



MICHAEL S. MONTELEONE
EXECUTIVE UNDERSHERIFF

ALBANY COUNTY SHERIFF'S OFFICE

County Court House Albany, New York 12207 (518) 487-5400
WWW.ALBANYCOUNTYSHERIFF.COM

CRAIG D. APPLE, SR.
SHERIFF



WILLIAM M. RICE
UNDERSHERIFF

February 6, 2023

Honorable Andrew L. Joyce
Legislative Clerk's Office
112 State Street, Room 710
Albany, New York 12207

Re: Request for Legislative Action
Inmate Health Care Services

Andrew
Dear Mr. Joyce:

Enclosed please find the Albany County Sheriff's Office Request for Legislative Action relative to the above captioned.

Briefly, this request is to extend a Professional Services Agreement between Albany County and CFG Medical Services PLLC to provide comprehensive medical care to the inmate population at the Correctional Facility. If approved, this extension represents the second of (5) one-year renewal options as outlined in the current agreement. The total cost of this request for 2023 is \$5,743,317, which is an increase of 12.8% compared to 2022, and is included in the 2023 Correctional Facility Requested Budget.

I believe it is imperative to provide quality health care to the inmate population at the Correctional Facility. Therefore, without reservation, I recommend continuing this agreement with CFG Medical Services PLLC.

Please present the enclosed at the next available Legislative Meeting for consideration and action. Thank you and if you have any questions please feel free to contact me.

Sincerely,

Craig D. Apple Sr.
Craig D. Apple Sr.
Sheriff

cc: Hon. Daniel P. McCoy, County Ex
Hon. William Clay, Public Safety Chair
Hon. Wanda Willingham, Audit & Finance Chair

FOR COUNSEL USE
ONLY

Date Received: _____
Received By: _____
Method: Hand: _____
Courier: _____
Mail: _____

REQUEST FOR LEGISLATIVE ACTION

DATE: February 6, 2023

DEPARTMENT: Albany County Sheriff's Office / Correctional Facility

Contact Person: Sheriff Craig D. Apple Sr.

Telephone: 487-5440

Dept. Representative Attending

Committee Meeting: Sheriff Craig D. Apple Sr.

PURPOSE OF REQUEST:

Adoption of Local Law _____
Amendment of Prior Legislation X
Approval/Adoption of Plan/Procedure _____
Bond Approval _____
Budget Amendment (See below) _____
Contract Authorization (See below) _____
Environmental Impact _____
Home Rule Request _____
Property Conveyance _____
Other: (State briefly if not listed above) _____

CONCERNING BUDGET AMENDMENTS

STATE THE FOLLOWING:

Increase Account/Line No: _____
Source of Funds: _____
Title Change: _____

CONCERNING CONTRACT AUTHORIZATION,

STATE THE FOLLOWING:

TYPE OF CONTRACT

Change Order/Contract Amendment _____
Purchase (Equipment / Supplies) _____
Lease (Equipment / Supplies) _____
Requirements _____
Professional Services X
Educational / Training _____
Grant: _____
 New _____
 Renewal _____
 Submission Deadline Date _____

Settlement of a Claim _____
Release of Liability _____
Other: (State briefly) _____

CONCERNING CONTRACT AUTHORIZATION (Cont'd)

STATE THE FOLLOWING:

Contract Terms/Conditions:

Party (Name/Address):

CFG Medical Services

771 E. Route 70, Suite D-125

Marlton, New Jersey 08053

Amount/Rate Schedule/Fee:

\$5,743, 317

Term: **01/01/23-12/31/23**

Scope of Services: **2nd renewal of 5 one-year renewals to provide comprehensive medical care to the inmate population at the Correctional Facility**

Contract Funding:

Anticipated in Current Budget: Yes **X** No _____

Funding Source: **A93150.44251**

County Budget Accounts:

Revenue: _____

Appropriation: _____

Bond (Res. No. & Date of Adoption) _____

CONCERNING ALL REQUESTS:

Mandated Program / Service: Yes **X** No _____

If Mandated Cite: Authority **NYCRR Section 7010 Health Standards**

Anticipated in Current Adopted Budget: Yes **X** No _____

If yes, indicate Revenue/Appropriation Accounts: **A93150.44251**

Fiscal Impact - Funding: (Dollars or Percentages)

Federal _____

State _____

County **100%**

Term/Length of Funding _____

Previous Requests For Identical or Similar Action:

Resolution/Law Number: **#244 #101 #559 #305**

Date of Adoption: **06/12/17 03/12/18 12/03/18 09/13/21**

Justification: (State briefly why legislative action is requested)

To provide comprehensive medical care to the inmate population at the Correctional Facility

Back-up Material Submitted (i.e., application/approval notices from funding source, bid tabulation sheet, civil service approval notice, program announcement, contracts and/or any materials which explain or support the request for legislative action.)

Submitted By: **Craig D. Apple Sr.**

Title: **Sheriff**



INNOVATIVE MANAGEMENT SERVICES FOR
MEDICAL & BEHAVIORAL HEALTHCARE

October 20, 2022

Superintendent Michael Lyons
Albany County Correctional Facility
840 Albany Shaker Road
Albany NY 12211

Dear Superintendent Lyons,

The COVID-19 pandemic has impacted all healthcare systems. As we look to 2023, we have seen little movement in the daily requirements faced by correctional healthcare workers. Our congregate setting still requires the same level of preparedness that we experienced in early 2020. We continue to monitor for illness, social distance, and cohort populations and wear all necessary protective equipment daily. These unanticipated circumstances have also drawn attention to the critical role nurses and all health staff play in the correctional healthcare system. The need for healthcare professionals in this crisis combined with the national nursing shortage has resulted in higher compensation for nurses at every level, which appears to be on track to last far beyond the pandemic.

As a result, we compared our pre-pandemic nursing salaries to the community and found that adjustments are needed to compete and successfully hire staff. Various nursing facilities local to the Albany area were reviewed, and the following are current salaries:

- RN average hourly rates range from \$39.53 to \$51.67 for those with over ten years of experience, with an average of \$43.74.
- LPN range from \$24.00 to \$35.09 per hour.
- Family Practice Nurse Practitioners hourly rates range from \$48.87 to \$66.05 per hour.

It should be noted that many of these institutions are also facing the same challenges with staffing and, like us, have been utilizing agency nurses at a significantly higher rate. The rates for RNs are up to \$84 per hour and LPNs are up to \$66 per hour. Additionally, they offer sign-on bonuses of \$5,000 to \$20,000. Moreover, during shifts with severe shortages, they offer incentive rates of over \$50 per hour for LPNs and \$100 per hour for RNs.

Our current staff have been working extra hours at overtime rates of 1.5 times their hourly rates. Even though this has been helpful, it is not healthy for the workforce and will ultimately lead to burnout and attrition, thus compounding the staffing issues.

The impact on our staffing budget has been significant. While our usual business practice is not to come back to our partners to request additional dollars above that in our proposal, these extraordinary times have necessitated that we do just that.

We need to increase rates to attract staff and retain those loyal to us and Albany County by increasing their rates to at least that of prospective new hires.

In total, moving into a new contract for next year, we respectfully request a \$652,626.49 increase in order to remain competitive in the marketplace and in an effort to provide continued quality care. Additionally, we respectfully request that the floor of the average daily population fluctuating per diem be adjusted to 300.

These contract adjustments will allow us to adjust salaries to reflect the new competitive market rates enabling us to provide the critical healthcare functions that have become the minimum standard during this pandemic. As we continue to champion the balance of staffing and fiscal responsibility to the County, we will not stop exploring all options to meet these challenges collaboratively.

We respectfully request that you review the details of our requested increase as attached and we would be happy to discuss and answer any questions that you may have.

Sincerely,



Les Paschall, CEO

Ryan Kraus, CFO

Jay Deppeler, COO

Denise Rahaman, Executive Director

CFG Health Systems, LLC

CFG Medical, PLLC

Dental Correctional, PLLC

ALBANY
PRICING INCREASE REQUEST

i. Total Contract Costs

	Original Bid	Revised Bid	
	2023	2023	2023
Total Contract	5,090,690.24	5,743,316.73	652,626.49

 Addtl Funds

ii. Fluctuating Inmate Population - Variable Cost Per Diem

	ADP	
Over	750	\$3.58
Under	300	\$3.58

RESOLUTION NO. 244

**AUTHORIZING AN AGREEMENT WITH CFG MEDICAL SERVICES
REGARDING MEDICAL CARE AT THE CORRECTIONAL FACILITY**

Introduced: 6/12/17

By Public Safety Committee:

WHEREAS, The Albany County Sheriff through the Purchasing Department previously issued an RFP for inmate medical care at the Correctional Facility and received three proposals, and

WHEREAS, An evaluation was conducted and as a result, the committee has recommended contracting with CFG Medical Services as the vendor that would offer the best value and the most comprehensive service to the inmate population at the Correctional Facility, and

WHEREAS, The Albany County Sheriff has requested authorization for a six month agreement with CFG Medical Services regarding medical care at the Correctional Facility commencing July 1, 2017 and ending December 31, 2017, now, therefore be it

RESOLVED, By the Albany County Legislature that the County Executive is authorized to enter into a 6 month agreement for inmate medical care at the Albany County Correctional Facility with CFG Medical Services, Marlton, NJ for the period commencing July 1, 2017 to December 31, 2017 in an amount not to exceed \$1,965,785, and, be it further

RESOLVED, That the County Attorney is authorized to approve said agreement as to form and content, and, be it further

RESOLVED, That the Clerk of the County Legislature is directed to forward certified copies of this resolution to the appropriate County Officials.

Adopted by unanimous vote. 6/12/17

RESOLUTION NO. 101

**AUTHORIZING AN AGREEMENT WITH CFG MEDICAL SERVICES
REGARDING MEDICAL CARE AT THE CORRECTIONAL FACILITY**

Introduced: 3/12/18

By Public Safety Committee: ..

WHEREAS, By Resolution No. 244 for 2017, this Honorable Body authorized an agreement with CFG Medical Services regarding medical care at the Albany County Correctional Facility, and

WHEREAS, The Albany County Sheriff has requested authorization to enter into the second year of a five year agreement with CFG Medical Services regarding medical care at the Correctional Facility in the amount of \$4,221,825 commencing January 1, 2018 and ending December 31, 2018, now, therefore be it

RESOLVED, By the Albany County Legislature that the County Executive is authorized to enter into the second year of a five year agreement for inmate medical care at the Albany County Correctional Facility with CFG Medical Services, Marlton, NJ for the period commencing January 1, 2018 to December 31, 2018 in an amount not to exceed \$4,221,825, and, be it further

RESOLVED, That the County Attorney is authorized to approve said agreement as to form and content, and, be it further

RESOLVED, That the Clerk of the County Legislature is directed to forward certified copies of this resolution to the appropriate County Officials.

Adopted by unanimous vote. 3/12/18

RESOLUTION NO. 559

**AMENDING RESOLUTION 101 FOR 2018 REGARDING INMATE HEALTH
- CARE SERVICES**

Introduced: 12/3/18

By Public Safety Committee:

WHEREAS, By Resolution No. 244 for 2017, this Honorable Body authorized an agreement with CFG Medical Services regarding medical care at the Albany County Correctional Facility, and

WHEREAS, By Resolution 101 for 2018, this Honorable Body authorized the Albany County Sheriff to enter into the second year of a five year agreement with CFG Medical Services for a term commencing January 1, 2018 and ending December 31, 2018, and

WHEREAS, The Albany County Sheriff has indicated that it is necessary to amend Resolution 101 for 2018 to allow for the authorization regarding the third, fourth and fifth years of a five year agreement with CFG Medical Services regarding inmate medical care at the Correctional Facility, and

WHEREAS, The Albany County Sheriff has requested authorization to enter into the third, fourth and fifth years of a five year agreement for inmate medical care at the Albany County Correctional Facility with CFG Medical Services, Marlton, NJ for the term commencing January 1, 2019 and ending December 31, 2019 in an amount not to exceed \$4,380,601 for year three of the contract; for the term commencing January 1, 2020 and ending December 31, 2020 in an amount not to exceed \$4,552,379 for year four of the contract; and for the term commencing January 1, 2021 and ending December 31, 2021 in an amount not to exceed \$4,737,220 for year five of the contract, now, therefore be it

RESOLVED, By the Albany County Legislature that Resolution 101 for 2018 is hereby amended and the County Executive is authorized to enter into the third, fourth and fifth years of a five year agreement for inmate medical care at the Albany County Correctional Facility with CFG Medical Services, Marlton, NJ for the term commencing January 1, 2019 and ending December 31, 2019 in an amount not to exceed \$4,380,601 for year three of the contract; for the term commencing January 1, 2020 and ending December 31, 2020 in an amount not to exceed \$4,552,379 for year four of the contract; and for the term commencing January 1, 2021 and ending December 31, 2021 in an amount not to exceed \$4,737,220 for year five of the contract , and, be it further

RESOLVED, That the County Attorney is authorized to approve said agreement as to form and content, and, be it further

RESOLVED, That the Clerk of the County Legislature is directed to forward certified copies of this resolution to the appropriate County Officials.

Adopted by unanimous vote – 12/3/18