



Office of the County Executive

Monroe County, New York

Adam J. Bello
County Executive

November 6, 2020

To The Honorable
Monroe County Legislature
407 County Office Building
Rochester, New York 14614

Subject: Authorize Contracts to Provide Temporary Respiratory Therapy Staff at Monroe Community Hospital

Honorable Legislators:

I recommend that Your Honorable Body authorize contracts with Barton Healthcare Staffing, LLC; All Source Recruiting Group, Inc. (DBA Ardor Health Solutions); Staff Today Inc.; Cross Country Staffing, Inc. (DBA Cross Country Healthcare Services), and any other qualified respiratory therapy staffing agency in a total amount not to exceed \$300,000 collectively to provide respiratory therapy staff relief on a temporary basis at Monroe Community Hospital ("MCH"), for the period January 1, 2021 through December 31, 2021, with the option to renew for three (3) additional one-year terms in a total amount not to exceed \$300,000 collectively per year with a three (3) percent inflation consideration added to each year.

MCH must maintain adequate clinical staffing for patient care. These contracts will provide for temporary relief services needed to cover absences due to illness, injury on duty, vacations, and job vacancies for respiratory therapy services at MCH. The necessity of having a number of temporary agencies to provide respiratory therapy personnel is crucial in order to assure proper staffing is met at all times.

Monroe County's Minority and Women-Owned Business Enterprise ("M/WBE") Policy is set by the Monroe County Legislature pursuant to Resolution 69 of 1989, as amended by Resolution 240 of 2014. A Request for Proposals ("RFP") was issued for this contract. M/WBE utilization was not a selection criteria under this RFP, but I have directed the Division of Purchasing and Central Services and all Department Heads to include M/WBE utilization as a selection criteria in all RFPs, Requests for Qualifications, and Expressions of Interest going forward. Barton Healthcare Staffing LLC; All Source Recruiting Group, Inc. (DBA Ardor Health Solutions); Staff Today Inc.; and Cross Country Staffing, Inc. (DBA Cross Country Healthcare Services) were selected as the most qualified to perform the services, but are not listed in New York State's M/WBE Directory of Certified Firms.

The specific legislative action required is to authorize the County Executive, or his designee to execute contracts, and any amendments thereto, with Barton Healthcare Staffing, LLC, 300 Jubilee Drive, Floor 2, Peabody, Massachusetts 01980; All Source Recruiting Group, Inc. (DBA Ardor Health Solutions), 5830 Coral Ridge Drive, Suite 300, Coral Spring, Florida 33076; Staff Today Inc., 212 East Rowland Avenue #313, Covina, California 91723; Cross Country Staffing, Inc. (DBA Cross Country Healthcare Services), 6551 Park of Commerce, Boca Raton, Florida 33431; and any other qualified respiratory therapy staffing agency, to provide respiratory therapy staff relief on a temporary basis at Monroe Community Hospital, in a total amount not to exceed \$300,000 collectively for the period of January 1, 2021 through December 31, 2021, with the option to renew for three (3) additional one-year terms in a total amount not to exceed \$300,000 collectively per year with a three (3) percent inflation consideration added to each year.

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Monroe County

Committee Assignment

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This action is a Type II Action pursuant to 6 NYCRR § 617.5(c)(26) ("routine or continuing agency administration and management, not including new programs or major reordering of priorities that may affect the environment") and is not subject to further review under the State Environmental Quality Review Act.

Funding for these contracts is included in the proposed 2021 operating budget of Monroe Community Hospital, hospital fund 9012, funds center 6203120000, Respiratory Therapy, and will be requested in future years' budgets. No additional net County support is required in the current Monroe County budget.

The records in the Office of the Monroe County Treasury have indicated that neither Barton Healthcare Staffing LLC, All Source Recruiting Group (DBA Ardor Health Solutions), Staff Today Inc., Cross Country Staffing Inc. (DBA Cross Country Healthcare Services), nor any of their principal officers, owe any delinquent Monroe County Property taxes. The principal officers of the firms are:

Barton Healthcare Staffing LLC
Rob Indresano, President & COO
Lina Gallotto, President

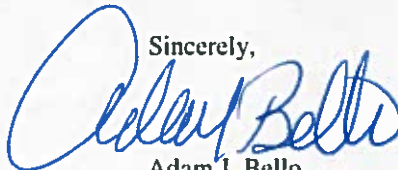
All Source Recruiting Group
Mike Lamie, Co-owner and CEO
Patty Lamia, Co-owner and CEO

Staff Today Inc.
Paul Mwangi, Founder
Dr. Aby Lillian Mamboleo, CEO
Andrea Goodwin, HR Manager

Cross Country Staffing Inc.
Dave Stillmunkes, VP of Branch Operations
Tonya Fazio, Regional Director

I recommend that this matter be referred to the appropriate committee(s) for favorable action by Your Honorable Body.

Sincerely,



Adam J. Bello
Monroe County Executive

AJB:db