



COMMONWEALTH OF VIRGINIA

County of Henrico

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

April 3, 2025

Ms. Lauren Berens
Avertest, LLC dba Averhealth
2916 W. Marshall Street, Suite A
Richmond, VA 23230

RE: Contract # 2269A- Alcohol & Drug Testing Services

Dear Ms. Berens:

The annual contract the County has with your company to provide **Alcohol & Drug Testing Services** is due to expire on **April 30, 2025**. Under the terms of the original agreement, this contract may be renewed for an additional one-year period from **May 1, 2025** through **April 30, 2026**.

The County would like to renew this contract at current contract pricing. Please complete the information requested and return to Angie Woodson at wool13@henrico.us as soon as possible.

Following the receipt of this information, the County will determine whether it is in our best interest to renew the contract or re-solicit. In addition, if you agree to renew the contract for an additional one-year period, please instruct your insurance agent to provide to my attention a current copy of a certificate of insurance. **Be sure the certificate lists the County as additional insured for the contract work.**

If you have any questions, please call me at (804) 501-5649 or email me at Kno008@henrico.gov. Your cooperation and prompt response will be appreciated.

Sincerely,

Oscar Knott/acw

Oscar Knott, CPP, CPPO, NIGP-CPP, VCO
Purchasing Director

JOK/acw

CONTRACT #2269A- Alcohol & Drug Testing Services

BUYER NAME: Oscar Knott

Except for the changes provided herein, all other terms and conditions of this contract remain unchanged and in full force and effect. Please check one of the following:

_____ Yes. Renew the contract for an additional one-year period at current contract pricing.

X_____ Yes. Renew the contract for an additional one-year period at new contract pricing.
(list below or attach new pricing sheet)

See pricing document attached and an updated assay list.

_____ No. Do not wish to renew the contract. If no, please provide reason below.

Company Name: Avertest, LLC dba Averhealth

Date: 4/14/2025

Signature: 

Title: Chief Executive Officer

Telephone#: 804-508-6202

Email: LMohr@averhealth.com



Henrico 2025- SERVICE FEES

| | |
|--------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Standard Panel comprised of any five (5) Standard Assays plus one (1) Specialty Assay (options listed below) | <p>Option 1: No Sample Collection: <u>\$7.65 per specimen*</u></p> <p>Option 2: Sample Collected in Vendor Facility: <u>\$12.30 per specimen*</u></p> <p>Option 3: Sample Collected in Provider Facility: <u>\$24.04 per specimen*</u></p> |
| Standard Drug Add-on (options listed below) | \$ 0.50 / test |
| Specialty Drug Add-on (options listed below) | \$2.50 / test |
| Unable to Provide, Refusal, and Rejected Samples | \$12.30 / test |
| Urine Xylazine Immunoassay Add-on | \$9.00 / test |
| Urine Gabapentin Immunoassay Add-on | \$5.00 / test |
| Naloxone or Naltrexone Urine LC-MS/MS Analysis | \$25.00 / test |
| Synthetic Cannabinoids & Stimulants Urine LC-MS/MS Analysis | \$35.00 / test |
| Standard Oral Fluid Panel (<i>Benz, Coc, Meth, Opiates, & THC</i>) | \$20.09/ panel * |
| Oral Fluid Add-ons (<i>alcohol, buprenorphine, fentanyl, methadone, oxycodone, and tramadol</i>) | \$2.50 / panel |
| Hair Test (<i>amphetamines, benzodiazepine, cannabinoids, cocaine, and opiates</i>) | \$145.00 / panel |
| Confirmation Testing | \$15.00 per assay |
| In-person Expert Witness Testimony | \$1,500 per event |
| Litigation Packet | \$150.00 / packet |
| Case Management System | Included, No Charge |
| Random Selection | Included, No Charge |
| Client Notification System | Included, No Charge |
| Video Testimony | Included, No Charge |
| Training & Consultation Sessions | Included, No Charge |
| Participation in Court Staffing Sessions | Included, No Charge |
| Additional Invoice Customization | \$15.00 per invoice |

| Drug Type | Drug Names |
|------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Standard Assays | Amphetamines (amphetamines, ecstasy, methamphetamines), barbiturates, benzodiazepines, cannabinoids (THC), cocaine, ecstasy, methadone, methamphetamine, methaqualone, opiates (morphine, heroin, hydrocodone, hydromorphone, oxycodone, oxymorphone), PCP, and propoxyphene |
| Specialty Assays | Buprenorphine, Carisoprodol, Cotinine, ETG, Fentanyl, Heroin, Ketamine, Mitragynine, LSD, Meperidine, Tramadol, or Zolpidem |



* Pricing is based on an estimated volume of no less than 650 samples per month. If volume is less than 650 per month, pricing may increase. The above pricing applies to the initial year of service. Each subsequent year of service will see a price increase of 3%.

SPECIMEN ASSAY CUTOFFS

| Name | Type | Screen Cut-off | Confirmation Cut-off |
|----------------------------------|-------|--------------------------------|----------------------|
| Creatinine | Urine | 20 mg/dL | N/A |
| Amphetamines | Urine | 1000 ng/mL or 500 ng/mL | 100 ng/mL |
| <i>MDA</i> | Urine | | 50 ng/mL |
| <i>MDEA</i> | Urine | | 50 ng/mL |
| <i>MDMA</i> | Urine | | 50 ng/mL |
| <i>Amphetamine</i> | Urine | | 100 ng/mL |
| <i>Methamphetamine</i> | Urine | | 100 ng/mL |
| <i>Phentermine</i> | Urine | | 50 ng/mL |
| Cannabinoids | Urine | 20 ng/mL or 50 ng/mL | N/A |
| <i>Delta-9 Carboxy-THC</i> | Urine | | 5 ng/mL |
| Cocaine | Urine | 300 ng/mL or 150 ng/mL | N/A |
| <i>Benzoylcegonine</i> | Urine | | 50 ng/mL |
| Opiates | Urine | 300 ng/mL or 2000 ng/mL | N/A |
| <i>Codeine</i> | Urine | | 50 ng/mL |
| <i>Hydrocodone</i> | Urine | | 50 ng/mL |
| <i>Hydromorphone</i> | Urine | | 50 ng/mL |
| <i>Morphine</i> | Urine | | 50 ng/mL |
| <i>Oxycodone</i> | Urine | | 50 ng/mL |
| <i>Oxymorphone</i> | Urine | | 50 ng/mL |
| <i>Heroin metabolite (6-MAM)</i> | Urine | 10 ng/mL | 5 ng/mL |
| PCP | Urine | 25 ng/mL | 12.5 ng/mL |
| Barbiturates | Urine | 200 ng/mL | N/A |
| <i>Butabarbital</i> | Urine | | 100 ng/mL |
| <i>Pentobarbital</i> | Urine | | 100 ng/mL |
| <i>Butalbital</i> | Urine | | 100 ng/mL |
| <i>Phenobarbital</i> | Urine | | 100 ng/mL |
| <i>Secobarbital</i> | Urine | | 100 ng/mL |
| Benzodiazepines | Urine | 200 ng/mL | N/A |
| <i>Alprazolam</i> | Urine | | 50 ng/mL |
| <i>Clonazepam</i> | Urine | | 50 ng/mL |
| <i>Diazepam</i> | Urine | | 50 ng/mL |
| <i>Hydroxyalprazolam</i> | Urine | | 50 ng/mL |
| <i>Lorazepam</i> | Urine | | 50 ng/mL |
| <i>Nordiazepam</i> | Urine | | 50 ng/mL |
| <i>Oxazepam</i> | Urine | | 50 ng/mL |
| <i>7-Aminoclonazepam</i> | Urine | | 50 ng/mL |
| <i>Temazepam</i> | Urine | | 50 ng/mL |
| Buprenorphine | Urine | 5 ng/mL | 5 ng/mL |
| <i>Norbuprenorphine</i> | Urine | | 50 ng/mL |
| Cotinine | Urine | 500 ng/mL | N/A |
| Dextromethorphan | Urine | N/A | 10 ng/mL |
| Ecstasy | Urine | 500 ng/mL | 100 ng/mL |

| | | | |
|------------------------------------------------|-------|-----------------------------------|-----------|
| EtG | Urine | 500 ng/mL or 300 ng/mL | 300 ng/mL |
| <i>EtS</i> | Urine | | 100 ng/mL |
| Fentanyl | Urine | 2 ng/mL | 1 ng/mL |
| <i>Norfentanyl</i> | Urine | | 1 ng/mL |
| <i>Acetyl Fentanyl</i> | Urine | | 1 ng/mL |
| <i>Acryl Fentanyl</i> | Urine | | 1 ng/mL |
| <i>Alfentanil</i> | Urine | | 1 ng/mL |
| <i>Benzyl Carfentanil</i> | Urine | | 1 ng/mL |
| <i>beta-Hydroxy Fentanyl</i> | Urine | | 1 ng/mL |
| <i>Butyryl Fentanyl</i> | Urine | | 1 ng/mL |
| <i>Carfentanil</i> | Urine | | 1 ng/mL |
| <i>Cyclopropyl Fentanyl</i> | Urine | | 1 ng/mL |
| <i>Fluorobutyryl Fentanyl</i> | Urine | | 1 ng/mL |
| <i>Furanyl Fentanyl</i> | Urine | | 1 ng/mL |
| <i>Methoxyacetyl Fentanyl</i> | Urine | | 1 ng/mL |
| <i>Methylfentanyl</i> | Urine | | 1 ng/mL |
| <i>Thienyl Fentanyl</i> | Urine | | 1 ng/mL |
| <i>Sufentanil</i> | Urine | | 1 ng/mL |
| Gabapentin | Urine | 1500 ng/mL | 100 ng/mL |
| Ketamine | Urine | 100 ng/mL | 50 ng/mL |
| Kratom | Urine | 50 ng/mL | N/A |
| <i>Mitragynine</i> | Urine | | 5 ng/mL |
| LSD | Urine | 0.5 ng/mL | N/A |
| Meperidine | Urine | 200 ng/mL | N/A |
| <i>Meperidine</i> | Urine | | 50 ng/mL |
| <i>Normeperidine</i> | Urine | | 50 ng/mL |
| Methamphetamine | Urine | 500 ng/mL | 100 ng/mL |
| Methadone | Urine | 300 ng/mL | 25 ng/mL |
| <i>EDDP</i> | Urine | | 25 ng/mL |
| Methaqualone | Urine | 300 ng/mL | N/A |
| Methylphenidate | Urine | N/A | 5 ng/mL |
| <i>Ritalinic Acid</i> | Urine | | 25 ng/mL |
| Naloxone | Urine | N/A | 50 ng/mL |
| Naltrexone | Urine | N/A | 50 ng/mL |
| Pregabalin | Urine | N/A | 25 ng/mL |
| Propoxyphene | Urine | 300 ng/mL | 25 ng/mL |
| SOMA | Urine | 100 ng/mL | N/A |
| <i>Carisoprodol</i> | Urine | | 50 ng/mL |
| <i>Meprobamate</i> | Urine | | 50 ng/mL |
| Synthetic Stimulants & Cannabinoids | Urine | N/A | N/A |
| <i>4-chloro alpha-PVP</i> | Urine | | 10 ng/mL |
| <i>Dibutylone</i> | Urine | | 10 ng/mL |
| <i>Ethylone</i> | Urine | | 10 ng/mL |
| <i>Mephedrone</i> | Urine | | 10 ng/mL |
| <i>N-ethylpentylone</i> | Urine | | 10 ng/mL |
| <i>Butylone</i> | Urine | | 10 ng/mL |

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|--------------------------------------------------------------------------------------|------------|-------------------|-----------|
| <i>Alpha-pyrrilidinohexanophenone (α-PHP)</i> | Urine | | 10 ng/mL |
| <i>BMDP</i> | Urine | | 10 ng/mL |
| <i>5F-MDMB-PICA metabolite 7</i> | Urine | | 10 ng/mL |
| <i>5F-ADB metabolite 7</i> | Urine | | 10 ng/mL |
| <i>JWH-018 5-Pentanoic acid metabolite</i> | Urine | | 10 ng/mL |
| <i>5-fluoro AMB metabolite 3</i> | Urine | | 10 ng/mL |
| <i>MDMB-FUBINACA metabolite M1</i> | Urine | | 10 ng/mL |
| <i>AB-FUBINACA metabolite 3</i> | Urine | | 10 ng/mL |
| <i>JWH-250-4-hydroxypentyl metabolite</i> | Urine | | 10 ng/mL |
| <i>MDMB-PENINACA butanoic acid metabolite</i> | Urine | | 10 ng/mL |
| Tramadol | Urine | 200 ng/mL | 50 ng/mL |
| <i>O-Desmethyltramadol</i> | Urine | 200 ng/mL | 25 ng/mL |
| Zolpidem | Urine | 20 ng/mL | 25 ng/mL |
| <i>Zolpidem PCA</i> | Urine | | 25 ng/mL |
| Xylazine | Urine | 10 ng/mL | 5 ng/mL |
| <i>4-Hydroxyxylazine</i> | Urine | | 5 ng/mL |
| Amphetamines | Hair | | |
| <i>Amphetamine, Methamphetamine, MDA, MDMA, MDEA,</i> | Hair | | 200 pg/mg |
| <i>Phentermine</i> | Hair | | 200 pg/mg |
| Cocaine | Hair | | 100 pg/mg |
| <i>Benzoyllecgonine</i> | Hair | | 50 pg/mg |
| Opiates | Hair | | |
| <i>Codeine, Morphine, Oxycodone, Oxymorphone, Hydrocodone, Hydromorphone</i> | Hair | | 100 pg/mg |
| <i>6MAM</i> | Hair | | 20 pg/mg |
| PCP | Hair | | 50 pg/mg |
| Benzodiazepines | Hair | | 50 pg/mg |
| <i>Alprazolam, Clonazepam, Diazepam, Lorazepam, Nordiazepam, Oxazepam, Temazepam</i> | Hair | | 50 pg/mg |
| THC | Hair | | 10 pg/mg |
| Amphetamines | Oral Fluid | 12.5 ng/mL | |
| <i>Amphetamine</i> | Oral Fluid | | 10 ng/mL |
| <i>Methamphetamine</i> | Oral Fluid | | 10 ng/mL |
| <i>MDA</i> | Oral Fluid | | 10 ng/mL |
| <i>MDEA</i> | Oral Fluid | | 10 ng/mL |
| <i>MDMA</i> | Oral Fluid | | 10 ng/mL |
| <i>Phentermine</i> | Oral Fluid | | 10 ng/mL |
| Benzodiazepines | Oral Fluid | 5 ng/mL | |
| <i>Alprazolam</i> | Oral Fluid | | 5 ng/mL |
| <i>Diazepam</i> | Oral Fluid | | 5 ng/mL |
| <i>Nordiazepam</i> | Oral Fluid | | 5 ng/mL |
| <i>Lorazepam</i> | Oral Fluid | | 5 ng/mL |
| <i>Oxazepam</i> | Oral Fluid | | 5 ng/mL |
| <i>Temazepam</i> | Oral Fluid | | 5 ng/mL |
| <i>Clonazepam</i> | Oral Fluid | | 5 ng/mL |

| | | | |
|---------------------------------------------------------------|------------|-------------------|-----------|
| Buprenorphine | Oral Fluid | 1.25 ng/mL | 2 ng/mL |
| <i>Norbuprenorphine</i> | Oral Fluid | | 2 ng/mL |
| Cocaine | Oral Fluid | 5 ng/mL | 5 ng/mL |
| <i>Benzoyllecgonine</i> | Oral Fluid | | 5 ng/mL |
| THC | Oral Fluid | 2 ng/mL | 2 ng/mL |
| Ethanol | Oral Fluid | 0.04 g/dL | 0.01 g/dL |
| Fentanyl | Oral Fluid | 2 ng/mL | 0.5 ng/mL |
| <i>Norfentanyl</i> | Oral Fluid | | 0.5 ng/mL |
| Gabapentin | Oral Fluid | | 5 ng/mL |
| Ketamine | Oral Fluid | | 5 ng/mL |
| Meperidine | Oral Fluid | | 5 ng/mL |
| Opiates | Oral Fluid | 10 ng/mL | |
| <i>6-MAM</i> | Oral Fluid | | 1 ng/mL |
| <i>Codeine</i> | Oral Fluid | | 10 ng/mL |
| <i>Morphine</i> | Oral Fluid | | 10 ng/mL |
| <i>Hydrocodone</i> | Oral Fluid | | 10 ng/mL |
| <i>Hydromorphone</i> | Oral Fluid | | 10 ng/mL |
| <i>Oxycodone</i> | Oral Fluid | | 10 ng/mL |
| <i>Oxymorphone</i> | Oral Fluid | | 10 ng/mL |
| Methadone | Oral Fluid | 12.5 ng/mL | 5 ng/mL |
| <i>EDDP</i> | Oral Fluid | | 5 ng/mL |
| PCP | Oral Fluid | 2.5 ng/mL | 5 ng/mL |
| Pregabalin | Oral Fluid | | 5 ng/mL |
| Tapentadol | Oral Fluid | N/A | 5 ng/mL |
| Tramadol | Oral Fluid | 10 ng/mL | 5 ng/mL |
| <i>pg/mg = picogram per milligram of hair</i> | | | |
| <i>ng/mL = nanogram per milliliter of urine or oral fluid</i> | | | |

*Science and technology are ever-changing. Therefore, drugs tested, cutoff levels, and assays listed above are subject to change. We will add additional drugs to our test menu when available to ensure you have the most expansive testing possible. In addition, as there is scientific reason to modify a drug panel or change a cutoff, we will do so without modification to the current contract. The lab report will always reflect the cutoff used during the testing process.