



Fulton County Board of Commissioners
Agenda Item Summary

19-1118

BOC Meeting Date
 12/18/2019

Requesting Agency
 BHDD

Commission Districts Affected
 All Districts

Requested Action *(Identify appropriate Action or Motion, purpose, cost, timeframe, etc.)*
 Request approval to renew existing contract – Behavioral Health and Developmental Disabilities (BHDD) 17RFP112103A-CJC, Behavioral Health Service Delivery Model in the amount of \$6,013,513 with River Edge Behavioral Health (Macon, GA), for the provision of adult behavioral health services on behalf of the Fulton County Department of Behavioral Health & Developmental Disabilities. Authorize the County Attorney to approve the renewal contract as to form and make modifications thereof prior to execution. This exercises the second of four renewal options. Two renewal options remain. Effective January 1, 2020 through December 31, 2020.

Requirement for Board Action *(Cite specific Board policy, statute or code requirement)*
 In accordance with Purchasing Code Section 102-394(6), the Purchasing Department shall present all renewal requests to the Board of Commissioners at least 90 days prior to the contract renewal date, 60 days if the contract term is six (6) months or less.

Is this item related to a Strategic Priority Area? *(If yes, note strategic priority area below)*
 Yes All People are healthy

Is this a purchasing item?
 Yes

Summary & Background *(First sentence includes Agency recommendation. Provide an executive summary of the action that gives an overview of the relevant details for the item.)*

Scope of Work: As the Fulton County BHDD contractor for the provision of Adult Behavioral Health Services, River Edge Behavioral Health will be responsible for providing professional staffing and services for residents of Fulton County. All Fulton County residents will have access to CORE outpatient services to include: behavioral health assessments, Psychiatric assessments, Nursing assessments, individual, group, & family therapy, substance-abuse treatment, peer support, medication management, and case management services. The Screening & Reentry Unit will ensure 100% of eligible bookings into the Fulton County Jail are assessed with the Correctional Mental Health Screening (Male/Female) and discharge planning occurs within 48 hours utilizing the GAINS Reentry Checklist. The Homeless Engagement team will continue to identify homeless individuals with mental illness or substance use disorders, engage them in treatment, and connect to other services and resources toward ending their homelessness. The Reentry team at Union City Jail will continue to aid in the reduction of incarceration length of stay and recidivism rates of WOMEN with Mental Health or Substance-use service needs by connecting individuals to resources that will assist in stabilization and offer an efficient transition into the community. River Edge will provide highly coordinated support for individuals transitioning from jail and assist individuals with

Agency Director Approval		County Manager's Approval
Typed Name and Title Felicia Strong-Whitaker, Director	Phone 401-612-5800	
Signature	Date	

Revised 03/12/09 (Previous versions are obsolete)

resource acquisition to include: linkage to mental health/substance use treatment, housing, employment, and assisting with benefit applications. Subsequent to release from Jail, River Edge will continue to provide individualized case management and status reports at 3, 6, 9, and 12months post release. River Edge will continue to provide clinical support services to DUI Accountability Court program. River Edge will provide clinical services at two locations: Center for Health & Rehabilitation & North Fulton Service Center. Clinical support services include evidenced based group therapy, individual therapy sessions, assessments, and court progress reports; delivered in a five phased approach. River Edge in collaboration with Magistrate and State courts will continue to provide clinical support services for Misdemeanor Mental Health Court. River Edge will provide a clinical team as a vital aspect of the court to perform the following support services: Behavioral Health screenings and assessments, Case Management Contact (face to face, collateral contact, and transportation), Referral and connection to housing providers, treatment providers (behavioral health and substance abuse), employment assistance, GED programs, SOAR case manager for Social Security benefits application, Community monitoring for MMHC compliance, Support through motivational interviewing and strength-based case planning, and transportation as needed. The contract renewal will allow the continuation of behavioral health services on January 1, 2020 without disruption.

The contract renewal will permit the provision of the following services:

- 1) Adult CORE services (\$4,000,000)
- 2) Screening & Re-entry Unit at Fulton County Jail (\$261,969)
- 3) Re-entry serves at Union City Jail (\$519,363)
- 4) Homeless Engagement team (\$440,000)
- 5) DUI clinical support services (\$232,181)
- 6) Misdemeanor Mental Health Court clinical support services (\$560,000)

Community Impact: Fulton County BHDD entered into a contract with River Edge Behavioral Health to provide adult services. Fulton County desires for River Edge to continue to provide supportive behavioral health services to adults on behalf of Fulton BHDD.

Department Recommendation: The Fulton County Department of Behavioral Health and Developmental Disabilities recommends the approval.

Project Implications: The services described under the Scope of Work for this Contract shall be performed by River Edge for a total amount of \$5,471,544.

Community Issues/Concerns: None

Department Issues/Concerns: None

History of BOC Agenda Item:

CURRENT CONTRACT HISTORY	BOC ITEM	DATE	DOLLAR AMOUNT
Original Award Amount	17-0629	8/2/2017	\$5,273,608.00
Amendment No.1 (Misdemeanor Court)	18-0201	3/21/2018	\$420,000.00
Renewal No.1	18-0743	10/17/2018	\$4,000,000.00
Amendment No.2 (DUI Court)	19-0090	2/6/2019	\$432,181.00
Amendment No.3 (Homeless/Jail Init.)	19-0310	3/17/2019	\$739,363.00
Amendment No.4 (Screening & Reentry)	19-0487	6/19/2019	\$261,971.00

Continued

Unit @ Rice Street Jail)			
Renewal No.2			\$6,013,513.00
Total Revised Amount			\$17,140,636.00

Contract & Compliance Information	<i>(Provide Contractor and Subcontractor details.)</i>
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Contract Value: \$6,013,513.00

Prime Vendor: River Edge Behavioral Health
Prime Status: *Georgia Community Service Board – Tier 1 Service Provider
(O.C.G.A. §37-2-6)

Location: Macon, Georgia
County: Bibb County
Prime Value: \$6,013,513.00 or 100.00%

Total Contract Value: \$6,013,513.00 or 100.00%
Total M/FBE Value: *Georgia Community Service Board – Tier 1 Service Provider

To protect the interests of the County, the County Attorney shall approve the contract as to form and substance, and make any necessary modification, prior to execution by the Chairman.

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Solicitation Information	NON-MFBE	MBE	FBE	TOTAL
No. Bid Notices Sent:				
No. Bids Received:				

Total Contract Value	\$6,013,513.00 or 100.00% (O.C.G.A. §37-2-6)
Total M/FBE Values	*Georgia Community Service Board – Tier 1 Service Provider
Total Prime Value	\$6,013,513.00 or 100.00%. (O.C.G.A. §37-2-6)

Fiscal Impact / Funding Source *(Include projected cost, approved budget amount and account number, source of funds, and any future funding requirements.)*
 100-755-8231-1160: General Fund, BHDD, Professional Services - \$4,000,000.00
 100-755-8226-1160: General Fund, BHDD, Professional Services - \$2,013,513.

Exhibits Attached *(Provide copies of originals, number exhibits consecutively, and label all exhibits in the upper right corner.)*
 Exhibit 1: Contract Amendment Form
 Exhibit 2: Contract Renewal Form
 Exhibit 3: Contractor Performance Report

Source of Additional Information *(Type Name, Title, Agency and Phone)*
 LaTrina Foster, LPC, Director, BHDD, 404-612-1687

Agency Director Approval		County Manager's Approval
Typed Name and Title Felicia Strong-Whitaker, Director	Phone 401-612-5800	
Signature	Date	

Revised 03/12/09 (Previous versions are obsolete)

Continued

Procurement**Contract Attached:**
No**Previous Contracts:**
Yea**Solicitation Number:**
17RFP112103A-CJC**Submitting Agency:**
BHDD**Staff Contact:**
LaTrina Foster, LPC**Contact Phone:**
404-612-1687**Description:** River Edge Behavioral Health will provide behavioral health and staffing services to the community on behalf of the Fulton County Department of Behavioral Health and Development Disabilities (BHDD).**FINANCIAL SUMMARY****Total Contract Value:**

Original Approved Amount:	\$11,127,123.00
Previous Adjustments:	\$5,471,544.00
This Request:	\$6,013,513.00
TOTAL:	\$17,140,636.00

MBE/FBE Participation:

Amount:	.	%:	.
Amount:	.	%:	.
Amount:	.	%:	.
Amount:	0%	0.00%:	.

Grant Information Summary:

Amount Requested:	.	<input type="checkbox"/>	Cash
Match Required:	.	<input type="checkbox"/>	In-Kind
Start Date:	.	<input type="checkbox"/>	Approval to Award
End Date:	.	<input type="checkbox"/>	Apply & Accept
Match Account \$:	.		

Funding Line 1:100-755-8226-1160 -
\$2,013,513.00
Pending approval of
FY20 budget**Funding Line 2:**100-755-8231-1160 -
\$4,000,000.00
Pending BOC
approval of FY20
budget.**Funding Line 3:**

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Funding Line 4:

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KEY CONTRACT TERMS**Start Date:**
1/1/2020**End Date:**
12/31/2020**Cost Adjustment:**
.**Renewal/Extension Terms:**
Two renewal options remain**ROUTING & APPROVALS**

(Do not edit below this line)

X	Originating Department:	Foster, LaTrina	Date: 11/25/2019
X	County Attorney:	Stewart, Derval	Date: 12/10/2019
X	Purchasing/Contract Compliance:	Strong-Whitaker, Felicia	Date: 12/10/2019
X	Finance/Budget Analyst/Grants Admin:	Whitted, Ivan	Date: 11/26/2019
.	Grants Management:	.	Date: .
X	County Manager:	Anderson, Dick	Date: 12/11/2019

Contract Renewal Evaluation Form

Date:	November 8, 2019
Department:	MENTAL HEALTH
Contract Number:	17RFP112103A-CJC
Contract Title:	Behavioral Health Service Delivery Model – Chris 180

Instructions:

It is extremely important that every contract be rigidly scrutinized to determine if the contract provides the County with value. Each renewal shall be reviewed and answers provided to determine whether services should be maintained, services/scope reduced, services brought in-house or if the contract should be terminated. Please submit a completed copy of this form with all renewal requests.

1. Describe what efforts were made to reduce the scope and cost of this contract.

Cost for the contract for behavioral health services is based on BHDD’s budget. The final price of this contract was negotiated during the RFP purchasing process. This is a 5 year contract. Each year will be negotiated based on the number of clients to be served as determined by Fulton County, and subject to the Non-appropriation clause of the contract.

2. Describe the analysis you made to determine if the current prices for this good or service is reflective of the current market. Check all applicable statements and provide documentation:

Internet search of pricing for same product or service:

Date of search:	Click here to enter a date.
Price found:	Click here to enter text.
Different features / Conditions:	Click here to enter text.
Percent difference between internet price and renewal price:	Click here to enter text.

Explanation / Notes:

BHDD followed the Request for Proposals (RFP) guidelines to ensure compliance with the State of Georgia DBHDD and Fulton County's policies and procedures.

Market Survey of other jurisdictions:

Date contacted:	Click here to enter a date.
Jurisdiction Name / Contact name:	Click here to enter text.
Date of last purchase:	Click here to enter a date.
Price paid:	Click here to enter text.
Inflation rate:	Click here to enter text.
Adjusted price:	Click here to enter text.
Percent difference between past purchase price and renewal price:	Click here to enter text.
Are they aware of any new vendors?	<input type="checkbox"/> Yes <input type="checkbox"/> No
Are they aware of a reduction in pricing in this industry?	<input type="checkbox"/> Yes <input type="checkbox"/> No
How does pricing compare to Fulton County's award contract?	Click here to enter text.

Explanation / Notes:

Click here to enter text.

Other (Describe in detail the analysis conducted and the outcome):

Click here to enter text.

3. What was the actual expenditure (from the AMS system) spent for this contract for previous fiscal year?

Click here to enter text.

4. Does the renewal option include an adjustment for inflation? **Yes** **No**
(Information can be obtained from CPI index)

Was it part of the initial contract? **Yes** **No**

Date of last purchase:	Click here to enter a date.
Price paid:	Click here to enter text.
Inflation rate:	Click here to enter text.
Adjusted price:	Click here to enter text.
Percent difference between past purchase price and renewal price:	Click here to enter text.

Explanation / Notes:

Click here to enter text.

5. Is this a seasonal item or service? Yes No

6. Has an analysis been conducted to determine if this service can be performed in-house? Yes
 No If yes, attach the analysis.

7. What would be the impact on your department if this contract was not approved?

The Department of Behavioral Health would not be able to provide this much needed services to the citizens of Fulton County. It would take an inordinate amount of time to re-staff or to vet other providers. Consumers would not receive the necessary medication and begin to decompensate.

Click here to enter text.

Click here to enter a date.

Prepared by

Date

LaTrina Foster, LPC

November 8, 2019

Department Head

Date

DEPARTMENT OF PURCHASING & CONTRACT COMPLIANCE

CONTRACTORS PERFORMANCE REPORT
PROFESSIONAL SERVICES

Report Period Start	Report Period End	Contract Period Start	Contract Period End
7/1/2019	9/30/2019	1/1/2018	12/31/2019
PO Number			PO Date
18SC111179A-CJC			1/24/2018
Department	Behavioral Health & Dev. Disb.		
Bid Number	17RFP112103A-CJC		
Service Commodity	Professional Services - River Edge Behavioral Health		
Contractor	River Edge Behavioral Health		

= Unsatisfactory	<i>Achieves contract requirements less than 50% of the time, not responsive, effective and/or efficient, unacceptable delay, incompetence, high degree of customer dissatisfaction.</i>
= Poor	<i>Achieves contract requirements 70% of the time. Marginally responsive, effective and/or efficient; delays require significant adjustments to programs; key employees marginally capable; customers somewhat satisfied.</i>
= Satisfactory	<i>Achieves contract requirements 80% of the time; generally responsive, effective and/or efficient; delays are excusable and/or results in minor programs adjustments; employees are capable and satisfactorily providing service without intervention; customers indicate satisfaction.</i>
= Good	<i>Achieves contract requirements 90% of the time. Usually responsive; effective and/or efficient; delays have not impact on programs/mission; key employees are highly competent and seldom require guidance; customers are highly satisfied.</i>
= Excellent	<i>Achieves contract requirements 100% of the time. Immediately responsive; highly efficient and/or effective; no delays; key employees are experts and require minimal directions; customers expectations are exceeded.</i>

. Quality of Goods/Services (-Specification Compliance - Technical Excellence - Reports/Administration - Personnel Qualification)

Comments:

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During the 3rd quarter of 2019, River Edge continued to strive to provide quality behavioral health services across all of the Fulton County programs, notably in core services area. Two key leadership positions were filled during this quarter. River Edge has experienced difficulty in the recruitment and retention of qualified staff across all programs and are not fully staffed. Although, they have struggled in this area River Edge has worked to assure there are not any gaps in services and that clients needs are being met. Continuity of care, service delivery compliance and specific data reporting concerns have been raised across specialty programming and effective strategies have been developed. River Edge is working to reconcile the availability of electronic client files for new service programs. River Edge has performed well as relates to maintaining their infrastructure in Fulton County.

. Timeliness of Performance (-Were Milestones Met Per Contract - Response Time (per agreement, if applicable) - Responsiveness to Direction/Change - On Time completion Per Contract)

Comments:

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During the 3rd quarter of 2019, River Edge continues to meet and exceed client response times per the contract and key performance measures. Their open access formatting for Core services continues to contribute to on time delivery of services. The Year to Date number of clients served is 1521 for core behavioral health services and continues to make progress towards the County's goal of doubling the amount of individuals services throughout all the programs. River Edge has completed the configuration of their client data system in order for Fulton County to access data. Marketing efforts have increased during this quarter to improve community awareness and increase numbers. Weekly, monthly and quarterly reports are received in a timely manner, there have been delays in completing edits when inaccuracies are found. Overall, the organization is responsive and agreeable as it relates to changes that often occur in this industry and work to reconcile any issues within a reasonable time frame. Clarity has been provided by Fulton County related to accuracy of reporting definitions for new service program reporting mechanisms.

. Business Relations (-Responsiveness to Inquiries - Prompt Problem Notifications)

Comments:

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quarter of 2019, River Edge continues to promptly respond to inquiries and requests. The established structure of filtering information through the Project proven to be most effective when working to resolve concerns/issues. All personnel in key leadership positions are responsive and professional in addressing concerns that arise and work to provide transparency. Marketing efforts that include the use of Fulton County Government branding in materials that are on display and distributed to clients and the community are most effective to decrease confusion amongst clients.

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Customer Satisfaction (-Met User Quality Expectations - Met Specification - Within Budget - Proper Invoicing - No Substitutions)

Comments:

During the 3rd quarter of 2019, River Edge exceeded the customer satisfaction benchmark by obtaining a 98% rating, an increase from the 2nd quarter. Invoices are submitted in a timely manner and are consistently accurate.

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Contractors Key Personnel (-Credentials/Experience Appropriate - Effective Supervision/Management - Available as Needed)

Comments:

During the 3rd quarter of 2019, River Edge has worked to maintain qualified personnel in key positions - two leadership positions were filled. River Edge provides ongoing supervision of programs and staff to assure policies and procedures are maintained. An increase in recruitment and retention efforts are needed in order to fill vacant positions across all programs and level of discipline. Without being fully staffed, it will continue to be difficult for River Edge to increase their capacity to serve 3,000 clients per the contract.

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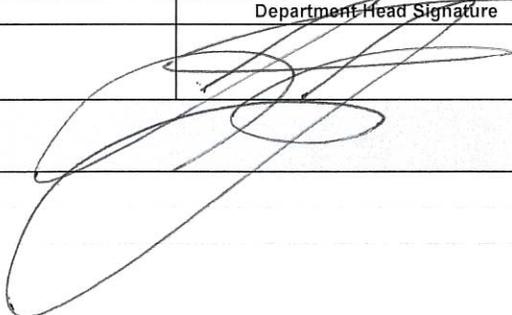
Overall Performance Rating: 3.0

Would you select/recommend this vendor again?
Check box for Yes. Leave Blank for No)

- Yes
- No

Rating completed by:

erika.williams-walke

Department Head Name	Department Head Signature	Date
		10/21/2019

FULTON COUNTY GOVERNMENT



CONTRACT RENEWAL

DEPARTMENT: Behavioral Health and Developmental Disabilities

BID/RFP# DESCRIPTION: Behavioral Health Service Delivery Model

BID/RFP# NUMBER: 17RFP112103A-CJC

ORIGINAL APPROVAL DATE: April 20, 2016, BOC Item # 16-0217; August 2, 2017,
BOC Item # 17-0629; 10/17/18, BOC Item# 18-0743

RENEWAL PERIOD: FROM: January 1, 2020 **TO:** December 31, 2020

RENEWAL OPTION # 2 of 4

NUMBER OF RENEWAL OPTIONS: 4

RENEWAL AMOUNT: \$ 6,013,513

COMPANY'S NAME: River Edge Behavioral Health

ADDRESS: 175 Emery Hwy

CITY: Macon

STATE: Georgia

ZIP: 31217

SIGNATURES: SEE NEXT PAGE

Vendor agrees to accept the renewal option and abide by the terms and conditions set forth in the contract and specifications for Bid/RFP# 17RFP112103A-CJC (Person signing must have signature authority for the company/corporation)

NAME: _____ (Print)

(CEO, President, Vice President)

VENDOR'S SIGNATURE: _____ DATE _____

ATTEST:

_____ NOTARY PUBLIC: _____

TITLE: _____ COUNTY: _____

SEAL (Affix) MY COMMISSION EXPIRES: _____

FULTON COUNTY, GEORGIA

_____ DATE: _____

ROBERT L. PITTS, CHAIRMAN
BOARD OF COMMISSIONERS

ATTEST:

_____ DATE: _____

TONYA R. GRIER
INTERIM CLERK TO THE COMMISSION
SEAL (Affix) MY COMMISSION EXPIRES: _____

DEPARTMENT AUTHORIZES RENEWAL OPTION ON THE AFOREMENTIONED
BID/RFP:

DEPARTMENT HEAD: LaTrina Foster, LPC (Print)

DEPARTMENT HEAD SIGNATURE: _____ DATE _____

ITEM#: _____ RCS: _____ RECESS MEETING	ITEM#: _____ RM: _____ REGULAR MEETING
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