



COMMONWEALTH OF PENNSYLVANIA
DEPARTMENT OF PUBLIC WELFARE
P.O. BOX 2675
HARRISBURG, PENNSYLVANIA 17105-2675

Estelle B. Richman
Secretary

Telephone 717-787-2600/3600
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November 9, 2005

To: Texas Health and Human Services

Dear Commissioners:

As Secretary of Pennsylvania's Department of Public Welfare, it is my pleasure to recommend to you Real Alternatives of Harrisburg as a consultant for the Texas Alternative to Abortion Services Program. My staff and I have had an excellent working relationship with Real Alternatives since my appointment as secretary by Governor Ed Rendell in January 2003. Shortly after accepting my post, I was fully briefed on all aspects of our effective \$5.4 million a year Pennsylvania Alternative to Abortion Service Program by Real Alternatives. I was impressed by the overall design and implementation of this statewide pregnancy and parenting support services program, as well as its low administrative cost ratio. This last fiscal year ending in June 2005 resulted in a ratio of 8.1%.

Real Alternatives has developed a system of thorough and extensive administrative and service provider monitoring practices to ensure program compliance and has yearly exceeded performance requirements. Auditing, including site visits, ending in 2004 by the Commonwealth's Office of the Budget for contract years 2000-2003 resulted in findings that showed complete compliance with all contract requirements. Auditors had no recommendations.

If there are any questions by my office regarding practices, they are answered promptly and thoroughly. Any questions or problems with service providers or program implementation are reported to my office immediately by Real Alternatives with recommendations for appropriate solutions. They never bring problems to the Department; they bring solutions to problems.

Real Alternatives success is due in no small measure to its enthusiasm and dedication to the mission of the PA Alternative to Abortion Services Program which is to provide assistance statewide to those women in need of pregnancy support services in Pennsylvania. I am confident Real Alternatives will bring that same enthusiasm and dedication to mission to Texas.

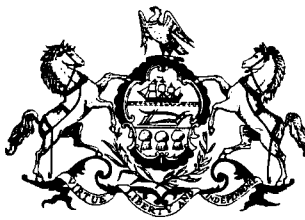
Sincerely,

A handwritten signature in cursive script that reads "Estelle B. Richman".

Estelle B. Richman

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House of Representatives
COMMONWEALTH OF PENNSYLVANIA
HARRISBURG

November 4, 2005

Dear Sir or Madam:

As a representative of the Commonwealth of Pennsylvania and chairman of our bi-partisan Pro-life Caucus, I am providing this reference letter for Real Alternatives, Pennsylvania's statewide alternative to abortion services prime contractor. I can assure you that this state, the other lawmakers and I have supported and funded Real Alternatives and their statewide pregnancy and parenting support program since its inception, over nine years ago, and have full faith that Real Alternatives will perform outstandingly at providing consulting and roll-out services for the Texas Alternative to Abortion Services Program.

As part of its contract with the Commonwealth of Pennsylvania, Real Alternatives has delivered and exceeded on all goals of its statewide contract with the state. This organization has met every requirement and has responded timely to any requests it has been given. Their audits are always clean. To prove it has been effective, Real Alternatives has sought and implemented an award-winning outcomes measurement process to reconfirm that the funds it receives from the state have accomplished what we wanted – providing effective life-affirming pregnancy support for women throughout the Commonwealth of Pennsylvania. Real Alternatives boasts a low administrative cost, which means it utilizes the money it receives from the state responsibly and proves that client services are its top priority.

Real Alternatives has made this state proud. It is no wonder that 14 other states across this nation have sought their advice on how to replicate and implement their statewide pregnancy and parenting support program. I know their program would improve our country, just as it has improved the Commonwealth.

As a citizen and lawmaker of Pennsylvania, I am excited that Real Alternatives will be assisting the citizens of Texas to replicate our very successful alternative to abortion services program. If awarded this consultation and roll-out privilege, it would not surprise me if Texas also becomes a model for the nation because of Real Alternatives' outstanding performance.

Sincerely,

A handwritten signature in black ink, appearing to read "Jerry Birmelin".

Jerry Birmelin
State Representative
139th Legislative District



Pennsylvania Association of Nonprofit Organizations

777 East Park Drive, Suite 200, Harrisburg, PA 17111
Telephone 717-236-8584 Fax 717-236-8767 www.pano.org

November 4, 2005

Texas Health and Human Services Commission

To Whom It May Concern:

We understand that Real Alternatives has been asked to provide consultant and rollout services for Texas Pregnancy Care Network to assist them in replicating Real Alternative's award winning statewide alternative to abortion services program in Texas. This letter is written to attest to the excellent operational and management practices in place at Real Alternatives.

Real Alternatives is a member of the Pennsylvania Association of Nonprofit Organizations (PANO), the statewide membership support organization for charitable nonprofit organizations. In 2001, PANO was awarded a grant from the Maryland Association of Nonprofit Organizations to assist us in replicating the Standards for Excellence (Standards) program in Pennsylvania. Now a national initiative, the Standards provides nonprofit organizations with a Code of Ethics and Accountability (56 best practices for nonprofit organizations), training and assistance in implementing the practices and a voluntary certification program. The latter is an intensive program in which the organization must demonstrate compliance with all 56 standards and undergo an intensive three stage review including a review of peer nonprofit administrators.

Real Alternatives availed itself of the educational opportunities provided with attendance of both key staff and board members at training sessions. They then proceeded with the certification process and became one of the first four organizations in the Commonwealth of Pennsylvania to be awarded the Seal of Excellence under the Standards for Excellence program. Through our interaction with Real Alternatives we are able to attest to the commitment to quality, efficiency, expert use of technology and most of ethical and accountable conduct in their operations.

In addition, Kevin Bagatta, Esquire, the President and CEO of Real Alternatives, has volunteered, received training and was approved as one of the 52 Standards for Excellence Peer Reviewers in Pennsylvania. Kevin has assisted in the review of other nonprofit organizations going through the certification process.

Should you have any further questions, please feel free to contact me at 717-236-8584 Ext. 1001 or tish@pano.org. Information on the Standards program can be found at www.pano.org. We most certainly recommend Real Alternatives to be considered for the provision of these services.

Sincerely,

Patricia Mogan
Standards for Excellence Officer

PANO is the statewide membership organization serving and advancing the charitable nonprofit sector through leadership, advocacy, education and services in order to improve the quality of life in Pennsylvania.



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