

**MARTIN COUNTY, FLORIDA
SUPPLEMENTAL MEMORANDUM**

TO: Honorable Members of the Board of County Commissioners **DATE:** September 29, 2021

FROM: Taryn Kryzda, County Administrator

REF: 22-0076

**SUBJECT: DISCUSSION AND REQUEST FOR AUTHORIZATION TO
NEGOTIATE A CONTRACT TO PURCHASE TWO LOTS ALONG SE
WILLOUGHBY BOULEVARD, SOUTH OF SALERNO ROAD FOR
ENHANCEMENT TO THE EMPLOYEE WELLNESS PROGRAM**

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Staff has re-evaluated this agenda item based upon comments received. The following is being proposed for modification:

BACKGROUND/RELATED STRATEGIC GOAL:

For the past few years utilization of the employee Wellness Clinic (Clinic) has been on a steady increase, so much so, that the County has had to increase the hours of operation for County employees to receive medical care. When the Coronavirus Aid Relief and Economic Security (CARES) Act was being communicated to the County on eligibility of such funding, staff began identifying projects and programs that would benefit not only the County as a whole, but Martin County as an organization. Through those discussions, and following some concerns related to having employees tested for COVID-19 and effectively being able to offer the vaccines efficiently for those that participate in the County health insurance program, plus the increase in usage, along with some other operational concerns (such as expansion and parking), the discussion of having another facility for employee wellness began. The conversations led to staff researching whether or not the CARES Act funding could be utilized to provide another clinic for employees and participants in the County's health care program. Once the County received the CARES Act monies, staff allocated \$3M to address the possibility of moving forward with another Clinic.

Staff began their due diligence into the effectiveness, visited other government locations that provide their employees with a similar benefit as the County's Clinic, along with having the County's third party administrator (Gehring Group) for the County's health plan do an analysis as to the feasibility of the County owning their own Clinic. The Gehring Group's analysis, based upon the government clients that they serve that have their own facilities, demonstrated that there was the possibility of an annual savings to the County of roughly \$998K. Staff then began the process of identifying possible sites to locate a Clinic on, realizing that once land was acquired, then estimates for design and construction cost can begin.

The County currently owns a 1.78-acre parcel on the corner of SE Salerno Road and SE Willoughby Boulevard. Staff recently became aware that the owner of parcels A, B and C, which is cleared and vacant, is receptive to the idea of selling the parcels to the County. The parcels total approximately 2.2 acres. This would provide for a total of approximately 4 acres that could be utilized for a Clinic. If authorized by the Board of County Commissioners to move forward,

this property would be a good addition to current County owned property located on the corner of SE Salerno Road and SE Willoughby Boulevard.

Staff believes the best operational model would be to do Request for Proposals (RFP) for a firm that would then manage the operations of the Clinic. Staff also believes that from a business decision, this is a viable option that will provide the County with:

- Ability to increase hours and increase the overall Return On Investment (ROI)
- More control of operations
- County will own the equipment and can ensure adequate replacement
- Will allow for expanded services as deemed appropriate
- Cost control overall by having the ability to manage a facility just for the needs of employees (presently the existing Clinic provides walk-in and urgent care services to the general public)
- Provide adequate parking

Staff also evaluated the ability to utilize existing buildings that may be available to rent. Upon further review, the CARES Act funding cannot be used for rent. Staff will return to the Board for final approval of this land acquisition.

RECOMMENDED ACTION:

1. Move that the Board authorize staff to initiate a "Contract for the Purchase of Vacant Land".
2. Move that the Board authorize the County Administrator or designee to execute a "Contract to Purchase", for parcels A, B and C, located on the west side of SE Willoughby Boulevard, south of SE Salerno Road to build an Employee Wellness Center, with the understanding staff will return to the Board for approval once due diligence have been completed.

/tk