

AGENDA

HCESP Advisory Council Meeting

September 28, 2023, at 2:00 pm – 3:30 pm

COA, Board Room, 4601 Malsbary Road, Blue Ash, OH 45242

<https://councilonaging.webex.com/j.php?MTID=mc68b80c6f6f862bc7fb3047c1d9b4151>

Thursday, September 28, 2023 2:00 PM | 1 hour 30 minutes | (UTC-04:00) Eastern Time (US & Canada)

Meeting number: 2342 644 7936

Password: ViZ2TRAb7s6 (84928722 from video systems)

Join by phone

1-844-621-3956 United States Toll Free

+1-415-655-0001 US Toll

Access code: 234 264 47936

CALL TO ORDER	Matt Worth
APPROVAL OF MINUTES ❖ June 22, 2023, Minutes (Action Needed)	Matt Worth
QUARTERLY REPORTS ❖ Program Dashboard & Financial Report ❖ Program Update Report	Ken Wilson & Ronnie Spears Lisa Portune
OLD BUSINESS	Matt Worth
NEW BUSINESS ❖ Service Specification Changes (Action Needed) - Home Medical Equipment ❖ Guardianship Program ❖ Draft Budget (Action Needed) - Healthy Aging Grants	Lisa Portune Ken Wilson Ronnie Spears
HEARING THE PUBLIC	Matt Worth
ADJOURNMENT	Matt Worth

NEXT MEETING

December 7, 2023

MINUTES
HCESP ADVISORY COUNCIL MEETING
THURSDAY, JUNE 22, 2023 @ 3:00 P.M.

ATTENDANCE

Members Present: Randi Burlew, <i>in person</i> Lavina Bryant, <i>in person</i> Janice Hunter, <i>in person</i> Dimity Orlet, <i>in person</i> Susan Van Amerongen, <i>virtual</i> Matthew Worth, <i>virtual</i>	COA Staff: Carl McCullough Lisa Portune Paula Smith Ronnie Spears Ken Wilson	Guests:
Excused:	Facilitator: Matthew Worth	Scribe: Heather Junker
Absent: Viola Brown		

CALL TO ORDER

The June 22, 2023, meeting of the HCESP Advisory Council was called to order by Matthew Worth at 3:03 p.m.

APPROVAL OF MINUTES

Matthew Worth called for a motion to approve the March 23, 2023, Hamilton County Elderly Services Program (HCESP) Advisory Council minutes as presented.

Motion: Dimity Orlet made the motion to approve the minutes.

Second: Janice Hunter seconded the motion.

Action: The March 23, 2023, minutes were approved unanimously.

NEW BUSINESS

Annual Report

Paula reviewed the Annual Report (please see handout in packet for full details). Everyone expressed how much they liked the report and the inclusion of the QR codes.

QUARTERLY REPORTS

Program Dashboard and Financial Report

Ken gave an overview of the Program Dashboard (please see handout in packet for full report). Janice asked if disenrollments from the program include those going into some type of continuing care. Ken advised that it does, and that number is represented by those going into a nursing facility. Matt asked if we are doing something different or something better when it comes to the trend of cost savings from

utilizing the Medicare Advantage Plan benefits that some clients have. Ken advised that we are getting better with the process, more individuals are signing up for Advantage Plans, and Advantage Plans are offering more benefits. The volume has gotten to the point where we've had to add another benefit specialist position. Randi asked if we anticipate that the cost savings will be even higher since we will be hiring another benefit specialist. Ken explained that it's possible although we are slowing enrollment into the ESP program which will result in that number going down a little bit.

Ronnie reviewed the Financial Report (please see handout in packet for full report). Ronnie made note that the budget column reflects the revised annual budget that is included in the packet. There were no questions or comments.

Five-Year Levy Updates

Ken gave an overview of the Five-Year Levy Plan Updates. We are currently in the first year of the five year plan. We just signed an agreement with the Board of County Commissioners about a month ago. The contract put into place our five-year levy budget plan. The reason for the revised budget is due to the recent budget plan which was assembled with more information than we had at the time the original budget that was approved last fall. We wanted the budget amounts that went into our contract with the county to match the budget and reports that we review every quarter.

We provided two presentations to the Commissioners about a month ago. We closed out 2022 with a waiting list for the Home Modification and Utility Program (please see handout in packet for full details). This year we started serving people on that waiting list. We've been providing home repairs and we've cleared the waiting list for those who needed utility assistance. There was no need to do advertising or outreach for the program. Everyone we identified that had a need in 2022 will utilize the allotted funding for 2023.

There are several trends impacting the levy (please see handout in packet for full details). A flat market penetration means a growing program. Market penetration is calculated using census data of how many older adults are living in the community with a disability and what percentage of the that population is being served by the program. As of May 1st, we started to only enroll those who have a priority or urgent need to get services started right away. We're also not maintaining a waiting list- we're just slowing down enrollment. This is new for us and the reason we aren't maintaining a waiting list is because this creates its own set of problems. Once people hear there is a waiting list, they stop calling in. We still want people to call in because their situation could warrant their enrollment onto the program, or they could be eligible for other programs or resources. Another issue with a waiting list is that people's circumstances change as time goes by. There has been an 80% drop in new enrollments so far.

Ronnie reviewed the Five Year Levy Projections (please see handout in packet for full details). Ken added that the projected \$6 million fund balance at the end of the levy cycle is a number you don't want to go lower than as that's only a few months of operating revenue. If we didn't slow enrollment down, the future projections would be in the red. We worked closely with the county to reconcile the beginning fund balance. Dimity asked if we felt that the process we went through recently helped to prep the commissioners for the next levy cycle. Ken advised that it definitely did, and it was not an easy presentation to the commissioners. Ken thinks they were trying to wrap their heads around the fact that the levy just passed and we're already saying there isn't enough money even though we started

with a large fund balance. We were very transparent about the finances and trends of the program when the renewal was originally placed on the ballot.

Janice asked how the slowing of enrollment impacts referrals. Ken explained that staff will call the individual and complete an assessment to determine what resources are available for them. Randi asked how COA feels about the availability of support across the social safety network as we are referring people out to other resources. Ken advised there is a gap and programs like this are being asked to step up to meet the needs of a population that's accelerating. Nursing facilities are not the option that they used to be. Many are closing floors or completely closing the facility.

Dimity asked if there are provisions in the RFPs to make adjustments in case there is a significant downward trend in inflation. Ken explained we are looking into including a provision in case food, for example, has a significant drop in cost in the future.

Program Update Report

Lisa reviewed the Program Update Report (please see handout in packet for full detail). Matt asked if the providers are anxious to share at the meetings or if it becomes a "gripe" session. Lisa explained that these meetings are very guided and structured. The providers recognize that it would not be productive to utilize the meeting in that way. They want to move towards modernization and to streamline things, so they work collaboratively with us. Providers are happy to come together and share information amongst themselves as well because they're also looking for internal ways to streamline their processes.

OLD BUSINESS

Revised 2023 Budget

Ronnie reviewed the Revised 2023 Budget during his financial report (please see handout in packet for full detail). This is to align with what the county in our new five year levy plan.

With no further questions or comments, Matt called for a motion to approve the Revised 2023 Budget.

Motion: Lavina Bryant made the motion to approve the Revised 2023 Budget.

Second: Dimity Orlet seconded the motion.

Action: The Revised 2023 Budget was unanimously approved.

Review Bylaws

Ken presented the revised Bylaws. The only changes made were to match what the county has outlined, and COA made no other changes.

With no further questions or comments, Matt called for a motion to approve the updated Bylaws.

Motion: Janice Hunter made the motion to approve the updated Bylaws.

Second: Randi Burlew seconded the motion.

Action: The updated Bylaws were unanimously approved.

HEARING THE PUBLIC

No individuals from the public were present that requested to speak.

ADJOURNMENT

There being no further business, the meeting was adjourned at 4:17 p.m.

NEXT MEETING

September 28, 2023



**Hamilton County ESP
Program and Financial Report
Quarter 2, 2023 (April - June 2023)**

Highlighted Findings

1. Traditional ESP Census Trends

- A. Compared to last year (Quarter 2, 2022), census has increased by 130 clients (from 5,404 to 5,534) or 2.41%.
- B. Compared to last quarter (Quarter 1, 2023), census has decreased by -144 clients (from 5,678 to 5,534) or -2.54%.

2. Fast Track Home Census Trends

- A. Average length of stay increased by 3 days when compared to Quarter 1, 2023 (from 58 to 61).
- B. New Enrollments increased by 7 compared to Quarter 1, 2023 (from 361 to 368).
- C. Total clients who transferred to ESP from FTH increased by 5 clients from Quarter 1, 2023 (from 126 to 131).

3. Financials

- A. Total Revenue: The projected amount needed to be drawn down from the levy is \$28.8 million as of the second quarter, as compared to the budgeted amount of \$28.8 million. The variance is under budget by \$2,618 or 0.01%.
- B. Total Expenses: The projected expenses as of the second quarter are \$31.5 million as compared to \$31.0 million in the budget. The variance is over budget by \$448,474 or 1.4%.
- C. Purchase Services: The projected expenses for client services are over by \$422,601 or 1.8% as compared to budget.
- D. Purchase Services: This report contains \$615,000 funding from the Healthy Aging Grant from the State which would need to be approved by the County.

Quarter-End Census by Program

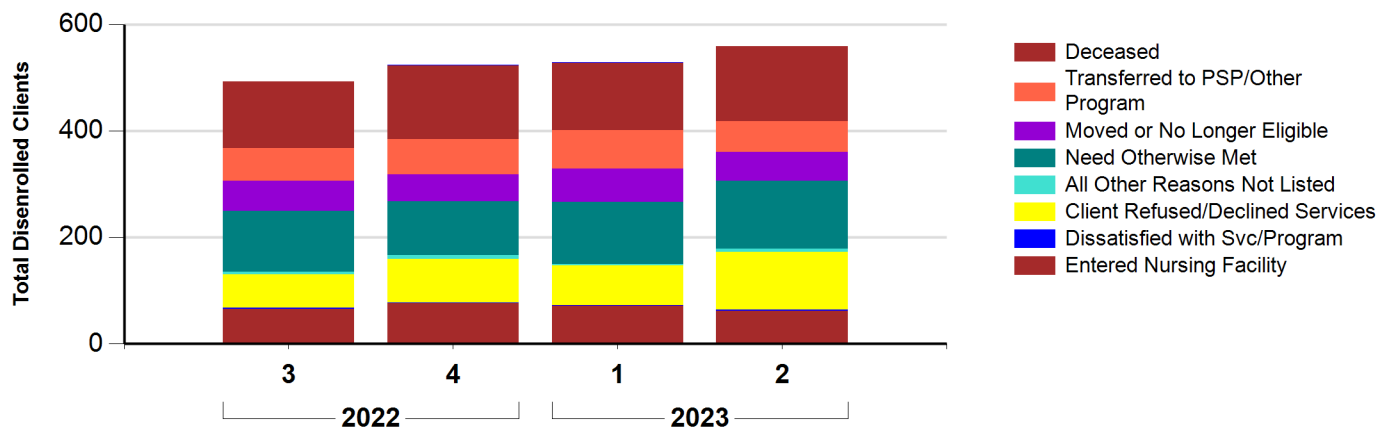
Year	2022		2023	
Quarter	3	4	1	2
ESP	5,523	5,587	5,678	5,534
FTH	139	182	235	290
Medicaid Programs	3,276	3,353	3,369	3,318
Passport	544	498	503	502
Assisted Living	94	87	104	107
Molina	1,085	1,162	1,201	1,163
Aetna	1,553	1,606	1,561	1,546

Quarter-End Census, New Enrollments, and Disenrollments¹

Year	2022		2023	
Quarter	3	4	1	2
Quarter-End Census	5,523	5,587	5,678	5,534
New Enrollments	599	566	587	417
Disenrollments	493	524	529	559

Disenrollment Outcomes

Year	2022		2023	
Quarter	3	4	1	2
Deceased	126	139	127	141
Transferred to PSP/Other Program	61	66	72	58
Moved or No Longer Eligible	56	50	62	54
Need Otherwise Met	115	102	117	127
All Other Reasons Not Listed	4	7	3	6
Client Refused/Declined Services	63	81	74	109
Dissatisfied with Svc/Program	3	1	2	2
Entered Nursing Facility	65	77	71	62
Total	493	524	529	559

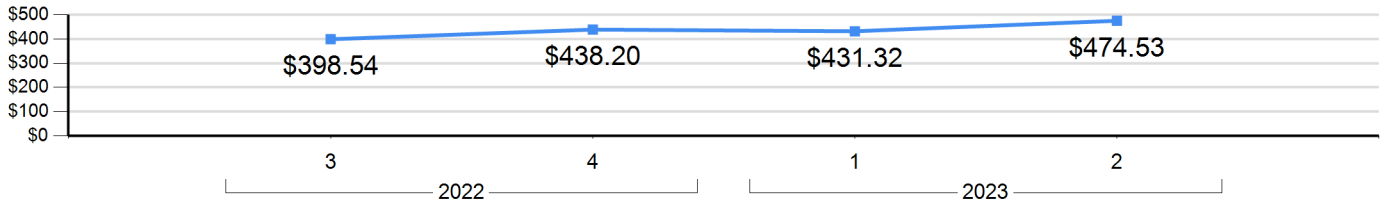


Hamilton County ESP

Quarter 2, 2023 (April - June 2023)

TRADITIONAL ESP SERVICE TRENDS

Average Monthly Cost per Client¹



Distinct Clients Served by Service Group¹²

Year	2022		2023	
Quarter	3	4	1	2
Consumer Directed Care	362	399	449	490
Electronic Monitoring	2,756	2,690	2,651	2,691
Home Care Assistance	2,192	2,092	2,156	2,193
Home Delivered Meals	2,773	2,802	2,887	2,923
Home Medical Equipment	198	186	223	235
Laundry Service	6	27	52	86
Other Services	277	260	223	236
Transportation	723	689	707	728
All Services (Unduplicated)	5,265	5,244	5,323	5,362

Units Billed by Service Group¹² Please see the notes page for unit of measure descriptions by service.

Year	2022		2023	
Quarter	3	4	1	2
Consumer Directed Care	25,399	23,709	40,923	40,190
Electronic Monitoring	8,362	8,091	6,815	9,020
Home Care Assistance	73,033	75,035	77,131	79,198
Home Delivered Meals	185,481	193,554	190,956	198,759
Home Medical Equipment	252	259	304	306
Laundry Service	6	73	197	310
Other Services	3,267	3,883	3,954	4,609
Transportation	10,329	9,617	10,962	10,898

Dollars Paid by Service Group (Purchased Services)¹²

Year	2022		2023	
Quarter	3	4	1	2
Consumer Directed Care	\$490,829	\$422,020	\$631,207	\$715,975
Electronic Monitoring	\$180,120	\$174,341	\$147,672	\$199,350
Home Care Assistance	\$1,789,446	\$1,928,434	\$1,944,842	\$1,986,913
Home Delivered Meals	\$1,785,094	\$2,037,794	\$1,882,061	\$1,958,623
Home Medical Equipment	\$87,330	\$95,562	\$96,331	\$134,447
Laundry Service	\$1,024	\$9,202	\$21,646	\$29,555
Other Services	\$346,114	\$379,318	\$410,652	\$484,276
Transportation	\$452,939	\$510,680	\$524,021	\$604,832
All Services	\$5,132,896	\$5,557,352	\$5,658,433	\$6,113,971

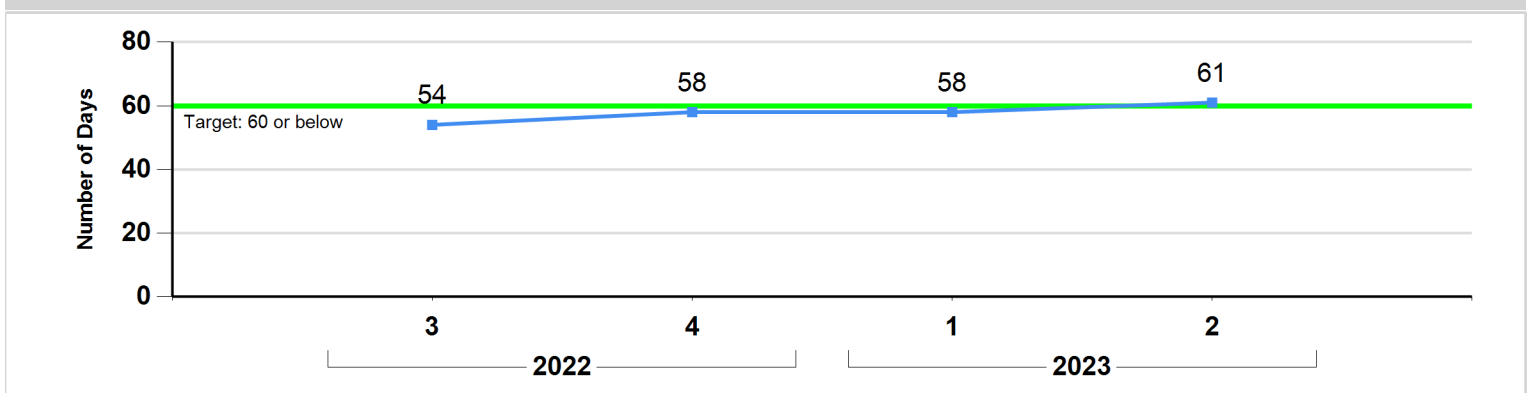
Total Clients Served, New Enrollments, Disenrollments

	2022		2023	
	Quarter 3	Quarter 4	Quarter 1	Quarter 2
New Enrollments	233	280	361	369
Disenrollments	207	235	306	320
Clients Transferred to ESP	94	106	127	132
	45.41%	45.11%	41.50%	41.25%

Enrollment by Setting

	2022		2023	
Enrollment Setting	Quarter 3	Quarter 4	Quarter 1	Quarter 2
Spousal Meals	2	12	16	23
Drake Rehab	3	4	3	6
Mercy Anderson Rehab	0	0	0	1
Miami Valley Hospital	1	0	0	0
Community	2	5	19	14
Mercy Hospital Network	51	50	63	84
The Christ Hospital	32	27	31	24
TriHealth Hospital Network	39	47	52	53
University of Cincinnati Hospital Network	20	25	27	30
Veterans Admin - VA	2	1	3	4
Other Hospital	5	4	3	4
Skilled Nursing Facilities	40	58	112	83
Rehabilitation Facilities	18	22	22	37
Not Captured	18	8	5	6
Total	233	280	361	369

Average Length of Stay



Hamilton County ESP FTH
Quarter 2, 2023 (April - June 2023)
FAST TRACK HOME SERVICE TRENDS

Distinct Clients Served by Service Group

Year	2022		2023	
Quarter	3	4	1	2
Electronic Monitoring	81	86	113	147
Home Care Assistance	42	58	75	83
Home Delivered Meals	167	210	271	318
Home Medical Equipment	79	106	146	185
Home Modification	43	38	59	91
Independent Living	1	0	0	0
Laundry Service	6	31	35	27
Transportation	34	34	35	55
All Services (Unduplicated)	251	311	388	470

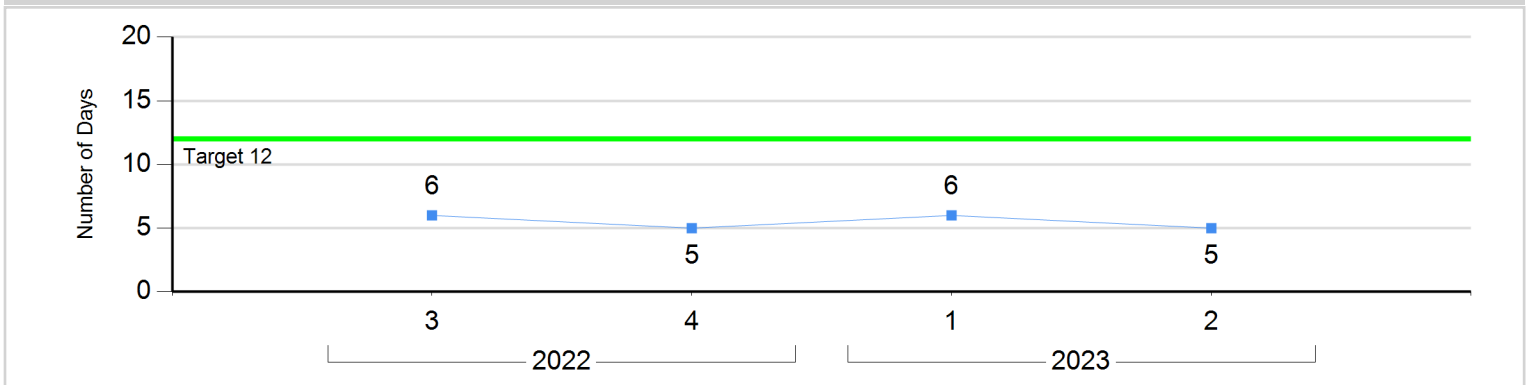
Units Billed by Service Group *Reference: Please see page 9 for unit of measure descriptions by service.*

Year	2022		2023	
Quarter	3	4	1	2
Electronic Monitoring	124	117	147	202
Home Care Assistance	275	486	710	885
Home Delivered Meals	4,738	6,570	8,385	9,047
Home Medical Equipment	154	214	315	425
Home Modification	46	39	60	98
Independent Living	1	0	0	0
Laundry Service	24	90	73	64
Transportation	204	229	303	448

Dollars Paid by Service Group (Purchased Services)

Year	2022		2023	
Quarter	3	4	1	2
Electronic Monitoring	\$2,729	\$2,323	\$3,021	\$4,771
Home Care Assistance	\$6,208	\$12,366	\$17,903	\$22,022
Home Delivered Meals	\$32,694	\$62,678	\$78,821	\$84,634
Home Medical Equipment	\$16,708	\$21,853	\$26,408	\$33,431
Home Modification	\$16,570	\$16,380	\$27,185	\$39,757
Independent Living	\$82	\$0	\$0	\$0
Laundry Service	\$1,690	\$4,812	\$3,666	\$3,163
Transportation	\$14,130	\$17,265	\$21,346	\$29,521
All Services	\$89,520	\$137,677	\$178,350	\$217,300

Average Number of Days from Intake Call to the Enrollment Assessment¹



Home Care Provider Network Referrals and Capacity

Year	Quarter	# Clients in Need of HCA & CDC	# Clients Not Matched with a Provider	% of Clients Not Matched with a Provider	% of Clts Receiving Traditional HCA	% of Clts Receiving CDC or AddnAide
2022	3	3,205	730	23%	68%	9%
2022	4	3,185	694	22%	66%	12%
2023	1	3,059	442	14%	70%	15%
2023	2	3,000	276	9%	73%	18%

Home Delivered Meals - Client Satisfaction Survey Results

Year	2022		2023	
Quarter	3	4	1	2
Overall Satisfaction	98.58%	98.30%	97.81%	98.30%
Good Choice of Meals Available	95.03%	95.40%	93.52%	94.20%

Home Care Assistance - Client Satisfaction Survey Results

Year	2022		2023	
Quarter	3	4	1	2
Overall Satisfaction	92.53%	91.90%	92.46%	93.13%
Aide is Dependable	90.06%	87.36%	90.65%	89.69%

Medical Transportation - Client Satisfaction Survey Results

Year	2022		2023	
Quarter	3	4	1	2
Overall Satisfaction	96.58%	95.49%	93.33%	98.42%
Service Returns Client Home Promptly	88.46%	92.96%	88.89%	94.74%

¹ As of Q1 2023, AddnAide client data has been added to the CDC client counts.

ESP Cost Savings Analysis

Referrals

Year	2022	2022	2023	2023
Quarter	Q3	Q4	Q1	Q2
Number of Members Assisted	85	63	51	35
Over the Counter (OTC)			14	0

Services Awarded

Year	2022	2022	2023	2023
Quarter	Q3	Q4	Q1	Q2
Emergency Response Service	16	14	9	11
Medical Transportation	20	14	20	14
Total	36	28	29	25

Annual Cost Savings

Year	2022	2023
Total Cost Savings	\$342,622	\$210,406

Hamilton County ESP

Quarter 2, 2023 (April - June 2023)

FINANCIALS: based on actual revenue & expenses as of June 30, 2023¹

	Annual Projected	Revised Annual Budget	Budget Variance	Percent Budget Variance
Revenue				
Tax Levy Appropriations	28,823,599	\$28,826,216	(\$2,618)	-0.01%
Federal & State Funding				
Title III B - Supportive Services	305,985	81,872	\$224,112	273.7%
Title III C2 - Home Delivered Meals	774,690	763,202	\$11,487	1.5%
Title III E - Caregiver Support	258,074	261,962	(\$3,888)	-1.5%
Alzheimer's	9,659	14,488	(\$4,829)	-33.3%
Nutrition Services Incentive Program (NSIP)	435,284	469,532	(\$34,248)	-7.3%
Senior Community Services	16,340	24,510	(\$8,170)	-33.3%
Other Federal (ARPA)	367,116	212,052	\$155,064	73.1%
Client Contributions				
Client Donations	2,260	1,979	\$281	14.2%
Co-Pays Received	462,909	351,627	\$111,282	31.6%
Total Revenue	31,455,916	\$31,007,442	\$448,474	1.4%
Expenses				
COA Expenses				
Administrative	1,919,845	1,819,294	(\$100,551)	-5.5%
Intake & Assessment	113,478	157,094	\$43,616	27.8%
FTH Case Management	1,061,127	1,133,046	\$71,919	6.3%
CaseMgmt incl. Transportation Coord.	4,990,353	4,949,495	(\$40,858)	-0.8%
Total COA Expenses	8,084,803	8,058,930	(25,873)	-0.3%
Purchased Services				
Home Care Assistance	\$7,710,367	\$7,265,966	(\$444,401)	-6.1%
Consumer Directed Care	2,670,489	2,211,621	(\$458,868)	-20.7%
Laundry Service	\$107,942	87,229	(\$20,713)	-23.7%
Independent Living	189,478	208,639	19,161	9.2%
Minor Home Modifications	646,703	578,745	(\$67,958)	-11.7%
Pest Control	109,322	57,304	(\$52,018)	-90.8%
Major House Cleaning	40,980	40,192	(\$788)	-2.0%
Home Medical Equipment	379,484	390,713	11,229	2.9%
Emergency Response Systems	674,562	633,975	(\$40,587)	-6.4%
Home Delivered Meals	7,552,651	7,842,504	289,853	3.7%
Adult Day Service	607,569	540,563	(\$67,006)	-12.4%
Adult Day Transportation	150,949	127,023	(\$23,926)	-18.8%
Medical Transportation	1,749,330	1,580,047	(\$169,283)	-10.7%
Non-Medical Transportation	395,960	383,388	(\$12,572)	-3.3%
Utility Assistance Program	1,000,000	1,000,000	0	0.0%
All Other Services	327	603	276	45.8%
* Less services charged to Healthy Aging Grant	(\$615,000)		615,000	0.0%
Gross Purchased Services	\$23,371,113	\$22,948,512	(\$422,601)	-1.8%
Gross Program Expenses	\$31,455,916	\$31,007,442	(\$448,474)	-1.4%
Client Census	5,231**	4,881	(350)	-7.2%
Cost of Services per Client	319.67	320.57	0.90	0.3%

* Includes Healthy Aging Grant Money from State Approved by the County.

** Projected year-end census

1. Census Trends

- A. Quarter-End Census by Program is a client count based on a one-day snapshot of clients with a status of 'Enrolled' or 'Suspended' on the last day of the quarter. It is used as an approximation of how many clients are being served on any given day.
1. The Service Trends section shows the client count based on billing data. This shows the number of clients whom services were delivered and invoiced. Given these differences, the quarter-end census and the client count for all services will not match.
- B. New Enrollments are calculated by taking the total number of clients who have an enrollment date during the quarter and an approved care plan.
- C. Disenrollment Outcomes
1. All Other Reasons Not Listed includes: Dissatisfied with Service/Program, Refused Cost, Share/Verification, Eviction, Health/Safety, and Unable to Meet Client Need.
 2. Client Non-Compliant includes: Declined Call/Visit, Delinquent Balance, Refused, Transfer to Passport/Other Program and Unable to Contact.
 3. Adding the difference between *New Enrollments* and *Disenrollments* in a given quarter to the previous *Quarter-end Census* may result in a discrepancy due to the timing of census reporting and back dating client enrollments and disenrollments.

2. Service Trends

- A. Average Monthly Cost per Client is based on the average monthly cost of Intake and Assessment, Administration, Care Management and Provider Services divided by the quarter-end census.
- B. Clients Served by Service Group is based on billing data. These numbers represent the unduplicated client counts within each service group and overall. The All Services client count will not equal the sum of the service group subtotals because many clients receive more than one service.
- C. Home Care includes homemaking, personal care, companion, and respite services.
- D. Other Services includes Environmental Services and Independent Living Assistance (Hamilton only).
- E. Dollars Paid by Service Group represents the total from the financial system. Clients Served and Units Billed represent when service was provided, dollars paid represents when services were paid.

3. FTH Census Trends

- A. Clients Enrolled in ESP is calculated by taking the clients who disenrolled from Fast Track Home within the quarter then determining the clients who have an active registration with the traditional ESP.
- B. Community Enrollment may include emergency referrals to ESP FastTrack service such as: Community Paramedicine, APS referral or other agency referral for FTH specific services.

4. FTH Service Trends

- A. Other Services includes Pest Control.

5. Unit of Measure Descriptions by Service

- A. Adult Day - Number of Days
- B. Consumer Directed Care - Number of Hours
- C. Electronic Monitoring - Number of Months
- D. Home Care - Number of Hours
- E. Home Delivered Meals - Number of Meals
- F. Medical Transportation - Number of Trips

6. **N/A:** This is displayed on a case-by-case basis, but is most frequently related to a rate or unit change. The metric should display data in subsequent quarters after the change has taken effect.

7. Benefit Cost Savings:

OTC Medicare cards help cover the cost of over-the-counter drugs for seniors enrolled in certain Medicare Advantage plans. Not every Medicare Advantage plan offers this benefit, and limitations vary between the plans that do.

Hamilton County Program Update Report September 2023

Home Care Assistance (HCA)

We have two new providers for HCA in Hamilton County, Right at Home and Western Hills Home Care. Right at Home covers all 6 zones in Hamilton County. Western Hills covers 3 zones in Hamilton County.

Transportation

Queen City Medical Transport, an ambulette transportation agency, was added to home52 transportation in August under the MOU agreement.

Home Medical Equipment (HME)

On 10/9/23, we will be hosting a provider fair for HME. This is a great opportunity for our staff to meet with our HME providers and ask questions and to discover the newest equipment on the market.

We are looking to publish an RFP for this service in the upcoming months. We are also wanting to make some minor changes to the HME Service Specification. Please see the attached copy showing the highlighted changes and a clean copy as well.

Environmental Services

We are experiencing a provider capacity issue in the area of major household cleaning, specifically bed bug preparation. Due to the shortage, COA will be bringing on additional environmental service providers. All Gone is currently contracted with COA under other funding sources and will be added to ESP.

Laundry Delivery Service

Memorandums of Understanding (MOU)s were sent to 3 laundry providers. Once the MOUs are executed, we will work with the providers to begin service.

Contract Termination impacting ESP Home Delivered Meals, Independent Living Assistance, and Transportation

Middletown Area Senior Citizens Inc. dba Central Connections was placed on hold for all new Home Delivered Meal (HDM) referrals on May 30th for ESP, PASSPORT, and MyCare Ohio programs. This was due to inadequate supplies to ensure safe delivery of nutritionally compliant meals.

On June 16th the hold for new referrals was expanded to include all services for ESP, PASSPORT, and MyCare Ohio Programs, which included Transportation, Independent Living Assistance (ILA), and HDM. This was due to inadequate staff to provide an acceptable level of service delivery.

A Quality Action Plan (QAP) was issued on June 19th as a result of inadequate supplies and inadequate staffing, with a request for evidence of sustainability to continue providing the contracted ESP and Title III services. Disciplinary Action was issued on June 28th to the Ohio Department of Aging (ODA) for non-compliance with service delivery requirements for the PASSPORT program. COA developed and activated a plan to provide HDM service for the week of June 19th-23rd using 3 contracted HDM providers. Onsite Monitoring began June 20th.

Central Connections was contracted to provide ESP HDM, ESP ILA, ESP Transportation, Title III Transportation, Title III Supportive Services, and Title III Congregate meals. On July 25, 2023 COA terminated their contract with Central Connections because of multiple breaches in their contract. The ESP clients being served by Central Connections have been assigned to other providers. Clients in the PASSPORT and MyCare Ohio programs were also reassigned to providers. Partners in Prime dba Meals on Wheels (MOW) of Butler County, Warren County Community Services (WCCS) and Meals on Wheels (MOW) of SW OH & N KY stepped up to assist these individuals. Those receiving Title III services were provided with resource information on who they could reach out to for needed services.

Senior Farmers Market Nutrition Program for 2023

We have 10 Farmers Markets participating in the program in Hamilton Co.

We have had 1239 participants sign up to receive coupons for the program. The last day to apply for the 2023 season is September 22, 2023. The final day to use the coupons is October 31, 2023.

Therapeutic Meal and Ohio Prescription Requirement Advocacy

COA (Council on Aging) and Meals on Wheels (MOW) of SW OH & N KY have been working with our government relations staff alongside the Commonsense Initiative to remove and/or loosen the therapeutic meal prescription requirement. From our work with the Commonsense initiative, we have been able to provide feedback on the proposed rule change. This rule change to the Older Americans Act Nutrition Program: Diet Orders, allowing the provider to provide a therapeutic meal to a consumer without a diet-order if it is the consumers preference to choose the therapeutic diet.

While we wait for this rule change to be accepted or rejected, the other way we have been looking to achieve the goal of client autonomy when it comes to their diet and choosing if they want to be on a therapeutic diet or not. Beginning October 1, 2023, the provider will no longer be responsible for collecting the client prescriptions, the client will be obtaining their own diet prescriptions. We are currently working with Providers and Case Managers in developing a process that will go into effect on October 1, 2023.

Alternate Meal Option Pilot – Official name Swipe ‘N’ Dine

The Swipe N’ Dine Pilot program continues with MOW of SW OH & N KY. They are still working with Sugar and Spice Diner in Hamilton County and Twin Dragons in Butler County. They are currently working with Frisch’s to pilot with up to 4 of their locations. They have 133 participants enrolled and had provided 606 meals by August 25, 2023. They are also working with the Cincinnati Public Library to potentially partner with them with this program. Deupree MOW will also be administering the Swipe “N” Dine program in October at the start of the new contracting cycle. MOW of SW OH & N KY is having meetings with Deupree MOW to see how they can expand their reach with the program.

Grocery Delivery Service

Central Connections’ ESP contract was terminated with COA on July 25, 2023. MOW of SW Ohio is still contracted to provide this service in Hamilton County. At the start of the next contracting cycle, on Oct 1, 2023, this program will be moving from a pilot to a Title III Supportive Service.

- MOW of SW OH and N KY is contracted to provide this service in Hamilton County. However, they have not fully focused on process development of this service and are waiting to grow this program once it has transitioned to a Title III Supportive Service.

Structural Compliance Reviews (SCRs) (a highlight indicates a change)

HAMILTON COUNTY ESP STRUCTURAL COMPLIANCE REVIEW SCHEDULE - 2023		
(Please find below the list of Hamilton County Providers of ESP Services and the tentative dates for annual review for 2023.)		
Hamilton County ESP Providers	Review Type	Review Tentative Date
360 Total Care	Annual	June 2023
A Best Home Care	Annual	Nov. 2023
A Miracle Home Care	Annual	Sept. 2023
Active Day of Cincinnati	Annual	Dec. 2023
A-List Cleaning & Transportation	Annual	Oct. 2023
Always There Homecare	Annual	Aug. 2023
Amaramedical Health Care Services, Inc.	Annual	Jan. 2023

American Ramp Systems / AmRamp	Bi-Ennial	Nov. 2023
Assisted Care by Black Stone	Annual	Apr. 2023
Bayley Adult Day Program	Annual	Sept. 2023
Bernens Medical Pharmacy	Bi-Ennial	Dec. 2023
Cincinnati Medical Transport	Bi-Ennial	Nov. 2023
Comfort and Care Home Health Agency	Annual	Sept. 2023
Custom Home Elevator & Lift Co.	Bi-Ennial	Aug. 2023
Day Share Senior Services	Annual	Dec. 2023
Deupree Meals on Wheels	Annual	Sept. 2023
Eastern Personnel Services	Annual	Dec. 2023
Elite Xpress Transportation LLC	Annual	Sept. 2023
Home First	Bi-Ennial	Dec. 2023
I Care Transportation LLC	Annual	Sept. 2023
Interim HomeStyles Greater Cincinnati	Annual	Oct. 2023
Kemper Shuttle Services	Annual	Jan. 2023
LCD Agency Services	Annual	Aug. 2023
LifeSpan Care Management	Annual	Dec. 2023
Lincoln Heights Outreach	Annual	Sept. 2023
Maple Knoll Outreach Services for Seniors	Annual	Dec. 2023

Mayerson JCC (Jewish Community Center)	Annual	Apr. 2023
MedAdapt Ltd.	Bi-Ennial	June 2023
Milts Termite & Pest Control	Bi-Ennial	Aug. 2023
Mullaney's Pharmacy & Medical Supply	Bi-Ennial	Aug. 2023
Northwest Adult Day Services	Annual	Nov. 2023
Nova Home Care	Annual	Dec. 2023
Ny's Transportation	Annual	Jan. 2023
People Working Cooperatively	Bi-Ennial	May 2023
Prime Home Care	Annual	Feb. 2023
Quality Care	Annual	Sept. 2023
Senior Helpers of Greater Cincinnati	Annual	Nov. 2023
St. Joseph Construction	Bi-Ennial	July 2023
Superior Home Care, Inc.	Annual	June 2023
Timmons Tender Care	Annual	Oct. 2023
Universal Transportation Systems (UTS)	Bi-Ennial	March 2023
Wesley/Meals on Wheels of Southwest OH & Northern KY	Annual	Apr. 2023

2023 Draft Request for Proposal Schedule

COA has revised the proposed 2023 Request for Proposals (RFPs) schedule. Our intent is to issue the following RFPs during 2023:

- Title III – This RFP also contained Home Delivered Meals and Adult Day Services, was published April 17, 2023 and closed May 17, 2023. Award notices went out to bidders on August 18, 2023.
- Home Medical Equipment – proposed to be published late in Quarter Three.

- In alignment with the goal of program modernization of our meal programs, COA has made the decision to forego a catering contract as of 10/1/2023.

We will continue to monitor client service needs as the year progresses to determine if any additional RFPs need to be published this upcoming year.

COA is pleased to announce a new process for Procurement (RFQs, RFIs and RFPs) in 2023. COA is using Bonfire, a competitive bidding platform for proposal information and submissions. Electronic Procurement ensures 100% compliance with submission requirements and leads to evaluation efficiencies.

The RFP evaluations will have 3 categories:

- **Financial Analysis and Stability:** Proposals will be scored on their agency's demonstration of financial stability.
- **The Organization and Capabilities Overview:** Focus will include- emergency preparedness, quality improvement and service delivery to meet the changing needs of the older adults. Proposals demonstrating a county presence will receive additional scoring.
- **Pricing:** Does the Proposal demonstrate competitive pricing with respect to other proposals received?

Hamilton County ESP

Home Delivered Meals and Adult Day Service

RFP Update and Funding Awards FY 2024



9/12/23

Request for Proposals:

Home delivered meals (HDM), Adult Day, and Adult Day Transportation service request for proposal was issued by COA on April 17, 2023. The proposal responses were due on May 17, 2023, with a contract effective date of October 1, 2023.

Due to insufficient Adult Day Responses, an additional RFP was re-released on June 19th with proposals due on July 7th. Otterbein Adult Day had not originally responded but did so with the re-release of the RFP.

Award Decision Process:

1. An independent team reviewed and scored each proposal.
2. Provider score and history are reviewed.
3. Bid unit rates were evaluated to determine if a ceiling rate was necessary or not based on standard deviation. Bid responses were evaluated to determine their ability to meet current program capacity needs.

Providers and Service:

1. Home Delivered Meals:
 - a. The cost of a majority of services increased from the prior RFP and the rate requested was honored.
 - b. Clossman (GA Foods) was not awarded a contract as they could not provide all types of meals, which was a requirement of the RFP.
 - c. Maple Knoll has expanded into all zones within the county.
 - d. Meals on Wheels of SW Oh. & N. Ky lowered their weekly rate by an average of \$.64, and their therapeutic rate by \$.20.
 - e. Mayerson decreased their daily rate by an average of \$1.56/meal and decreased their weekly rate by an average of \$2.29.
 - f. Deupree lowered their weekly rate by an average of \$.70.
2. Senior Buildings have been designated as a single provider building if there is a minimum of 15 clients and a cost savings of at least 5% and \$1,000 over offering the building to multiple providers. The single provider awarded the senior building must have capacity and the lowest cost per meal bid based on regular weekly meal rates. Awarding all the meal deliveries to one provider often results in cost savings. The following buildings have been awarded to Meals on Wheels of SW Oh. & N. Ky.
 - a. St. Francis Ct.

Hamilton County ESP

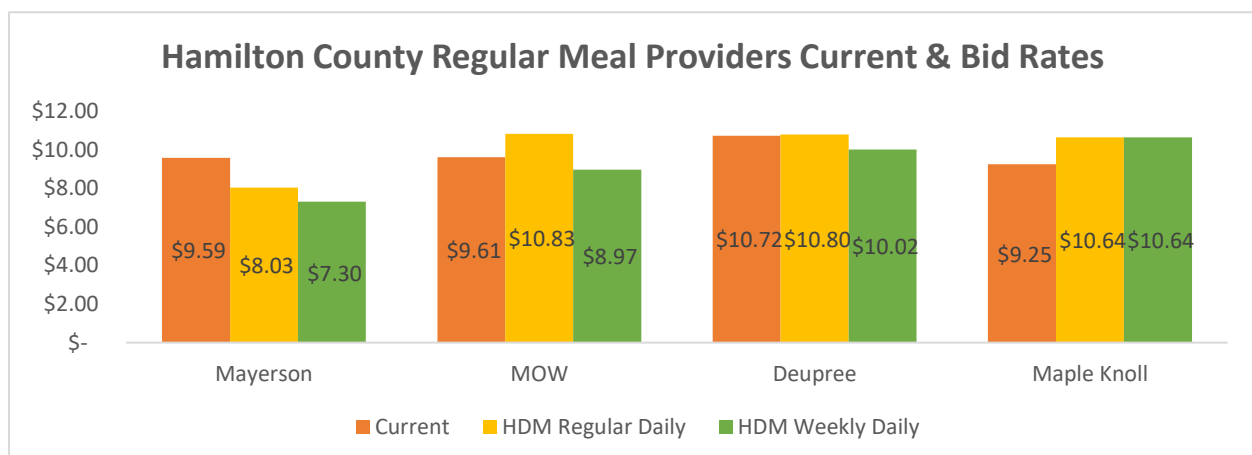
Home Delivered Meals and Adult Day Service

RFP Update and Funding Awards FY 2024



- b. Booth Residence
 - c. Clifton Place
 - d. Courtyard Apartments
 - e. Hillcrest Elderly Apartments
 - f. Ridgewood II Apartments
 - g. Valley Active Senior Living
 - h. The Meadows
3. Adult Day Service and Adult Day Transportation:
- a. 360 Total Care are new providers to Hamilton County.
 - b. Ceiling rates were applied specifically to adult day Enhanced, Intensive and for Adult Day Transportation service whose rates were more than 20% higher than the next highest rate. The ceiling rates were calculated based on a standard deviation:
 - i. Intensive: A standard deviation of 0.5 was applied and impacted 360 Total Care.
 - ii. Enhanced: A standard deviation of 1.5 was applied and impacted 360 Total Care.
 - 1. A floor of \$40.00 is being applied for Otterbein, Northwest, DayShare and Lincoln Heights with an average of 3% increases for each year.
 - iii. Transportation: A standard deviation of 0.5 was applied to all. This affected 360 Total Care.

Home Delivered Meal Providers Average Rates:



Hamilton County ESP

Home Delivered Meals and Adult Day Service

RFP Update and Funding Awards FY 2024



Average Meal Rate with the Yearly Difference

Providers:	Daily HDM			Weekly HDM			Therapeutic HDM		
	2023	2024		2023	2024		2023	2024	
Mayerson	\$9.59	\$8.03	-16.3%	\$9.59	\$7.30	-23.9%	\$9.59	\$10.74	12.0%
Meas on Wheels	\$9.61	\$10.83	12.7%	\$9.61	\$8.97	-6.7%	\$9.61	\$9.41	-2.1%
Deupree	\$10.70	\$10.80	0.9%	\$10.72	\$10.02	-6.75%	\$10.70	\$11.00	2.8%
Maple Knoll	\$9.25	\$10.64	15.0%	\$9.59	\$10.64	10.9%	\$9.25	\$13.06	41.2%

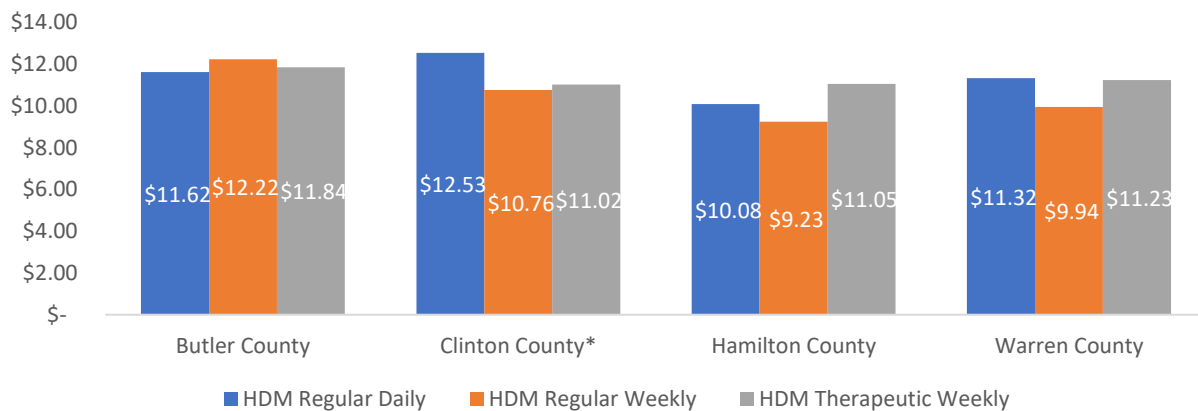
Overall Rates and Rate Increases for HDM - Current and Bid Prices

Current	\$9.32	
Year 1	\$9.32	-0.04%
Year 2	\$9.52	2.16%
Year 3	\$9.76	2.47%
Year 4	\$10.12	3.74%
Year 5	\$10.51	3.81%

Current rates are averages of current contracted rates by provider and meal type.

Year 1 through 5 rates are calculated using a weighted average of all bidders and all meal types provided, with weights based on current (2023) actual breakdown of provider, zone, and meal type.

Average Contracted Rates, Regular Daily & Weekly and Therapeutic Weekly Meals (Year 1)



*Clinton County Average is excluding Mayerson, since we anticipate very few Kosher meals will be needed in the county, and the bid price was a significant outlier at \$30/meal.

Average Rates calculated by taking the average price for each bidder (over all the zones they bid in any given county) for each meal type. Then all bidders in that county were averaged for the meal type.

ELDERLY SERVICES PROGRAM (ESPSM)

HOME MEDICAL EQUIPMENT

SERVICE SPECIFICATION

~~2019/2020~~

EFFECTIVE

~~APRIL 2019 (BCESP) (CCESP) (HCESP)~~

~~SEPTEMBER 2020 (WCESP)~~

September 2023

(BCESP) (CCESP) (HCESP) (WCESP)

Home Medical Equipment Service Specification

1.0 OBJECTIVE

Home Medical Equipment (HME) provides rented or purchased medical equipment or supplies to clients to promote independence and safety in their home. Home Medical Equipment under the Elderly Service Program (ESP) is limited to items not covered by third -party payors, Medicare, or the state Medicaid plan. ESP will attempt to bill insurance for covered items but may cover the cost of the item if it is determined insurance will not cover the item. ~~Home Medical Equipment under the Elderly Services Program (ESP) is limited to items not covered by third party payors, Medicare, or the state Medicaid plan.~~

2.0 UNIT OF SERVICE

- 2.1 A unit of service is the item purchased or rented.
- 2.2 The unit rate is the ESP contracted purchase or rental price for the item. Rental amount, over time, is not to exceed the purchase price of the item or to exceed 13 months.-

3.0 PROVIDER REQUIREMENTS

- 3.1 The Provider must follow current ESP guidelines for items reimbursable by Medicare/Medicaid, MCO, or any third-party payer referred by the ESP staff member and ordered by the medical professional.
- 3.2 The Provider may only bill for the price established in the original price quote. The Provider shall purchase, deliver, ~~educate~~educate, and install, as applicable, the authorized items before submitting a bill to ESP. Any cost revisions to the original quote must have prior authorization.
- 3.3 The Provider must furnish professional ongoing assistance when needed to evaluate and adjust products delivered, or to instruct clients/caregivers in the use of HME products and assembly as applicable.
 - (a) The Provider must assume liability for equipment warranties and, therefore, install, maintain, and/or replace any defective parts or items, as specified in appropriate warranties.
 - (b) Replacement items or parts for rented equipment will not be reimbursed if damage is not related to normal wear and tear.
 - (c) The provider will notify the ESP staff member of ~~expected~~the expected date of repair or replacement.

4.0 DELIVERY, INSTALLATION, EDUCATION AND VERIFICATION

- 4.1 The Provider shall verify successful completion of delivery, installation, and education provided to the client. Client signature, or designee signature, will be obtained to verify service delivery. For those items that do not require installation and education, the Provider may use a common carrier to deliver the HME. The provider shall verify successful delivery by using the carrier's tracking statement or number in replacement of the client signature to verify the delivery.
- 4.2 The Provider must maintain individual client records documenting delivery and/or common carrier shipping record, installation of equipment, and education of equipment, when applicable.
- 4.3 The Provider may not bill until after delivery of the HME.
- 4.4 The Provider must inform the ESP staff member if an item is on backorder once they are aware. They must provide an estimated delivery date if known.

5.0 INSURANCE REQUIREMENTS

- 5.1 For HME items covered by Medicare, COA will seek to procure Providers identified through the Medicare Competitive Bid Process for applicable equipment in the affected areas.
- 5.2 A purchase price for items billable directly to ESP will be established during the Referral or RFP process.
- 5.3 The Provider must obtain prior approval from the COA staff member before billing ESP for any item deemed to be covered by another funding source.
- 5.4 COA may not pay for an item that is deemed to be covered by another payer source without supporting documentation. Supporting documentation will be reviewed prior to ESP reimbursing the provider for an item that may be covered by other insurance.

Option 1 - Hamilton County Elderly Services Program						
Levy Projection - COA Recommended - gradually increase the wait list each year						
LATEST COA PROJECTION: Aug 2023						
	Year 1 2023 Projected	Year 2 2024 Projected	Year 3 2025 Projected	Year 4 2026 Projected	Year 5 2027 Projected	5-Year Total
Revenue						
Beginning Fund Balance	26,632,779	22,619,010	21,183,574	17,967,096	12,411,622	26,632,779
Levy Revenue (Cash Basis)	26,459,830	26,595,944	26,732,057	26,868,170	27,004,283	133,660,284
<i>COA Levy Draw</i>	<i>28,823,599</i>	<i>26,481,380</i>	<i>28,398,535</i>	<i>30,873,645</i>	<i>31,668,920</i>	<i>146,246,078</i>
Title III and State Funding (Accrual Basis)	2,167,148	1,211,368	1,211,368	1,211,368	1,211,368	7,012,621
Client Donations (Accrual Basis)	2,260	1,915	1,816	1,764	1,717	9,471
Client Co-Payments (Accrual Basis)	462,909	373,769	373,010	357,822	349,641	1,917,151
Total Revenue to support ESP	31,455,916	28,068,432	29,984,729	32,444,599	33,231,646	155,185,321
Total Available Revenue (incl. previous year carryover)	55,724,926	50,802,006	49,501,825	46,406,220	40,978,631	169,232,306
COA Operational Expenses						
Provider Services ESP (Accrual Basis)	22,218,892	20,588,163	20,339,669	22,252,371	22,776,150	108,175,246
Healthy Aging Grant	(615,000)	(1,841,719)	-	-	-	(2,456,719)
Provider Services FTH (Accrual Basis)	767,221	865,382	877,830	894,855	917,692	4,322,979
Intake & Assessment (Accrual Basis)	113,478	146,077	150,460	154,974	159,623	724,611
Care Management (Accrual Basis)	4,791,350	4,284,124	4,386,508	4,719,997	4,864,477	23,046,456
<i>FTH Care Management</i>	<i>1,061,127</i>	<i>1,092,961</i>	<i>1,125,750</i>	<i>1,159,522</i>	<i>1,194,308</i>	<i>5,633,668</i>
<i>On-Demand Transportation</i>	<i>199,003</i>	<i>220,346</i>	<i>274,459</i>	<i>282,693</i>	<i>291,174</i>	<i>1,267,675</i>
<i>Home Modification program</i>	<i>1,000,000</i>	<i>1,000,000</i>	<i>1,000,000</i>	<i>1,000,000</i>	<i>1,000,000</i>	<i>5,000,000</i>
Program Management (Accrual Basis)	1,919,845	1,713,097	1,830,054	1,980,187	2,028,223	9,471,405
Total COA Operational Expenditures	31,455,916	28,068,432	29,984,729	32,444,599	33,231,646	155,185,321
Job and Family Services (Cash Basis)	400,000	400,000	400,000	400,000	400,000	2,000,000
Veteran's Services (Cash Basis)	250,000	250,000	250,000	250,000	250,000	1,250,000
Levy Administration (Cash Basis)	500,000	400,000	400,000	400,000	500,000	2,200,000
Senior Homeless Medical	250,000	250,000	250,000	250,000	250,000	1,250,000
Care for Caregivers	250,000	250,000	250,000	250,000	250,000	1,250,000
						-
Total Levy Expenditures	33,105,916	29,618,432	31,534,729	33,994,599	34,881,646	163,135,321
	-					
Actual & Estimated Median Fund Balance	22,619,010	\$21,183,574	\$17,967,096	\$12,411,622	\$6,096,985	6,096,985
	-					
Year Ending Client Census (Includes FTH)	5,231	4,915	4,831	4,680	4,594	
Annual Clients Served	8,969	8,175	7,766	7,548	7,306	

Assumptions:

Census - traditional ESP census is derived using market penetration - a decreasing rate was used to maintain the ending fund balance for the cycle at approved levels; current rate is 32.4%. FTH Census is projected to increase on average 1-2 clients monthly, plateauing at 306 on average.
Levy revenue is at the level projected by county auditor for 2023-2027 cycle

Title III funds to be blended into the program are at pre-pandemic level \$1,211,368 annually, except for 2023 when COA will blend additional ARPA funds

Annual non-COA expenditures have been extended through this cycle, using average values from current cycle, for a 5 year total at \$8

Home Modification program expenses of \$1,000,000 are reflected in each year for this cycle

Intake & Assessment expenses are based on budgeted salaries; Care Management expenses are based on a PMPM cost that is limited up to 15 percentage of total cost

Provider Services are forecasted on a Cost per Client basis:

- Home Delivered Meals - the increase in Cost per client reflect the weighted average yearly increase prices, as submitted in the most recent RFP bids; this calculated increase was applied in Q4, starting with 2024.

- HCA rates are calculated based on cost per client, with consideration given to utilization of service (# clients using service) and intensity (# of units per client using service); Every October the estimated cost is increased based on a weighted average of the RFP bids for this service

- Consumer Directed Care has a projected CPC increase of 20% in 2022, due to the switch from Acumen to Palco as a financial intermediary, and the launch of the app which should increase the census of population served. A 5% increase in cost is projected in subsequent years.

- Adult Day Services and Transportation are projected at pre-pandemic utilization levels, with cost adjusted to reflect the new RFP bids

- Transportation coordination is projected at \$200,000 in 2023 with a 3% yearly increase starting in 2024

- Consumer Directed Care has seen a significant increase in 2023 - it is estimated to grow 5% each year due to higher utilization and increased salaries

In 2024, COA is expecting to receive the Healthy Aging grant, in the amount of \$2,456,719, which is the amount allocated to Hamilton County. COA would use this grant to reduce the Provider services cost to the county, and in effect have a lower Admin cost base, which will also reduce the Program Management cost to the county.

Option 2 - Hamilton County Elderly Services Program						
Levy Projection - COA Recommended - gradually increase the wait list each year						
LATEST COA PROJECTION: Aug 2023						
	Year 1 2023 Projected	Year 2 2024 Projected	Year 3 2025 Projected	Year 4 2026 Projected	Year 5 2027 Projected	5-Year Total
Revenue						
Beginning Fund Balance	26,632,779	21,964,035	18,935,909	16,801,294	11,950,086	26,632,779
Levy Revenue (Cash Basis)	26,459,830	26,595,944	26,732,057	26,868,170	27,004,283	133,660,284
<i>COA Levy Draw</i>	<i>29,478,574</i>	<i>28,074,070</i>	<i>27,316,672</i>	<i>30,169,378</i>	<i>31,211,283</i>	<i>146,249,977</i>
Title III and State Funding (Accrual Basis)	2,167,148	1,211,368	1,211,368	1,211,368	1,211,368	7,012,621
Client Donations (Accrual Basis)	2,260	1,882	1,744	1,690	1,673	9,249
Client Co-Payments (Accrual Basis)	462,909	367,151	358,236	343,004	340,786	1,872,086
Total Revenue to support ESP	32,110,891	29,654,471	28,888,020	31,725,440	32,765,110	155,143,933
Total Available Revenue (incl. previous year carryover)	55,724,926	50,140,380	47,239,314	45,225,526	40,508,196	169,187,019
COA Operational Expenses						
Provider Services ESP (Accrual Basis)	22,218,892	20,227,452	19,543,846	21,714,545	22,447,341	106,152,076
Provider Services FTH (Accrual Basis)	767,221	865,382	877,830	894,855	917,692	4,322,979
Intake & Assessment (Accrual Basis)	113,478	146,077	150,460	154,974	159,623	724,611
Care Management (Accrual Basis)	4,791,350	4,292,356	4,152,557	4,582,557	4,755,225	22,574,045
<i>FTH Care Management</i>	<i>1,061,127</i>	<i>1,092,961</i>	<i>1,125,750</i>	<i>1,159,522</i>	<i>1,194,308</i>	<i>5,633,668</i>
<i>On-Demand Transportation</i>	<i>199,003</i>	<i>220,346</i>	<i>274,459</i>	<i>282,693</i>	<i>291,174</i>	<i>1,267,675</i>
<i>Home Modification program</i>	<i>1,000,000</i>	<i>1,000,000</i>	<i>1,000,000</i>	<i>1,000,000</i>	<i>1,000,000</i>	<i>5,000,000</i>
Program Management (Accrual Basis)	1,959,820	1,809,897	1,763,119	1,936,294	1,999,749	9,468,879
Total COA Operational Expenditures	32,110,891	29,654,471	28,888,020	31,725,440	32,765,110	155,143,933
Job and Family Services (Cash Basis)	400,000	400,000	400,000	400,000	400,000	2,000,000
Veteran's Services (Cash Basis)	250,000	250,000	250,000	250,000	250,000	1,250,000
Levy Administration (Cash Basis)	500,000	400,000	400,000	400,000	500,000	2,200,000
Senior Homeless Medical	250,000	250,000	250,000	250,000	250,000	1,250,000
Care for Caregivers	250,000	250,000	250,000	250,000	250,000	1,250,000
						-
Total Levy Expenditures	33,760,891	31,204,471	30,438,020	33,275,440	34,415,110	163,093,933
	-					
Actual & Estimated Median Fund Balance	21,964,035	\$18,935,909	\$16,801,294	\$11,950,086	\$6,093,086	6,093,086
	-					
Year Ending Client Census (Includes FTH)	5,231	4,760	4,628	4,512	4,534	

Annual Clients Served	8,969	8,076	7,483	7,240	7,101
------------------------------	--------------	--------------	--------------	--------------	--------------

Assumptions:

- Census - traditional ESP census is derived using market penetration - a decreasing rate was used to maintain the ending fund balance at approved levels; current rate is 32.4%. FTH Census is projected to increase on average 1-2 clients monthly, plateauing at 306 on aver
- Levy revenue is at the level projected by county auditor for 2023-2027 cycl
- Title III funds to be blended into the program are at pre-pandemic level \$1,211,368 annually, except for 2023 when COA will blend additional ARPA fundi
- Annual non-COA expenditures have been extended through this cycle, using average values from current cycle, for a 5 year total at \$8
- Home Modification program expenses of \$1,000,000 are reflected in each year for this cyci
- Intake & Assessment expenses are based on budgeted salaries; Care Management expenses are based on a PMPM cost that is limited up to 15 percentage of total cc
- Provider Services are forecasted on a Cost per Client basi:
 - Home Delivered Meals - the increase in Cost per client reflect the weighted average yearly increase prices, as submitted in the most recent RFP bids; this calculated increase was applied in Q4, starting with 2024.
 - HCA rates are calculated based on cost per client, with consideration given to utilization of service (# clients using service) and intensity (# of units per client using service); Every october the estimated cost is increase based on a weighted average of the RFP bids for this service
 - Consumer Directed Care has a projected CPC increase of 20% in 2022, due to the switch from Acumen to Palco as a financial intermediary, and the launch of the app which should increase the census of population served. A 5% increase in cost is projected in subsequent years.
 - Adult Day Services and Transportation are projected at pre-pandemic utilization levels, with cost adjusted to reflect the new RFP bi
 - Transportation coordination is projected at \$200,000 in 2023 with a 3% yearly increase starting in 202
 - Consumer Directed Care has seen a significant increase in 2023 - it is estimated to grow 5% each year due to higher utilization and increased salari

**Option 1: Draft Budget Highlights
For the Hamilton County Elderly Services Program
For the Program Year January 1, 2024 – December 31, 2024**

Client Census:

- Program year 2023 – is projected to end the program year with 5,231 (Fast Track 290 Clients and Traditional ESP 4,941). This represents a net growth of 356 clients (or 6.8%) for the year.
- Program year 2024 – A decrease in client census to 4,861 will be needed. Managed enrollment will be required in order to stay within the 5-year levy plan.

Tax Levy Revenue:

- The amount of Tax levy money needed in 2024 is \$27.9 million, which is a decrease of \$891,659 or -3.1% when compared to the 2023 projected spending.

Client Co-payment:

- Are projected to be \$371,463 in 2023, which is a decrease from the current amount of \$462,909 for 2023 projected spending.

Client Donations:

- Donations are collected for home delivered meals. Donations are projected to be \$1,904 in 2024. This is a decrease of \$356 from 2022.

Title III and State Funding:

- Traditional Title III and Alzheimer's funding are expected to remain at last year's amounts. The one-time Federal ARPA revenue is gone which is why there is a reduction of \$955,780 from 2023.

Provider Services:

- We are projecting an increase of 2% in this category when compared to current spending projections. We are expecting an increase in Home Delivered Meals, Adult Day Services, and Adult Day Transportation from our most recent RFP awards. The increase will go into effect on 10/1/2023. This assumes the inclusion of Healthy Aging funding to the county in the amount of \$1.8 million. This is a direct reduction in the cost of in-home services, without any administrative expense.

Intake & Assessment:

- Spending is projected to grow to \$153,381 in 2024, which is an increase of \$39,903 (35%) from 2023 projected spending.

Transportation Coordination:

- Spending is projected to grow to \$231,363 in 2024, which is an increase of \$32,360 (16%) from 2023 projected spending.

Case Management:

- Budget amount reflects the staffing needs based on the number of clients in the program.

Home Modification Program:

- This is funding for seniors in Hamilton County who need critical or minor repairs done to their house to enable them to remain safe in their homes

COA Administration:

- Budget amount is based on a 6.5% rate in our contract with Hamilton County. It is based on 6.5% of the combined services of intake, transportation coordination, case management, and provider services. The Healthy Aging grant offset reduces the administrative cost by \$119,712

Hamilton County Elderly Services Program
Option 1: Draft Budget
January 1, 2024 - December 31, 2024

				<u>% Change</u>	
	2024 Proposed Budget	2023 Budget	2023 Projected	2024 Budget to 2023 Projected	2024 Budget to 2023 Budget
Revenue					
Hamilton County Levy					
Levy Appropriations	\$ 27,931,939	\$ 28,826,216	\$ 28,823,599	-3.1%	-3.1%
Total County Levy Funding	27,931,939	28,826,216	28,823,599	-3.1%	-3.1%
Client Co-Payment	371,463	351,627	462,909	-19.8%	5.6%
Client Donations	1,904	1,979	2,260	-15.8%	-3.8%
Title III and State Funding	1,211,368	1,827,619	2,167,148	-44.1%	-33.7%
Total Revenue	\$ 29,516,674	\$ 31,007,441	\$ 31,455,916	-6.2%	-4.8%
Expenses					
Client Services					
Intake & Assessment	\$ 153,381	\$ 157,094	\$ 113,478	35.2%	-2.4%
Transportation Coordination	\$ 231,363	\$ 199,003	\$ 199,003	16.3%	16.3%
FTH Case Management	\$ 1,147,609	\$ 1,133,046	\$ 1,061,127	8.2%	1.3%
Care Management	\$ 4,498,330	\$ 4,750,492	4,791,350	-6.1%	-5.3%
Provider Services	\$ 22,526,222	\$ 21,948,512	22,986,113	-2.0%	2.6%
Home Modification Program	\$ 1,000,000	\$ 1,000,000	1,000,000	0.0%	0.0%
Healthy Aging Grant	\$ (1,841,719)		(615,000)		
Total Client Services	27,715,186	29,188,147	29,536,071	-6.2%	-5.0%
COA Administration	1,801,487	1,819,294	1,919,845	-6.2%	-1.0%
Total Expenses	\$ 29,516,674	\$ 31,007,441	\$ 31,455,916	-6.2%	-4.8%

<p>Average Daily Census for 2024 is projected to decrease by 7.1% from 2023 year end Projections A 5% contingency is added to account for deviations in client enrollment and cost assumptions. Heathly Aging Grant is money from the State with County approval</p>
--

**Option 2: Draft Budget Highlights
For the Hamilton County Elderly Services Program
For the Program Year January 1, 2024 – December 31, 2024**

Client Census:

- Program year 2023 – is projected to end the program year with 5,231 (Fast Track 290 Clients and Traditional ESP 4,941). This represents a net growth of 356 clients (or 6.8%) for the year.
- Program year 2024 – A decrease in client census to 4,861 will be needed. Managed enrollment will be required in order to stay within the 5-year levy plan.

Tax Levy Revenue:

- The amount of Tax levy money needed in 2024 is \$29.9 million, which is an increase of \$414,796 or 1.4% when compared to the 2023 projected spending.

Client Co-payment:

- Are projected to be \$371,463 in 2023, which is a decrease from the current amount of \$462,909 for 2023 projected spending.

Client Donations:

- Donations are collected for home delivered meals. Donations are projected to be \$1,904 in 2024. This is a decrease of \$356 from 2022.

Title III and State Funding:

- Traditional Title III and Alzheimer's funding are expected to remain at last year's amounts. The one-time Federal ARPA revenue is gone which is why there is a reduction of \$955,780 from 2023.

Provider Services:

- We are projecting an increase of 2% in this category when compared to current spending projections. We are expecting an increase in Home Delivered Meals, Adult Day Services, and Adult Day Transportation from our most recent RFP awards. The increase will go into effect on 10/1/2023.

Intake & Assessment:

- Spending is projected to grow to \$153,381 in 2024, which is an increase of \$39,903 (35%) from 2023 projected spending.

Transportation Coordination:

- Spending is projected to grow to \$231,363 in 2024, which is an increase of \$32,360 (16%) from 2023 projected spending.

Case Management:

- Budget amount reflects the staffing needs based on the number of clients in the program.

Home Modification Program:

- This is funding for seniors in Hamilton County who need critical or minor repairs done to their house to enable them to remain safe in their homes

COA Administration:

- Budget amount is based on a 6.5% rate in our contract with Hamilton County. It is based on 6.5% of the combined services of intake, transportation coordination, case management, and provider services.

Hamilton County Elderly Services Program
Option 2: Draft Budget
January 1, 2024 - December 31, 2024

				<u>% Change</u>	
	2024 Proposed Budget	2023 Budget	2023 Projected	2024 Budget to 2023 Projected	2024 Budget to 2023 Budget
Revenue					
Hamilton County Levy					
Levy Appropriations	\$ 29,893,370	\$ 28,826,216	\$ 29,478,574	1.4%	3.7%
Total County Levy Funding	29,893,370	28,826,216	29,478,574	1.4%	3.7%
Client Co-Payment	371,463	351,627	462,909	-19.8%	5.6%
Client Donations	1,904	1,979	2,260	-15.8%	-3.8%
Title III and State Funding	1,211,368	1,827,619	2,167,148	-44.1%	-33.7%
Total Revenue	\$ 31,478,105	\$ 31,007,441	\$ 32,110,891	-2.0%	1.5%
Expenses					
Client Services					
Intake & Assessment	\$ 153,381	\$ 157,094	\$ 113,478	35.2%	-2.4%
Transportation Coordination	\$ 231,363	\$ 199,003	\$ 199,003	16.3%	16.3%
FTH Case Management	\$ 1,147,609	\$ 1,133,046	\$ 1,061,127	8.2%	1.3%
Care Management	\$ 4,498,330	\$ 4,750,492	4,791,350	-6.1%	-5.3%
Provider Services	\$ 22,526,222	\$ 21,948,512	22,986,113	-2.0%	2.6%
Home Modification Program	\$ 1,000,000	\$ 1,000,000	1,000,000	0.0%	0.0%
Healthy Aging Grant					
Total Client Services	29,556,905	29,188,147	30,151,071	-2.0%	1.3%
COA Administration	1,921,199	1,819,294	1,959,820	-2.0%	5.6%
Total Expenses	\$ 31,478,105	\$ 31,007,441	\$ 32,110,891	-2.0%	1.5%

<p>Average Daily Census for 2024 is projected to decrease by 7.1% from 2023 year end Projections A 5% contingency is added to account for deviations in client enrollment and cost assumptions. Managed enrollment will be needed to stay within the 5 year spending plan.</p>
