

S T A T E O F M I C H I G A N

BOARD OF COMMISSIONERS OF THE COUNTY OF ALLEGAN

SHERIFF'S DEPARTMENT—AWARD APPROVE INMATE MEDICAL AND MENTAL HEALTH CARE SERVICES BID

BE IT RESOLVED that the Board of Commissioners does hereby award the bid from Advanced Correctional Health Care, 3922 W Baring Trace, Peoria, MI, 61615, in an amount of \$802,387 (estimated first year) to provide inmate health and mental health care services; and

BE IT RESOLVED the County Administrator is authorized to negotiate a final contract; and

BE IT FURTHER RESOLVED that the Executive Director of Finance is authorized to make the necessary budget adjustments to support the expenditures committed through this contract; and

BE IT FINALLY RESOLVED that the Board Chairman and/or the County Administrator are authorized to sign any necessary documentation on behalf of the County to complete this action.



ALLEGAN COUNTY
REQUEST FOR ACTION FORM

Completed RFA form must be attached to a work order request through the Track-It System. If you have any questions regarding this process, please contact Administration @ ext. 2633.

RFA#: 189-865

Date: 3/5/2020

Request Type Purchases - Operational (Budgeted) **Select a Request Type to reveal and complete required form.**
Department Requesting Sheriff
Submitted By Valdis Kalnins on behalf of Jail Administration
Contact Information x2532

Parties:
Allegan County and Advanced Correctional Healthcare

Duration 3 years

Amount \$0.00

Purpose:
Contractor to provide medical and mental health care to inmates at the Allegan County Correctional Facility.

Item(s):
Inmate Medical and Mental Health Care Services

Total Bid Price \$802,387.00

Budgeted? Yes No

No. Bids Sent 5.00

No. Bids Received 1.00

Prebid or Qualifications:
Qualified vendor serving many county jails in Michigan

Recommendation of Award:
Advanced Correctional Health Care
3922 W Baring Trace
Peoria, IL 61615

Equipment / Service / Supplies:
Inmate Health and Mental Health Care Services

Where it was advertised County website and invitations to bid

REMINDER - Include Tabulation Sheet

BID PRESENTATION FOR RFP #:	13063-20
RFP Name:	Inmate Health and Mental Health Care Services
Service Area:	Sherrif - Corrections
Award Recommendation:	Advanced Correctional Health Care
Award Criteria:	Qualified vendor serving many county jails in Michigan
Evaluation Team:	Charity Cummins, Lisa Letts, Valdis Kalnins
References supplied and checked?	Yes
Debarred party?	No
Date:	3/9/2020
Advertised:	County website and invitations to bid
# of Firms Invited to Bid:	5
# in West Michigan:	2
# in Allegan County:	2
Mandatory Pre-bid Meeting:	No
# of Pre-bid Meeting Attendees:	NA
# of Bids Received:	1

VENDOR TABLE	Vendor 1
Company Name	Advanced Correctional Health Care
Company Address1	3922 W Baring Trace
Company Address2	Peoria, IL 61615
Main Contact Name	John Masella, Dir. Of Bus. Dev & Client Services
Main Contact Email	jmasella@advancedch.com
Main Contact Tel#	312-802-0604

Estimated 1st Year Contract Cost	\$	802,387
Estimated 1st Year Monthly Contract Cost	\$	66,866

Inmate Care Expenditure Summary and Projections					Scenario 1	Scenario 2	Scenario 3	Scenario 4
3/6/2020					Assume	Assume	Assume	Assume
					Budgeted	Weighted Average*	Maximum	Same as 2019
					Expenditures	Expenditures	Expenditures	Expenditures
Budget	2016	2017	2018	2019	2020	2020	2020	2020
Medical Care Fixed - Staff, Admin & Supply	\$ 462,108	\$ 462,108	\$ 493,108	\$ 527,703	\$ 534,220	\$ 534,220	\$ 534,220	\$ 534,220
Mental Health Fixed - Staff, Admin	\$ 119,986	\$ 122,986	\$ 122,989	\$ 138,577	\$ 142,290	\$ 142,290	\$ 142,290	\$ 142,290
Pharmaceutical - Variable	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000
Lab Services - Variable	\$ 5,753	\$ 5,753	\$ 7,753	\$ 7,753	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000
X-Ray Services - Variable	\$ 2,000	\$ 2,000	\$ -	\$ 5,000	\$ 7,000	\$ 7,000	\$ 7,000	\$ 7,000
Insurance - Variable	\$ 225,923	\$ 225,923	\$ 225,923	\$ 225,923	\$ 225,923	\$ 225,923	\$ 225,923	\$ 225,923
TOTAL Budget	\$ 865,770	\$ 868,770	\$ 899,773	\$ 954,956	\$ 964,433	\$ 964,433	\$ 964,433	\$ 964,433
Actual Expenditures	2016	2017	2018	2019	2020	2020	2020	2020
Medical Care Fixed - Staff, Admin & Supply	\$ 457,064	\$ 466,299	\$ 502,238	\$ 549,454	\$ 660,869	\$ 660,869	\$ 660,869	\$ 660,869
Mental Health Fixed - Staff, Admin	\$ 122,986	\$ 125,471	\$ 132,653	\$ 143,182	\$ 141,518	\$ 141,518	\$ 141,518	\$ 141,518
Pharmaceutical - Variable	\$ 31,813	\$ 33,923	\$ 48,059	\$ 61,544	\$ 50,000	\$ 49,001	\$ 61,544	\$ 61,544
Lab Services - Variable	\$ 840	\$ 2,122	\$ 1,546	\$ 6,016	\$ 5,000	\$ 3,378	\$ 6,016	\$ 6,016
X-Ray Services - Variable	\$ 4,025	\$ 12,218	\$ 8,154	\$ 6,100	\$ 7,000	\$ 7,732	\$ 12,218	\$ 6,100
Insurance - Variable	\$ 71,687	\$ 226,241	\$ 289,255	\$ 61,544	\$ 225,923	\$ 163,811	\$ 289,255	\$ 61,544
TOTAL Actual Expenditures	\$ 688,415	\$ 866,275	\$ 981,906	\$ 827,841	\$ 1,090,310	\$ 1,026,310	\$ 1,171,420	\$ 937,591
Difference	2016	2017	2018	2019	2020	2020	2020	2020
Medical Care Fixed - Staff, Admin & Supply	\$5,044.32	(\$4,191.48)	(\$9,130.08)	(\$21,751.38)	(\$126,648.59)	(\$126,648.59)	(\$126,648.59)	(\$126,648.59)
Mental Health Fixed - Staff, Admin	(\$3,000.16)	(\$2,485.28)	(\$9,664.09)	(\$4,605.46)	\$771.54	\$771.54	\$771.54	\$771.54
Pharmaceutical - Variable	\$18,187.05	\$16,076.89	\$1,940.69	(\$11,544.08)	\$0.00	\$998.66	(\$11,544.08)	(\$11,544.08)
Lab Services - Variable	\$4,912.96	\$3,630.72	\$6,207.29	\$1,737.42	\$0.00	\$1,621.60	(\$1,015.58)	(\$1,015.58)
X-Ray Services - Variable	(\$2,025.00)	(\$10,218.00)	(\$8,154.00)	(\$1,100.00)	\$0.00	(\$732.30)	(\$5,218.00)	\$900.00
Insurance - Variable	\$154,236.23	(\$318.00)	(\$63,332.47)	\$164,378.92	\$0.00	\$62,111.85	(\$63,332.47)	\$164,378.92
TOTAL Difference	\$177,355.40	\$2,494.85	(\$82,132.66)	\$127,115.42	(\$125,877.05)	(\$61,877.25)	(\$206,987.18)	\$26,842.21
* Weighted average calculated using 10% of 2016 cost, 20% of 2017, 30% of 2018 and 40% of 2019								
Notes:								
Fixed expenditures assume a new contract start date of 1/1, actual fixed expenditures will be slightly less given actual contract start date in April.								
Average Daily Jail Population has grown from 200 to 236								
Current contractor is having trouble finding / retaining employees at their contracted wage rate.								
New contractor is paying approximately \$8-10 per hour more in wages								
Fixed contract costs after 2020 will increase based on the 12-Month CPI for hospital and related services - medical care or zero percent whichever is higher.								