



II. FISCAL IMPACT ANALYSIS

A. Five Year Summary of Fiscal Impact:

Fiscal Years	2023	2024	2025	2026	2027
Capital Expenditures					
Operating Costs	\$50,000				
External Revenues					
Program Income (County)					
In-Kind Match (County)					
NET FISCAL IMPACT	\$50,000				
#ADDITIONAL FTE					
POSITIONS (CUMULATIVE)					

Is Item Included in Current Budget? Yes ☒ No

Does this item include the use of federal funds? Yes No ☒

Budget Account No:

Fund 5011 Agency 700 Organization 7245 Object 3103


B. Recommended Sources of Funds/Summary of Fiscal Impact:

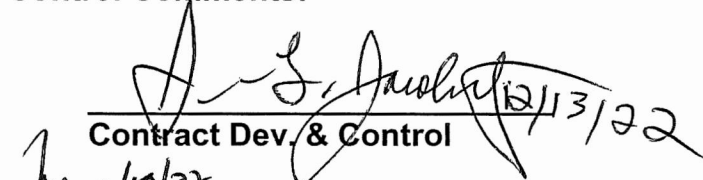
C. Departmental Fiscal Review:



III. REVIEW COMMENTS:

A. OFMB Fiscal and/or Contract Dev. and Control Comments:

  
OFMB *gt* 12/15

  
Contract Dev. & Control 12/13/22

B. Legal Sufficiency

  
Assistant County Attorney

C. Other Department Review

\_\_\_\_\_  
Department Director

THIS (SUMMARY IS NOT TO BE USED AS A BASIS FOR PAYMENT.)

**FIRST AMENDMENT**

**FIRST AMENDMENT TO CONTRACT FOR  
ONSITE OCCUPATIONAL PHYSICIAN SERVICES**

This First Amendment to Contract for Onsite Occupational Physician Services is made on the \_\_\_\_ day of \_\_\_\_\_, 20\_\_, by and between Palm Beach County, a Political Subdivision of the State of Florida, by and through its Board of Commissioners, hereinafter referred to as the COUNTY, and Occupational Health Centers of the Southwest, P.A., dba Concentra Medical Centers a professional association authorized to do business in the State of Florida, hereinafter referred to as CONCENTRA, whose Federal I.D. is 75-2014828.

**WHEREAS**, the COUNTY and CONCENTRA entered into a Contract for Onsite Occupational Physician Services on April 12, 2022 (R2022-0367, "the Contract"); and

**WHEREAS**, the COUNTY and CONCENTRA desire to amend the Contract to allow the COUNTY to request from CONCENTRA: 1) lab services; and 2) the services of additional medical personnel to assist with Fire Rescue recruit physicals and other short term increases in County staff utilization of the Occupational Health Clinic, and to provide coverage during times of internal staff shortages, if such personnel are available to CONCENTRA; and

**WHEREAS**, the Contract not-to-exceed amount will be increased to account for the COUNTY'S request for lab services and additional medical personnel services.

**NOW THEREFORE**, in consideration of the mutual promises contained herein, the COUNTY and CONCENTRA agree as follows:

- I. The recitals above are true and correct, and incorporated into the Contract by reference.
- II. Paragraph A of **ARTICLE 5—PAYMENTS TO CONCENTRA** is replaced in its entirety with the following:
  - A. The total amount to be paid by the COUNTY under this Contract for all services and materials shall not exceed a total contract amount of **Five Hundred Fourteen Thousand Nine Hundred Dollars and Zero Cents (\$514,900.00)**. CONCENTRA shall notify the COUNTY's representative in writing when 90% of the "not to exceed amount" has been reached. CONCENTRA will bill the COUNTY on a monthly basis at the amounts set forth in Exhibit B-1 for services rendered toward the completion of the Scope of Work. Where incremental billings for partially completed items are permitted, the total billings shall not exceed the estimated percentage of completion as of the billing date.
- III. **Exhibit B** of the Contract is replaced in its entirety with **Exhibit B-1**, attached hereto and incorporated herein by reference.

IV. All other provisions of the Contract not modified in this First Amendment remain in full force and effect.

IN WITNESS WHEREOF, the Board of County Commissioners of Palm Beach County, Florida has made and executed this Contract on behalf of the COUNTY and CONCENTRA has hereunto set its hand the day and year above written.

ATTEST:

JOSEPH ABRUZZO  
CLERK AND COMPTROLLER

PALM BEACH COUNTY  
BOARD OF COUNTY  
COMMISSIONERS:

By: \_\_\_\_\_  
Deputy Clerk

By: \_\_\_\_\_  
Gregg Weiss, Mayor


WITNESS for CONCENTRA:

Occupational Health Centers of the  
Southwest, P.A

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Company Name

\_\_\_\_\_  
Name (type or print)

  
\_\_\_\_\_  
R. G. Hassett, DO, MPH (Dec 7, 2022 08:55 MST)  
Signature

Robert G. Hassett, DO, MPH  
\_\_\_\_\_  
Typed Name

President, Treasurer & Corporate Secretary  
\_\_\_\_\_  
Title

APPROVED AS TO FORM  
AND LEGAL SUFFICIENCY

APPROVED AS TO TERMS  
AND CONDITIONS

By \_\_\_\_\_  
County Attorney

By  \_\_\_\_\_  
Department Director

**Exhibit B-1**  
**Program fees ("Fees")**

Estimated Onsite Center Program Fees			
Start-up Fees			
Fee Category			One Time Fee
Network Connectivity (pass through)			\$700
Technology/Software Installation			\$10,900
Implementation Fee			\$4,300
TOTAL START-UP FEES			\$15,900
Labor Fees			
Position	Hourly Fee	Monthly Fee	Annual Fee
Physician(s) (MD) – 1.0 FTE (with Backfill)	\$177.88	\$30,833.33	\$370,000
Additional Medical Personnel per 3.1 below			Up to \$25,000
TOTAL LABOR FEES		\$30,833.33	\$395,000
Laboratory Services Fees			
Various Laboratory Test Fees			Up to \$25,000
TOTAL LABORATORY SERVICES FEES			Up to \$25,000
Ongoing Fees			
Fee Category		Monthly Fee	Annual Fee
Hardware Use Fee		\$250.00	\$3,000
Software Fee		\$475.00	\$5,700
Management Fee		\$5,858.33	\$70,300
TOTAL ONGOING FEES		\$6,583.33	\$79,000
TOTAL ESTIMATED YEAR 1 COSTS			\$514,900

**TOTAL ESTIMATED NOT TO EXCEED \$513,970**  
**YEAR 2 COSTS**

**TOTAL ESTIMATED NOT TO EXCEED \$529,389**  
**YEAR 3 COSTS**

**TOTAL ESTIMATED NOT TO EXCEED \$545,271**  
**YEAR 4 COSTS**

**TOTAL ESTIMATED NOT TO EXCEED \$561,629**  
**YEAR 5 COSTS**

1. The table above is based on current estimates of scope and volume
- (a) Any scope or volume changes may require additional Fees by amendment to this Agreement
2. Start Up Fees
- i. All FF&E, supplies, and equipment to be procured and provided by the County

- (b) Implementation Fee to be billed with first monthly bill submitted to County for reimbursement
  - (c) Implementation is anticipated to be finalized within ninety (90) days of the implementation commencing. The parties agree that implementation is considered complete on the date the Onsite Center is open for business and staffed by a CONCENTRA employee
3. CONCENTRA will bill the above-referenced ongoing labor, technology, and management fees to the COUNTY as a flat monthly fee at 1/12 of the annual rate
- (a) If the checkbox for Back-fill in Exhibit A is checked "Yes":
    - i. The hourly charge for Back-fill for that position is included in the Monthly Fee above
  - (b) If the checkbox for Back-fill in Exhibit A is checked "No":
    - i. If Back-fill is provided anyway upon mutual agreement of the parties, then the hourly rate shown above shall be billed as incurred in addition to the Monthly Fee for that position
  - (c) The fixed Monthly Fees shall be paid even if the clinic location is inaccessible due to temporary shutdowns and COUNTY recognized holidays

3.1 The following chart contains additional positions that may be utilized by the COUNTY when CONCENTRA has individuals with these qualifications available, and after the COUNTY has provided CONCENTRA with fifteen (15)-day's notice of the COUNTY'S need to employ individuals with these qualifications.

Labor Fees	Hourly BILL Rate
Advanced Practice Clinician (NP/PA) as needed	\$115.00
Registered Nurse as needed	\$64.42
Medical Assistant as needed	\$38.33

3.2 The following table contains cost estimates for a representative sample of laboratory tests that Concentra will provide. Prices include specimen pick-up, reporting, and all supplies necessary for the collection and preparation of Samples. The parties agree that prices for these sample laboratory tests may fluctuate. The County may ask Concentra to provide a laboratory test that is not expressly noted on this table, in which case Concentra will provide the County with an estimate of the cost of such laboratory test when requested.

LABORATORY SERVICES			
ITEM NO.	DESCRIPTION	UNIT	UNIT PRICE
1.	CHOLINESTERASE (RBC)	EA	\$13.30
2.	CHOLINESTERASE PLASMA	EA	13.30
3.	HEPATITIS B SURFACE ANTIBODY	EA	6.75
4.	CHOLESTEROL	EA	2.03
5.	HEAVY METAL, CADMIUM	EA	18.61
6.	COMPREHENSIVE METABOLIC PANEL GLUCOSE, BUN, CREATININE, BUN / CREATININE RATIO, SODIUM, POTASSIUM, CHLORIDE, CARBON DIOXIDE, CALCIUM, TOTAL PROTEIN, ALBUMIN, GLOBULIN, ALBUMIN / GLOBULIN RATION, TOTAL BILIRUBIN ALKALINE PHOSPHATASE, AST, ALT	EA	3.66
7.	CBC (HEMOGRAM/PLT/DIFF)	EA	2.99
8.	HEPATITIS B CORE ANTIBODY	EA	10.14
9.	HEPATITIS C ANTIBODY VIRUS IGG ABS	EA	7.71
10.	HEPATITIS A ANTIBODY	EA	8.68
11.	VARICELLA ZOSTER IGG	EA	8.75
12.	RABIES TITER	EA	84.47
13.	FIRE RESCUE NEW HIRE / COMPREHENSIVE METABOLIC PANEL, CBC W/ DIFF, HEPATITIS B CORE ANTIBODY, HEPATITIS B SURFACE ANTIBODY, VARICELLA ZOSTER IgG, HEPATITIS C ANTIBODY VIRUS IGG ABS, CHOLESTEROL	EA	42.03
14.	QUANTIFERON – TB GOLD	EA	49.75
15.	T-SPOT TB	EA	62.00
16.	LEAD TOXICITY W/ ZINC PROTOPORPHYRIN	EA	15.75
17.	HEAVY METAL, ALL EXCEPT CHROMIUM	EA	60.00
18.	HEAVY METAL, CHROMIUM	EA	47.55

4. Technology Fees include:

- (a) Software fees (subject to change based on changes to staffing model)
  - i. Software fee includes one (1) license for Concentra physician and four (4) licenses for non-Concentra staff with which to access the EMR
- (b) EMR Hardware Fee (all hardware purchases, maintenance of hardware, and replacement of hardware items necessary to provide the EMR solution, but excluding consumables)
- (c) Patient survey
- (d) Standard quarterly stewardship reporting
  - i. If customized reporting is requested by COUNTY and is mutually agreed upon, then that customized reporting would be created by CONCENTRA and billed on a time and materials basis at a rate of \$75 per hour of CONCENTRA developer time spent in its creation and ongoing delivery.
- (d) One (1) standard data feed has been included in the above Fees for eligibility files. If COUNTY requires additional feeds, then additional Fees shall apply:
  - i. If the desired data feed matches our standard layout, each additional feed would be \$2,500.00.
  - ii. If customized feeds are requested by COUNTY (i.e., insurance carriers, etc.), then that customized feed would be created by CONCENTRA and billed on a time and materials basis at a rate of \$75 per hour of CONCENTRA developer time spent in its creation.

5. All other items needed for clinic or patient care to be procured and provided by COUNTY as needed

- (a) Any change in scope to the Agreement that require certifications to be in compliance (CAOHC, BAT, UDS, DOT, etc.), and any travel related to this training will be passed through to COUNTY as incurred.