



April 29, 2019

Petersburg Borough Assembly:

Pursuant to your request, Director Bell and I have reached out to several firms who provide services in the review of Assisted Living/Long Term Care operations. We spoke to five separate firms, including several who have done business in Alaska.

Based upon our review, the two finalists, who would best meet the needs of the Borough, are The Fox Group, and Agnew Beck.

The Fox Group is a national firm, with their headquarters in California (<https://www.foxgrp.com/about-healthcare-consulting-firms/>). They work with many different types of health care organizations, and their quote for providing services for the Borough is a not to exceed price of \$20,400, not including incidentals and travel.

Agnew Beck is an Alaska firm, based in Anchorage (<http://agnewbeck.com/>). They have done several consulting projects in the health care industry, including a full review of the Alaska Pioneer Homes. They were also the firm the Petersburg Borough utilized for the first Borough Comprehensive Plan. Agnew Beck's proposal, is \$38,960, not including incidentals and travel.

While neither of these expenses have been currently budgeted, I continue to believe it is important to understand all our options with the Assisted Living operation. While all the consultants appeared to focus on the less than ideal size of our operation (too few rooms), they did note there might be opportunities for future savings and efficiencies.

I am recommending the Assembly authorize Director Bell and myself to engage with The Fox Group, for a not to exceed price of \$20,400, not including incidentals and travel. Our hope would be to have them in Petersburg this summer so we could be prepared to present alternatives to the Assembly in the Fall, during next year's budget cycle (FY2021).

Thank you for your consideration.



Stephen Giesbrecht  
Borough Manager