

May 18, 2021

Board of Supervisors
County of Ventura
800 South Victoria Avenue
Ventura, CA 93009

SUBJECT: Approval of, and Authorization for the Ventura County General Services Agency Procurement Services Purchasing Agent or Designee to Sign, the Second Amendment to the Agreement with Maxim Healthcare Services Holdings, Inc., d/b/a Maxim Healthcare Staffing Services, Inc., to Increase Certain Service Rates, Effective May 1, 2021 and Increase the Agreement Maximum from \$500,000 to \$925,000 (an increase of \$425,000), Effective July 1, 2020 through June 30, 2021; Ratification of Ventura County Behavioral Health's (VCBH) Authorization to Increase Certain Service Rates and Agreement Maximum.

RECOMMENDATIONS:

1. Approval of, and authorization for the Ventura County General Services Agency (GSA) Procurement Services Purchasing Agent or designee to sign, the Second Amendment to the Agreement with Maxim Healthcare Services Holdings, Inc., dba Maxim Healthcare Staffing Services Inc. (Maxim) (Exhibit 1), for medical personnel staffing and recruiting services, increasing certain service rates, effective May 1, 2021 and the agreement maximum from \$500,000 to \$925,000 (an increase of \$425,000), effective July 1, 2020 through June 30, 2021.
2. Ratification of VCBH's authorization for Maxim to perform services according to the new rates, effective May 1, 2021, and services in excess of the Agreement maximum, prior to Board of Supervisors approval of the proposed Second Amendment.

REASON FOR RATIFICATION:

Given the COVID-19 pandemic, the need for VCBH to use temporary staffing services was uncertain; additional time was needed for VCBH to determine the need and negotiate and finalize the proposed amendment to the agreement. While that was in process, VCBH authorized Maxim to exceed the \$500,000 agreement maximum to ensure proper service provision and agreed to increase certain rates.

FISCAL/MANDATES IMPACT:

MHL DIVISION #3200

Mandatory: No ☒ Yes ☐ Cite Authority:

Source of Funding: Short Doyle/Medi-Cal (SD/MC) Federal Financial Participation (FFP), State General Fund, and 2011 Realignment (Trust N520-719C) and 1991 Realignment (Trust N510-717C).

Funding Match Required: No

Impact on Other Department(s): None

	<u>2020-2021</u>	<u>2021-2022</u>
Summary of Revenue and Total Costs		
Revenue:	\$160,000	\$160,000
Costs:		
Direct Cost	\$160,000	\$160,000
Indirect - Dept.	\$0	\$0
Total Costs	\$160,000	\$160,000
Net County Costs	\$0	\$0

FY 2020-2021 Current Budget for MHL Division #3200				
	Adopted Budget	Adjusted Budget	Projected Actual	Estimated Savings/(Deficit)
Appropriations	\$94,395,736	\$103,980,262	\$93,295,482	\$10,684,780
Revenue	\$78,584,349	\$83,248,323	\$76,787,962	(\$6,460,361)
Net Cost	\$15,811,387	\$20,731,939	\$16,507,520	\$4,224,419

Note: Sufficient revenue and appropriations are included in the FY 2020-2021 adopted budget for MHL Division #3200

MHSA DIVISION #3260

Mandatory: No ☒ Yes ☐ Cite Authority:

Source of Funding: Short Doyle/Medi-Cal (SD/MC) Federal Financial Participation (FFP) and Proposition 63 Mental Health Services Act (MHSA).

Funding Match Required: No

Impact on Other Department(s): None

	<u>2020-2021</u>	<u>2021-2022</u>
Summary of Revenue and Total Costs		
Revenue:	\$265,000	\$265,000
Costs:		
Direct Cost	\$265,000	\$265,000
Indirect - Dept.	\$0	\$0
Total Costs	\$265,000	\$265,000
Net County Costs	\$0	\$0

FY 2020-2021 Current Budget for MHSA Division #3260				
	Adopted Budget	Adjusted Budget	Projected Actual	Estimated Savings/(Deficit)
Appropriations	\$77,425,899	\$79,625,067	\$67,321,948	\$12,303,119
Revenue	\$64,813,039	\$64,813,039	\$76,386,240	\$11,573,201
Net Cost	\$12,612,860	\$14,812,028	(\$9,064,292)	\$23,876,320

Note: Sufficient revenue and appropriations are included in the FY 2020-2021 adjusted budget for MHSA Division #3260

DISCUSSION:

Maxim provides certified and licensed temporary staff to help fill vacant positions within VCBH due to the difficulty in finding qualified and appropriately certified and licensed staff and to help backfill existing positions due to unexpected leaves of absence. VCBH is taking appropriate steps to expedite its recruitments for qualified and appropriately certified and licensed staff. However, until staff can be hired, VCBH needs temporary staff to maintain services for VCBH clients. During the Fiscal Year 2019-20, the vacancy rate for VCBH varied between 11.38% and 15.26%, and currently the vacancy rate is 11.87%. VCBH uses a variety of temporary staff from Maxim, including Registered Nurses, Mental Health Associates, Case Managers, and Licensed Marriage and Family Therapists.

The proposed Second Amendment to the Agreement will increase the: (1) agreement maximum from \$500,000 to \$925,000 (an increase of \$425,000) to allow VCBH to continue to meet ongoing critical staffing needs and (2) hourly rates for Drug Alcohol Counselor (DAC) and Alcohol /Alcohol Drug Treatment Specialist (ADTS) Substance Counselor and Drug Alcohol Counselor – Alcohol Drug Treatment Specialist I/II from \$33.00 to \$37.50 and BH Clinician I and II, Associate (Unlicensed) Counselor; Associate Social Worker, Associate Clinical Social Worker, Associate Professional Clinical Counselor, Associate Mental Health Clinician, and Associate Marriage and Family Therapist/Counselor (Assoc./Assoc CSW/Assoc. MFT/ Assoc. PCC) from \$47.00 to \$48.50. The rate increases, and associated increase to the agreement maximum, are necessary to keep recruiting competitive with other neighboring counties and to ensure sufficient staffing to maintain services for VCBH clients. The rate increases would be retroactive to May 1, 2021. The original contract, approved by GSA Procurement Services, is attached for review (Exhibit 2). The agreement with Maxim is funded by Short Doyle Medi-Cal Federal Financial Participation Funds, 2011 Realignment, State General Fund, Proposition 63 MHSA, and 1991 Realignment funds.

VCBH recommends approval of, and authorization for the GSA Procurement Services Purchasing Agent or designee to sign, the Second Amendment to the Agreement with Maxim, for medical personnel staffing and recruiting services, increasing certain service

rates, effective May 1, 2021 and increasing the agreement maximum from \$500,000 to \$925,000 (an increase of \$425,000), effective July 1, 2020 through June 30, 2021

This Board letter has been reviewed by the County Executive Office, Auditor-Controller's Office, County Counsel, Human Resources, and GSA – Procurement Services. If you have any questions regarding this item, please contact VCBH Director Sevet Johnson or HCA Assistant Chief Financial Officer Narcisa Egan at (805) 981-1881.



SEVET JOHNSON, PsyD
Behavioral Health Director



BARRY L. ZIMMERMAN
Health Care Agency Director

Attachments:

- Exhibit 1 – FY 2020-21 - Maxim – Second Amendment to the Agreement
- Exhibit 2 – FY 2020-21 - Maxim - Agreement