

F/EA SUPPORT TO SELF-DIRECTION MEMBERS

WEST VIRGINIA



CRFP BMS 2300000003
Cost proposal
Department of Health
and Human Services
Bureau for Medical
Services

Bid Open: June 8, 2023 1:30 pm
Crystal Husted 304-558-3970



MORNING SUN

Morning Sun Financial Services
9400 Golden Valley Road
Golden Valley, MN 55427
www.morningsunfs.com

Attachment A: Cost Sheet

| Base Contract Year 1 (Mandatory Services) | Estimate | Price | Total |
|---|----------|----------|----------------|
| Start-up Cost (3 Months) | | | \$1,500,000.00 |
| Fiscal Agent Support (9 Months) | 4900 | \$85.00 | \$3,748,500.00 |
| Fiscal Agency Support for ADW Community Transition Services (9 Months) | 25 | \$90.00 | \$20,250.00 |
| Fiscal Management Services for Processing TBIW Community Transition Services (9 Months) | 5 | \$90.00 | \$4,050.00 |
| *Ad Hoc Reporting (All-Inclusive Hourly Rate X 10 Hours) (9 Months) | 10 | \$150.00 | \$1,500.00 |
| *Additional Services (All-Inclusive Hourly Rate X 20 Hours) (9 Months) | 20 | \$150.00 | \$3,000.00 |

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| Total Base Year 1 Mandatory Services | | | \$5,277,300.00 |
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| Base Contract Year 1 (Optional Services) | Estimate | Price | Total |
|---|----------|----------|----------------|
| Resource Consulting (Waivers/TMH) (9 Months) | 4900 | \$110.00 | \$4,851,000.00 |
| Personal Care Fiscal Agent Support (9 Months) | 700 | \$85.00 | \$535,500.00 |
| Personal Care Resource Consulting (9 Months) | 700 | \$110.00 | \$693,000.00 |

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| Total Base Year 1 Optional Services | | | \$6,079,500.00 |
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| Total Base Year 1 Mandatory and Optional Services | | | \$11,356,800.00 |
|---|--|--|-----------------|

| Base Contract Optional Renewal Year 1 (Mandatory Services) | Estimate | Price | Total |
|--|----------|----------|----------------|
| Fiscal Agent Support | 4900 | \$87.55 | \$5,147,940.00 |
| Fiscal Agency Support for ADW Community Transition Services | 25 | \$92.70 | \$27,810.00 |
| Fiscal Management Services for Processing TBIW Community Transition Services | 5 | \$92.70 | \$5,562.00 |
| *Add Hoc Reporting (All-Inclusive Hourly Rate X 10 Hours) | 10 | \$154.50 | \$1,545.00 |
| *Additional Services (All-Inclusive Hourly Rate X 20 Hours) | 20 | \$154.50 | \$3,090.00 |

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| Total Optional Renewal Year 1 Mandatory Services | | | \$5,185,947.00 |
|---|--|--|----------------|

| Base Contract Optional Renewal Year 1 (Optional Services) | Estimate | Price | Total |
|--|----------|----------|----------------|
| Resource Consulting (Waivers/TMH) | 4900 | \$113.30 | \$6,662,040.00 |
| Personal Care Fiscal Agent Support | 700 | \$87.55 | \$735,420.00 |
| Personal Care Resource Consulting | 700 | \$113.30 | \$951,720.00 |

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| Total Optional Renewal Year 1 Optional Services | | | \$8,349,180.00 |
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| Total Optional Renewal Year 1 Mandatory and Optional Services | | | \$13,535,127.00 |
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| Base Contract Optional Renewal Year 2 (Mandatory Services) | Estimate | Price | Total |
|--|----------|----------|----------------|
| Fiscal Agent Support | 4900 | \$90.18 | \$5,302,584.00 |
| Fiscal Agency Support for ADW Community Transition Services | 25 | \$95.48 | \$28,644.00 |
| Fiscal Management Services for Processing TBIW Community Transition Services | 5 | \$95.48 | \$5,728.80 |
| *Add Hoc Reporting (All-Inclusive Hourly Rate X 10 Hours) | 10 | \$159.14 | \$1,591.40 |
| *Additional Services (All-Inclusive Hourly Rate X 20 Hours) | 20 | \$159.14 | \$3,182.80 |

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| Total Optional Renewal Year 2 Mandatory Services | | | \$5,341,731.00 |
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| Base Contract Optional Renewal Year 2 (Optional Services) | Estimate | Price | Total |
|---|----------|----------|----------------|
| Resource Consulting (Waivers/TMH) | 4900 | \$116.70 | \$6,861,960.00 |
| Personal Care Fiscal Agent Support | 700 | \$90.18 | \$757,512.00 |
| Personal Care Resource Consulting | 700 | \$116.70 | \$980,280.00 |

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| Total Optional Renewal Year 2 Optional Services | | | \$8,599,752.00 |
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| Total Optional Renewal Year 2 Mandatory and Optional Services | | | \$13,941,483.00 |
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| Base Contract Optional Renewal Year 3 (Mandatory Services) | Estimate | Price | Total |
|--|----------|----------|----------------|
| Fiscal Agent Support | 4900 | \$92.88 | \$5,461,344.00 |
| Fiscal Agency Support for ADW Community Transition Services | 25 | \$98.35 | \$29,505.00 |
| Fiscal Management Services for Processing TBIW Community Transition Services | 5 | \$98.35 | \$5,901.00 |
| Add Hoc Reporting (All-Inclusive Hourly Rate X 10 Hours) | 10 | \$163.91 | \$1,639.10 |
| Additional Services (All-Inclusive Hourly Rate X 20 Hours) | 20 | \$163.91 | \$3,278.20 |

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| Total Optional Renewal Year 3 Mandatory Services | | | \$5,501,667.30 |
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| Base Contract Optional Renewal Year 3 (Optional Services) | Estimate | Price | Total |
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| Resource Consulting (Waivers/TMH) | 4900 | \$120.20 | \$7,067,760.00 |
| Personal Care Fiscal Agent Support | 700 | \$92.88 | \$780,192.00 |
| Personal Care Resource Consulting | 700 | \$120.20 | \$1,009,680.00 |

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| Total Optional Renewal Year 3 Optional Services | | | \$8,857,632.00 |
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| Total Optional Renewal Year 3 Mandatory and Optional Services | | | \$14,359,299.30 |
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| Base Contract Optional Renewal Year 4 (Mandatory Services) | Estimate | Price | Total |
|--|----------|----------|----------------|
| Fiscal Agent Support | 4900 | \$95.67 | \$5,625,396.00 |
| Fiscal Agency Support for ADW Community Transition Services | 25 | \$101.30 | \$30,390.00 |
| Fiscal Management Services for Processing TBIW Community Transition Services | 5 | \$101.30 | \$6,078.00 |
| *Add Hoc Reporting (All-Inclusive Hourly Rate X 10 Hours) | 10 | \$168.83 | \$1,688.30 |
| *Additional Services (All-Inclusive Hourly Rate X 20 Hours) | 20 | \$168.83 | \$3,376.60 |

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| Total Optional Renewal Year 4 Mandatory Services | | | \$5,666,928.90 |
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| Base Contract Optional Renewal Year 4 (Optional Services) | Estimate | Price | Total |
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| Resource Consulting (Waivers/TMH) | 4900 | \$123.81 | \$7,280,028.00 |
| Personal Care Fiscal Agent Support | 700 | \$95.67 | \$803,628.00 |
| Personal Care Resource Consulting | 700 | \$123.81 | \$1,040,004.00 |

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| Total Optional Renewal Year 4 Optional Services | | | \$9,123,660.00 |
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| Total Optional Renewal Year 4 Mandatory and Optional Services | | | \$14,790,588.90 |
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| Base Contract Optional Renewal Year 5 (Mandatory Services) | Estimate | Price | Total |
|--|----------|----------|----------------|
| Fiscal Agent Support | 4900 | \$98.54 | \$5,794,152.00 |
| Fiscal Agency Support for ADW Community Transition Services | 25 | \$104.33 | \$31,299.00 |
| Fiscal Management Services for Processing TBIW Community Transition Services | 5 | \$104.33 | \$6,259.80 |
| *Add Hoc Reporting (All-Inclusive Hourly Rate X 10 Hours) | 10 | \$173.89 | \$1,738.90 |
| *Additional Services (All-Inclusive Hourly Rate X 20 Hours) | 20 | \$173.89 | \$3,477.80 |

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| Total Optional Renewal Year 5 Mandatory Services | | | \$5,836,927.50 |
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| Base Contract Optional Renewal Year 5 (Optional Services) | Estimate | Price | Total |
|--|----------|----------|----------------|
| Resource Consulting (Waivers/TMH) | 4900 | \$127.52 | \$7,498,176.00 |
| Personal Care Fiscal Agent Support | 700 | \$98.54 | \$827,736.00 |
| Personal Care Resource Consulting | 700 | \$127.52 | \$1,071,168.00 |

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| Total Optional Renewal Year 5 Optional Services | | | \$9,397,080.00 |
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| Total Optional Renewal Year 5 Mandatory and Optional Services | | | \$15,234,007.50 |
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| Grand Total All Years (Mandatory and Optional Services) | | | \$83,217,305.70 |
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***All-inclusive Hourly Rate for Additional Services and Ad hoc Reporting:**

The Bureau and Vendor will jointly determine a 'not-to-exceed' number of hours, time frame, and staff for each Additional Service and/or Ad hoc report. The Vendor must agree to provide a Statement of Work (SOW) and estimation of effort and receive Bureau approval of the actual 'not-to-exceed' hours, time frame, and staff prior to work beginning.

Notes:

- 1.) *The estimated monthly participants are for cost bid evaluation purposes only. Actual utilization may be more or less.
- 2.) The vendor will invoice monthly in arrears at the PMPM rate for the number of participants served in the previous month.
- 3.) The Ad hoc reporting section will cover special reports requested by BMS that are not covered as part of the original contract.
- 4.) The additional services section will cover services for externally driven changes and requirements including any state or federal laws, rules and regulations that would result in BMS policy changes.
- 5.) The Vendors Total will include all general and administrative staffing (secretarial, clerical, etc.), travel, supplies and other resource costs necessary to perform all services within the scope of this procurement.
- 6.) Vendor must receive an approved delivery order before beginning any work for additional services and the ad hoc reporting.
- 7.) The cost bid will be evaluated on the Estimated Total Cost for all services for the six (6) year period.
- 8.) The additional services section will be calculated by multiplying the hourly rate by twenty (20) hours.
- 9.) The ad hoc reporting section will be calculated by multiplying the hourly rate by ten (10) hours.
- 10.) Grand Total Contract Price for six (6) years is calculated by adding the total mandatory and optional services amounts for each of the six (6) contract years.
- 11.) Ad hoc reporting will be invoiced upon hours used in previous month.
- 12.) Additional services will be invoiced monthly based on hours used in previous month.
- 13.) Vendor will be ineligible to invoice for operations while start-up is ongoing.

Morning Sun Financial Services of West Virginia

(Company)

Toni Thulen, Chief Financial Officer

(Representative Name, Title)

763-450-3780 phone 763-253-2690 fax

(Contact Phone/Fax Number)



Signature

6/7/2023

(Date)



NORTH AMERICAN BANKING COMPANY

May 26, 2023

To Whom it May Concern:

RE: Reference letter Orion ISO/related entities

Ladies and Gentleman:

At the request of Orion ISO I am writing to provide you with information about the Banking relationship that these entities have with North American Banking Company.

Orion ISO LLC./related companies: have maintained their primary banking relationship with North American Banking Company since 2012. The depository relationship includes over 55 accounts that have a combined average collected balance in the high-6 figure range. All Accounts have been handled satisfactory with no NSF's. The combined related companies have a Revolving line of credit with a maximum amount of \$6,500,000 and the line is secured.

Please feel free to contact me at 651-714-6421 with any questions.

Sincerely,

Brad Benesh
Senior Vice President

ROSEVILLE
2230 Albert St.
Roseville, MN 55113
651.636.9654



MINNEAPOLIS
4999 France Ave S Ste 120
Minneapolis, MN 55410
612.455.1100



HASTINGS
1620 S. Frontage Road
Hastings, MN 55033
651.480.6230



WOODBURY
9260 Hudson Road
Woodbury, MN 55125
651.714.6420