

MANATEE COUNTY GOVERNMENT SOURCE SELECTION

SUBJECT	Community Care for the Elderly (CCE) Homemaker Services	DATE POSTED	June 8, 2010
PURCHASING REPRESENTATIVE	Frank Lambertson, 749-3042	DATE CONTRACT SHALL BE AWARDED	N/A
DEPARTMENT	Financial Management Dept./Purchasing Div.	CONSEQUENCES IF DEFERRED	N/A
SOURCE RECOMMENDATION	Approved Home Health Care Utopia Home Care, Inc. Home Instead Senior Care All Stat Home Health	AUTHORIZED BY DATE	Rob Cuthbert June 8, 2010
ACTION DESIRED			
Authorization to enter into negotiations with Approved Home Health Care, Bradenton, FL, Uopia Home Care, Inc., St. Petersburg, FL, Home Instead Senior Care, Bradenton, FL, and All Stat Home Health, Sarasota, FL for the purpose of providing Homemaker Services to establish a clean, safe living environment to a functionally impaired elderly person.			
ENABLING/REGULATING AUTHORITY			
Federal/State law(s), administrative ruling(s), Manatee County Comp Plan/Land Development Code, ordinances, resolutions, policy.) Manatee County Code of Laws, Chapter 2-26 Manatee County Purchasing Ordinance, Section 2-26-40 and the Standards and Procedures approved by the County Administrator.			
BACKGROUND/DISCUSSION			
<ul style="list-style-type: none"> • Estimated expenditure of future funding for Homemaker Services is estimated on a yearly basis to be \$280,060.00. Funding is provided by Community Care for the Elderly (CCE) a State of Florida Agency. • Funding Source: 173 9001016 534000 • MANATEE COUNTY firms that were directly contacted and made aware of this Request for Proposal were, and took the following actions in response to the RFP: Allaan's Loving Care Inc., Bradenton, FL (submitted a proposal) Approved Home Health Care, Bradenton, FL (submitted a proposal) Home Instead Senior Care, Bradenton, FL (submitted a proposal) Precise Home Companions, Bradenton, FL (did not submit a proposal) <p>There were no other Manatee County firms found that would provide the products and services required by the RFP.</p>			
SUMMARY	Recommend negotiations with Approved Home Health Care; Utopia Home Care; Home Instead Senior Care; and All Stat Home Health.		
ATTACHMENTS: (List in order as attached)	INSTRUCTIONS TO BOARD RECORDS:		
1. Approval Email	N/A		
COST	To be negotiated	SOURCE (ACCT# & NAME)	Department to advise
COMMENTS	N/A	AMT./FREQ. OF RECURRING COSTS (ATTACH FISCAL IMPACT STATEMENT)	N/A

Proposals were received from the following firms:

Manatee County firms:

Allean's Loving Care Inc., Bradenton, FL
Approved Home Health Care, Bradenton, FL
Home Instead Senior Care, Bradenton, FL

Local firms:

All Stat Home Health, Sarasota, FL
Utopia Home Care, Inc., St. Petersburg, FL

Other firms:

Caregiver Services Inc., Miami, FL

- Approval to enter into negotiations with the selected firms, multiply firms are selected to meet the County's elderly citizen's needs.
- Manatee County has the need to acquire CCE Homemaker Services as outlined in the RFP. The RFP requires firms to provide homemaker services to establish a clean, safe living environment to a functionally impaired elderly person.
- 1/27/10 – 4/30/10 the appropriate proposal procedures were followed. The Request for Proposal (RFP) was broadcast via DemandStar to twenty nine (29) CCE Homemaker Services firms; ten (10) firms downloaded the RFP and six (6) firms' submitted proposals.
- The RFP was advertized locally in the Bradenton Herald, posted on the County's website and provided to the Manatee County Chamber of Commerce for release to members.
- The Selection Committee consisted of:
 - Traci Adams, Community Services Department
 - Anne Simpson, Community Services Department
 - Frank Lambertson, Financial Management Department
- The Selection Committee convened 4/23/10 and shortlisted the following firms:
 - All Stat Home Health, Sarasota, FL
 - Approved Home Health Care, Bradenton, FL
 - Home Instead Senior Care, Bradenton, FL
 - Utopia Home Care, Inc., St. Petersburg, FL
- The Selection Committee convened 4/30/10 to hear oral presentations from the shortlisted firms and then ranked the firms as follows: It was determined that all four (4) shortlisted firms would be awarded contracts in various dollar amounts based on the Committee perceived view of their ability to perform.
- Ranked #1, Approved Home Health Care, Bradenton, FL – The proposer was determined to best meet the needs of the County for CCE homemaker service and has been successfully performing these services for County. Of particular importance are the firms past experience; organizational structure; and a willingness to work with the County. Estimated percentage of work to be performed 39%.
- Ranked #2, Home Instead Senior Care, Bradenton, FL – The firm submitted a professional proposal demonstrating their ability to provide the required services and has satisfactorily provided these services to the County in the past. However, was not ranked as highly as the top ranked firm by the Selection Committee. Estimated percentage of work to be performed 29%.
- Ranked #3, Utopia Home Care, Inc., St. Petersburg, FL – Its proposal responses addressed all categories requested in the RFP and detailed their years of experience in providing CCE homemaker services. While service issues were initially encountered with this firm corrective actions have been implemented and the firm is performing satisfactorily. Estimated percentage of work to be performed 17%.

- Ranked #4, All Stat Home Health, Sarasota, FL – The firm submitted a satisfactory proposal and made an informative oral presentation with many interesting ideas for the CCE homemaker industry. However the firm was ranked fourth overall due their lack of experience with Manatee County Government. Estimated percentage of work to be performed 15%.
- The remaining proposal respondents were not ranked, although well qualified they were not selected based on a comparison of capabilities of the selected firm.

Allean's Loving Care Inc., Bradenton, FL
Caregiver Services Inc., Miami, FL