

PIC/Trailhead released an RFP ([link](#)) to provide Peer Support Training and Placement Services on May 23rd, 2025, with the intent to fund up to three qualifying proposals under a performance based, fixed fee schedule. PIC/Trailhead received proposals from two qualifying bidders, NAMI San Diego and Pacific Clinics. The evaluation committee reviewed proposals and recommended both for funding, at a contract amount to be determined through contract negotiations.

Organization	Recommendation
NAMI San Diego	Recommended for Contract Negotiations
Pacific Clinics	Recommended for Contract Negotiations

Section	NAMI San Diego	Pacific Clinics
Organizational Qualifications and Experience	<ul style="list-style-type: none"> Founded in 1978, currently operate 36 programs in 15 locations in San Diego and Imperial Counties Since 2021, 745 peers have graduated from training program. 403 have been placed in a job or post-secondary education. Successfully achieved outcomes from a ~400K grant from HCAI in 2024 (158 peers trained, 86 placed), ~150K annual contracts from the San Diego Workforce Partnership, and ~600k in contracts from NAMI California to train 250 peers. 162 paid staff and over 100 volunteers 	<ul style="list-style-type: none"> Established in 1867 delivering BH services in California. Serves 28,000 clients annually across 22 counties, including San Diego. Used peers in programs since 1965 Established Pacific Clinics Training Institute (PCTI) in 1996 and has trained 20,000 individuals across behavioral health and social service specialties. In San Diego, provided ECM, Day Habilitation, Housing Navigation, Housing Deposits, and Housing Tenancy Support to individuals with Medi-Cal Since 2022, led 26 Medi-Cal Peer Support Specialist training programs and trained 722 peer professionals, including a \$1M HCAI, \$800K from CalMHSA, \$142K from County of Los Angeles to train TAY.
Approach to Scope of Work	<ul style="list-style-type: none"> CalMHSA-approved Medi-Cal Peer Support Specialist Training is offered virtually. Plans to provide work-based learning through various programs and contracts in San Diego County (e.g., clubhouses, P.E.R.T Peer Program, Warmline, etc) Plans to subcontract with Good for Others Foundation for Peer Job Placement. Offering stipends and incentives to peers as they go through the process 	<ul style="list-style-type: none"> CalMHSA-approved Medi-Cal Peer Support Specialist Training, as well as two additional specialty course: 40-hour peer services for unhoused and a 40-hour peer services in Crisis Care. Rolling enrollment, with 40 hours of instructor led live training and 40-hours of live training. Will host supervisor training cohorts that include modules on building recovery oriented workplaces. Proposes, and has experience, providing training in Spanish. Offering stipends and incentives to peers as they go through the process
Employer, Training, Provider, and Community Partnerships	<ul style="list-style-type: none"> Proposal mentions employment partners including Family Health Centers, UC San Diego Health, Rady's, PATH, Catholic Charities, UPAC and others as placement sites, but does not include letters of support. Letters of support from the San Diego Workforce Partnership and the San Diego College of Continuing Education 	<ul style="list-style-type: none"> Employer letter of support: Fred Finch, Harmonium, Interfaith Community Services, Turn BHS, PATH, San Diego Center for Children, Palomar Family Counseling Services Referral and support partners: Public Consulting Group (CalWorks program), WELFIE, Peer Professionals of CA, Father Joe's, National University
Planned Outcomes During 4 Year Grant Period	<ul style="list-style-type: none"> Enrollment in CalMHSA approved training course: 480 Completion of Medi-Cal Peer Support Certification: 480 Job or Post-Secondary Education Placement: 400 Retention (6-months): 300 	<ul style="list-style-type: none"> Enrollment in CalMHSA approved training course: 575 Completion of Medi-Cal Peer Support Certification: 498 Job or Post-Secondary Education Placement: 435 Retention (6-months): 345
Estimated Payment Earned	FY 25/26: \$720,000 FY 26/27: \$720,000 FY 27/28: \$720,000 FY 28/29: \$720,000 FY 29/30*: \$500,000 Total: \$3,380,000	FY 25/26: \$430,000 FY 26/27: \$967,500 FY 27/28: \$997,500 FY 28/29: \$852,500 FY 29/30*: \$516,000 Total: \$3,763,500

*Post-enrollment payment period.



Peer Support
Training Grants