

*Setting the Standard in Health Care Excellence*

February 28, 2023

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

**SUBJECT: Authorization for the Ventura County Behavioral Health Director to Amend Temporary Staffing and Recruiting Services Agreements with Maxim Healthcare, Medix Staff Solutions, and TheKey of California to Increase Their Combined Maximum Contract Amount from \$1,300,000 to \$2,250,000 (an increase of \$950,000), Effective July 1, 2022 Through June 30, 2023.**

**RECOMMENDATION:**

Authorization for the Ventura County Behavioral Health (VCBH) Director or designee to execute amendments to the agreements with Maxim Healthcare, Medix Staff Solutions, and TheKey of California for the provision of temporary staffing and recruiting services to increase their combined maximum contract amounts from \$1,300,000 to \$2,250,000 (an increase of \$950,000), effective July 1, 2022 through June 30, 2023, subject to County Counsel review and approval as to form.

**FISCAL/MANDATES IMPACT:****MHSA Budget Unit #3260**

Mandatory: No [X] Yes [] Cite Authority:

Source of Funding: Federal Financial Participation (FFP) funds and Proposition 63 (Mental Health Services Act (MHSA))Funding Match Required: None

Impact on Other Department(s): None

	<u>FY 2022-2023</u>	<u>FY 2023-2024</u>
Summary of Revenue and Total Costs		
Revenue:	\$1,100,696	\$1,100,696
Costs:		
Direct Cost	\$1,100,696	\$1,100,696
Indirect - Dept.	\$0	\$0
Total Costs	\$1,100,696	\$1,100,696
Net County Costs	\$0	\$0

Board of Supervisors

Authorization to Increase Amounts of FY 2022-23 Temp Staffing Agreements

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<b>FY 2022-23 Adjusted Budget for MHSA Budget Division #3260</b>				
	<b>Adopted Budget</b>	<b>Adjusted Budget</b>	<b>Projected Actual</b>	<b>Estimated Savings/ (Deficit)</b>
Appropriations	\$101,055,316	\$104,176,041	\$89,097,493	\$15,078,548
Revenue	\$95,655,072	\$95,981,072	\$84,170,672	(\$11,810,400)
Net Cost	\$5,400,244	\$8,194,969	\$4,926,821	\$3,268,148

**Note: Revenue and appropriations are included in the FY 2022-2023 adjusted budget for MHSA Budget Division #3260**

**Mental Health Services Division #3200**

Mandatory: No [X] Yes [ ] Cite Authority: N/A

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: None

Impact on Other Department(s): None

	<u>FY 2022-2023</u>	<u>FY 2023-2024</u>
Summary of Revenue and Total Costs		
Revenue:	\$1,068,571	\$1,068,571
Costs:		
Direct Cost	\$1,068,571	\$1,068,571
Indirect - Dept.	\$0	\$0
Total Costs	\$1,068,571	\$1,068,571
Net County Costs	\$0	\$0
Recovered Indirect Cost:	\$0	\$0

<b>FY 2022-23 Adjusted Budget for MHL Division #3200</b>				
	<b>Adopted Budget</b>	<b>Adjusted Budget</b>	<b>Projected Actual</b>	<b>Estimated Savings/(Deficit)</b>
Appropriations	\$114,769,855	\$121,162,955	\$112,628,343	\$8,534,612
Revenue	\$96,345,676	\$96,692,926	\$92,628,559	(\$4,064,367)
Net Cost	\$18,424,179	\$24,470,029	\$19,999,784	\$4,470,245

**Note: Revenue and appropriations are included in the FY 2022-2023 adjusted budget for MHL Budget Division #3200**

**FISCAL/MANDATES IMPACT:**

**SUS Division #3220**

Mandatory: No [x] Yes [ ] Cite Authority:

Source of Funding: Drug Medi-Cal Federal Financial Participation (DMC-ODS FFP) funds and State General Fund; 2011 Realignment (Realignment) funds (Trust N520-719C)

Funding Match Required: No

Impact on Other Department(s): None

	<u>FY 2022-2023</u>	<u>FY 2023-2024</u>
Summary of Revenue and Total Costs		
Revenue:	\$80,733	\$80,733
Costs:		
Direct Cost	\$80,733	\$80,733
Indirect - Dept.	\$0	\$0
Total Costs	\$80,733	\$80,733
Net County Costs	\$0	\$0

<b>FY 2022-23 Adjusted Budget for SUS Division #3220</b>				
	<b>Adopted Budget</b>	<b>Adjusted Budget</b>	<b>Projected Actual</b>	<b>Estimated Savings/(Deficit)</b>
Appropriations	\$33,187,756	\$37,288,878	\$30,152,411	\$7,136,467
Revenue	\$32,517,839	\$32,598,089	\$29,282,733	(\$3,315,356)
Net Cost	\$669,917	\$4,690,789	\$869,678	\$3,821,111

**Note: Revenue and appropriations are included in the FY 2022-2023 adjusted budget for SUS Budget Division #3220**

**DISCUSSION:**

On June 21, 2022, your Board approved three (3) agreements for medical personnel temporary staffing and recruiting services with Maxim Healthcare Services Holdings, Inc. (Maxim), Medix Staffing Solutions, Inc. (Medix), and TheKey of California, LLC for a combined maximum contract amount of \$1,300,000. VCBH is requesting authorization for an additional increase of \$950,000 for a revised combined contract maximum amount of \$2,250,000 to address current VCBH staffing vacancies and ensure continued service provision to meet the needs of the consumers served by VCBH through the end of FY 2022-23 (June 30, 2023). Currently, the VCBH staffing vacancy rate is 26.1%. These contractors have proven to be a vital source of staffing services during the ongoing staffing shortage.

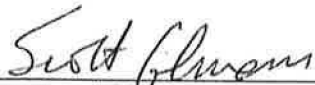
Contractor	Contract Term	Existing FY 2022-23 Contract Amount	Expected Increase Amount	Expected Revised Not to Exceed Amount <sup>1</sup>
Maxim Healthcare Services Holdings, Inc. (Maxim)	7-1-22 to 6-30-23	\$600,000	\$400,000	\$1,000,000
Medix Staffing Solutions, Inc. (Medix)	7-1-22 to 6-30-23	\$300,000	\$550,000	\$850,000
TheKey of California, LLC	7-1-22 to 6-30-23	\$60,000	\$0	\$60,000
Variable pool <sup>2</sup>		\$340,000	\$0	\$340,000
TOTAL		\$1,300,000	\$950,000	\$2,250,000

<sup>1</sup> Actual contract maximum amounts may vary so long as the combined totals of all three contracts do not exceed the new not-to-exceed amount of \$2,250,000, approved herein.

<sup>2</sup> Remainder of previously authorized combined contract maximum for flexibility to increase the contract maximums based on services provided.

VCBH recommends authorization for the VCBH Director, or designee, to execute amendments to the agreements with Maxim, Medix, and TheKey of California, referenced in the tables herein, for the provision of temporary staffing and recruiting services to increase their combined maximum contract amount from \$1,300,000 to \$2,250,000 (an increase of \$950,000), effective July 1, 2022 through June 30, 2023, subject to County Counsel review and approval as to form.

This Board Letter has been reviewed by the County Executive Office, Auditor-Controller's Office, and County Counsel. If you have any questions regarding this item, please contact VCBH Director Scott Gilman at (805) 981-2214 or Health Care Agency Assistant Chief Financial Officer Narcisa Egan at (805) 973-5357.

  
SCOTT GILMAN, MSA  
Behavioral Health Director

  
BARRY ZIMMERMAN  
Health Care Agency Director