



# CITY OF MANITOWOC

WISCONSIN, USA

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**DATE:** December 7, 2020  
**TO:** Personnel Committee  
**FROM:** Jessie Lillibridge, HR Director  
**RE:** Manty Health & Wellness Center Services for 2021

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Our USI representative, Jay Scott, will be attending the meeting to provide an update on the Manty Clinic agreement for 2021. As a reminder, our clinic services encompass both wellness and occupational health services.

Late in 2020, we were informed of Aurora's proposed costs for 2021 clinic services. The cost increases were quite substantial. Because of this, a decision was made to do a request for proposals (RFP) for clinic services. Only one proposal was received and it was rejected.

More specifics on the recommendations for our 2021 services will be given at the meeting, but our recommendation is to move forward with Aurora in 2021. There will be some additional costs for occupational services which were not budgeted for in the 2021 budget process. A portion of those costs can be paid for with the medical plan funding. The remainder of those costs, mostly costs for occupational health services, including random drug and alcohol testing, pre-employment services, annual physicals, audiograms, etc., will need to come out of the Human Resources budget.

We do plan to look at different options for 2022, perhaps another RFP or looking at some other service model, earlier in the 2021 year so that we have a plan in place before the end of 2021.

Thank you.

**CURRENT AURORA - MANTY CLINIC CONTRACT - estimated costs**

Manty Clinic Services Description	Quantity (PPPM)	Unit Price	Total
<b>Employer Clinic Agreement:</b> Clinic NP, Front Desk Team, Basic Supplies, Pre-placement Physicals, and other contracted covered services (\$7 PPPM)	539	\$3,773.00	\$ 45,276.00
Common Labs not covered by Clinic Agreement		200.00	\$ 2,400.00
PT/LAT Rehab Services		900.00	\$ 10,800.00
Pharmacy Costs		100.00	\$ 1,200.00
Vaccines		50.00	\$ 600.00
<b>Total Annual Estimated Fees</b>			<b>\$ 60,276.00</b>

Wellness Product Descriptions	Quantity	Unit Price	Total
Venipuncture Onsite CHEM 16	180	Included with Employer Clinic	\$ -
Venipuncture Onsite CHEM 20	50	Included with Employer Clinic	\$ -
HRA Results Letters Mailed to Home*	230	1.69	\$ 388.70
Go365 File Manual Biometric Data Entry	4.0	50.00	\$ 200.00
Go365 File Manual Flu Shot Data Entry	1.0	50.00	\$ 50.00
PSA Test	76	Included with Employer Clinic	\$ -
TSH Test	62	Included with Employer Clinic	\$ -
A1C Test	58	Included with Employer Clinic	\$ -
Monthly MHWC Newsletter	12	Included with Employer Clinic	\$ -
Onsite Wellness Presentations/Webinar Links	4	Included with Employer Clinic	\$ -
Onsite Flu Clinics	75	30.00	\$ 2,250.00
<b>Total Annual Estimated Fees</b>			<b>\$ 2,888.70</b>

Aurora Occ Health Services Description	Quantity	Unit Price	Total
Pre-employment Physicals	33	Included with Employer Clinic	\$ -
Annual Firefighter Physicals	21	Included with Employer Clinic	\$ -
DOT Physical	10	Included with Employer Clinic	\$ -
Pre-Placement Functional Test	7	\$25.00/15 minutes (usually 30 min)	\$ 350.00
Respirator Exam	4	Included with Employer Clinic	\$ -
OSHA Respirator Clearance Questionnaire	11	Included with Employer Clinic	\$ -
Respirator Fit Test	9	\$ 4.00	\$ 36.00
Audiogram	119	Included with Employer Clinic	\$ -
Rapid 5 panel Drug Screen	35	Included with Employer Clinic	\$ -
DOT drug screen	157	\$ 10.00	\$ 1,570.00
Non-DOT drug screen	32	\$ 10.00	\$ 320.00
Drug screen collection only (Transit)	22	\$ 10.00	\$ 220.00
Breath Alcohol Test	14	\$ 10.00	\$ 140.00
Saliva Alcohol Test	24	\$ 5.00	\$ 120.00
<b>Total Annual Estimated Fees</b>			<b>\$ 2,816.00</b>

MISCELLANEOUS OTHER OCC HEALTH TESTING	Quantity	Unit Price	2008-2022 Fee
Bruce Stress Tests			\$ 200.00
TB Test			\$ 16.00
EKG with Reading			\$ 75.00
Hepatitis B Adult			\$ 50.00
Quantiferon TB Gold			\$ 58.00
Venipuncture			\$ -
Urine Dip			\$ -
Blood Glucose Meter Finger Stick			\$ -
Consonium Annual Multi Probs			\$ -
BLOOD TYPING - ABO			\$ 5.76
BLOOD TYPING - RH			\$ 9.84
HIV ANTIGEN / ANTIBODY SCREEN			\$ 24.73
HEPATITIS B CORE ANTIB. IGG & IGM			\$ 27.12
COMPREHENSIVE METABOLIC PANEL			\$ 13.00
LIPID PANEL			\$ 4.04
COMPLETE BLOOD COUNT			\$ 5.03

NOTES: For Occ Health cost review, visit volume from calendar year 2019 was used.

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**REVISED AURORA - MANTY CLINIC CONTRACT - estimated costs**

Manty Clinic Services Description	Quantity (hrs)	Unit Price	Annual Total
<b>Employer Clinic Agreement:</b> Clinic NP, Front Desk Team, Basic Supplies, and other contracted covered services (\$110 per hour) <b>City paying 10 hrs.</b> of 20 hrs.	30	\$1,100.00	\$ 55,000.00
Common Labs not covered by Clinic Agreement		200.00	\$ 2,400.00
PT/LAT Rehab Services		900.00	\$ 10,800.00
Pharmacy Costs		100.00	\$ 1,200.00
Vaccines		50.00	\$ 600.00
<b>Total Annual Estimated Fees</b>			<b>\$ 70,000.00</b>

Wellness Product Descriptions	Quantity	Unit Price	Annual Total
Venipuncture Onsite CHEM 16	296	\$ 72.00	\$ 21,312.00
Venipuncture Onsite CHEM 20	50	76.00	\$ 3,800.00
HRA Results Letters Mailed to Home*		Included with Venipuncture Costs	\$ -
Go365 File Manual Biometric Data Entry	4.0	55.00	\$ 220.00
Go365 File Manual Flu Shot Data Entry	1	55.00	\$ 55.00
PSA Test	76	35.00	\$ 2,660.00
TSH Test	62	25.00	\$ 1,550.00
A1C Test	58	40.00	\$ 2,320.00
Monthly MHWC Newsletter	12	Included with Employer Clinic	\$ -
Onsite Wellness Presentations/Webinar Links	4	100.00	\$ 400.00
Onsite Flu Clinics	75	35.00	\$ 2,625.00
<b>Total Annual Estimated Fees</b>			<b>\$ 34,942.00</b>

For calendar 2021 a wellness subsidy will be provided by Aurora in the amount of: **\$15,000**

Aurora Occ Health Services Description	Quantity	Unit Price	Total
Pre-employment Physicals	33	\$63.00 - \$77.00 (Office admin included with Employer Clinic)	\$ 2,566.67
Annual Firefighter Physicals	21	63.00	\$ 1,323.00
DOT Physical	10	77.00	\$ 770.00
Pre-Placement Functional Test	7	\$30.00/15 minutes (usually 30 min)	\$ 420.00
Respirator Exam	4	45.00	\$ 180.00
OSHA Respirator Clearance Questionnaire	11	25.00	\$ 275.00
Respirator Fit Test	9	35.00	\$ 315.00
Audiogram	119	24.00	\$ 2,856.00
Rapid 5 panel Drug Screen	35	30.00	\$ 1,050.00
DOT drug screen	157	40.00	\$ 6,280.00
Non-DOT drug screen	32	50.00	\$ 1,600.00
Drug screen collection only (Transit)	22	48.00	\$ 1,056.00
Breath Alcohol Test	14	30.00	\$ 420.00
Saliva Alcohol Test	24	30.00	\$ 720.00
<b>Total Annual Est. Fees</b>			<b>\$ 29,191.67</b>

MISCELLANEOUS OTHER OCC HEALTH TESTING	Quantity	Unit Price	2021 Fee
Bruce Stress Tests - Cardiac Stress Test (Age Based)			\$ 350.00
TB Test			\$ 18.00
EKG with Reading			\$ 75.00
Hepatitis B Adult			\$ 84.00
Quantiferon TB Gold			\$ 81.00
Venipuncture			\$ 14.00
Urine Dip			\$ 10.00
Blood Glucose Meter Finger Stick			\$ 0.00
Consonium Annual Multi Probs			\$ 180.00
BLOOD TYPING - ABO			\$ 37.00
BLOOD TYPING - RH			\$ 37.00
HIV ANTIGEN / ANTIBODY SCREEN			\$ 31.00
HEPATITIS B CORE ANTIB. IGG & IGM			\$ 80.00
COMPREHENSIVE METABOLIC PANEL			\$ 13.00
LIPID PANEL			\$ 4.04
COMPLETE BLOOD COUNT			\$ 5.03