

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 \$3,152,326 with Chris 180 (Atlanta, GA), for the provision of child, adolescent, and emerging adult 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 thereto prior to execution. This exercises the second of two renewal options. Two renewal options remain. Effective dates: 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 102-396(b), the Purchasing Department shall present all renewal requests to the Board of Commissioners at least 90 days prior to the contract renewal date or 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 Child, Adolescent, and Emerging Adult Services, Chris 180, Inc. 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, medication provision and management, and case management services. The Homeless Engagement team will continue to identify homeless individuals/families 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 will continue to aid in the reduction of incarceration length of stay and recidivism rates for emerging adults 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. Chris 180 will provide highly coordinated support for individuals transitioning from jail and assist with resource acquisition to include: linkage to mental health/substance use treatment, housing, employment, and assisting with benefit applications. Subsequent to release from Jail, Chris 180 will continue to provide individualized case management and status reports at 3, 6, 9, and

Agency Director Approval**County Manager's
Approval**

Typed Name and Title

Felicia Strong-Whitaker, Director

Phone

(404) 612-5800

Signature

Date

12months post release. Chris 180 will continue to provide clinical support for the Text-4 Help program.

Community Impact: Fulton County BHDD entered into a contract with Chris 180, Inc. to provide Child and Adolescent and Emerging Adult services. Fulton County desires for Chris 180, Inc. to continue to provide this support on behalf of Fulton BHDD. 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) Child and Adolescent CORE services (\$2,000,000)
- 2) Re-entry Team (\$520,644)
- 3) Homeless Engagement Team (\$519,445)
- 4) Psychotropic Medication (\$101,837)
- 5) Text 4-Help services (\$10,400)

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

Project Implications: The services described under the Scope of Work for this Contract shall be performed by Chris 180

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	\$2,866,176.00
Amendment No.1	18-0015	1/10/2018	\$39,301.00
Renewal No.1	18-0744	10/17/2018	\$2,000,000.00
Amendment No.2	19-0136	2/20/19	\$553,888.00
Amendment No.3	19-0167	3/6/2019	\$10,400.00
Amendment No.4	19-0311	4/17/19	\$1,141,926.00
Renewal No. 2			\$3,152,326.00
Total Revised Amount			\$9,764,017.00

Contract & Compliance Information (Provide Contractor and Subcontractor details.)

Contract Value: \$3,152,326.00

Prime Vendor: Christ 180 (Formally Chris Kids)
Prime Status: Non-Profit
Location: Atlanta, GA
County: Fulton County
Prime Value: \$2,112,059.42 or 67.00%

Subcontractor: Odyssey Counseling Center
Subcontractor Status: Non-Profit

Continued

Location: College Park, GA
County: Fulton County
Contract Value: \$661,988.46 or 21.00%

Subcontractor: **The Summit Counseling Center**
Subcontractor Status: **Non-Profit**
Location: Dunwoody, GA
County: DeKalb County
Contract Value: \$378,278.12 or 12.00%

Total Contract Value: **\$3,152,326.00 or 100.00%**
Total MBE Value: **Non-Profit**

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

Total Contract Value	\$3,152,326.00 or 100.00% (Non-profit)
Total M/FBE Values	\$0.00
Total Prime Value	\$2,112,059.42 or 67.00% (Non-Profit)

Fiscal Impact / Funding Source *(Include projected cost, approved budget amount and account number, source of funds, and any future funding requirements.)*

100-755-8258-1160: General Fund, BHDD, Professional Services - \$2,000,000

100-755-8226-1160: General Fund, BHDD, Professional Services - \$1, 152,326

PENDING OF BOC APPROVAL OF FY2020 BUDGET

Exhibits Attached *(Provide copies of originals, number exhibits consecutively, and label all exhibits in the upper right corner.)*

Exhibit 1: Contract Renewal Evaluation Form

Exhibit 2: Contractor Performance Report

Exhibit 3: Contract Renewal Agreement

Source of Additional Information *(Type Name, Title, Agency and Phone)*

LaTrina Foster, LPC, Director of BHDD, 404-612-1687

Agency Director Approval		County Manager's Approval
Typed Name and Title Felicia Strong-Whitaker, Director	Phone (404) 612-5800	
Signature	Date	

Continued

Procurement**Contract Attached:**
No**Previous Contracts:**
Yes**Solicitation Number:**
17RFP112103A-CJC**Submitting Agency:**
Behavioral Health**Staff Contact:**
LaTrina Foster, LPC**Contact Phone:**
404-612-1687**Description:** for the provision of child, adolescent, and emerging adult services on behalf of the Fulton County Department of Behavioral Health & Developmental Disabilities.**FINANCIAL SUMMARY****Total Contract Value:**

Original Approved Amount: \$2,866,176.00
 Previous Adjustments: \$3,745,515.00
 This Request: \$3,152,326.00
 TOTAL: \$9,764,017.00

MBE/FBE Participation:

Amount: . %: .
 Amount: . %: .
 Amount Non-Profit %: .
 Amount: . %: .

Grant Information Summary:

Amount Requested: . ☐ Cash
 Match Required: . ☐ In-Kind
 Start Date: . ☐ Approval to Award
 End Date: . ☐ Apply & Accept
 Match Account \$: .

Funding Line 1:

100-755-8226-1160 -
 \$1, 152,326, pending
 BOC approval of FY20
 budget

Funding Line 2:

. 100-755-8258-1160 -
 \$2,000,000 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:[Click here to enter text.](#) 12/31/2020**Cost Adjustment:**

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Renewal/Extension Terms:

Two renewal options remain

ROUTING & APPROVALS

(Do not edit below this line)

X	Originating Department:	Foster, LaTrina	Date: 11/13/2019
X	County Attorney:	Stewart, Denva	Date: 12/10/2019
X	Purchasing/Contract Compliance:	Strong-Whitaker, Felicia	Date: 12/11/2019
X	Finance/Budget Analyst/Grants Admin:	Whitted, Ivan	Date: 11/14/2019
.	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?**

4,079,739

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	10/1/2017	12/31/2019
PO Number			PO Date
2018-CHRIS18-CJC			10/1/2017
Department	Behavioral Health & Dev. Disb.		
Bid Number	17RFP112103A-CJC		
Service Commodity	Professional Services for Behavioral Health		
Contractor	CHRIS 180, Inc.		

= 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)

☐ 0
☐ 1
☐ 2
☒ 3
☐ 4

Comments:

During the 3rd quarter of 2019, Chris 180 continues to assure quality professional services and evidenced based practices are provided by qualified personnel. In an effort to improve their quality of goods/services, Chris 180 dissolved their relationship with Odyssey and now provides services for the APEX & Clubhouse programs. Chris 180 continues to build on their existing reputation in the community. A plan will be developed for Chris 180 to establish control of the infrastructure for services they provide in Fulton County. Chris 180 needs to review reporting mechanism to ensure the raw data retrieved and programmatic reports mirror each other and are accurate. Chris 180 should continue to examine current recruitment and retention policies to assure all programs are become fully staffed.

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

☐ 0
☐ 1
☐ 2
☒ 3
☐ 4

Comments:

During the 3rd quarter of 2019, CHRIS 180 remains on track to meet the number of clients served expectations for the year which is currently - Year to Date is 839 for core behavioral health services. Each facility is making progress towards increasing their capacity. Performance metrics are consistently met, Chris 180 should continue to closely monitor their no show rate numbers and 2 day appointment expectations. The organization performs well in responding to direction/change given through Fulton County leadership and tries to attend all events. Reports during this quarter have been submitted by expected date, however due to errors are not reconciled in a timely manner. Communication remains constant amongst team members. 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)

☐ 0
☐ 1

Comments:

19-1119

quarter of 2019, Chris 180 staff is generally responsive to inquiries from BHDD staff and works to reconcile within 24 hours with the exception of monthly and quarterly reports for Core services. Chris 180 performs well in making Fulton County aware immediately of any problems or potential problems arising and work well together in a collaborative effort to promptly address them.

☐ 3

☐ 4

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

☐ 0

☐ 1

☐ 2

☐ 3

☒ 4

Comments:

During the 3rd quarter of 2019, Chris 180 staff is generally responsive to inquiries from BHDD staff and works to reconcile within 24 hours with the exception of monthly and quarterly reports for Core services. Chris 180 performs well in making Fulton County aware immediately of any problems or potential problems arising and work well together in a collaborative effort to promptly address them.

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

☐ 0

☐ 1

☐ 2

☒ 3

☐ 4

Comments:

During the 3rd quarter of 2019, Chris 180 worked to insure all key personnel were appropriately licensed, credentialed, trained and supervised. Current, hiring practices are rigorous and consistent in assuring licensed and otherwise qualified candidates are hired and appropriately supervised. Additional steps should be taken to review the recruitment process to continue to work towards 100% staffing across all programs.

Overall Performance Rating:

3.2

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

10/21/19



DEPARTMENT OF PURCHASING & CONTRACT COMPLIANCE

CONTRACT RENEWAL AGREEMENT

DEPARTMENT: Behavioral Health and Developmental Disabilities

BID/RFP# NUMBER: Behavioral Health Service Delivery Model

BID/RFP# TITLE: 17RFP112103A-CJC

ORIGINAL APPROVAL DATE: April 20, 2016

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

RENEWAL OPTION #: 2 of 4

NUMBER OF RENEWAL OPTIONS: 4

RENEWAL AMOUNT: \$3,152,326.00

COMPANY'S NAME: CHRIS 180, Inc.

ADDRESS: 1017 Fayetteville Road, Suite B

CITY: Atlanta

STATE: Georgia

ZIP: 30316

This Renewal Agreement No. ____ was approved by the Fulton County Board of Commissioners on BOC DATE: BOC NUMBER:

SIGNATURES: SEE NEXT PAGE

SIGNATURES:

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

ROBERT L. PITTS, CHAIRMAN
FULTON COUNTY BOARD OF COMMISSIONERS **DATE:** _____

ATTEST:

TONYA R. GRIER
INTERIM CLERK TO THE COMMISSION **DATE:** _____

SEAL (Affix)

DEPARTMENT AUTHORIZES RENEWAL OPTION ON THE AFOREMENTIONED BID/RFP:

DEPARTMENT HEAD: _____ **(Print)**

DEPARTMENT HEAD SIGNATURE: _____ **DATE** _____

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