



# COUNTY OF ERIE

**MARK C. POLONCARZ**

COUNTY EXECUTIVE

June 10, 2014

Erie County Legislature  
92 Franklin Street, 4<sup>th</sup> Floor  
Buffalo, New York 14202

**Re: Authorization to contract with Managed Long Term Care companies to provide congregate meals for their elderly and disabled clients**

Dear Honorable Members:

The attached resolution requests authorization for the Department of Senior Services to contract with Managed Long Term Care companies, authorized by the State of New York to operate in Erie County, and provide congregate meals to their elderly clients.

Should your Honorable Body require any further information, I encourage you to contact the Department of Senior Services. Thank you for your consideration on this matter.

Sincerely yours,

A handwritten signature in blue ink that reads "Mark Poloncarz".

Mark C. Poloncarz, Esq.  
Erie County Executive

MCP/mc  
Enclosure

cc: Randall Hoak, Commissioner, Department of Senior Services

## **MEMORANDUM**

**To:** Honorable Members of the Erie County Legislature  
**From:** Department of Senior Services  
**Re:** Authorization to contract with Managed Long Term Care companies to provide congregate meals for their elderly and disabled clients.  
**Date:** June 10, 2014

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### **SUMMARY**

Approve the attached resolution to authorize the County Executive to contract with Managed Long Term Care Companies (MLTCC), authorized by the State of New York to operate in Erie County, to provide congregate meals to their elderly and disabled clients, for the period 7/1/14 through 12/31/14.

### **FISCAL IMPLICATIONS**

No additional County funds are required, as these will be revenue generating contracts. Although revenues are expected to be minimal initially, the potential exists for this developing into a source of funds that can supplement existing Federal, State and County monies supporting the congregate meal program.

### **REASONS FOR RECOMMENDATION**

MLTCC have recently begun contracting with other Area Agencies on Aging, including Niagara County, for the provision of congregate meals for the companies' elderly clients. Through 45 congregate senior dining sites, spread throughout the County, the Department of Senior Services has the existing ability to provide hot, nutritious lunches in safe and senior friendly environments to MLTCC clients.

### **BACKGROUND INFORMATION**

The Patient Protection and Affordable Care Act is creating significant growth in the Medicaid managed care market, as states increasingly exercise the option to shift high risk populations into managed care. New York State has also made the decision to place individuals receiving long-term services and supports, such as congregate meals, into managed long term care plans (MLTC). Currently, this population consumes a large portion of a state's Medicaid budget. Enrolling these individuals in MLTC therefore, provides New York State the opportunity to control costs.

The growth of managed care creates opportunities for service providers to contract with MLTCC to provide services to high risk populations. A contract with Erie County Senior Services would allow MLTC clients to receive meals through the Erie County Stay Fit congregate dining program.

### **CONSEQUENCES OF NEGATIVE ACTION**

The Department would be unable to access this potential new revenue source for the congregate program.

**STEPS FOLLOWING APPROVAL**

The Department will begin contracting with interested MLTCC.

A RESOLUTION SUBMITTED BY:  
DEPARTMENT OF SENIOR SERVICES

RE: Authorization to contract with Managed Long Term Care Companies to provide congregate Meals for their clients

WHEREAS, New York State has also made the decision to place individuals receiving long-term services and supports, including congregate meals, into managed long term care plans (MLTC).

WHEREAS, MLTCC have recently begun contracting with other Area Agencies on Aging (AAA), including Niagara County, for the provision of congregate meals for the companies clients; and

WHEREAS, The Department of Senior Services (Department), through 45 senior dining sites spread throughout the County, provides hot nutritious congregate meals in safe, senior friendly environments; and

WHEREAS, the Department desires to contract with MLTCC, authorized by the State of NY to operate in Erie County, and provide, for a fee, congregate meals to the companies' clients, for the period 7/1/14 to 12/31/14; and

WHEREAS, the Department has determined that a fee of \$7.50 per meal, is appropriate, given the costs involved in operating the congregate program and what MLTCC have been willing to pay other AAA; and

NOW, THEREFORE, BE IT

RESOLVED, that the County Executive be and hereby is authorized to enter into contracts with MLTCC authorized by the State of NY to operate in Erie County, to provide congregate meals to the companies' clients at a price of \$7.50 per meal; and be it further

RESOLVED, that the County Executive is authorized to execute contract amendments with existing Senior Service's congregate program subcontractors through whom these services may be provided; and be it further

RESOLVED, that the Director of Budget and Management is hereby authorized to adjust the Department of Senior Services Congregate grant (163III-C12014) budget to effectuate funding changes resulting from MLTCC contract revenues; and be it further

RESOLVED, that certified copies of this resolution be forwarded to the County Executive's Office, the Division of Budget and Management, the Comptroller's Office, and the Departments of Law and Senior Services.