

HEAL NY Phase 12
Alternative Long Term Care Initiatives

Applicant Conference

May 22, 2009

1:00 - 3:00 PM

Governor Nelson A. Rockefeller

Empire State Plaza

Concourse Meeting Room 6

Albany

HEAL

- **H** ealth Care
- **E** fficiency and
- **A** ffordability
- **L** aw

Competitive Procurement

- **Purpose: Development of alternative long term care initiatives with demonstrated reductions in RHCF beds**
- **Questions regarding process limited to applicant conference and those submitted by e-mail to:**
healnyphase12@health.state.ny.us
- **Questions and Answers will be posted on June 12th**

Goal of HEAL Phase 12

- To assist communities to identify, finance and develop alternatives for care through coordination of a variety of licensed residential programs, development of other residential options and reductions in RHCF certified inpatient bed capacity.

Eligible Applicants

- Nursing home (PHL Section 2801(2));
- Certified home health agency (PHL Section 3602 (3));
- Assisted living program (Section 461-L SSL);
- Assisted living residence (PHL Section 46-B);
- Adult home (Subdivision 25, Section 2, SSL);
- Enriched housing program (Subdivision 28, Section 2, SSL);
- Active parent or co-operator of a hospital, nursing home, or CHHA;

Eligible Applicants (cont.)

- Local municipal government;
- Continuing Care Retirement Community or Fee-For-Service Continuing Care Retirement Community with a certificate of authority under (Article 46 or 46A of PHL);
- Not for profit senior housing;
- Not for profit consortium comprised of any of the above;
- Corporation specifically established to develop alternative community based long term care initiatives.

Project Timeframes

- **Projects will begin on or about October 1, 2009.**
- **In rare instances, one year, no cost extensions may be allowed with pre-approval of DOH, DASNY and the Office of the Comptroller.**
- **All reimbursable costs must be incurred within the time period of the Grant Disbursement Agreement.**

Funding Allocation

Awards will be on a numerical score based on the following:

- 1) The scope of work presented,**
- 2) The need for the project within the community**
- 3) The degree to which the Project meets the goals and priorities of the HEAL program,**
- 4) The appropriateness of expenses to the project;**
- 5) Whether the project is an appropriate use of bonded funds (when applicable).**

Eligible Costs – Restructuring

- Acquisition, construction, reconstruction, equipment and information technology cost necessary to develop licensed residential programs, including Assisted Living Programs, Assisted Living Residences, Enriched Housing, affordable Continuing Care Retirement Communities (CCRCs) or other housing configurations with coordinated medical services that support long term care populations living in the community;

Eligible Costs – Restructuring

- Acquisition, construction, reconstruction, equipment and information technology cost necessary to develop affordable fee for service or continuing care retirement communities under Articles 46 or 46-A of PHL;

Eligible Costs – Restructuring

- Costs necessary to support functions and activities that will enable applicants to implement a closure or downsizing plan to either decommission or downsize RHC facilities in order to take beds out of service in particular geographic areas. Eligible costs related to closure include but are not limited to:
 - a. Closing costs, net of all funds available to the eligible applicant, for no longer than a twelve-month period beginning no earlier than the date of approval to close;
 - b. Discharge of existing long term debt or mortgage associated with a facility being closed;
 - c. Payment of debt;
 - d. Security contract for abandoned building/equipment;
 - e. Modifications to close building/wing;
 - f. Appropriate employee related expenses during the closure process;
 - g. Demolition of buildings;
 - h. Medical Records storage and transfer;
 - i. Building insurance during the closure process;
 - j. Medical Malpractice Insurance during closure.

Basis of Awards

- Responsiveness to the goals and objectives of the RGA
- Proposed activities are reasonable, cost-effective and financially feasible.

Basis of Awards

- **Numerical Score**
 - **75% Technical**
 - **25% Financial**
- **Derived through uniform scoring criteria**
- **Minimum score of 65**

Application

- A brief summary of the proposed project and how it will improve access to care and support the goals of the RGA
- Should not exceed 15 pages

Technical Application

- **Ensure that no cost information is included in the Technical Application**
- **Technical and Financial Applications in separate packages**

Community Need

Documented Community Need

- Health Status Indicators
- Demographics
- Status of Population
- Availability of Residential Options and Services to Maintain Long Term Care Populations in Community Settings
- Data on Volume, Occupancy, and Discharges by Existing Providers
- Identify areas of over-capacity and/or under-capacity

Generalized statements and anecdotal information will not be viewed favorably.

Project Budget

- **Project Expenses and Justification**
 - Provide a detailed discussion of the reasonableness of each budgeted item.
- **Project Fund Sources**
 - Identify and describe other sources of funding for the project, if any

Objectives and Timeline

- Objectives and Tasks
 - A description of objectives to be achieved in progressing toward the project's goal, with the tasks (sub-objectives) required to attain each objective.
- Timeline
 - Dates of completion for milestone objectives

Monitoring Plan

- **Methodology to track progress within the project**
- **Feedback mechanism to identify barriers and make needed adjustments**

No Substitution

HEAL funds may not
supplant other funds

Competitive Procurement

- No negotiations or adjustments to project or budget once submitted
- Questions regarding process limited to applicant conference and those submitted by e-mail to:
healnyphase12@health.state.ny.us

Questions due:

May 29th

Questions and Answers will be posted:

June 12th

Applications due:

July 14th

Awards made:

September 30th

Application Submission

- **Separate Technical and Financial**
 - **Two originals, signed**
 - **Four hard copies**
 - **Six Flash Drives or CDs with files in a pdf format**

Due to the following address by 3:00 p. m. July 14, 2009:

New York State Department of Health

Division of Health Facilities Planning

433 River Street, 6th Floor

Troy, New York 12180

Attn: Robert G. Schmidt

Director, HEAL NY Implementation Team