 is still preliminary). Although Orange County continues to experience a reduction in overdose deaths, there is still significant prevention and education work to be done.

Fentanyl is a potent, synthetic opioid that can be prescribed by a practitioner or obtained from unregulated sources. Illicitly produced fentanyl is now commonly found in fake pills, resembling legitimate prescription medication, purchased on the streets and online. The pervasive presence of illicit fentanyl, often mixed with other substances in the illicit drug supply increases the risk of fatal overdoses. Fentanyl is odorless, tasteless, and invisible in illicit drugs.

Request for Proposal

On March 12, 2026, the Health Care Agency (HCA) released a Request for Proposals (RFP) through the County's online bidding system to seek qualified providers for the provision of Fentanyl Education and Naloxone Training Services. A total of 11 proposals were received by the solicitation deadline of April 23, 2026, and all were deemed responsive.

Responsive proposals were evaluated utilizing the evaluation criteria listed in Attachment B. A five-member panel with expertise in behavioral health programs administration and operational knowledge evaluated the proposals. The panel was comprised of three external panelists and two panelists from the HCA.

A Notice of Solicitation Ranking Results was issued on June 29, 2026; see Attachment C.

Respondent	Average Score
*Recovery Road	793
*Waymakers	730
*Mercy Health	727.64
*Multi-Ethnic Collaborative of Community Agencies (MECCA)	720.33
America On Track	670.33
*National Council on Alcoholism and Drug Dependence - Orange County dba Partners4Wellness	665.67
*Phoenix House Orange County, Inc.	651.67
*End Overdose	594.67

Orange County Department of Education	574.67
Wellness Equity Institute	482
**HD's Consolidated Services LLC	224.33

*Seven of the 11 Respondents have proposed utilizing Subcontractors or pass through to other providers.

**One Respondent submitted exceptions to the Model Contract. See Attachment D for Contract Summary Form.

Scope of Services

In alignment with the County's Opioid Abatement Plan, fentanyl education, naloxone training, and naloxone distribution will be provided throughout Orange County to the general population, ethnically diverse populations and sub-populations who are at higher risk for substance use disorders, including individuals who are unhoused, justice-involved, and those with language access needs.

This project will provide education on fentanyl and other opioids-and naloxone training in Orange County. Contracted services include participating at resource events in the community to raise awareness about fentanyl and other opioids that are emerging, conducting educational workshops on fentanyl and other opioids, providing naloxone training and distribution and providing technical assistance to other agencies, groups and individuals in efforts to reduce opioid overdose deaths in Orange County.

Performance Outcomes

As a result of educational workshops and naloxone training, 85 percent of participants will agree or strongly agree that they have:

- Increased knowledge of the scope of opioid misuse and overdose deaths in Orange County
- A better understanding of where adults and youth are accessing fentanyl-laced drugs
- Increased awareness of how fake pills can resemble legitimate pills from a pharmacy
- Greater confidence in their ability to administer naloxone when needed

The number of participants to be served, the community events to be attended and the technical assistance sessions to be provided will be determined in collaboration with the selected Respondent.

This item is coming to the Board less than 30 days prior to the Contract's start date to optimize funding and services, as the Department of Justice funding expires June 30, 2027.

The Orange County Preference Policy is not applicable to this Contract Award. The appropriate due diligence has been conducted, and HCA has verified that there are no concerns that must be addressed with respect to all Respondents' ownership/name, litigation status or conflicts with County interest.

HCA requests that the Board of Supervisors select and approve a Selected Respondent and Alternate Respondent from the Solicitation Ranking Results List in Attachment C, approve the Model Contract, and delegate authority to the County Procurement Officer, or Deputized designee, to negotiate and execute the approved Model Contract with the Selected Respondent as referenced in the Recommended Actions above.

FINANCIAL IMPACT:

Appropriations for this Contract are included in Budget Control 042 FY 2026-27 Budget.

The Contract includes provision allowing HCA to terminate the Contract, reduce the level of services, and/or renegotiate the levels of services provided, as necessary. This includes a notice that allows HCA adequate time to transition or terminate services to clients, if necessary.

STAFFING IMPACT:

An analysis was completed to verify the Model Contract provides County with people specially trained, experienced, expert and competent to perform the special services in accordance with the law.

REVIEWING AGENCIES/DEPARTMENTS:

N/A

ATTACHMENTS:

Attachment A - Model Contract for Fentanyl Education and Naloxone Training Services

Attachment B - RFP Individual Scores Per Evaluation Criteria and Summarized Score Sheet

Attachment C - Solicitation Ranking Results List

Attachment D – Contract Summary Form