



Champaign County Board Request for Proposal (RFP 2014-001) Evaluation Committee

MINUTES

Date: Monday, April 7, 2014
Time: 4:00 p.m.
Place: Jennifer Putnam Meeting Room
Brookens Administrative Center
1776 E. Washington St.
Urbana, Illinois

Committee Members: Robert Palinkas (Chair), Josh Hartke, Gary Maxwell, Rachel Schwartz, Debra Busey
Absent: Jeff Kibler
Others: Patti Petrie (Champaign County Board), Van Anderson (Champaign County Deputy Administrator of Finance), Beth Brunk (recording_secretary)

Call to Order

Chair Palinkas called the meeting to order at 4:07 p.m.

Approval of Minutes

MOTION by Mr. Hartke to approve the January 28, 2014 Champaign County Board RFP 2014-001 Evaluation Committee meeting minutes as distributed; seconded by Ms. Schwartz. Upon vote, the **MOTION carried unanimously.**

Approval of Agenda

MOTION by Mr. Maxwell to approve the agenda as distributed; seconded by Mr. Hartke. Upon vote, the **MOTION carried unanimously.**

Public Participation

None

Review of Evaluation Ratings for Respondents of RFP 2014-001 Nursing Home Management Services for Champaign County, Illinois

While there were three respondents, one of those, Health Dimensions, did not include a cost proposal which was a requirement of the RFP. After conferring with legal counsel, Health Dimensions' response was removed from consideration. Ms. Petrie thought it may be fruitful to contact the four vendors who participated in the Pre-Proposal Conference but opted not to submit a proposal to find out why they did not respond. It may help the County better understand the nursing home business.

Mr. Anderson distributed the compilation of ratings from the Evaluation Committee. Ms. Schwartz wondered about legal issues concerning a county nursing home supported by taxpayers' money that is managed by a company with a catholic identity. Ms. Busey commented that if Presence Life Connections were to be selected as a presenter, the County Board would want to know how they intend to separate a governmental agency with their religious directives. Mr. Maxwell was concerned with Presence's proposal when it stated that the County would have to acknowledge that Presence is subject to the ethical and religious directives for Catholic health care services.

Based on the proposal, Ms. Schwartz was also concerned that Presence wanted the nursing home administrator and director of nursing to attend meetings in Mokena, Illinois, and questioned if Presence administrators would attend the Champaign County Board meetings. Ms. Busey noted that those issues could be negotiated in the contract. Ms. Schwartz thought that the Champaign County Nursing Home is just one of many entities and would not be important to Presence.

Mr. Hartke echoed the concerns that Ms. Schwartz brought forward. He noted that the nursing home has a diverse population and may not be happy with the Catholic environment. In looking at the two proposals in a general way, Mr. Hartke felt that Presence did not have anything to offer in cost or implementation that is worth changing from Management Performance Associates (MPA). In his opinion, MPA has positively impacted the financial situation at the nursing home. Mr. Hartke would like MPA to have the opportunity to work on the quality and other issues.

Mr. Maxwell has not been happy with MPA but scored their proposal higher than Presence. He was also concerned that Carle may alter their admissions to the Champaign County Nursing Home if the County hires their competitor, Presence, to manage the nursing home. Mr. Maxwell also expressed reservations about a lack of focus in Presence as they are so diverse.

In examining the evaluation summary, Dr. Palinkas commented that MPA has outscored Presence by about 13-14% in weighted totals. Ms. Busey commented that the difference is reasonable and noted that every evaluator rated MPA higher than Presence. Even looking at individual criteria, MPA rated higher than Presence with the exception of one category – Financial Stability.

Ms. Busey stated that the Evaluation Committee will make a recommendation to the Finance Committee of the Whole. The County Board can accept or reject it. Dr. Palinkas asked what would happen if contract negotiations failed with MPA. Ms. Busey responded that the County could go back to Presence as a qualified vendor in this competitive process until a contract is awarded. This process can also be terminated at any time if it is deemed to be in the County's best interest, and a new RFP issued.

MOTION by Mr. Hartke to recommend approval of Management Performance Associates proposal exclusively; seconded by Ms. Schwartz.

Ms. Petrie suggested extending MPA's contract for one year. In this way, staff could talk to the other vendors who did not submit a proposal to see if there were variables that held back more respondents. That would give more information to do another RFP in one year. Ms. Busey noted that this RFP specifically stated that it would be a 3-year contract. The County cannot talk to the other vendors until this RFP process has been completed. Mr. Hartke stated that two vendors provided proposals that want the job. The other vendors that did not submit proposals could have found a way to do so if they really wanted to manage the nursing home. Dr. Palinkas commented the lack of respondents is probably because this job is not the most desirable position to acquire.

Upon vote, the **MOTION carried unanimously.**

Determination of Process for Recommendation of Award

Ms. Busey asked the Committee if they had questions to ask the references for MPA. She would like to do the reference checking before the Finance Committee of the Whole on 4/15/14. If the Finance Committee adopts the Evaluation Committee's recommendation next week and gives direction to negotiate a contract, then a negotiating team will work with MPA. The Evaluation Committee will work with Board members to see if there are specific issues that should be covered in negotiations. Mr. Maxwell would like to stress more in-house supervision by MPA, more time with Scott Gima on a monthly basis and the establishment of incentives to achieve a higher star rating. The contract should be ready for preliminary approval at the Finance Committee of the Whole on 5/13 and final approval by the County Board on 5/22.

Other Business

None

Adjournment

MOTION by Mr. Hartke to adjourn; seconded by Mr. Maxwell. Upon vote, the **MOTION carried unanimously.** Dr. Palinkas adjourned the meeting at 4:48 p.m.