



**BOARD OF SUPERVISORS AGENDA ITEM REPORT
CONTRACTS / AWARDS / GRANTS**

Award Contract Grant

Requested Board Meeting Date: 06/20/17

* = *Mandatory, information must be provided*

or Procurement Director Award

***Contractor/Vendor Name (DBA):**

Conmed, LLC

***Project Title/Description:**

Correctional Healthcare Services

***Purpose:**

Amendment of Award: Master Agreement No. MA-PO-13-580, Amendment No. Six (6). This amendment exercises the annual renewal option to extend the termination date to 6/30/2018, increases the award amount by \$13,137,180.00 to a not-to-exceed contract amount of \$61,296,950.00, increases the Basic Services Fee for both PCADC and PCJDC, makes minor changes and clarifications to the scope of services and updates the Contractor name. Zero (0) renewals remain.

Administering Department: Health

***Procurement Method:**

Pursuant to Pima County Procurement Code 11.12.020, Competitive Sealed Proposals, Solicitation No. 78416 was conducted. On 4/09/13, the Board of Supervisors (Board) approved an award of contract MA-PO-13-580 for an initial term of three years in a total amount of \$36,143,539.00 and included two annual renewal options.

Amendment No. One (1), effective 1/14/14, the Board approved revisions to the scope of services to include 1) psychological testing/evaluation of individuals required to be performed by the Ph.D Psychologist, and 2) extend the deadline dates pertaining to the implementation of an Electronic Health Records system.

Amendment No. Two (2), effective 7/01/14, the Board reduced the contact amount to \$36,123,140.00 and approved revisions to the scope of services related to 1) screenings and sick call requests at the Adult Detention Center 2) mental health assessment, monitoring of bed restraints, sexual health/reproductive services provided by the Health Department, installation date of Electronic Health Records, Health Administrator job description at the Juvenile Detention Center and 3) report submittal requirements associated with payments.

Amendment No. Three (3), effective 1/06/15, the Board reduced the contract amount to \$36,122,589.00 and approved revisions to the scope of services by amending the Staffing Schedule at the Pima County Adult Detention Center by eliminating the Medical Doctor position and replacing with a Physician Assistant or Nurse Practitioner (NP/PA); reducing RN hours; adding 2.8 LPNs and consolidating areas and positions in the Mental Health categories to reflect actual staffing.

Amendment No. Four (4), effective 1/19/2016, the Board approved an annual renewal for the period ending 6/30/2017, an increase to the contract amount to \$48,159,770.00, and clarifications to payment details and reconciliation notification requirements.

Amendment No. Five (5), effective 2/01/17, the Board approved adding 3.65 FTE medical positions to the approved staffing at PCADC (to be paid from contractual deductions and offsets that have already occurred this year), minor changes and clarifications to the scope of services and minor changes to the statistical data report, required reports and business requirements for PCADC.

PRCUID: 78416

Attachment: Department Memo, Amendment No. Six (6).

***Program Goals/Predicted Outcomes:**

The contract with Conmed seeks to ensure high quality healthcare for inmates at PCADC and youth at PCJDC by providing adequate staffing to prevent and respond to emergencies and to address the many somatic and mental health needs of these vulnerable populations in a timely manner.

***Public Benefit:**

To date, in FY2017 in an average month at PCADC, among many other services, Conmed provided 2,417 intake health assessments, 600 visits by a prescribing provider, 1,304 nurse sick call visits, 164 dental visits and had 916 people on the behavioral health case load, 192 of them determined to be Seriously Mentally Ill. During the same time period, at PCJDC Conmed provided an average of 412 sick call/chronic care visits per month and had an average of 47 youth on the behavioral health case load.

***Metrics Available to Measure Performance:**

There are 22 Performance Indicators at PCADC and 21 Performance Indicators at PCJDC that are audited by the Pima County Health Department staff on a monthly, bi-monthly or quarterly basis. For each indicator where the contracted threshold is not met, liquidated damages in the amount of \$1,000.00 are deducted from the monthly payment.

There are numerous monthly reports that provide information on the services provided at each facility during the month. In addition, Pima County staff (including detention) meet with Conmed staff at PCADC bi-monthly and with Conmed staff at PCJDC quarterly to discuss the reports and activities since the previous meeting.

***Retroactive:**

No.

Contract / Award Information

Document Type: _____ Department Code: _____ Contract Number (i.e.,15-123): _____

Effective Date: _____ Termination Date: _____ Prior Contract Number (Synergen/CMS): _____

Expense Amount: \$* _____ Revenue Amount: \$ _____

*Funding Source(s) required: _____

Funding from General Fund? Yes No If Yes \$ _____ % _____

Contract is fully or partially funded with Federal Funds? Yes No

*Is the Contract to a vendor or subrecipient? _____

Were insurance or indemnity clauses modified? Yes No

If Yes, attach Risk's approval

Vendor is using a Social Security Number? Yes No

If Yes, attach the required form per Administrative Procedure 22-73.

Amendment / Revised Award Information

Document Type: MA _____ Department Code: PO _____ Contract Number (i.e.,15-123): 13-580

Amendment No.: 6 _____ AMS Version No.: 15

Effective Date: 7/01/17 _____ New Termination Date: 6/30/18

Prior Contract No. (Synergen/CMS): _____

Expense or Revenue Increase Decrease Amount This Amendment: \$ 13,137,180.00

Is there revenue included? Yes No If Yes \$ _____

*Funding Source(s) required: General Fund _____

Funding from General Fund? Yes No If Yes \$ 13,137,180.00 % 100

Grant Information (for grants acceptance and awards)

Document Type: _____ Department Code: _____ Contract Number (i.e.,15-123): _____

Effective Date: _____ Termination Date: _____ Prior Contract Number (Synergen/CMS): _____

Match Amount: \$ _____ Revenue Amount: \$ _____

*Funding Source(s) required: _____

*Match funding from General Fund? Yes No If Yes \$ _____ % _____

*Match funding from other sources? Yes No If Yes \$ _____

*Funding Source: _____

*If Federal funds are received, is funding coming directly from the Federal government or passed through other organization(s)? _____

Contact: Jennifer Moore, Commodity Contracts Officer

Division Manager: _____

Department: Procurement

Telephone: 520.724.8164

Department Director Signature/Date: _____

Deputy County Administrator Signature/Date: _____

County Administrator Signature/Date: _____

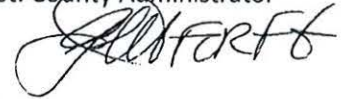
(Required for Board Agenda/Addendum Items)

Handwritten signatures and dates:
- Division Manager: *[Signature]* 6/9/17
- Department Director: *[Signature]* 6/9/17
- Deputy County Administrator: *[Signature]* 13 June 17
- County Administrator: *[Signature]* 6-13-17
- County Administrator: *[Signature]* 6/14/17

Date: 5 June 2017

To: Mary Jo Furphy
Procurement Director

From: Francisco Garcia, Asst. County Administrator



Re: Increase in annual contracted amount for Conmed, LLC contract, MA13*580

Pima County contracted with Conmed Healthcare Management, Inc. (later purchased by Correct Care Solutions) to provide healthcare services at the Pima County Adult Detention Complex (PCADC) and the Pima County Juvenile Detention Center (PCJDC) from July 1, 2013 to June 30, 2016. Amendment #4 extended the contract to June 30, 2017 at the same pricing as FY2016. Amendment #6 is to extend the contract to its final year, ending June 30, 2018.

Amendment #6 provides the first price increase during the now five year term. Conmed / CCS requested an increase of \$1,450,968 for the final year and an increase of \$1,100,000 was agreed upon. The majority of this increase went into increasing the salary scale by 3.5% at both PCADC and PCJDC. After four years with no increase, it was agreed that many of the salaries in the schedule were not competitive and Conmed was struggling with staff recruitment and retention. Including funds for Relief Compensation, this resulted in an increase of \$674,796.

An increase of \$350,000 was approved to pay for services not provided by the Contractor (off-site services). In the first year of the contract, the total amount of claims for these services was \$589,024. In the most recent 12 months (May 2016 – April 2017), claims have totaled \$795,317. Finally, an additional \$75,204 was added to the PCADC "other medical expenses" line to reach the agreed upon total of a \$1.1 million increase.

Other than extending the contract for the final year and adding funds, there were several changes made: the name on the contract was changed to reflect a new registration with the Arizona Corporation Commission. Wording was added to allow CCS to use their national claims management administrator, CIGNA, to process claims for offsite services if this turns out to be beneficial. This would enable them to use the CIGNA provider network. CCS also requested more flexibility in filling the required staffing hours by changing the requirement to reconciling hours on a weekly basis to a monthly basis. Finally, the requirement for a \$1 million bond was dropped for the final year of the contract.

<p>Pima County Department of Behavioral Health</p> <p>Project: Correctional Healthcare Services</p> <p>Contractor: Conmed, LLC</p> <p>Contract No.: MA PO 13*0580</p> <p>Contract Amendment No.: Six (06)</p>	<div style="border: 2px solid red; padding: 5px;"> <p style="color: red; font-weight: bold; font-size: 1.2em;">CONTRACT</p> <p style="color: red; font-weight: bold;">NO. <u>MA-PO-13-580</u></p> <p style="color: red; font-weight: bold;">AMENDMENT NO. <u>06</u></p> <p style="color: red; font-size: 0.8em;">This number must appear on all invoices, correspondence and documents pertaining to this contract.</p> </div>
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Orig. Contract Term: 07/01/2013 - 06/30/2016	Orig. Amount:	\$36,143,539
Termination Date Prior Amendment: 06/30/2017	Prior Amendments Amount:	\$12,016,231
Termination Date This Amendment: 06/30/2018	This Amendment Amount:	\$13,137,180
	Revised Total Amount:	\$61,296,950

CONTRACT AMENDMENT

The parties agree to amend the above-referenced contract as follows:

1. **Name change.** The name of the vendor has been changed to reflect a new registration with the Arizona Corporation Commission as Conmed, LLC.

2. **Article I – Term and extension/renewal/changes** is amended to read: This Contract, as awarded by the Board of Supervisors, shall commence on July 1, 2013 and shall terminate on June 30, 2018, unless sooner terminated pursuant to the provisions of this contract. There are no extensions remaining on the contract.

3. **Article III – Pricing and Compensation** is amended to read: The total not to exceed amount of compensation to be paid by County to Contractor for the contract periods through June 30, 2018 for performance of the lines of service described in:

Exhibit A: Scope of Services – Part I, Pima County Adult Detention Complex is \$53,762,706
Exhibit A: Scope of Services – Part II, Pima County Juvenile Detention Center is \$7,162,244
Exhibit A: Scope of Services – Part III, Provision of Psychological Services for the Pima County Sheriff’s Department is \$372,000

During each annual contract period (Annual Period 1: 07/01/2013-06/30/2014, Annual Period 2: 07/01/2014-06/30/2015, Annual Period 3: 07/01/2015-06/30/2016, Annual Period 4: 07/01/2016-06/30/2017, Annual Period 5: 07/01/2017-06/30/2018), funding amounts and/or estimated annual quantities for the performance of the lines of services may be amended by decrease, increase, application of credit, or transfer of funding from one line of service to another if necessary to accommodate the requirements for these services as long as the aggregate annual award amount does NOT exceed \$12,048,000 for Annual Periods 1, 2, 3 and 4 and \$13,137,180 for Annual Period 5, as mutually agreed by both parties, and without a formal written amendment. In the event the annual award amount is anticipated to exceed this maximum annual award amount, a formal written amendment for approval by the Board of Supervisors may be negotiated and processed to add funding necessary to pay for services anticipated to satisfy requirements for the specified annual period.

In consideration for the goods and services specified in this Contract, the County agrees to pay Contractor in a total aggregate amount not to exceed \$61,296,950 for the contract periods through June 30, 2018. Pricing for work will be as set forth in **Exhibit B: Pricing and Compensation** (10 pages).

4. **Article IV – Insurance and Bond** is amended to remove the final paragraph in that article.

5. **Exhibit A: Scope of Services, Part I PCADC, Section 10.1, Outpatient services provided in the community.** The fourth paragraph (top of page 24) shall be revised as follows:

For claims submitted for payment to the County, the County shall be responsible for making payments for both inpatient and outpatient off-site health care services if no other payer exists. The cost of these services shall be deducted from the payment to Contractor per the procedure laid out in **Exhibit B**.

6. **Exhibit B: Pricing and Compensation.**

The first paragraph of **Section 2.1 Basic Services Fee** is changed to:

During the course of Annual Periods 1, 2, 3 and 4, County will pay to Contractor a total of \$47,862,170 for services rendered at the PCADC and PCJDC from July 1, 2013 to June 30, 2017. The Basic Services Fee will be invoiced in forty-eight monthly installments. During Annual Period 5, County will pay to Contractor a total of \$13,062,780 for services rendered at the PCADC and PCJDC from July 1, 2017 to June 30, 2018. The Basic Services Fee will be invoiced in twelve monthly installments.

Section 2.2.1 Staffing Payment Adjustments is hereby amended by replacing the word “week” (three references) or “weekly” (one reference) with “month” or “monthly” so that staffing reconciliations may be performed on a monthly basis. Monthly staffing reconciliations will report only those deficiencies that are below the number of hours that are to be provided by position for the month.

Section 2.2.5 Compensation for Services not Provided by Contractor (PCADC only) is hereby amended by adding the following at the beginning of Section 2.2.5:

The County has agreed to allow Contractor to process claims through their national claims management administrator at Contractor’s discretion. This section applies only to those claims that are submitted to the County for payment. The \$25,000 cap per Episode of Care still applies for claims that are not adjudicated through the County.

The following Exhibits are replaced:

ATTACHMENT B-1	PRICING: PIMA COUNTY ADULT DETENTION COMPLEX (PCADC) – Effective 07/01/2017
ATTACHMENT B-2	PRICING: PIMA COUNTY JUVENILE DETENTION CENTER (PCJDC) – Effective 07/01/2017
ATTACHMENT B-3	PRICING: PROVISION OF PSYCHOLOGICAL SERVICES FOR THE PIMA COUNTY SHERIFF’S DEPARTMENT – Effective 07/01/2017
ATTACHMENT B-6	SUMMARY SCHEDULE OF STAFFING COSTS – PCADC – Effective 07/01/2017
ATTACHMENT B-7	SUMMARY SCHEDULE OF STAFFING COSTS – PCJDC – Effective 07/01/2017

All other provisions of the Contract not specifically changed by this Amendment remain in effect and are binding upon the parties.

The effective date of this Amendment is June 30, 2017.

IN WITNESS WHEREOF, the Parties have caused this Amendment to be executed in their names or their official acts by their respective representatives, each of whom is duly authorized to execute the same.

AGREED TO AND ACCEPTED AS STATED ABOVE:

PIMA COUNTY

Chair, Board of Supervisors


Date

ATTEST

Clerk of the Board

Date

APPROVED AS TO FORM




Deputy County Attorney

JONATHAN PINKNEY
Print DCA Name

5/31/17
Date

APPROVED AS TO CONTENT



Department Representative

5/31/2017
Date

CONTRACTOR



Authorized Officer Signature

Chris Bove President
Printed Name and Title

5-25-17
Date

**ATTACHMENT B-1 - Effective 07/01/2017
PRICING: PIMA COUNTY ADULT DETENTION COMPLEX (PCADC)**

Conmed, Inc.

Line #	Expense Category	Year 1	Year 2	Year 2	Year 3	Year 4	Year 5	Totals
		07/01/13 - 06/30/14	07/01/14 - 01/05/15	01/06/15 - 06/30/15	07/01/15 - 06/30/16	07/01/16 - 06/30/17	07/01/17 - 06/30/18	07/01/13 - 06/30/17
1	On Site Personnel. Based on Budgeted Onsite Staffing Commitment (Attachment B-4) and Summary Schedule of Staffing Costs (Attachment B-6)	\$ 6,626,102	\$ 3,452,411	\$ 3,260,536	\$ 6,800,351	\$ 6,800,351	\$ 7,394,284	\$ 34,334,035
2	Relief Compensation. Based on Summary Schedule of Staffing Costs (Attachment B-6)	\$ 466,943	\$ 243,292	\$ 243,029	\$ 506,874	\$ 506,874	\$ 544,412	\$ 2,511,423
3	Medications and Pharmaceutical Services. Excludes outlier medications above \$25,000 per episode of care.	\$ 998,932	\$ 543,552	\$ 515,316	\$ 1,122,400	\$ 1,122,400	\$ 1,122,400	\$ 5,425,000
4	Services not Provided by CONTRACTOR. Excludes services above \$25,000 per episode of care.	\$ 697,753	\$ 368,925	\$ 349,761	\$ 740,247	\$ 740,247	\$ 1,090,247	\$ 3,987,180
5	Laboratory	\$ 68,255	\$ 35,563	\$ 33,716	\$ 70,318	\$ 70,318	\$ 70,318	\$ 348,488
6	Other Medical Expenses (including imaging, supplies, etc.)	\$ 724,484	\$ 371,902	\$ 352,582	\$ 724,484	\$ 724,484	\$ 799,687	\$ 3,697,623
7	Subtotal Health Services Expenses	\$ 9,582,469	\$ 5,015,646	\$ 4,754,940	\$ 9,964,674	\$ 9,964,674	\$ 11,021,347	\$ 50,303,749
8	Subtotal Administrative Expenses	\$ 957,336	\$ 395,381	\$ 374,841	\$ 577,133	\$ 577,133	\$ 577,133	\$ 3,458,957
9	Total Basic Services Fee for PCADC	\$ 10,539,805	\$ 5,411,026	\$ 5,129,781	\$ 10,541,807	\$ 10,541,807	\$ 11,598,480	\$ 53,762,706
10	Additional per diem payment to CONTRACTOR for each detainee day in which the monthly ADC is above 2,100	\$ 2.30	per detainee day					
11	Per diem credit to COUNTY for each detainee day in which the monthly ADC is below 1,900	\$ 2.30	per detainee day					

Note 1: This worksheet includes pricing for all healthcare related costs of detainees in the custody of the Sheriff's Department and housed at the PCADC and the Mission Minimum Security Facility.

**ATTACHMENT B-2 - Effective 07/01/2017
PRICING: PIMA COUNTY JUVENILE DETENTION CENTER (PCJDC)**

Conmed, Inc.

Line #	Expense Category	Year 1 07/01/13 - 06/30/14	Year 2 07/01/14 - 06/30/15	Year 3 07/01/15 - 06/30/16	Year 4 07/01/16 - 06/30/17	Year 5 07/01/17 - 06/30/18	Totals 07/01/13 - 06/30/17
1	On Site Personnel. Based on Budgeted Onsite Staffing Commitment (Attachment B-5) and Summary Schedule of Staffing Costs (Attachment B-7).	\$ 1,139,479	\$ 1,156,601	\$ 1,173,958	\$ 1,173,958	\$ 1,215,046	\$ 5,859,041
2	Relief Compensation. Based on Summary Schedule of Staffing Costs (Attachment B-7).	\$ 72,013	\$ 62,973	\$ 63,919	\$ 63,919	\$ 66,157	\$ 328,982
3	Medications and Pharmaceutical Services. Excludes outlier medications above \$25,000 per episode of care.	\$ 48,741	\$ 51,665	\$ 54,765	\$ 54,765	\$ 54,765	\$ 264,701
4	Laboratory	\$ 1,314	\$ 1,334	\$ 1,354	\$ 1,354	\$ 1,354	\$ 6,710
5	Other Medical Expenses (including imaging, supplies, hazardous waste removal, etc.)	\$ 35,683	\$ 35,683	\$ 35,683	\$ 35,683	\$ 35,683	\$ 178,415
6	Subtotal Health Services Expenses	\$ 1,297,230	\$ 1,308,256	\$ 1,329,679	\$ 1,329,679	\$ 1,373,005	\$ 6,637,849
7	Subtotal Administrative Expenses	\$ 136,427	\$ 114,083	\$ 91,295	\$ 91,295	\$ 91,295	\$ 524,395
8	Total Basic Services Fee for PCJDC	\$ 1,433,657	\$ 1,422,339	\$ 1,420,974	\$ 1,420,974	\$ 1,464,300	\$ 7,162,244

Note 1: This worksheet includes pricing for all healthcare related costs of youth housed at the Pima County Juvenile Detention Center.

ATTACHMENT B-3 - Effective 07/01/2017

PRICING: PROVISION OF PSYCHOLOGICAL SERVICES FOR THE PIMA COUNTY SHERIFF'S DEPARTMENT

Conmed, Inc.

Line #	Description	Year 1	Year 2	Year 3	Year 4	Year 5	Totals
		07/01/13 - 06/30/14	07/01/14 - 06/30/15	07/01/15 - 06/30/16	07/01/16 - 06/30/17	07/01/17 - 06/30/18	07/01/13 - 06/30/17
1	Rate Per Applicant Interview / Evaluation	\$ 155.00	\$ 155.00	\$ 155.00	\$ 155.00	\$ 155.00	
2	Rate Per Return to Duty Interview / Evaluation	\$ 155.00	\$ 155.00	\$ 155.00	\$ 155.00	\$ 155.00	
3	Hourly Rate for As Needed / As Required Services Performed by the Psychologist; includes travel costs and all incidentals	\$ 36.00	\$ 36.00	\$ 36.00	\$ 36.00	\$ 36.00	
4	Annual Dollar Cap for Service	\$ 74,400	\$ 74,400	\$ 74,400	\$ 74,400	\$ 74,400	\$ 372,000

Note 1: This worksheet includes pricing for all costs associated with conducting psychological evaluations for applicants and return to duty officers for the Pima County Sheriff's Department.

**ATTACHMENT B-6 - Effective 07/01/2017
SUMMARY SCHEDULE OF STAFFING COSTS - PCADC**

Position Title	Year 3 Salary/Benefits 07/01/15 - 06/30/16			Year 3 Relief Compensation 07/01/15 - 06/30/16			Year 4 Salary/Benefits 07/01/16 - 06/30/17			Year 4 Relief Compensation 07/01/16 - 06/30/17			Year 5 Salary/Benefits 07/01/17 - 06/30/18			Year 5 Relief Compensation 07/01/17 - 06/30/18		
	Hourly Budgeted Rate by Position, including wages, benefits or contracted amount	Paid FTEs	Budgeted Compensation (hourly rate x 2080)	Hourly Rate	Annual Hours	Annual Budgeted Compensation	Hourly Budgeted Rate by Position, including wages, benefits or contracted amount	Paid FTEs	Budgeted Compensation (hourly rate x 2080)	Hourly Rate	Annual Hours	Annual Budgeted Compensation	Hourly Budgeted Rate by Position, including wages, benefits or contracted amount	Paid FTEs	Budgeted Compensation (hourly rate x 2080)	Hourly Rate	Annual Hours	Annual Budgeted Compensation
Sample Positions Positions with the Same Hourly Rate and Qualifications may be Combined																		
RN	\$ 41.86	15.7	\$ 1,366,980	\$ 41.86	2,939	\$ 123,028	\$ 41.86	16.28	\$ 1,417,770	\$ 41.86	3,048	\$ 127,599	\$ 43.33	17.1	\$ 1,540,987	\$ 43.33	3,201	\$ 138,689
Mental Health RN	\$ 41.86	5.7	\$ 496,292	\$ 41.86	1,067	\$ 44,666	\$ 41.86	5.7	\$ 496,292	\$ 41.86	1,067	\$ 44,666	\$ 43.33	6	\$ 513,662	\$ 43.33	1,067	\$ 46,230
LPN	\$ 24.90	17.8	\$ 921,898	\$ 24.90	3,332	\$ 82,971	\$ 24.90	18.53	\$ 959,663	\$ 24.90	3,469	\$ 86,370	\$ 25.77	19.55	\$ 1,047,972	\$ 25.77	3,660	\$ 94,318
EMT	\$ 15.71	4.2	\$ 137,243	\$ 15.71	786	\$ 12,352	\$ 15.71	4.2	\$ 137,243	\$ 15.71	786	\$ 12,352	\$ 16.26	4.2	\$ 142,046	\$ 16.26	786	\$ 12,784
Pharmacy Tech	\$ 17.62	2.2	\$ 80,629	\$ 17.62	412	\$ 7,257	\$ 17.62	2.2	\$ 80,629	\$ 17.62	412	\$ 7,257	\$ 18.24	2.2	\$ 83,451	\$ 18.24	412	\$ 7,511
Physician	\$ 122.91	0	\$ -	\$ 122.91	208	\$ 25,565	\$ 122.91	0	\$ -	\$ 122.91	208	\$ 25,565	\$ 127.21	0	\$ -	\$ 127.21	208	\$ 26,460
Physician's Assistants (PA) or Nurse Practitioner	\$ 74.54	2.4	\$ 372,104	\$ 74.54	449	\$ 33,489	\$ 74.54	2.4	\$ 372,104	\$ 74.54	449	\$ 33,489	\$ 77.15	2.4	\$ 385,127	\$ 77.15	449	\$ 34,661
Phlebotomist	\$ 14.23	1	\$ 29,598	N/A	Exempt	N/A	\$ 14.23	1	\$ 29,598	N/A	Exempt	N/A	\$ 14.73	1	\$ 30,634	N/A	Exempt	N/A
Scheduling Clerk	\$ 24.76	1	\$ 51,501	N/A	Exempt	N/A	\$ 24.76	1	\$ 51,501	N/A	Exempt	N/A	\$ 25.63	1	\$ 53,303	N/A	Exempt	N/A
Clerk	\$ 16.26	2	\$ 67,642	\$ 16.26	374	\$ 6,088	\$ 16.26	2	\$ 67,642	\$ 16.26	374	\$ 6,088	\$ 16.83	2	\$ 70,009	\$ 16.83	374	\$ 6,301
Nursing Assistant	\$ 16.42	4.2	\$ 143,445	\$ 16.42	786	\$ 12,910	\$ 16.42	4.2	\$ 143,445	\$ 16.42	786	\$ 12,910	\$ 16.99	4.2	\$ 148,466	\$ 16.99	786	\$ 13,362
Psychiatrist	\$ 128.78	1.4	\$ 375,007	N/A	Exempt	N/A	\$ 128.78	1.4	\$ 375,007	N/A	Exempt	N/A	\$ 133.29	1.4	\$ 388,133	N/A	Exempt	N/A
Mid-Level Psychiatric Provider / Psychiatry Resident	\$ 77.09	2	\$ 320,694	\$ 77.09	374	\$ 28,862	\$ 77.09	2	\$ 320,694	\$ 77.09	374	\$ 28,862	\$ 79.79	2	\$ 331,919	\$ 79.79	374	\$ 29,873
Psychologist	\$ 47.28	1	\$ 98,342	\$ 47.28	187	\$ 8,851	\$ 47.28	1	\$ 98,342	\$ 47.28	187	\$ 8,851	\$ 48.93	1	\$ 101,784	\$ 48.93	187	\$ 9,161
Mental Health Coordinator	\$ 32.20	1	\$ 66,976	N/A	Exempt	N/A	\$ 32.20	1	\$ 66,976	N/A	Exempt	N/A	\$ 33.33	1	\$ 69,320	N/A	Exempt	N/A
Mental Health Professional	\$ 28.33	7.55	\$ 444,894	\$ 28.33	1,413	\$ 40,040	\$ 28.33	7.55	\$ 444,894	\$ 28.33	1,413	\$ 40,040	\$ 29.32	7.55	\$ 460,466	\$ 29.32	1,413	\$ 41,442
Substance Abuse Counselor	\$ 24.47	2	\$ 101,795	\$ 24.47	374	\$ 9,162	\$ 24.47	2	\$ 101,795	\$ 24.47	374	\$ 9,162	\$ 25.33	2	\$ 105,358	\$ 25.33	374	\$ 9,482
MH Database Clerk	\$ 13.55	1	\$ 28,184	N/A	Exempt	N/A	\$ 13.55	1	\$ 28,184	N/A	Exempt	N/A	\$ 14.02	1	\$ 29,170	N/A	Exempt	N/A
Administrative Assistant	\$ 18.01	2	\$ 74,922	N/A	Exempt	N/A	\$ 18.01	2	\$ 74,922	N/A	Exempt	N/A	\$ 18.64	2	\$ 77,544	N/A	Exempt	N/A
Dentist	\$ 109.33	1	\$ 227,406	\$ 109.33	187	\$ 20,467	\$ 109.33	1	\$ 227,406	\$ 109.33	187	\$ 20,467	\$ 113.16	1	\$ 235,366	\$ 113.16	187	\$ 21,183
Dental Assistant	\$ 17.77	1	\$ 36,962	\$ 17.77	187	\$ 3,327	\$ 17.77	1	\$ 36,962	\$ 17.77	187	\$ 3,327	\$ 18.39	1	\$ 38,255	\$ 18.39	187	\$ 3,443
Imaging Tech	\$ 32.66	1	\$ 67,933	\$ 32.66	187	\$ 6,114	\$ 32.66	1	\$ 67,933	\$ 32.66	187	\$ 6,114	\$ 33.80	1	\$ 70,310	\$ 33.80	187	\$ 6,328
Health Services Administrator	\$ 59.04	1	\$ 122,803	N/A	Exempt	N/A	\$ 59.04	1	\$ 122,803	N/A	Exempt	N/A	\$ 61.11	1	\$ 127,101	N/A	Exempt	N/A
Director of Nursing	\$ 52.10	1	\$ 108,368	N/A	Exempt	N/A	\$ 52.10	1	\$ 108,368	N/A	Exempt	N/A	\$ 53.92	1	\$ 112,161	N/A	Exempt	N/A
Medical Director / MD	\$ 126.30	1	\$ 262,704	N/A	Exempt	N/A	\$ 126.30	1.208	\$ 317,434	N/A	Exempt	N/A	\$ 130.72	1.5	\$ 407,848	N/A	Exempt	N/A
Director of Behavioral Health Services	\$ 48.85	1	\$ 101,608	N/A	Exempt	N/A	\$ 48.85	1	\$ 101,608	N/A	Exempt	N/A	\$ 50.56	1	\$ 105,164	N/A	Exempt	N/A
Chief Psychiatrist	\$ 222.89	1	\$ 463,611	\$ 222.89	187	\$ 41,725	\$ 222.89	1	\$ 463,611	\$ 222.89	187	\$ 41,725	\$ 230.69	1	\$ 479,838	\$ 230.69	187	\$ 43,185
Director of Quality Assurance	\$ 41.86	1	\$ 87,069	N/A	Exempt	N/A	\$ 41.86	1	\$ 87,069	N/A	Exempt	N/A	\$ 43.33	1	\$ 90,116	N/A	Exempt	N/A
Medical Records Clerk	\$ 13.89	3.4	\$ 98,230	N/A	Exempt	N/A	\$ 13.89	3.4	\$ 98,230	N/A	Exempt	N/A	\$ 14.38	3.4	\$ 101,668	N/A	Exempt	N/A
Clerk - Data Analyst	\$ 21.88	1	\$ 45,510	N/A	Exempt	N/A	\$ 21.88	1	\$ 45,510	N/A	Exempt	N/A	\$ 22.65	1	\$ 47,103	N/A	Exempt	N/A
Case Manager-RN (UMUR)*	\$ 43.92	1	\$ 91,452	\$ 43.92	44	\$ 9,162	\$ 43.92	1	\$ 91,452	\$ 43.92	44	\$ 9,162	\$ 45.46	1	\$ 94,596	\$ 45.46	44	\$ 9,288
TOTALS		88.55	\$ 6,800,351		13,640	\$ 506,874		90.07	\$ 6,943,636		13,885	\$ 514,844		92.20	\$ 7,394,284		14,229	\$ 544,412

* Conmed will pay for the Utilization Management / Utilization Review RN. Not included in Pricing Worksheet.

**ATTACHMENT B-7 - Effective 07/01/2017
SUMMARY SCHEDULE OF STAFFING COSTS - PCJDC**

Commed, Inc.

Position Title Sample Positions Positions with the Same Hourly Rate and Qualifications may be Combined	Year 1 Salary/Benefits 07/01/13 - 06/30/14			Year 1 Relief Compensation 07/01/13 - 06/30/14			Year 2 Salary/Benefits 07/01/14 - 06/30/15			Year 2 Relief Compensation 07/01/14 - 06/30/15			Years 3 and 4 Salary/Benefits 07/01/15 - 06/30/17			Years 3 and 4 Relief Compensation 07/01/15 - 06/30/17			Year 5 Salary/Benefits 07/01/17 - 06/30/18			Year 5 Relief Compensation 07/01/17 - 06/30/18		
	Hourly Budgeted Rate by Position, including wages, benefits or contracted amount	Paid FTEs	Budgeted Compensation (hourly rate x 2080)	For Exempt Staff, please write "Exempt" instead of providing hours and rates for relief			Hourly Budgeted Rate by Position, including wages, benefits or contracted amount	Paid FTEs	Budgeted Compensation (hourly rate x 2080)	For Exempt Staff, please write "Exempt" instead of providing hours and rates for relief			Hourly Budgeted Rate by Position, including wages, benefits or contracted amount	Paid FTEs	Budgeted Compensation (hourly rate x 2080)	For Exempt Staff, please write "Exempt" instead of providing hours and rates for relief			Hourly Budgeted Rate by Position, including wages, benefits or contracted amount	Paid FTEs	Budgeted Compensation (hourly rate x 2080)	For Exempt Staff, please write "Exempt" instead of providing hours and rates for relief		
				Hourly Rate	Annual Hours	Annual Budgeted Compensation				Hourly Rate	Annual Hours	Annual Budgeted Compensation				Hourly Rate	Annual Hours	Annual Budgeted Compensation				Hourly Rate	Annual Hours	Annual Budgeted Compensation
RN	\$ 41.18	4.2	\$ 359,748	\$ 41.18	786	\$ 32,377	\$ 41.80	4.2	\$ 365,165	\$ 41.80	786	\$ 32,865	\$ 42.43	4.2	\$ 370,668	\$ 42.43	786	\$ 33,360	\$ 43.02	4.2	\$ 383,642	\$ 43.02	786	\$ 34,528
LPN	\$ 27.01	2.8	\$ 157,306	\$ 27.01	524	\$ 14,158	\$ 27.42	2.8	\$ 159,694	\$ 27.42	524	\$ 14,372	\$ 27.83	2.8	\$ 162,082	\$ 27.83	524	\$ 14,587	\$ 28.80	2.8	\$ 167,755	\$ 28.80	524	\$ 15,098
Director of Behavioral Health	\$ 44.29	1.0	\$ 92,123	N/A	Exempt	N/A	\$ 44.95	1.0	\$ 93,496	N/A	Exempt	N/A	\$ 45.62	1.0	\$ 94,890	N/A	Exempt	N/A	\$ 47.22	1.0	\$ 98,211	N/A	Exempt	N/A
Case Manager	\$ 28.96	1.0	\$ 60,237	N/A	Exempt	N/A	\$ 29.39	1.0	\$ 61,131	N/A	Exempt	N/A	\$ 29.83	1.0	\$ 62,046	N/A	Exempt	N/A	\$ 30.87	1.0	\$ 64,218	N/A	Exempt	N/A
Masters MHP	\$ 41.41	2.0	\$ 172,266	\$ 41.41	374	\$ 15,504	\$ 42.03	2.0	\$ 174,845	\$ 42.03	374	\$ 15,736	\$ 42.66	2.0	\$ 177,466	\$ 42.66	374	\$ 15,972	\$ 44.15	2.0	\$ 183,677	\$ 44.15	374	\$ 16,531
Health Services Administrator RN	\$ 53.28	1.0	\$ 110,822	\$ 53.28	187	\$ 9,974	\$ 54.08	1.0	\$ 112,486	N/A	Exempt	N/A	\$ 54.89	1.0	\$ 114,171	N/A	Exempt	N/A	\$ 56.81	1.0	\$ 118,167	N/A	Exempt	N/A
Administrative Assistant	\$ 26.73	1.0	\$ 55,568	N/A	Exempt	N/A	\$ 27.13	1.0	\$ 56,430	N/A	Exempt	N/A	\$ 27.54	1.0	\$ 57,283	N/A	Exempt	N/A	\$ 28.50	1.0	\$ 59,288	N/A	Exempt	N/A
Medical Director - Pediatrician/Family Practice MD	\$ 125.00	0.1	\$ 26,000	N/A	Exempt	N/A	\$ 126.88	0.1	\$ 26,391	N/A	Exempt	N/A	\$ 128.78	0.1	\$ 26,786	N/A	Exempt	N/A	\$ 133.29	0.1	\$ 27,724	N/A	Exempt	N/A
Nurse Practitioner/Physician Assistant (NP/PA)	\$ 73.00	0.2	\$ 30,368	N/A	Exempt	N/A	\$ 74.10	0.2	\$ 30,826	N/A	Exempt	N/A	\$ 75.21	0.2	\$ 31,287	N/A	Exempt	N/A	\$ 77.84	0.2	\$ 32,362	N/A	Exempt	N/A
Child/Adolescent Psych Provider - MD	\$ 161.00	0.1	\$ 33,488	N/A	Exempt	N/A	\$ 163.42	0.1	\$ 33,991	N/A	Exempt	N/A	\$ 165.87	0.1	\$ 34,501	N/A	Exempt	N/A	\$ 171.68	0.1	\$ 35,708	N/A	Exempt	N/A
Mid-Level Psychiatric Provider / Psychiatry Resident*	\$ 92.00	0.2	\$ 38,272	N/A	Exempt	N/A	\$ 93.38	0.2	\$ 38,846	N/A	Exempt	N/A	\$ 94.78	0.2	\$ 39,428	N/A	Exempt	N/A	\$ 98.10	0.2	\$ 40,808	N/A	Exempt	N/A
Dentist	\$ 125.00	0.01	\$ 3,250	N/A	Exempt	N/A	\$ 126.88	0.01	\$ 3,299	N/A	Exempt	N/A	\$ 128.78	0.01	\$ 3,348	N/A	Exempt	N/A	\$ 133.29	0.01	\$ 3,465	N/A	Exempt	N/A
TOTALS		13.61	\$ 1,139,479		1,872	\$ 72,913		13.61	\$ 1,156,601		1,685	\$ 62,973		13.61	\$ 1,173,958		1,685	\$ 63,919		13.61	\$ 1,215,046		1,685	\$ 66,157

* Psychiatry residents will only be used if approved by the County and the Court.