

COUNTY COUNCIL OF BEAUFORT COUNTY

ADMINISTRATION BUILDING
100 RIBAUT ROAD
POST OFFICE DRAWER 1228
BEAUFORT, SOUTH CAROLINA 29901-1228
TELEPHONE: (843) 255-1000
FAX: (843) 255-9401
www.bcgov.net

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VICE CHAIRMAN

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AGENDA GOVERNMENTAL COMMITTEE (Includes Public Safety Division)

Tuesday, July 29, 2014

3:00 p.m.

Executive Conference Room, Administration Building
100 Ribaut Road, Beaufort

Governmental Committee Members:

Jerry Stewart, Chairman
Laura Von Harten, Vice Chairman
Cynthia Bensch
Rick Caporale
Gerald Dawson
Brian Flewelling
Tabor Vaux

Staff Liaison:

Phil Foot, Division Director

1. CALL TO ORDER – 3:00 P.M
2. REQUEST FOR DISCUSSION TOPICS / LEGISLATIVE POLICY ISSUES
3. CONSIDERATION OF CONTRACT RENEWALS ([backup](#))
 - A. Southern Health Partners, Inc. - \$546,888
 - B. ABL Management - \$307,800
 - C. Clarke Mosquito Control Products, Inc. - \$283,953
 - D. Hilton Head Humane Association - \$85,000
4. CONTINUED DISCUSSION / BUSINESS LICENSE TAX ([backup](#))
5. ADJOURNMENT

2014 Strategic Plan: Committee Assignments

Business License Fee: Direction
Business Retention and Growth Program: Development and Funding
Economic Development Sites Report (Lowcountry Alliance)
Designated Funding Mechanism for Economic Development: Direction
Lowcountry Economic Alliance: Performance/Activity Report and Funding
Referendum(s) 2014 (Capital, LOST, and Rural and Critical Lands): Direction





**COUNTY COUNCIL OF BEAUFORT COUNTY
PURCHASING DEPARTMENT**

106 Industrial Village Road, Building 2
Post Office Drawer 1228
Beaufort, South Carolina 29901-1228

TO: Councilman Gerald W. Stewart, Chairman, Governmental Committee
FROM: Dave Thomas, CPPO, Purchasing Director *DT*
SUBJ: **Recommendation for Beaufort County Departmental Contract Renewals**
DATE: July 29, 2014

In order to improve our process for renewing annual contracts I have provided a summary sheet (see the attached excel sheet) for your committee's review and approval. The summary sheet provides the vendor name, purpose, department, account name and number, prior and current contract cost, term, and remarks. The department head responsible for the contract or their representative will be available for questions during the Committee meeting.

FOR ACTION: Governmental Committee meeting occurring July 29, 2014.

RECOMMENDATION: The Purchasing Department recommends that the Governmental Committee approve the contract renewals as stated in the attached summary.

CC: Gary Kubic, County Administrator
Bryan Hill, Deputy Administrator *BH*
Alicia Holland, Chief Financial Officer *AH*

Att: Contract Renewal Summary for Governmental Committee

Beaufort County, South Carolina
Fiscal Year 2015 Contract Renewals
Governmental Committee

	Vendor	Purpose	Department	Account #/Name	FY 2015 Cost	FY 2014 Cost	Term (Beg/End)
1.	Southern Health Partners, Inc.	Provides medical services for the Detention Center Inmates	Detention Center	10001250-51190	\$ 546,888	\$ 549,331	7/1/2014
				Medical/Dental Services			6/30/2015

Note: Contract has been renegotiated based on the monthly average limit. See attached letter.

2.	ABL Management	Provides meals for inmates and staff	Detention Center	10001250-51200	\$ 307,800	\$ 308,519	7/1/2014
				Meals/Contracted Services			6/30/2015

Note: The fiscal year 2015 cost is estimated and based on unit pricing. See attached letter.

3.	Clarke Mosquito Control Products, Inc.	Public Health Insecticide for Mosquito Control	Mosquito Control	10001400-52320	\$ 283,953	\$ 237,527	8/1/2014
				Public Health Products			7/31/2015

Note: The fiscal year 2015 cost is estimated. The State Contract unit pricing has increased. See attached pricing sheet.

4.	Hilton Head Humane Association (SNAC: SPAY/NEUTER ALLIANCE & CLINIC)	Provides Veterinary and Spay/Neuter Services for BC Animal Shelter	Animal Shelter & Control	10001270-51160 10001270-51165	\$ 85,000	\$ 75,000	7/1/2014
				Professional Services Spay/Neuter			6/30/2015

Note: The fiscal year 2015 cost is estimated.

July 29, 2014



**Southern Health
Partners**

Your Partner In Affordable Inmate Healthcare

May 29, 2014

Mr. Phil Foot
Beaufort County Detention Center
Post Office Drawer 1228
Beaufort, SC 29901-1228

Re: Health Services Agreement

Dear Phil:

The difference in price to reduce the ADP level from the current range of 270-281 to a new contracted monthly average limit of 220 would be \$13,167.37 annualized. With this change to an ADP limit of 220 inmates, we should be okay without a per diem in place. However, we would reserve the right to approach the County if/as necessary to discuss renegotiation of the contract price in the event of a sustained increase in population. The new price for the 2014-2015 renewal period (based on the change to an ADP limit of 220 inmates and including the 2% overall increase requested this year) would be \$546,887.16 annualized (\$45,573.93 per month). This amount includes an annual outside cost pool limit of \$80,000.00 (with a 50% OCP refund provision).

Regardless of the population trend, SHP must maintain the current staffing levels to meet/exceed the NCCHC standards. Plus, there are other costs associated with working in an accredited facility and keeping in compliance with the requirements (to include accreditation fees, extra staffing as required to comply, additional training of officers and staff required to comply, management support and resources devoted to assuring compliance and preparing for audits, etc). Such costs are above and beyond the normal operating expenses we would reasonably expect in a similarly sized non-accredited facility. We of course, are proud of the solid partnership and accredited program at the Beaufort site. However, we must keep the contract priced accordingly, to support our efforts in maintaining the higher level of staffing and adhering to accreditation standards.

Keep in mind most of the total cost of our contract is fixed, and an ADP reduction alone (without decreasing staffing levels and services) will provide a limited amount of savings. In reviewing this offer, we ask you to consider all variables making up the total cost of the program. Looking at the total package of the program will give a fair and accurate reflection of the contract price for cost-analysis, especially factoring in the ongoing accreditation requirements and the performance bond obligation, neither of which can be attributed per inmate. Again, we encourage the County to reconsider the performance bond (this as well is a cost item carried over from year to year when the bond is renewed and would be a source of savings to the County if removed from the contract). The offer to forego the 2% renewal increase still stands if the bond can be let go.

We appreciate your time and efforts thus far. Please discuss with the others there and let me know when and how you are ready to proceed with finalizing the renewal.

Sincerely,

SOUTHERN HEALTH PARTNERS, INC.

Carmen Hamilton
Contracts Manager

/cph

2030 Hamilton Place Boulevard, Suite 140
Chattanooga, TN 37421
423.553.5635 (phone) 423.553.5645 (fax)



April 23, 2014

Ms. Theresa Williams
Administrative Supervisor
Beaufort County Detention Center
106 Ribaut Rd
Beaufort, South Carolina 29902

Sent Via Email: TheresaW@bcgov.net

Dear Ms. Williams:

Per our conversation on April 23, 2014 I am writing to confirm ABL Management, Inc.'s desire to extend the Food Service Agreement at the Beaufort County Detention Center for one additional year.

Unfortunately, the increase in wholesale food costs necessitates ABL Management, Inc. to request a rate increase as provided in our Agreement. The Consumer Price Index Food Away From Home-National for March 2014 has increased 1.5% percent. The new rates below reflect our discussed increase.

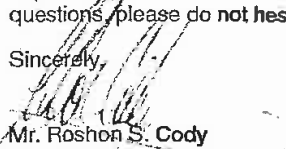
<u>INMATE POPULATION</u>	<u>PRICE PER MEAL</u>
Inmate Regular	\$1.0953
Inmate Double	\$1.1762
Staff Regular Portion	\$1.5423
Staff Double Entrée	\$1.7794

The rates for this sliding scale go into effect **August 1, 2014**.

Please sign and date in the space below and return a signed original for our files.

We thank you for your continued confidence in ABL Management, Inc. and look forward to exceeding your expectations of a successful food service operation at Beaufort County Detention Center. If you have any questions, please do not hesitate to call me at 225-892-6701.

Sincerely,


Mr. Roshon S. Cody
Vice President

RSC:sda

c: Mr. John D. Appleton, Chairman, President and CEO
Mr. Vincent Rosa, Director of Operations
Mr. Brad Guth, District Manager
Unit 180 / Agreement File / Receivables

APPROVED BY:

Major Charles E. Allen- Interim Detention Administrator

Date

♦ P.O. Box 40486 ♦ Baton Rouge, LA 70835-0488 ♦
♦ Phone: (225) 272-6063 ♦ Fax: (225) 273-2165 ♦
♦ www.ablmanagement.com ♦
♦ RoshonCody@ablmanagement.com ♦

**COMBINED VENDOR LIST OF MOSQUITO CONTROL PESTICIDE PRODUCTS FOR
2011 CONTRACT BID SUBMISSION**

<u>Item No.</u>	<u>Percentage of active ingredient</u>	<u>Size of container</u>	<u>Adapco, Inc</u>	<u>Clarke</u>	<u>Gil Manufacturing</u>	<u>Univar USA</u>
130	100% Poly (oxy-1,2-ethanediyl), α -(C16-20 branched and linear alkyl)- ω -hydroxy (100%)	2x2.5 gl	\$214.27			AGNIQUE MMF LIQUID
131	100% Poly (oxy-1,2-ethanediyl), α -(C16-20 branched and linear alkyl)- ω -hydroxy (100%)	12 x 1 LTR	\$213.53			AGNIQUE MMF LIQUID
132	100% Poly (oxy-1,2-ethanediyl), α -(C16-20 branched and linear alkyl)- ω -hydroxy (100%)	53 gl DR	\$2,109.41			AGNIQUE MMF LIQUID
133	100% Poly (oxy-1,2-ethanediyl), α -(C16-20 branched and linear alkyl)- ω -hydroxy (100%)	263 gl TOTE	\$10,331.19			AGNIQUE MMF LIQUID
134	5% PYRETHRIN; 25% PBO	5 gl PL	\$1,387.70			PYROCIDE 7067 5+25
135	5% PYRETHRIN; 25% PBO	30 gl DR	\$6,903.60			PYROCIDE 7067 5+25
136	5% PYRETHRIN; 25% PBO	55 gl DR	\$12,087.90			PYROCIDE 7067 5+25
137	5% PYRETHRIN; 25% PBO	275 gl DR				
138	4.14% RESMETHRIN; 12.42% PBO	5 gl PL	\$568.26			SCOURGE 4-12
139	4.14% RESMETHRIN; 12.42% PBO	55 gl DR	\$8,085.93			SCOURGE 4-12
140	4.14% RESMETHRIN; 12.42% PBO	275 gl TOTE	\$30,207.39			SCOURGE 4-12
141	18% RESMETHRIN; 54% PBO	5 gl PL	\$2,293.69			SCOURGE 18-54
142	18% RESMETHRIN; 54% PBO	55 gl DR	\$24,361.78			SCOURGE 18-54
143	2% Sumethrin	2X2.5 gl Case		\$258.16		
144	2% Sumethrin	30 gl drum		\$1,631.00		
145	2% Sumethrin	55 gl drum		\$2,606.82		
146	2% Sumethrin	275 gl tote		\$14,034.10		
147	10% Sumethrin	2X2.5 gl Case		\$1,069.86		
148	10% Sumethrin	30 gl drum		\$6,368.62		
149	10% Sumethrin	55 gl drum		\$11,589.80		
150	10% Sumethrin	275 gl tote		\$53,676.01		Anvil 10+10 ULV
151	5% Sumethrin + 1% Prallethrin	2X2.5 gl Case		\$972.06		
152	5% Sumethrin + 1% Prallethrin	30 gl drum		\$5,609.11		
153	5% Sumethrin + 1% Prallethrin	55 gl drum		\$9,768.93		
154	5% Sumethrin + 1% Prallethrin	275 gl tote		\$49,871.09		
155	0.5% Spinosad	40 lb bag		\$219.64		
156	2.5% Spinosad	40 lb bag		\$537.43		
157	6.25% Spinosad	220 Tablet Case		\$862.27		
158	8.33% Spinosad	400 Tablet Case		\$648.06		
159	20.6% Spinosad	2X2.5 gl Case		\$4,038.94		
160	22.3% TAU-FLUVALINATE	12x8OZ CS	\$368.39			MAVRK PERIMETER

NAICS CODE	RATE CLASS	CURRENT SIC CODE	CURRENT RATE CLASS	DESCRIPTION OF CLASS
72	1	70	2	Accommodation and Food Services
56	3	49	6	Administrative and Support and Waste Management and Remediation Services
561000	3	73	5	Administrative and support services
11000	2	7	3	Agriculture, Forestry, Fishing and Hunting
110000	2	7	3	Agriculture, forestry, hunting and fishing
713990	8.1	79	3	All Other Amusement and Recreational Industries (pool tables)
713100	8.8	79	8	Amusement Parks and Arcades
315000	2	56	1	Apparel
710000	3	79	3	Arts, Entertainment, and Recreation
811100	2	75	3	Auto repair and maintenance
441100	8.5	55	8	Automobile Dealers
532	2	73	5	Automotive Equip, Consumer Goods, Rental Ctrs, Machinery
713290	8.9	79	3	Bingo Halls
444	2	52	2	Bldg Materials, Home Furniture
515000	3	48	4	Broadcasting (except internet) and telecommunications
444000	2	52	2	Building material and garden equipment and supplies dealers
517110	8.4			Cable, DSL, VoIP, etc.
325000	3	28	4	Chemical manufacturing
813	5	86	1	Civic, Social, Professional organizations
448000	2	56	1	Clothing and accessories stores
334000	4	73	5	Computer and electronic products
230000	8.1	15-17	8	Construction
522000	5	73	5	Credit intermediation and related activities
722410	8.9	58	8	Drinking Places (Alcoholic Beverages)
610000	5	82	7	Educational Services
221100	8	49	6	Electric Power Generation, Transmission and Distribution
335000	2	59	3	Electrical equipment, appliances, and components
443000	2	59	3	Electronic and appliance stores
332000	2	34	2	Fabricated metal products
520000	7	64	7	Finance and insurance
445000	1	54	1	Food and beverage stores
311000	2	20	2	Food manufacturing
445	1	54	1	Food Stores, Gas Stations, Apparel, Restaurants no alcohol
722000	2	58	8	Full Service Restaurant, Drinking Places
525000	7	61	3	Funds, trusts and other financial vehicles
442000	2	57	2	Furniture and home furnishing stores
337000	2	25	3	Furniture and related products

NAICS CODE	RATE CLASS	CURRENT SIC CODE	CURRENT RATE CLASS	DESCRIPTION OF CLASS
447000	1	554	1	Gasoline stations
446000	2	59	3	Health and personal care stores
620000	4	80	7	Health Care and Social Assistance
510000	5	73	5	Information
524210	8.7	64	7	Insurance Brokers for non-admitted Insurance Carriers
524100	8.7	64	7	Insurance Carriers
518000	4	48	4	Internet service providers, web search portals, and data processing
316000	3	31	2	Leather and allied products
5311	7	65	7	Lessors of real estate (including miniwarehouses and self storage)
531100	7	42	3	Lessors of real estate (including miniwarehouses and self storage)
333000	3	39	2	Machinery
550000	5	80-87	7	Management of companies
21000	6	10	7	Mining, Quarrying, and Oil and Gas Extraction
453000	2	59	3	Misc Retail
512000	3	78	3	Motion picture and sound recording
441000	1	75	3	Motor vehicle and parts dealers
712000	3	84	7	Museums, Historical Sites and similar institutions
221200	8	49	6	Natural Gas Distribution
713200	8.8	79	3	Nonpayout Amusement Machines
454000	1	59	3	Nonstore Retailers
454390	8.6			Other Direct Selling Establishments (Peddlers)
519000	5	73	5	Other Information Services
339000	3	39	2	Other miscellaneous manufacturing
441200	8.5	55	8	Other Motor Vehicle Dealers
711190	8.9	79	3	Other Performing Arts Companies (Carnivals and Circuses)
1600-541900	7	87	7	Other professional, scientific, and technical services
81	4	73	5	Other Services (except Public Administration)
322000	3	26	3	Paper products
522298	8.4			Pawnshops
812000	5	73	5	Personal and laundry services
323000	2	27	4	Printing and related support activities
54	5	80-87	7	Professional, Scientific, and Technical Services
511000	4	27	4	Publishing industries (except internet)
482000	8.2			Rail Transportation
531000	6	65	7	Real estate
530000	5	65	7	Real estate and rental and leasing

NAICS CODE	RATE CLASS	CURRENT SIC CODE	CURRENT RATE CLASS	DESCRIPTION OF CLASS
423930	8.4	59	3	Recyclable Material Merchant Wholesalers (Junk)
813000	5	86	1	Religious, grantmaking, civic, professional, and similar organizations
523000	7	62	5	Securities, commodity contracts, and other financial investments
451000	1	59	3	Sporting goods, hobby, book, and music stores
48-49	2	42	3	Transportation and Warehousing
336000	1	37	2	Transportation equipment
420000	1	50-51	2	Wholesale Trade
517100	8.3			Wired Telecommunications Carriers
517200	8.3			Wireless Telecommunications Carriers (except Satellite)
321000	1	24	2	Wood products

CURRENT SIC							
CLASS	TAXABLE SALES		TOTAL TAX PAID		#BUSINESS	AVG TAX	TYPES LISTED BY CLASS:
1	454,037,182	21.41%	131,429	10.21%	225	584	General Merchandis /Food Stores
2	382,106,761	18.02%	170,100	13.22%	172	989	Manufacturing/Bldg Materials/Hotels
3	266,504,979	12.57%	175,655	13.65%	674	261	Paper Products/Transporation/Auto Repair
4	11,788,367	0.56%	14,537	1.13%	93	156	Printing Publishing Communications
5	63,326,410	2.99%	90,147	7.00%	382	236	Security Dealers/Business Services
6	25,255,749	1.19%	38,270	2.97%	184	208	Sanitary/Personal Services
7	226,930,281	10.70%	287,058	22.30%	683	420	Insurance/Real Estate/Legal/Education
8	690,345,774	32.56%	379,950	29.52%	1284	296	Gas Services/Bars/Rest(alcohol)/Auto Dealers
	2,120,295,503	100.00%	1,287,147	100.00%	3697	3150	

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ESTIMATED NAICS							
NAICS							
CLASS	TAXABLE SALES		TOTAL TAX PAID		#BUSINESS	AVG TAX	TYPES LISTED BY CLASS:
1	454,037,182	21.41%	131,429	10.21%	173	760	Wholesale/Accommodation/Food Stores/Gas Stations/non-store retailers
2	382,106,761	18.02%	170,100	13.22%	556	306	Agri/Bldg Materrals/Full Srv Rest/Trsp&Warehousing/Equip, Machinery, Rental Ctrs
3	266,504,979	12.57%	175,655	13.65%	425	413	Manufacturing/Mgmt Srv/Arts&Recreation
4	11,788,367	0.56%	14,537	1.13%	627	23	Health Care/ Other Services
5	63,326,410	2.99%	90,147	7.00%	130	693	Civic/Educational/Information/Mgmt of Companies
6	25,255,749	1.19%	38,270	2.97%	276	139	Mining/Real Estate
7	226,930,281	10.70%	287,058	22.30%	210	1367	Finance/Insurance/Lessors of Miniwarehouses, Self Storage
8	690,345,774	32.56%	379,950	29.52%	1300	292	Construction/Bingo Hall/ Drinking Places/other amusements
	2,120,295,503	100.00%	1,287,146	100.00%	3697	3993	

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