

PLACER COUNTY  
**SHERIFF**  
CORONER-MARSHAL

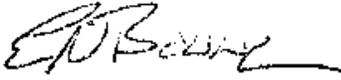


MAIN OFFICE  
2929 RICHARDSON DR.  
ALBURN, CA 95603  
PH: (530) 589-7800 FAX: (530) 889-7859

TAHOE SUBSTATION  
DRAWER 1710  
TAHOE CITY, CA 96145  
PH: (530) 581-6300 FAX: (530) 681-6377

EDWARD N. BONNER  
SHERIFF-CORONER-MARSHAL

DEVON BELL  
JUDGE-SHERIFF

**TO:** Honorable Board of Supervisors  
**DATE:** April 21, 2009  
**FROM:** Edward Bonner, Sheriff-Coroner-Marshal   
**SUBJECT:** Agreement for Revenue Enhancement Services for Federal initiative

**ACTION REQUESTED**

Your Board's approval is requested for the agreement with JBI, Inc. for revenue enhancement services for State Criminal Alien Assistance Program (SCAAP) Federal initiative and authorization for the Sheriff-Coroner-Marshal to execute the agreement. The cost of services will be in an amount equal to 22% of the additional amounts received as a result of these services. The initial term of the contract is for four (4) years.

**BACKGROUND**

Placer County provides services related to incarceration of individuals not citizens of this country that are not funded at the local or State level. Some of these services may be eligible for funding from Federal programs. Placer County Sheriff's Department does not currently have the expertise or manpower to adequately secure all the funding that may be available. We had previously contracted with JBI, Inc. Revenues received from SCAAP during the contract period increased incrementally each year. In 2005, it was decided that existing staff could provide these same services thereby saving the 22% of the increased revenue. However, this proved not to be the case. Placer County SCAAP funds have dropped steadily since that time while other neighboring and comparative counties has increased.

JBI, Inc. has the ability and resources to provide professional assistance and manpower to maximize and acquire additional funds for which the County may be eligible through this Federal program. JBI, Inc. services are provided and paid for only for enhancements or new revenues received by the County as a result of their efforts. JBI, Inc. will provide support and manpower to acquire these new monies received from the Federal Government through this program. Ten other California counties currently contract with JBI, Inc. for these services as well as 200 nationwide. Time is of the essence as the grant period opens in April, 2009 for the year ending June 30, 2008. There is another firm that provides assistance in developing the SCAAP grant submittal is MGT. However, the services are provided on an hourly rate basis and are not tied to increased revenues or performance. Payment would be due as services were provided. JBI, Inc. is only paid if there is an increase in revenues received. No payment is due to them if no increase is realized. Therefore, we recommend approval of the contract with JBI, Inc. Your Board's approval is required for the contract and authorization for the Sheriff to execute.

**FISCAL IMPACT**

Funding will be provided by additional revenues received and will be reflected in the Final FY 2009/2010 budget once the program is implemented. It is difficult to determine what the increases may result from JBI's efforts on our behalf, but funds are only paid to them based on 22% of the increased revenue received. Based on prior history with this program, we should see a larger increase initially then a leveling off as the program is stabilized.

# JBI's Current California Clients

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Calaveras

Kings

Modoc

Mono

Nevada

Plumas

San Benito

Solano

Tuolumne

Yuba

California State Sheriffs' Association

JUSTICE BENEFITS, INCORPORATED

1.800.835.2164

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**AGREEMENT FOR PROFESSIONAL SERVICES**

between

**Justice Benefits, Incorporated**

and

**Placer County, California**

This Agreement is entered into by and between Placer County, California (hereinafter referred to as the "County") and Justice Benefits, as the general partner of Unificare, LTD, a Texas limited partnership (hereinafter, collectively referred to as "JBI" or "Contractor"), located at 2010 Valley View Lane, Suite 300, Dallas, Texas 75234.

**WITNESSETH**

**WHEREAS**, many of the services provided by the County are funded directly by local and state funds when, in fact, some of those services are eligible for Federal Financial Participation (hereinafter "FFP"); and

**WHEREAS**, JBI is willing and able to provide professional assistance to explore opportunities for new FFP, to review prospects for expansion of existing FFP, and to secure additional FFP as may be appropriate for the County;

**NOW, THEREFORE**, for and in consideration of these mutual covenants and promises recorded herein, the parties hereto agree as follows.

**ARTICLE I  
RESPONSIBILITIES OF JBI**

JBI agrees to perform the following services:

- 1.01 JBI will review the policies and procedures used by the County to identify such additional Federal and other revenue sources, if any, as may be available to the County through participation in new programs or expansion of existing FFP. These efforts may include any of the following activities: advising the County of the reimbursement opportunity, preparing or enhancing the claim, preparing or assisting with submittal packages, preparing audit files, assisting the County with submittals, assisting the County should it be audited for claims on which the Company assisted, or other related federal revenue enhancement activities.
- 1.02 JBI will continually monitor for new opportunities of funding. Whenever a new federal reimbursement opportunity arises, JBI may notify the County of that opportunity. JBI will strive to identify and optimize all federal reimbursement opportunities for the County, but is not obligated to make the County aware of all possible opportunities and shall have no liability for any omission to identify the same. Upon the County signing an Initiative with JBI for the claiming of federal dollars, then JBI will be entitled to compensation for that Initiative as set forth in Article V of this Agreement.

**ARTICLE II  
RESPONSIBILITIES OF THE COUNTY**

2.01 The County agrees to perform the following activities:

a. Designate a properly authorized County representative to sign each JBI Initiative of which the County approves.

b. Designate a contract monitor who shall:

i. Be the person responsible for monitoring JBI's performance under the terms and conditions of this Agreement; and

ii. Authorize payment for services rendered based upon properly submitted invoices to the County in accordance with Article V of this agreement (i.e. Compensation).

c. Provide JBI with copies of or access to documents and databases that are necessary for the successful completion of work required by this Agreement.

**ARTICLE III  
INITIAL TERM AND RENEWAL**

3.01 The initial term of this Agreement is four (4) years, commencing with the date of this Agreement (the "Initial or Renewal Term").

3.02 Upon conclusion of the Initial Term of this Agreement, this Agreement will automatically be renewed on a year-by-year basis, under the same terms and conditions as set forth herein, unless written notice is given at least thirty (30) days prior to the expiration of this Agreement.

**ARTICLE IV  
CONFIDENTIALITY**

The County and JBI mutually agree that the confidentiality of the information obtained by JBI shall be strictly observed, as permitted by law, in any reporting, auditing, invoicing and evaluation, provided however, that this provision shall be construed as a standard of conduct and not a limitation upon the right to conduct the foregoing activities.

**ARTICLE V  
COMPENSATION**

5.01 The intent of this Agreement is to compensate JBI for new revenues received by the County that are a direct result of JBI's efforts. These efforts may include any or all of the following activities: advising the County of the reimbursement opportunity, preparing or enhancing the claim, preparing of submittal packages, preparing audit files, assisting the County with submittals, assisting the County should it be audited for claims on which the Company assisted, or other related federal revenue

enhancement activities. The parties agree JBI will be compensated for new or enhanced revenue sources that directly result from JBI's activities at the following rate:

- ❖ Twenty-two percent (22%) of all revenue paid to the County (prospectively or retroactively) as described in each of the County signed Initiatives. JBI will be paid its fees for a minimum of four years worth of claims filed prospectively once an Initiative is signed by the County. In addition, JBI will be paid its fees on any retroactive claims filed for that same Initiative.

The County was receiving \$ 35,618 from this program prior to our initiating the first and subsequent claims. JBI will be paid its fees, per its contract with the County, on all additional amounts generated above this baseline amount.

5.02 Unless otherwise agreed or directed by JBI in writing, the County shall make payment to the order of JBI, at 2010 Valley View Lane, Suite 300, Dallas, Texas 75234.

5.03 Both parties recognize that delays in payment or reimbursement to the County by the Federal government may occur. JBI will be reimbursed within twenty-one (21) days after funds are actually received by the County and an accurate invoice is delivered to the County by JBI, even if those receipts occur beyond the term of this Agreement.

5.04 JBI agrees that in the unlikely event any funds recovered by the County as a result of this Agreement be subsequently disallowed, that the related fees paid to JBI based on such disallowed reimbursements will be credited against future payments to JBI, or be promptly repaid to the County should this agreement be terminated. In any event, the monetary amount of damages and the full extent of JBI's liability to the County, if any, shall be strictly limited to the amount of funds paid to, or owed to, JBI as a result of this Agreement.

5.05 JBI shall have the right to review the County's claims, grant awards, and such books, records, and other documents as may be required to ensure that the payment of JBI's fees is in accordance with this Agreement.

## **ARTICLE VI NOTIFICATION**

Any notice, specifications, reports, or other written communications from JBI to the County shall be considered delivered when posted by certified mail. Any notice, delivered by certified mail to JBI at the address on the first paragraph of this Agreement shall be considered delivered when posted.

## **ARTICLE VII MISCELLANEOUS PROVISIONS**

7.01 **Authority.** All necessary approvals for the execution of this Agreement have been obtained and each person executing this agreement on behalf of the County is authorized to execute this Agreement as the binding act of the County.

Some programs require a submission with digital signature from an authorized elected official of the County. Contractor will prepare the claim and then provide step-by-step instructions for the authorized County official to complete the online form.

7.02 **Changes to be in Writing.** This Agreement may be modified to include additional work the County desires to be completed on a fixed or contingent fee basis with the written consent of both parties.

- 7.03 **Choice of Law, Forum Selection and Alternative Dispute Resolution.** Once records are made available, the claim preparation work will be performed by the Contractor at its headquarters in Dallas County, Texas. This Agreement shall be governed by the laws of the State of California and any disputes shall be resolved in said state. The parties prefer informal resolution of any disputes. Prior to filing litigation, the parties shall discuss participating in alternative dispute resolution, including a pre-suit mediation or settlement conference.
- 7.04 **Counterparts.** This Agreement and the Initiatives that follow may be executed in separate counterparts, each of which shall be deemed to be an original, and such counterparts shall together constitute but one and the same document.
- 7.05 **Entire Agreement.** This Agreement and its attachments (including all approved Initiatives), if any, contain the entire Agreement between the Contractor and the County. Any previous proposals, offers, discussions, preliminary understandings and other communications relative to this Agreement, oral or written, are hereby superseded by this Agreement.
- 7.06 **Force Majeure.** Contractor shall be excused from performance during any delay beyond the time named for the performance of this contract caused by any act of God, war, civil disorder, strike or other cause beyond its reasonable control.
- 7.07 **Headings.** The headings used herein are for convenience only and shall not limit the construction or interpretation hereof.
- 7.08 **Inconsistencies.** Where there exists any inconsistency between this Agreement and other provisions of collateral contractual agreements that are made a part hereof by reference or otherwise, the provisions of this Agreement shall control.
- 7.09 **Indemnification.** Contractor agrees to indemnify the County, its officers, employees and agents for injury to persons or property, including contractor, its officers, employees or agents, the County, its officers, employees or agents, or other persons where such injury proximately results from an intentional act or omission of the Contractor or its employees, including negligent acts.
- 7.10 **Independent Contractor.** Contractor shall be considered an independent contractor and not an employee of the County. Contractor shall be solely responsible for paying its own staff and the out-of-pocket expenses it incurs in providing services hereunder. Contractor shall also maintain general liability insurance at its own expense, in addition to workers' compensation coverages as may be required by law, and will provide proof of insurance to the County upon twenty (20) days notice.
- 7.11 **Interest.** In the event a written invoice for services provided under this Agreement remains unpaid for sixty (60) days, the claimant shall be entitled to interest at the highest rate allowed by law.
- 7.12 **Legal Fees.** In the event a claim for damages is made under this Agreement, the claimant shall be entitled to recover reasonable and necessary attorneys' fees and interest at the highest rate allowed by law, provided that said claim is first presented in writing and remains unpaid for thirty (30) days.
- 7.13 **Non-Discrimination.** In performing this Agreement, contractor agrees it will not engage in discrimination in employment of persons because of the race, color, sex, national origin or ancestry, or religion of such persons.
- 7.14 **Prohibition against Assignment.** There shall be no assignment or transfer of this Agreement without the prior written consent of both parties hereto, except as follows: Contractor shall be permitted to assign its right to be paid by the County after completing its work on an Initiative.
- 7.15 **Rule of Construction.** Each party and its legal counsel have been afforded the opportunity to review and revise this Agreement. The normal rule of construction to the effect that any ambiguities are to be resolved against the drafting party shall not be employed in the interpretation of this Agreement or any amendments of exhibits hereto.
- 7.16 **Severability.** Each paragraph and provision hereof is severable from the entire Agreement and if any provision is declared invalid, the remaining provisions shall nevertheless remain in effect.
- 7.17 **Terminology and Definitions.** All personal pronouns used herein, whether used in the masculine, feminine or neutral, shall include all other genders; the singular shall include the plural and the plural shall include the singular.
- 7.18 **Waiver.** The failure on the part of any party to exercise or to delay in exercising, and no course of dealing with respect to any right hereunder shall operate as a waiver thereof; nor shall any single or partial exercise of any right hereunder preclude any other or further exercise thereof or the exercise of any other right. The remedies provided herein are cumulative and not exclusive of any remedies provided by law or in equity, except as expressly set forth herein.

**IN WITNESS WHEREOF**, the undersigned parties are fully authorized by the County and the Company respectively to execute this Agreement as of the date written below, as well as JBI Initiatives as federal reimbursement opportunities arise from time to time.

**EXECUTED THIS \_\_\_\_\_ DAY OF \_\_\_\_\_, 2009**

**AGREED:**

**Placer County, California**

\_\_\_\_\_  
**Signature**

\_\_\_\_\_  
**Print Name**

\_\_\_\_\_  
**Title**

**Address:** \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**ACCEPTED BY:**

**UNIFICARE, LTD., a Texas Limited Partnership**  
**By: Justice Benefits, Inc., a Texas Corporation**  
**Its: Corporate General Partner**

**By:** \_\_\_\_\_

**Kimberly King**

**Senior Vice President - Business Development**  
**2010 Valley View Lane, Suite 300**  
**Dallas, Texas 75234**

**INITIATIVE: State Criminal Alien Assistance Program (SCAAP)**

**A) Description of JBI's Contribution:**

JBI recognizes that Placer County, California is being underpaid for housing illegal aliens. JBI will develop the cost data, secure the necessary data required to document qualified inmates, and prepare the Alien Assistance claims. JBI will work with the Sheriff's Department to optimize future claims by securing 100% allowable data related to inmates.

**B) Baseline Calculation:**

Placer County, California was receiving \$ 35,618 from this program prior to our initiating the first and subsequent claims. JBI will be paid its fees, per its contract with Placer County, California on all additional amounts generated above this baseline amount.

**C) Claims submitted:**

No claim has been submitted by JBI.

**D) Total Increased Reimbursements expected:**

Unknown until data is collected.

**E) Fee Structure:**

JBI will be paid its fees per its contract with Placer County, California on all amounts generated from this program.

**F) Agreed, JBI may proceed with this Initiative:**

**Placer County, CA:**

\_\_\_\_\_

Name

\_\_\_\_\_

Date

\_\_\_\_\_

Title

**Justice Benefits, Inc.:**

\_\_\_\_\_

Kimberly King

\_\_\_\_\_

Date

Senior Vice President – Business Development

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