



Attachment B: Glossary of Terms

	Term	Definition
A	Accounting/Reimbursable	Cost of extraneous reimbursable direct project expenses per California Labor Code Section 1720 .
	Acute Psychiatric Inpatient Facility	Provide acute care services to individuals for whom the level of care provided in a hospital is medically necessary to diagnose or treat a mental illness (Specialty Mental Health Services Budget Supplement).
	Adolescent Residential Treatment Facilities	Rehabilitative services provided in a noninstitutional residential setting for youth who would be at risk of hospitalization or other institutional placement if they were not receiving residential treatment services. Services include a wide range of activities that support youth to restore, maintain, and apply interpersonal and independent living skills. Service activities may include assessment, plan development, therapy, rehabilitation, and access to community support systems (Specialty Mental Health Services Budget Supplement).
	Amenities	Features that make a property appealing to potential buyers or tenants. There are two kinds of amenities: public and property specific. Public amenities are accessible to anyone who lives in the area, and might include parks, schools, shopping centers, and post offices. Property-specific amenities are features found in or on private property, such as energy-saving windows.
	Appraisal	The act of estimating the value of real estate by a person who is licensed to do so (thefreedictionary.com).
	Architect	An individual who is educated, trained, and licensed in the principles and practices of designing structures, rendering drawings, outlining specifications, and listing bidding requirements.
	Assessor's Parcel Number (APN)	A unique number assigned to each parcel of land by a county tax assessor. The APN is based on formatting codes depending on the property's location. Local governments use APNs to identify and keep track of land ownership for property tax purposes (propstream.com).
B	Bond premium or subcontractor default insurance	A surety bond is a three-party agreement between a surety (typically an insurance company), a contractor, and an owner. The surety promises to satisfy the contractor's obligations if the contractor fails to perform in accordance with the construction contract. Cost of the bond premium usually ranges from 1% to 2% of the project price. This cost is passed on to the owner as part of the construction bid (Meltingpointathens.com).



	Broker fee	The costs of standard real estate broker commissions, approximately 5% to 6% of the property purchase price.
	Budgeted cost	A forecasted future expense that the company is expected to incur in the future (Accounting Dictionary (myaccountingcourse.com)).
	Builder's risk insurance	Specialized property insurance that helps protect buildings under construction. It is crucial to have a properly structured builder's risk insurance policy (The Hartford).
	Building permit fees	An upfront levy payable on the submission of building plans and the issuance of every building permit. The fee covers the professional review time, expertise, and administrative costs associated with the building plan review process.
	Building permit review process	The local planning department conducts the building permit review process, reviewing all construction plans for safety and focusing specifically on the building's structural integrity, as well as all related zoning, sewer and sanitation, water lines, fire protection, and electrical work. This review is conducted before the planning department issues a required building permit.
	Building permits	Written legal authorization that is required and provided by a local planning department to attest to the safety and integrity of a proposed construction project, whether it is to a new or an existing building.
C	California Environmental Quality Act (CEQA)	California statute passed in 1970 to institute a statewide policy of environmental protection. CEQA requires that state and local agencies disclose and evaluate the significant environmental impacts of proposed projects and adopt all feasible mitigation measures to reduce or eliminate those impacts.
	California Labor Code Section 1720	Cal. Labor Code 1720 (a) (1) defines "public works," in part, as the "construction, alteration, demolition, installation, or repair work done under contract and paid for in whole or in part out of public funds."
	Change orders	<i>Construction Law Today</i> explains, "a Change Order is a bilateral agreement between parties to the contract—an owner and prime contractor, prime contractor and subcontractor, two or more subcontractors—to change the contract."
	Children's Crisis Residential Programs (CCRPs)	Licensed by the California Department of Social Services (CDSS) as a Short-Term Residential Therapeutic Program and have a mental health program approved by the DHCS. CCRPs serve children experiencing an acute mental health crisis as an alternative to psychiatric hospitalization (Facility Information Children's Residential (ca.gov)).
	Civil engineer	A professional engineer in a discipline that deals with the design, construction, and maintenance of the physical and naturally built environment, including public works such as roads, bridges, canals, dams, airports, sewage systems, pipelines, structural components of buildings (Wikipedia).
	Closing costs	Costs associated with the purchase of a property including title insurance, closing process, taxes, and fees.
	Co-applicant	If applicable, a co-applicant must be named in the grant application and is responsible for fulfilling all duties and responsibilities outlined



	in the conditional grant award. A co-applicant does bear the legal and/or fiscal responsibilities associated with the grant.
Community Mental Health Clinic	A community-based facility that provides outpatient mental health services.
Community Treatment Facilities (CTFs)	Residential facilities that provide mental health treatment services to children in a subacute, secured, and home-like setting. CTFs serve as an alternative to state hospital stays or out-of-state placement and enable children with mental health needs to receive treatment in a less-restrictive setting (Facility Information Children's Residential (ca.gov)).
Community Wellness/Youth Prevention Centers	<p>For purposes of this funding, a community wellness/youth prevention center must focus on serving children and youth with behavioral health conditions (mental health and substance use disorders [SUDs]), commit to serve Medi-Cal beneficiaries, and offer some or all of the following:</p> <ul style="list-style-type: none"> • A comprehensive program of mental health services in an outpatient setting, including preventive services, screening, diagnosis, and treatment/management of behavioral health conditions; • Community support groups for people with mental health and SUDs, including traditional healing activities (e.g., talking circles); • Health education and information, including family psychoeducation, focused on behavioral health; • Service navigation and enabling services such as case management/care coordination, transportation, and translation services; • Wellness classes including meditation, fitness, healthy cooking, relaxation strategies, caregiver support, cultural activities, workforce development, and community wellness events; • Youth development programming and activities; • Mentoring, peer support, and/or parenting/family management services; • Problem identification with referral to treatment if needed; • Vocational opportunities and alternative alcohol- and drug-free activities; or • Behavioral health prevention coalitions and/or workgroups.
Construction drawings	The final architectural and engineering plans and specifications in sufficient detail to be submitted for government approvals and building permits and to serve as the detailed visuals and specifications for the contractor. These drawings must include, among other things, all partitions, doors, HVAC (heating, ventilating and air conditioning systems) distribution, ceiling systems, light fixtures, plumbing installations, electrical installations and outlets, telephone installations and outlets, fire and safety systems, wall finishes, and floor coverings (Law Insider).



	Construction manager/Owner's representative	An individual or organization hired by an owner to manage and execute a design and construction project on their behalf – particularly when they do not have the industry knowledge, time, or resources in-house to do it themselves. A construction manager/owner's representative acts as the owner's eyes and ears throughout the entire process, with the sole purpose of executing their goals and mission.
	Consultant	An independent person or organization who provides a specialized service or expertise. Normally, consultants are paid on an hourly basis and are exempt from the insurance and liability of employees.
	Contingency funds	Funds that are held in a separate account for project owner reserves to be used on an as-needed basis.
	Contracting/hiring fees	Direct and indirect costs of negotiating, contracting, and hiring professional services and the fees those professionals charge for their services.
	Contractor profit	General contractor's profit must be clearly stated outside of hard costs and general conditions/requirements per federal requirements of cost plus fee bids.
	Crisis Stabilization Units (CSUs)	Provide services lasting less than 24 hours for a condition that requires a timelier response than a regularly scheduled visit. Services include but are not limited to assessment, collateral (coordination with significant others and treatment providers), and therapy (Specialty Mental Health Services Budget Supplement).
D	Demolition	The cost of tearing down existing structures.
	Developer fee	The money earned by a person or entity for managing the development process for another entity. A commercial real estate developer may charge a client to manage the real estate development process as a service.
	Developer overhead	An expense incurred to support development that is not directly related to the project's management and administration costs.
	Development planning	The process of developing a refined scope, schedule, and budget based on the design drawings and construction drawings which cover the entire construction design phase. The architectural drafting documents lay a foundation for the actual construction work by defining the phases of construction and development of project, and by tracking the work progress.
	Development team or Development management firm	The principal professionals on the development team include a real estate attorney, construction manager, architect, civil engineer, and utility consultants. Support team may include mechanical, electrical, and plumbing engineers, real estate broker, specialty consultants, administrators, permit processor, and landscape architect.
	Due diligence	The research conducted prior to engaging in an acquisition transaction. Working through a due diligence checklist allows someone to have a full knowledge of the risks associated with a transaction. With this knowledge, the transaction can be structured to minimize risks (AccountingTools)
E	Employment reporting	The cost of administering the accounting and state reporting for prevailing wages requirements, per California Labor Code Section 1720 .



	Engineers	People who are professionally educated, trained, and licensed to design, build, or maintain buildings, systems, engines, machines, or public works.
F	Family-based clinical and support services	Refers to therapeutic and/or supportive services provided to family members, caregivers, and/or support persons for the purpose of achieving treatment goals and/or improving the functional level of the child or youth. Entities must adhere to the Medi-Cal definition if they accept Medi-Cal.
	Feasibility	Analysis and results of the comprehensive study of the economic, regulatory, and technical viability of a real estate development project.
	Fixtures/equipment costs	Costs of building interior fixtures and equipment necessary for standard operations depending on scope of project.
G	General conditions/requirements	Refers to the “non-management indirect cost of executing the project.” These include tools, resources, and equipment that are needed to build a project but are not directly related to the physical construction activities, as well as items that a general contractor can be entitled to be compensated for, such as indirect costs, insurance, and administration.
	General contractor (GC)	Also called main contractor or prime contractor; responsible for the day-to-day oversight of a construction site, management of vendors and trades, and the communication of information to all involved parties throughout the course of a building project.
	General liability insurance	Insurance that covers expenses of third-party injuries and property damage. Insurance premiums are based on actual quotes for project size and must meet or exceed state and federal minimum requirements.
	Groundbreaking	Refers to the first excavation of the site and the start of a construction project, often done with a ceremonial shovel (The Free Dictionary).
H	Hard costs	Also referred to as “brick-and-mortar expenses;” any costs involved in the physical construction of a project. Included in hard costs are all expenses related to the visible improvements, line items like grading, excavation, concrete, framing, electrical, carpentry, roofing, and landscaping.
I	Insurance	A practice or arrangement by which a company or government agency provides a guarantee of compensation for specified loss, damage, illness, or death in return for payment of a premium (Consumer Financial Protection Bureau).
L	Land costs or value	The cost of land or value of existing buildings based on a professional appraisal.
	Landscaping	The process of making a yard or other piece of land more attractive by altering the existing design, adding ornamental features, and planting trees and shrubs (Lexico.com).
	Lead Authorized Representative	An individual or company who has the authority to communicate, liaise, negotiate, and make decisions according to goals and project requirements (Zippia).



	Legal costs	The cost of legal work associated with feasibility, contracting team, acquisition, title review, due diligence, buyer negotiations, and/or retainer.
	Letter of support	An outside testimonial that backs up an entity's claim of success and promises to deliver. These testimonials show that other people, businesses, and organizations believe that the entity can get the job done (thebalancesmb.com).
	Local development impact fees	Additional fees attached to a project's approval, charged by a local government agency to offset some or all of the cost incurred by public facilities due to the impact of the development project. This fee is separate from a tax or special assessment.
M	Match	The amount of money or real property a project owner must deposit into an individual development account, based on a percentage of total project costs, as defined by the leading organization's legal structure: for profit, nonprofit, government, or tribal agency.
	Mechanical, Electrical, Plumbing (MEP)	Systems and engineers who are focused on and skilled in mechanical, electrical, and plumbing systems.
	MEP engineer costs	Cost of MEP engineering services required to develop MEP plans for design drawings and construction drawings in coordination with architect, planning department, construction manager, and owner.
O	Operating costs	Costs associated with the maintenance and administration of a business on a day-to-day basis. Please note, operating costs are not an allowable match for Round 4: Children and Youth.
	Operating reserves	An unrestricted fund balance set aside to stabilize a nonprofit's finances by providing a cushion against unexpected events, losses of income, and large unbudgeted expenses (Propel Nonprofits).
	Outpatient treatment for substance use disorder (SUD)	A set of services provided by a licensed SUD clinician to assist youth and their families in achieving treatment objectives. Services can include assessment, psychopharmacology, and individual, family, and/or group counseling.
	Owner administration expenses	Costs incurred by project owner to support the functioning of a business but that are not directly related to the production of a specific product or service. Some level of administrative expenses will always be incurred as a necessary part of operations (Investopedia.com).
P	Partial hospitalization program	An outpatient program specifically designed for the diagnosis or active treatment of a serious mental disorder when there is a reasonable expectation for improvement or when it is necessary to maintain a patient's functional level and prevent relapse or full hospitalization (Overview CA MH SUD Services).
	Partner/collaborator	A partner/collaborator must have a mutually executed written partnership (e.g., memorandum of understanding, business associate agreement, or contract) with the applicant. Unlike a co-applicant, a partner does not bear the legal and/or fiscal responsibilities associated with the grant.
	Perinatal	For the purposes of this funding, according to the Perinatal Practice Guidelines , perinatal SUD services refers to pregnant women, women with dependent children, women attempting to regain



		custody of their children, postpartum women and their children, and women with substance exposed infants.
	Perinatal Residential Facilities	Provide SUD services for pregnant/postpartum women and their children. Services include but are not limited to in-house withdrawal management, medical needs, classes, groups, counseling, and support for transition to community. Length in the program varies based on the program model and can range from 30 days up to 18 months. Please see the Perinatal Practice Guidelines for more information.
	Permit fees	Cost of the building plan review and approval by the planning department. A building permit fee is based on the cost of the building work and the county's planning department.
	Physical needs assessment (PNA)	An evaluation of a building's physical condition, including identification of deficiencies, recommended improvements (scope of work), and associated construction costs for those improvements.
	Post-construction commissioning cost	The cost of professional quality assurance to verify the construction is safe, efficient, and operation ready.
	Pre-development	The early stage of a project focuses on due diligence, research, schematic design, preliminary budgets, schedule, and permitting.
	Preliminary budget	Preliminary construction budgets are almost always prepared using square foot costs. The construction estimating industry typically uses this approach when helping architects and owners determine the feasibility of a project (homeconstructionimprovement.com).
	Prevailing wages	The rates for wages and fringe benefits set by the U.S. Department of Labor that employers with government contracts must pay their employees. The prevailing wage rates vary by location and are based on the average wages employees with similar roles receive in the area. Please see the Prevailing Wage Determination link for more information.
	Prevailing wages administration costs	The costs of administering prevailing wage compliance, or cost of hiring a prevailing wage consultant.
	Principal applicant	The legal entity who is the Lead Authorized Representative in the grant application and potential award management.
	Project administration costs	Costs associated with direct project administration and management.
	Project inspection costs	Costs of site inspections by the funding agency, local inspectors, and/or specialist inspectors such as waterproofing.
	Psychiatric Health Facility (PHF)	Provides 24-hour inpatient care for mentally disordered, incompetent, or other persons described in Division 5 or Division 6 of the Welfare and Institutions Code. Care includes, but is not limited to psychiatry, clinical psychology, psychiatric nursing, social work, rehabilitation, drug administration, and appropriate food services (Psychiatric Health Facilities (ca.gov) , Specialty Mental Health Services Budget Supplement).
R	Reasonable costs	Actual and demonstrable costs that are commensurate with and do not exceed the market rate for services, goods, fees, plus the actual



		and demonstrable costs of administering a contract for services in association with real estate development.
	Renovation	Improving or revising an existing building, structure, room, or other construction entity. In the context of this RFA, renovation means to alter the current appearance or structural integrity of the entity for the purpose of behavioral health expansion (builder-questions.com).
S	Schematic drawings (SDs)	Graphic and written conceptual design solutions for the owner/client's approval. During schematic design, the architect typically collaborates with the client and other project team members to explore concepts for addressing the client's needs. A preferred design direction is selected for further exploration from these alternatives, and schematic design typically ends with a presentation of the proposed design, including plans of each floor level, major elevations, outline specifications, a budget estimate, and other information needed to clearly describe how the design meets the client's project program and goals (AIA Schematic Design 2A).
	School-Linked Health Center	A type of school-based health center (SBHC) that is located off campus and has a formal operating agreement with the school. SBHCs offer a wide variety of services including primary care, mental health care, dental care, screening and prevention, and youth engagement activities. Twenty-five percent of SBHCs are school-linked health centers.
	Short-Term Residential Therapeutic Program (STRTP)	A residential facility that provides an integrated program of specialized and intensive care and supervision, services and supports, treatment, and short-term 24-hour care and supervision to children (nonmedical, except as permitted). Please see the Facility Information Children's Residential (ca.gov) for more information.
	Signage costs	Costs associated with designing, constructing, and installing project signage on site.
	Site control	The exercise of dominion or control over the property through the execution of a purchase, sale, or long-term lease agreement (with a lease term that exceeds the extended use period), receipt of a deed or conveyance of the land where the development will be located, or an option to purchase the property (where the option is not revocable on the part of the seller) (Law Insider).
	Site Investigation Report (SIR)	The process of collecting information, appraising data, assessing, and reporting on the physical building location, without which the hazards in the ground beneath the site cannot be known (Geotechnical & Geoenvironmental Site Investigation: Guide 11).
	Site survey costs	Costs to complete a soils and environmental study if a complete SIR is not conducted.
	Site work	Cost of civil engineering services required to rehabilitate structures, land, and foundations.



	Soils and environmental study	A study conducted by a soil engineer to determine suitability for construction and land development. A soils and environmental study is needed if a complete SIR is not conducted.
	Structural engineer costs	Cost of structural engineering services required to develop civil plans for design drawings and construction drawings in coordination with the architect, planning department, and construction manager.
T	Title and recording fees	Fees associated with the cost of closing on the purchase of a property and entering deeds and mortgages into land records. Title fees are set by the title company and recording fees are set by the county.
	Total project costs	All costs that have been or are estimated to be incurred by the company with respect to the acquisition, design, development, construction, debt financing, leasing, and completion of the project.
	Transition-age youth (TAY)	For the purposes of this funding, TAY refers to youth between the ages of 18 and 25 years.
U	Urban greening/landscaping	According to the California Urban Greening Program Final Guidelines , urban greening is “a community-based effort to plan, plant, care, and manage flora, structures and spaces, which lead to increased forest canopy, reduced storm water runoff, improved air and water quality, energy conservation, open space and ultimately, more sustainable communities.”

