

COMMONWEALTH OF VIRGINIA

County of Henrico

DEPARTMENT OF FINANCE
Oscar Knott, CPP, CPPO, VCO
Purchasing Director



July 31, 2023

Ms. Lauryn Hagel
Invo Healthcare Associates, LLC
2003 S. Eaton Road, suite308
Doylestown, PA 18901

RE: Contract #2183G-Speech Therapy

Dear Ms. Hagel:

The County of Henrico has agreed to renew the contract with your firm to provide **Speech Therapy** to Henrico County Public Schools when needed and requested. The contract period shall be from September 1, 2023 through August 31, 2024.

This contract renewal is pursuant to Request for Proposal #21-2183-6KMW and your response dated April 26, 2023. Renewal pricing will reflect the requested 3% increases for the new contract period. All other terms and conditions of contract #2183G will remain in effect.

We look forward to working with you for another year. Should you have any questions, please feel free to contact me at (804) 501-5637 or email me at Fal51@henrico.us.

Sincerely,

Eileen M. Falcone /acw

Eileen M. Falcone, CPPB
Assistant Division Director

EMF/acw
CC: Maureen Engle- Invo
Morgan Dooley-Invo



April 26, 2023

County of Henrico
8600 Staples Mill Rd.
P O BOX 90775
Henrico, VA 23273-0775

RE: Contract # 2183G- Speech Therapy Services

Dear Ms. Falcone,

During our partnership, our costs to attract and maintain quality providers have risen significantly, primarily driven by increasing benefits costs and cost of living increases. As a result, we are respectfully seeking a 3% increase in this year's renewal agreement for the 2023-2024 contract year to ensure we are able to attract and retain the best providers available for your district.

Current Rates 22-23:

- Speech Language Pathology - CFY \$63.00/Hour
- Speech Language Pathology \$66.00/Hour
- Speech Language Pathology Assistant \$54.50/Hour

Requested Rates for 23-24:

- Speech Language Pathology - CFY \$64.89/Hour
- Speech Language Pathology \$37.98/Hour
- Speech Language Pathology Assistant \$56.14/Hour

Thank you for your consideration of this rate increase requests for the 2023-2024 contract year.

Best regards,

A handwritten signature in blue ink that reads "Morgan Dooley".

Morgan Dooley

Contracts/Credentials Manager