



ARCHULETA COUNTY  
BOARD OF COUNTY COMMISSIONERS

The Public is Highly Encouraged to Join via ZOOM Conference Call -  
Please contact County Administration at 970-264-8300 for log-in  
information

**CALL TO ORDER THE SPECIAL MEETING OF THE BOARD OF COUNTY  
COMMISSIONERS OF JULY 14, 2020 AT 9:30 A.M.**

**NEW BUSINESS**

**A. Consideration And Approval Of Turn Key Health For Medical Services For The  
Detention Center**

This item is to select Turn Key Health as the preferred vendor for the medical services for the new detention center and to direct the County Attorney to move forward with negotiating a final contract.

Presenter	Rich Valdez
Presenter's Title	Sheriff

Documents:

[TURNKEY HEALTH.PDF](#)  
[TURN KEY OPTION DESCRIPTIONS.PDF](#)

**COMMISSIONER COMMENTS**

**ADJOURNMENT OF THE SPECIAL BOCC MEETING**

All meetings to be held in the Archuleta County Administration Offices  
398 Lewis Street, unless otherwise stated.  
All Regular and Special BoCC Meetings are recorded.



## ARCHULETA COUNTY, COLORADO

REVISED PROPOSAL PRICING 6/23/2020

	OPTION #1	OPTION #2	OPTION #3	OPTION #4	OPTION #5
	<b>24/7 RN</b> As requested in the RFP	<b>12/7 RN</b> Requested during follow-up	<b>80 hrs a week RN</b> (7 Days) - Cost-effective alternative option	<b>10/7 RN</b> Requested during follow-up	<b>8/7 RN</b> Requested during follow-up
<b>Personnel Costs - RN, Physician and Midlevel Coverage</b>					
	<b>\$ 206,350.01</b>	<b>\$ 105,668.52</b>	<b>\$ 100,015.39</b>	<b>\$ 88,946.80</b>	<b>\$ 72,225.07</b>
<b>Pharmaceutical Cost - Includes all prescription and OTC medications prescribed by Turn Key with the exception of HIV/AIDs, Hepatitis, and pharmaceuticals classified as biological medications</b>					
	<b>\$ 5,250.00</b>	<b>\$ 5,250.00</b>	<b>\$ 5,250.00</b>	<b>\$ 5,250.00</b>	<b>\$ 5,250.00</b>
<b>Medical Supplies and Equipment - Includes all disposable medical supplies and durable supplies up to a \$500.00 value</b>					
	<b>\$ 1,750.00</b>	<b>\$ 1,750.00</b>	<b>\$ 1,750.00</b>	<b>\$ 1,750.00</b>	<b>\$ 1,750.00</b>
<b>Medical Waste Disposal</b>					
	<b>\$ 1,500.00</b>	<b>\$ 1,500.00</b>	<b>\$ 1,500.00</b>	<b>\$ 1,500.00</b>	<b>\$ 1,500.00</b>
<b>Claims Processing Services - Turn Key will assist with scrubbing and pricing of offsite and specialty service claims. However, the cost of paying such claims shall be the responsibility of the County.</b>					
	<b>\$ 1,000.00</b>	<b>\$ 1,000.00</b>	<b>\$ 1,000.00</b>	<b>\$ 1,000.00</b>	<b>\$ 1,000.00</b>
<b>Legal Support and Professional and General Liability Coverage - Indemnification coverage for the County</b>					
	<b>\$ 2,500.00</b>	<b>\$ 2,500.00</b>	<b>\$ 2,500.00</b>	<b>\$ 2,500.00</b>	<b>\$ 2,500.00</b>
<b>Administration and program oversight</b>					
	<b>\$ 12,288.13</b>	<b>\$ 6,622.06</b>	<b>\$ 6,303.91</b>	<b>\$ 5,681.00</b>	<b>\$ 4,739.95</b>
<b>Initial Contract Cost (6 months)</b>					
	<b>\$ 230,638.14</b>	<b>\$ 124,290.58</b>	<b>\$ 118,319.31</b>	<b>\$ 106,627.80</b>	<b>\$ 88,965.03</b>
<b>2nd Year Contract Cost (12 months)</b>					
	<b>\$ 474,422.65</b>	<b>\$ 255,665.73</b>	<b>\$ 243,382.81</b>	<b>\$ 219,333.39</b>	<b>\$ 183,001.06</b>
<b>3rd Year Contract Cost (12 months)</b>					
	<b>\$ 487,943.70</b>	<b>\$ 262,952.20</b>	<b>\$ 250,319.22</b>	<b>\$ 225,584.39</b>	<b>\$ 188,216.59</b>
<b>*Optional Mental Health Services*</b>					
<i>One Mental Health Counselor and One Psychiatric Telehealth Clinic per week (6 months of service price)</i>	<b>\$ 18,600.00</b>	<b>\$ 18,600.00</b>	<b>\$ 18,600.00</b>	<b>\$ 18,600.00</b>	<b>\$ 18,600.00</b>

**From:** Jon Echols <[jechols@turnkeyhealthclinics.com](mailto:jechols@turnkeyhealthclinics.com)>  
**Date:** June 24, 2020 at 11:48:07 AM MDT  
**To:** Gregory Croucher <[gCroucher@archuletacounty.org](mailto:gCroucher@archuletacounty.org)>  
**Cc:** April Farmer <[afarmer@turnkeyhealthclinics.com](mailto:afarmer@turnkeyhealthclinics.com)>  
**Subject:** Turn Key response to additional option request

Commander Croucher,

Turn Key takes pride in our ability to adapt our program to the individual needs of each facility we serve. I have attached a revised pricing structure in response to your request for additional options. Below is our brief analysis of each option:

**Option 1:** This is the original pricing model as requested in Archeleta County's RFP. This provides the most coverage as a nurse would be onsite 24/7 to administer medications, provide initial health screenings, and respond to both urgent and non-urgent health services requests. However, this option would also require the most financial resource allocation.

**Option 2:** This option provides adequate coverage considering the size of the facility. A nurse would be onsite for 12 hours a day in order to perform the majority of the onsite health related services. Twelve hours each day allows for the daily review of initial health screenings, daily response to non-urgent health requests, and the administration of medications by a licensed nurse up to 3 times a day (generally 98%+ of all required medication administration required). Although there will be a 12 hour lapse in onsite coverage each day, a physician/provider would still be on-call 24/7 for emergency consultation. However, medications that require 4 times a day administration or more (very rare), after hours initial health screenings, and after hours emergency response would require initial response and action by detention personnel.

**Option 3:** Although this model wasn't specifically requested from Archuleta County, we are presenting it as a cost-effective alternative to Option 2. **This option provides the same benefits as Option 2, but saves the County substantial resources** due to the elimination of unwarranted hours of overtime pay. We accomplish this by hiring 2 full-time nurses who each work 3-12 hour shifts a week. Each nurse would work a 4 hour shift on the 7th day to ensure adequate coverage. The 7th day's schedule is structured in a manner where all the responsibilities are generally accomplished in the same manner as a typical 12 hour day schedule. ***Due to the cost savings generated by this approach (more than \$12,000.00 a year for Archuleta County), this is our most popular model utilized by our clients with inmate populations lower than 250.***

Option 4: This option provides 2 additional onsite hours beyond the standard 8 hour model presented on Option 5. However, two additional hours a day may not provide substantial additional benefits to the program to justify the required additional financial resources. This model would still require detention personnel to perform the same number of medication administration passes and close to the same number of initial health screening and initial emergency response actions by detention personnel. The cost of Option 3 is only about 10% more than this option, but the benefits are almost double as Option 3 typically eliminates 98%+ of the medication administration responsibilities (one of the highest liabilities in any jail) for the detention personnel. Therefore, we would strongly recommend Option 3 over this option.

Option 5: This is a standard model for correctional health operations for smaller correctional facilities. This model allows for the daily review of initial health screenings, daily access to nurse sick call clinics, and morning and midday administration of medications by nursing personnel. The evening and late night medication administration, the majority of the initial health screenings, and the majority of emergency responses would still be the responsibility of detention personnel since medical personnel would only be at the facility approximately 33% of the time. However, this is still a viable alternative for Archuleta County if budgetary constraints will not support Option 3.

Ultimately, we would be honored to partner with Archuleta County with any of these models. Should you have further questions, I would be glad to address them over the phone or even in person.

We look forward to your response. As always, thank you for your service to your community!

Jon Echols, *President*  
Turn Key Health Clinics  
405-537-7954 (o)  
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