



State of South Carolina

RECORD OF NEGOTIATIONS

Solicitation Number Project J12-9830-SG
Procurement Officer BRANDALYN BREWER
Phone 803.898.8486
E-Mail Address brandalyn.brewer@SCDMH.ORG
Address SC Dept. of Mental Health
SCDMH Procurement Office
PO Box 485
Columbia SC 29202

CONTRACT DESCRIPTION: CFSH Psychiatric Residential Treatment Facility

USING GOVERNMENTAL UNIT: SC Department of Mental Health

OFFEROR'S NAME AND ADDRESS: Correct Care of South Carolina, LLC (CCSC)

Attn: Kerry Mangold and Jeremy

Email: kmangold@wellpath.us

3340 Perimeter Hill Drive

Nashville, TN 37211

IMPORTANT NOTICE:

Offeror is required to sign this document and return one (1) copy to the procurement officer named above by **1600 (4:00 PM) ET on October 13, 2023.**

DESCRIPTION OF NEGOTIATED CHANGES:

(attach additional pages if necessary)

1. Unless modified by this Record of Negotiations, Offeror reaffirms its agreement to be bound by the terms of the solicitation notwithstanding anything to the contrary in its offer. Except as provided herein, all terms and conditions of the Offer and the Solicitation remain unchanged and remain in full force and effect.

2. The State and CCSC agree to the following changes:

- Design and Construction Pricing is modified as listed in Attachment A.
- Design and Construction Schedule is replaced in its entirety with Attachment B.
- Program Pricing and ramp up period are modified as listed in Attachment C.

3. Additional information regarding this Record of Negotiation can be found in the document titled "CCSC Revised Response to Negotiation Letter_10.11.23" which is hereby attached by reference.

Except as provided herein, all terms and conditions of the Offer and the Solicitation remain unchanged and remain in full force and effect.

OFFEROR'S CERTIFICATE OF CURRENT COST OR PRICING DATA: The Offeror certifies that, to the best of its knowledge and belief, the cost or pricing data (as defined by 48 C.F.R. 2.101) submitted, either actually or by specific identification in writing, by the Offeror to the Procurement Officer in support of the proposed contract are accurate, complete, and current as of the date this record of negotiations is signed. [Procurement Officer must initial here ZY if Certificate inapplicable to this Record of Negotiations]

(See "Pricing Data - Audit - Inspection" provision.) (Reference § 11-35-1830 & R. 19-445.2120)

SIGNATURE OF PERSON AUTHORIZED TO SUBMIT
BINDING OFFER TO ENTER A CONTRACT ON BEHALF OF
OFFEROR:

By: 
(authorized signature)

Jeremy Barr

(printed name of person signing above)

Its: President
(title of person signing above)

Date: 10/13/23

SIGNATURE OF PERSON AUTHORIZED TO APPROVE
NEGOTIATED MODIFICATIONS ON BEHALF OF USING
GOVERNMENTAL ENTITY:

By: 
(authorized signature)

BRANDALYN BREWER

(printed name of person signing above)

Its: PROCUREMENT OFFICER (Director)
(title of person signing above)

Date: 10/13/23

Record of Negotiations – Attachment A Design Build Pricing

The State and CCSC agree to the following with regard to Design and Construction:

1. 24 single bed facility, approximately 25,165 sq ft
2. Design Services: \$1,310,000.00 (total)
 - a. Programming \$36,000.00
 - b. Base Fee \$1,211,550.00
 - c. Site Permitting \$20,700.00
 - d. FFE Design \$41,750.00
3. Construction: \$17,246,484.00 (total)
 - a. Building Construction \$16,039,287.00
 - b. Building FFE \$433,000.00
 - c. Contractor's Fee \$774,197.00
4. Developer's Fee \$1,553,000.00
5. Developer's Contingency \$341,954.00
6. General Conditions \$1,101,097.00/12 month construction

SC PRTF

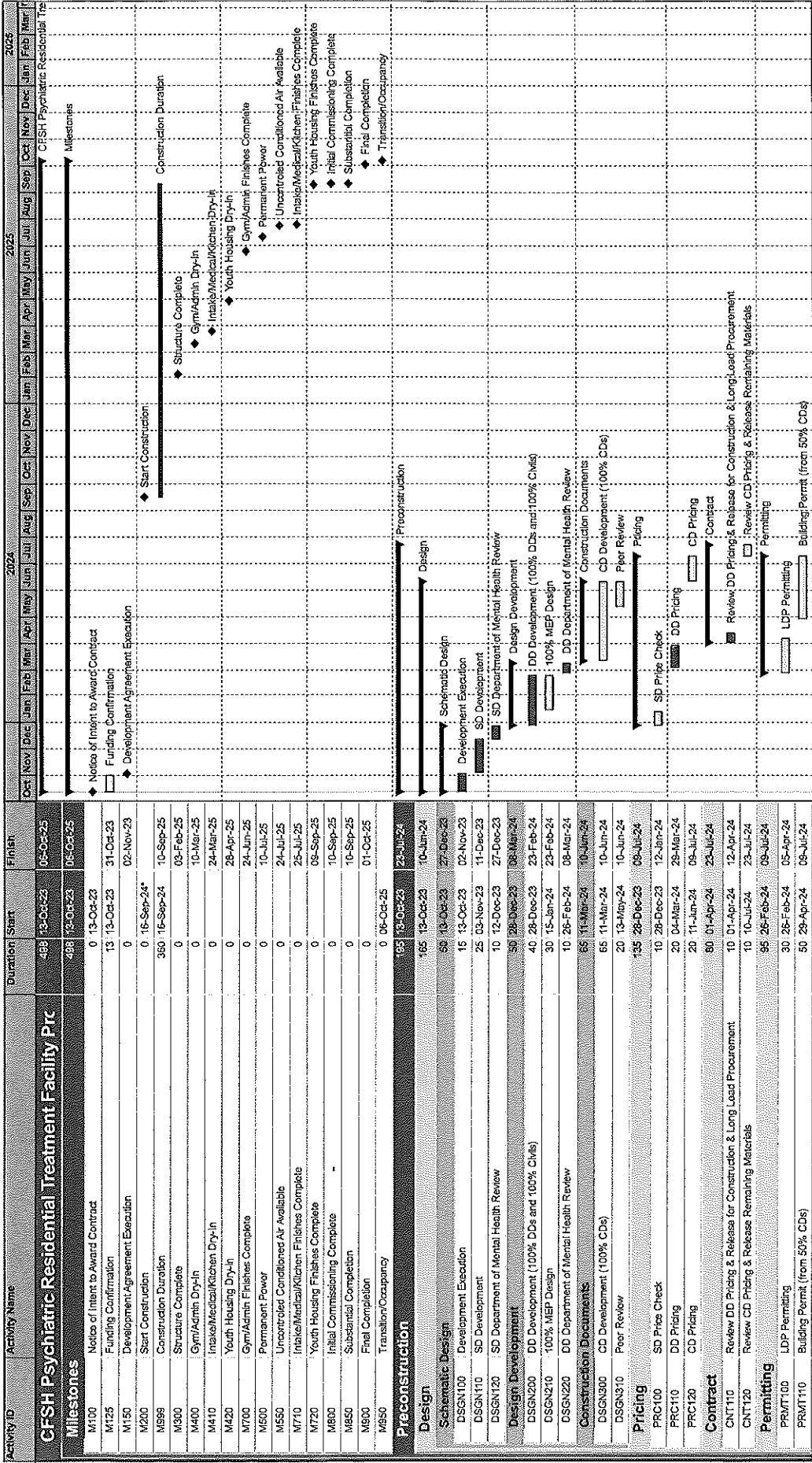
General Conditions

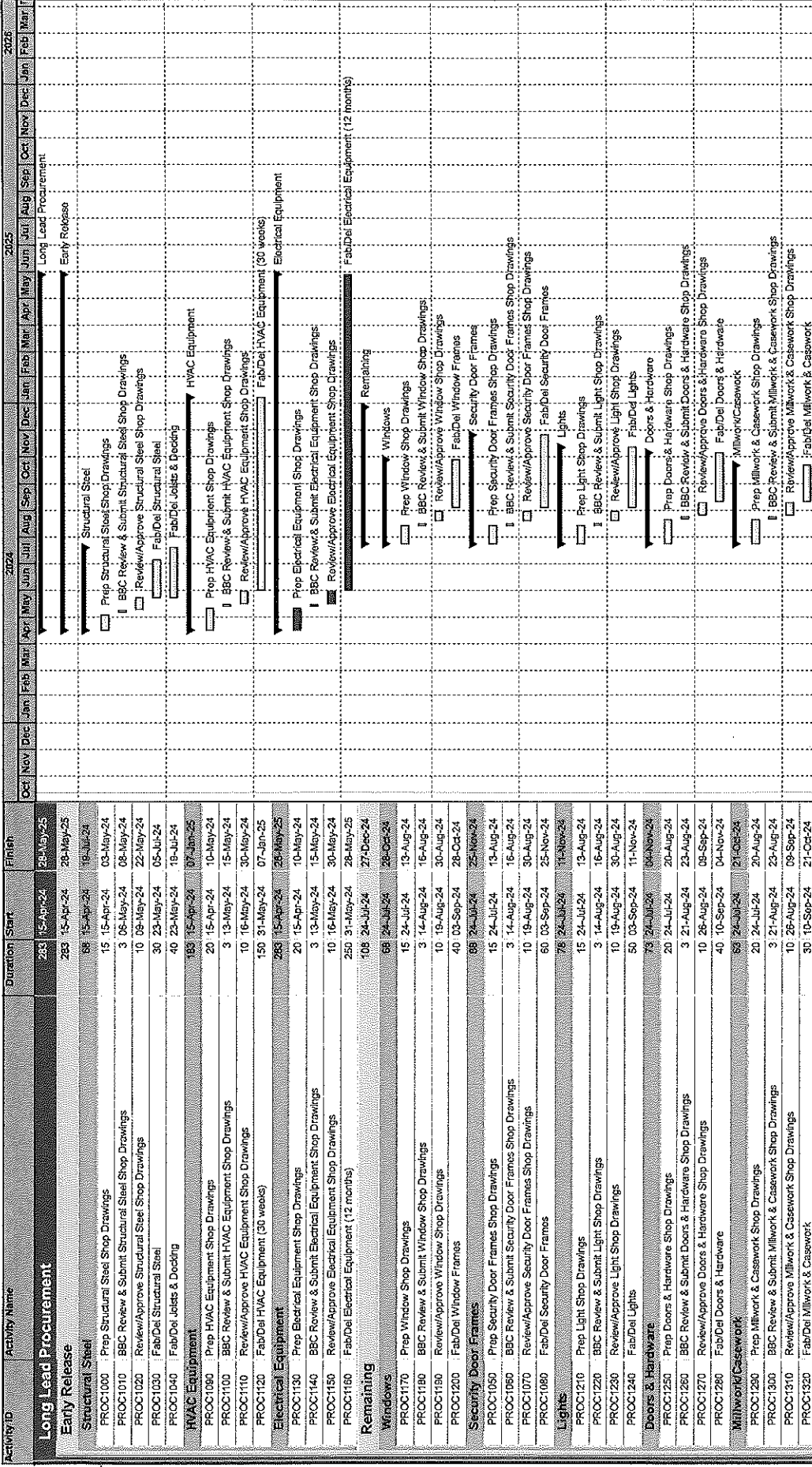
Item No.	DESCRIPTION	Balfour Beatty	
		BUILDING & SITEWORK	NOTES & ASSUMPTIONS

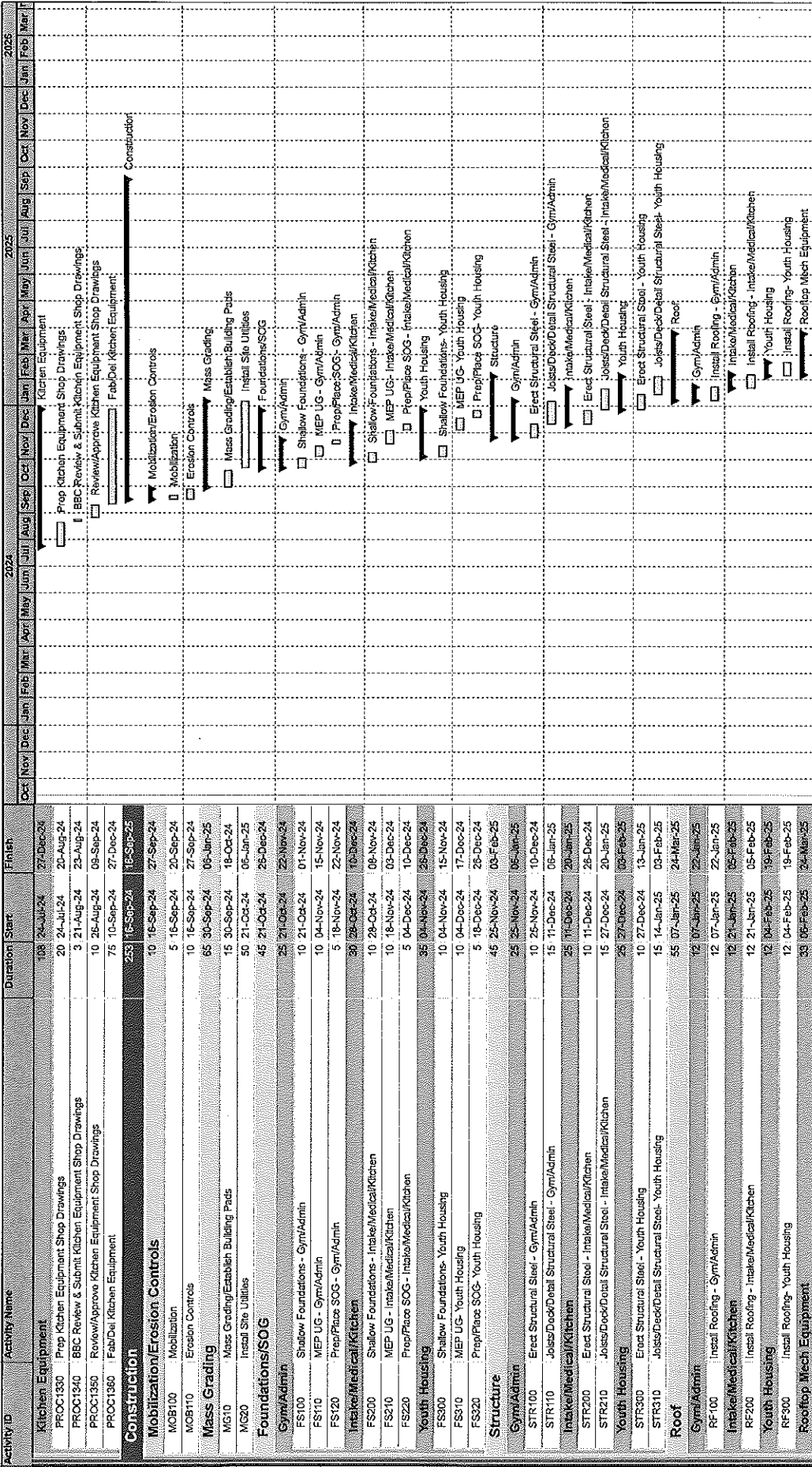
DIVISION 1 - GENERAL CONDITIONS / REQUIREMENTS: 12 Months Site Construction

PROJECT PERSONNEL / BURDEN / PER DIEM:		Total	Weekly Rate	
1	Executive Project Oversight	\$ 66,633	\$ 1,183.74	
2	Project Management	\$ 252,679	\$ 4,488.80	Incl. Start-Up / Closeout Time
3	Project Engineer	\$ 152,503	\$ 2,709.24	Incl. Start-Up / Closeout Time
4	Project Superintendent	\$ 227,937	\$ 4,049.33	Incl. Start-Up / Closeout Time
5	Asst. Superintendent	\$ 130,003	\$ 2,309.52	
6	Project Accountant & Contracts Purchasing	\$ 50,367	\$ 969.34	
7	CPM Scheduling	\$ 10,300	\$ 198.23	
8	Vehicles	\$ 37,551	\$ 722.69	
JOB SITE / OFFICE COMPOUND:				
1	Office Trailer(s)	\$ 36,810	\$ 708	
2	Office Leasing / Utilities	\$ 4,338	\$ 83	
3	Office Supplies	\$ 3,347	\$ 64	
4	Postage and Courier Services	\$ 947	\$ 18	
5	Project Site Phones / iPads / Camera's / Comp. / IT (12 Mnth)	\$ 83,529	\$ 1,608	
6	Office Mobilization			Included in Office Trailers
7	Office Demobilization			Included in Office Trailers
8	Office Equipment (Copier, Fax, Other)	\$ 4,003		
9	GC Trailer Temporary Electric - Hook Up & Service	\$ 3,000		
10	GC Trailer Temporary Telephone - Hook Up & Service			Included in Office Trailers
11	GC Trailer Temporary Data - Hook Up & Service			Included in Office Trailers
12	GC Trailer Temporary Water - Hook Up & Service	\$ 3,000		
13	Owner Trailer Office	N/A		
14	On-Site Containers / Storage Trailers			In Cost of Work
TEMPORARY FACILITIES - Building				
1	CORE & SHELL BUILDING			
2	Temporary Electric - Hook Up			In Cost of Work Trades
3	Temporary Gas - Hook Up			In Cost of Work Trades
4	Temporary Telephone - Hook Up			In Cost of Work Trades
5	Temporary Data - Hook Up			In Cost of Work Trades
6	Temporary Water (Domestic) - Hook Up			In Cost of Work Trades
7	Temporary Water (Fire) - Hook Up			In Cost of Work Trades
8	Temporary Lighting Fixtures/Installation			In Cost of Work Trades
9	Temporary Fire Protection FDC			In Cost of Work Trades
10	Temporary Utility Bill / Service During Const.(Power/Water/Gas)			By Owner
PROFESSIONAL SERVICES:				
1	Geotechnical Engineering Services			By Owner
2	Environmental Consultant			By Owner
3	Building Envelope Consultant Services			By Owner
4	Construction Testing and Inspection Services			By Owner
5	LEED / NGBS / Green Globes Consultant			N/A
6	ALTA Survey			By Owner
7	Building Information Modeling	\$ 20,520		
MISCELLANEOUS:				
1	Photography (Monthly aerials, construction)	\$ 1,757		
2	Blueprint Reproduction	\$ 6,250		
3	As-Built Drawings & Project Close-Out Documents	\$ 447		
4	Misc. Safety & Materials	\$ 5,175		
TOTAL DIVISION 1		\$ 1,101,097		

Record of Negotiations – Attachment B Design and Construction Schedule







Record of Negotiations – Attachment C Program Pricing and Ramp-Up

Per Resident Per Day Rate

The following table provides our revised per resident per day rate based on the proposed ramp-up period.

Anticipated Costs by Phase				
<i>Category</i>	<i>Phase 1</i>	<i>Phase 2</i>	<i>Phase 3</i>	<i>Phase 4</i>
Number of Beds	6	12	18	24
Number of FTEs	41.75	60.50	86.00	91.50
Total Costs	\$6,695,560	\$8,614,891	\$11,563,923	\$12,233,778
PRPD	\$3,057.79	\$1,966.87	\$1,760.11	\$1,396.55
One-Time Startup Costs*	\$1,118,961	\$109,887	\$149,447	\$32,234
<i>*One-time startup costs are incurred at the start of each phase</i>				

If an additional bed is opened above the number of beds in each phase, the new per resident per day rate would be charged for that phase at the total number of beds for the phase. For example, once phase 2 is opened and bed seven is filled, the State would be billed for 12 beds at the new phase 2 per resident per day rate.

The following table provides our revised staffing plan to support each of the four ramp-up phases.

Proposed Staffing Plan				
<i>Title</i>	<i>6-bed</i>	<i>12-bed</i>	<i>18-bed</i>	<i>24-bed</i>
Facility Administrator*	1.00	1.00	1.00	1.00
PI/Risk Manager*	1.00	1.00	1.00	1.00
Compliance Specialist	-	1.00	1.00	1.00
Executive Assistant	1.00	1.00	1.00	1.00
Medical Records Clerk	-	1.00	1.00	1.00
Business Manager	1.00	1.00	1.00	1.00
Purchasing Coordinator	-	1.00	1.00	1.00
Billing and Payroll Coordinator	-	-	1.00	1.00
HR Manager	1.00	1.00	1.00	1.00
Recruiter	1.00	1.00	1.00	1.00
Facility Manager*	1.00	1.00	1.00	1.00
Maintenance Technician	-	1.00	1.00	1.00
Medical Director*	0.50	0.50	1.00	1.00
Psychiatrist (Contracted)	-	-	-	-
Psych ARNP (Contracted)	-	-	-	-
Physician (Contracted)	-	-	-	-
Admissions Coordinator	-	1.00	1.00	1.00
Consulting Pharmacist (Contracted)	-	-	-	-
Pharmacy Tech	0.25	0.50	1.00	1.00
Chief Nursing Officer*	1.00	1.00	1.00	1.00
Nurse Supervisor	5.00	5.00	5.00	5.00
Registered Nurse (RN)	5.00	5.00	10.00	10.00
Infection Control/Nurse Educator	-	1.00	1.00	1.00
Staff Scheduler	-	-	1.00	1.00
Director of Clinical Services (Ph.D)*	1.00	1.00	1.00	1.00
Residential Services Coordinator	9.00	18.00	27.00	31.50
Director of Social Services*	1.00	1.00	1.00	1.00
Social Worker/MHP	1.00	2.00	2.00	3.00
Behavior Analyst	0.50	0.50	1.00	1.00
Education Coordinator	1.00	1.00	1.00	1.00
Teacher's Aide	1.00	1.00	2.00	2.00

Activity Director*	1.00	1.00	1.00	1.00
Activity Therapist	1.00	2.00	3.00	3.00
Family Advocate	0.50	1.00	1.00	1.00
Safety Ambassador	1.00	1.00	1.00	1.00
Safety Ambassador Coordinator	5.00	5.00	10.00	10.00
Safety Ambassador Coordinator - Transports	-	1.00	2.00	2.00
Total FTEs	41.75	60.50	86.00	91.50
<i>*RFP required positions</i>				

Ramp-Up Period

We understand the State plans to have a ramp-up period for the PRTF. Our proposed ramp-up costs support four phases each consisting of the addition of six beds. The Department would provide 60 days written notice in advance of the anticipated opening of the next phase to initiate the process with CCSC to start expansion into the next phase.