

BOCC APPROVAL MARCH 2, 2022
BOARD OF BIDS AND CONTRACTS FEBRUARY 24, 2022

3. TEMPORARY HOUSING FOR COVID POSITIVE CLIENTS -- HEALTH DEPARTMENT
FUNDING -- HEALTH DEPARTMENT / AMERICAN RESCUE PLAN ACT (ARPA)

(Request sent to 63 vendors)

RFP #21-0085 Contract

	Liberty Hospitality LLC dba Quality Suites Airport	
Room rate per night	\$70.00	
Cleaning fee when client checks out	\$20.00	
Minimum four (4) rooms per month blocked for county	\$1,000.00	
	HHM Hospitality LLC dba Coratel Inn & Suites	
Property cost per day for 40 rooms. Property will be blocked for outside guest and only be rented exclusively to Sedgwick County Health Department.	\$2,000.00	
No Bid	Anderson Management Co.	Biscayne Apartments
	Claremont Realty & Management	Courtyard by Marriott - Old Town
	Hotel at Waterwalk	Transitions Group, Inc. dba Execustay Midwest
	Value Place - Wichita South	Wichita Marriott
	Wichita Rental Service, Inc.	Woodspring Suites - Wichita North

On the recommendation of Joe Thomas, on behalf of the Health Department, Anna Meyerhoff-Cole moved to **accept the proposals from Liberty Hospitality LLC dba Quality Suites Airport and HHM Hospitality LLC dba Coratel Inn & Suites for a contract period of one (1) year with two (2) one (1) year options to renew.** Tim Myers seconded the motion. The motion passed unanimously.

An evaluation committee comprised of Lucretia Burch and Brad Ashens - Health Department; Corinthian Kelly - Manager's Office; and Joe Thomas - Purchasing evaluated the proposal responses based on the criteria set forth in the RFP. Both proposals were chosen for award.

Sedgwick County through its Health Department and as administrators of the COVID-19 response and the applicant agencies, agree to work in partnership to implement the Sedgwick County funded Hotel/Motel Isolation Program to be administered by the Sedgwick County Health Department.

Notes:

This program is funded by ARPA (American Rescue Plan Act).

This is a proposal and not a bid. Proposals are scored based on criteria set forth in our RFP. There are four (4) components to this RFP.

Component	Points
A. Meet all requirements as stated in proposal	25
B. Description of maintenance and sanitization protocols	30
C. References	15
D. Competitive pricing	30
Total Points	100

Questions and Answers

Brandi Bailly: I have questions on pricing. So for Liberty Hospitality LLC, the room night is \$70.00 a night and \$20.00 to clean and then the minimum of four (4) rooms per month blocked for the county so that is a \$1,000.00 a month for four (4) rooms? So that will be \$365,000.00 annually, correct? Oh no, that's per month?

Joe Thomas: Yes. It is per month so it is \$12,000.00.

Brandi Bailly: Then HHM Hospitality wants us to block 40 rooms at \$2,000.00 a month?

Joe Thomas: Right. So basically they are giving us the whole hotel. First of all, both of these are owned basically by the same company. They are under different DBAs but the one gentleman that we are working with basically said that if the Covid-19 pandemic gets out of control again, they will be willing to take the whole hotel in Park City (40 rooms), after regular guests check-out, they would give the entire hotel to the county to utilize with no other guests being in the hotel.

Anna Meyerhoff-Cole: So we'd pay \$2,000.00 a month for 40 rooms?

Joe Thomas: We would pay \$2,000.00 per day.

Anna Meyerhoff-Cole: That's per day?

Joe Thomas: Right. It comes out to approximately \$50.00 per day per guest.

Brandi Baily: So this is \$730,000.00?

Joe Thomas: Depending on how it's used, is that what you're asking?

Brandi Baily: If we enter into this contract, are we obligated to now pay this per day? So we owe them \$730,000.00 by accepting this contract whether we use it or we don't use it?

Joe Thomas: We're not obligated to the minimum four (4) rooms per month. The way it was explained is that if we do decide to get in to a contract with them that we could set aside those four (4) rooms per month and pay the \$1,000.00. The option is if one month we don't need it we don't have to pay the \$1,000.00. They said if we want them to block it for that month, we have to have a minimum of four (4) rooms that would be blocked. For example, if nothing happens in March or April, and we don't make the request then we don't have to pay anything. Let's say things flare up in May, we will let Quality Suites Airport know that we need to start using rooms. At that point, it will be a minimum of four (4) rooms blocked. So we're going to pay a \$1,000.00 for the month to hold four (4) rooms and pay the room and cleaning rates for the total number of rooms utilized. So we are not under obligation unless we specifically say that we are going to use rooms that month.

Brandi Baily: So what are we doing now? Do we have a hotel contract now?

Joe Thomas: We did have kind of a quasi contract. There was no official contract. It was a verbal contract but with all the pandemonium that was going on during the Covid pandemic, there was nothing definitive. When ARPA came on and they said Covid ends and ARPA now begins, ARPA is very stringent. ARPA said you will have a contract and it will be competitively solicited and we want it codified if you are going to use ARPA money. So when we called and found out that we did not have an official contract, we did an RFP to get one done. The reason we put in in place is because we don't know what is going to happen in the future. We are hoping this thing is done but if a variant pops up, ARPA says you might want to have a contract in place ready to go so that is why we did this for 2022. Hopefully we won't have to use it.

Brandi Baily: Do you know for 2020 and 2021 how many people did we have to put up?

Joe Thomas: That is a good question and I'll get you the answer.

Russell Leeds: They (Brad Ashens and Lucretia Burch) have the data on it. We housed quite a few people.

Joe Thomas: Yes, we did for a while they said. I believe it was the indigent population or issues with mental health, in order to keep it from spreading, this allowed them to be isolated.

Russell Leeds: We housed some first responders. We housed indigents.

Joe Thomas: That too. We made the opportunity for first responders not have to go back and infect their family. They had the option of going to the hotel.

Tim Meyers: So mainly what you've said here Joe is we only pay this if we use this?

Joe Thomas: Exactly.

Tim Meyers: And the funding will come from ARPA money and not out of our budget?

Joe Thomas: Exactly.

Brandi Baily: Let's say if we want to go to Coratel in Park City and we only have like four (4) or five (5) people we need to put up but we've used the Quality Suites, are we still going to have to pay for 40 rooms no matter what? We don't have the option to do less?

Joe Thomas: What we would hope, if it got to that point that we were using everything at Quality Suites Airport and we just had a couple, I would negotiate that we would not have to block off 40 rooms. The gentleman I've talked to has been very flexible before we had this actual contract. They're saying if we needed to have close to 40 rooms we'd have to utilize the entire hotel. When needing just a few rooms, we would use the Quality Suites Airport. If it got real bad and we had to use Coratel, I'm sure we would be able to renegotiate or make an amendment to the contract based on the numbers. So we hope that the Quality Suites Airport hotel will address our needs. If things were to get out of control then we would probably have to use the whole hotel.

Anna Myerhoff-Cole: We are essentially going ahead and contracting the emergency option?

Joseph Thomas: Exactly. We want to make sure because if we don't and things start happening, by the time we work on getting an RFP, it will take six (6) to eight (8) weeks. Until a contract is created, we would not be able to get any funding from ARPA. ARPA would say whatever we would need to spend would have to come out of our budget.

Russell Leeds: During this last flare up through December and January, we had difficulties because we had stopped providing this service to some degree and the rooms weren't available and the indigent population, the homeless, we were getting phone calls because we needed some place to put them and we didn't have anywhere to put them. So that is why this is pretty critical so that we have something available to provide the service as opposed to coming down to the last minute and having nothing and having to go through a process.

Joe Thomas: And we are very happy that these people stepped up to the plate because a lot of them didn't want anything to do with it. It would interfere with their regular business and would require additional sanitation protocols. We are very fortunate we had a response and they were willing to work with us.