

# CHHA RFA/CON

September 20, 2012

# The Regulation...

Authorizes the Commissioner to issue a request for applications to establish new certified home health agencies, or expand the approved geographic service area and/or approved population of existing certified home health agencies. The criteria to determine need will be the same criteria listed in Regulation.

Public need will be found to exist based on specific criteria that have been established in section 709.1(a) of Title 10 NYCRR and if approval of the application will:

- Facilitate the implementation of Medicaid Redesign initiatives designed to shift Medicaid beneficiaries from traditional fee-for-service programs to managed long term care systems, integrated health systems or similar care coordination models; or
- Assure access to certified home health agency services in counties with less than 2 existing certified home health agencies not including those operated by the county.

# MRT Goals

## MRT 5:

Reduce and Control Utilization of Certified Home Health Agency Services to control utilization and reduce costs, the proposal will transition long-term CHHA patients to Managed Long Term Care.

## MRT 90:

Mandatory Enrollment in MLTC Plans/Health Home Transition Medicaid recipients age 21 and older in need of community-based long term care services into Managed Long Term Care (MLTC) plans.

# Need Criteria Established in 709.1

## Include Such Factors as:

- Current and projected population characteristics of the service area, including relevant health status indicators and socio-economic conditions of the population;
- Utilization rates for health services
- Standards for service utilization, comparing actual utilization to capacity
- Patterns of in and out migration for specific services and patient preference or origin
- The need that the population served or to be served has for the services proposed to be offered or expanded
- The extent to which all residents in the area, and in particular low-income persons, racial or ethnic minorities, women, handicapped persons, and other underserved groups and the elderly, will have access to those services
- The contribution of the proposed service or facility in meeting the health needs of members of medically underserved groups which have traditionally experienced difficulties in obtaining equal access to health

# RFA Criteria

- Organizational capacity to successfully implement MRT initiative
- Knowledge and experience in providing home health services
- Demonstration of need using 709.1(a)
- Potential to produce efficiencies in case delivery
- Supports DOH goals in advancing MRT initiatives
- Description of community need supported by need
- Comprehensive and effective quality assurance plan

\*Same criteria utilized in RFA Application Evaluation Form

# RFA Review Process

- Applications evaluated based on RFA Criteria
- Review teams consisted of 3 individuals each
- Applications were evaluated based on:
  - Completeness
  - Each criteria was evaluated and scored
  - Team recommendations were made
    - Applicants who scored “Good”, “Very good” or “Outstanding” on all criteria were approved
- Selection Committee:
  - Richard M. Cook
  - Karen Westervelt
  - Lora K. Lefebvre
  - Keith W. Servis
  - Mark L. Kissinger
- Final recommendations reviewed with Commissioner.

# Applications

- Total applications submitted
  - 137 Statewide
    - 94 Downstate
    - 70 Upstate \* (27 also requested Downstate)

\* 4 Upstate applications did not submit a required CON Application and/or Fee

# Upstate Region

- All Counties Except:
  - Bronx
  - Kings
  - New York
  - Queens
  - Richmond
  - Nassau
  - Suffolk
  - Westchester

# Dear Administrator Letter

- Allow LTHHCPs to submit CON with an expedited review process
- 8 CON applications submitted for upstate counties
  - 4 also submitted RFA

# Applications by Type of Provider Reviewed for Upstate Counties

Applicant Type	Number of applications reviewed for Upstate	Number of applications reviewed for Downstate
Certified Home Health Agencies requesting expansion	22	14
LTHHCPs sponsored by Article 28	11	18
Licensed Home Care Services Agencies	9	27
Special Need CHHAs	5	7
New Unlicensed Applicants	19	21
<b>Total Number of Applications Reviewed for Upstate Counties</b>	<b>66*</b>	<b>87*</b>

\* Number reviewed does not include applicants that did not submit the required CON Application and/or Fee.

# Some Common Characteristics of Approved Upstate Applicants:

- Applications focused on limited number of counties and demonstrated components of need criteria in 709.1(a) for requested service area which included data and data analysis
- Discussed MRT initiatives specifically 5 and 90, and demonstrated ability to facilitate initiatives by identifying specific contracts with MCOs and MLTCPs and partnering with existing providers and/or networks
- Discussed disease management initiatives and quality assurance and performance improvement initiatives that will result in improved outcomes for individuals receiving home health services
- Identified themselves as part of an integrated health care system or how they partner with an integrated health care system in requested area to ensure continuity of care and enhance the care continuum
- Demonstrates Strong experience in providing home and community based services
- The new CHHA demonstrates strong community planning and collaboration between existing health care providers

# Approved Applications

Applicant	Type
CenterLight Certified Home Health Agency *	New Establishment, LTHHCP in corporate family
Dominican Sisters Family Health Service *	CHHA expansion
Visiting Nurse Services in Westchester, Inc. *	CHHA expansion
Jewish Home Lifecare, Community Services *	New Establishment, LTHHCP in corporate family
At Home Care, Inc	CHHA expansion
Home Aide Service of Eastern New York d/b/a Eddy Visiting Nurse Association	CHHA expansion
Living Resources Certified Home Health Agency	Special Needs CHHA Conversion and expansion
Northern Lights Health Care Partnership	New Establishment
Park Ridge Nursing Home, Inc.	LTHHCP in corporate family
Finger Lakes Visiting Nurse Service	CHHA expansion

\* Approved for downstate counties at the August 9, 2012 PHHPC Meeting

<b>Upstate Applicant</b>	<b>Counties Currently Serve</b>	<b>Upstate Counties Recommended for Approval</b>	<b>Downstate Counties Approved by PHHPC at the August 9, 2012 PHHPC meeting</b>
CenterLight Certified Home Health Agency *	NA	Rockland	Bronx, Kings, Queens, New York, Richmond, Westchester, Nassau, Suffolk
Dominican Sisters Family Health Service *	Westchester, Bronx, Suffolk	Orange, Putnam, Rockland	Kings, New York, Queens, Richmond, Nassau
Visiting Nurse Services in Westchester, Inc. *	Westchester	Dutchess, Rockland	Bronx
Jewish Home Lifecare, Community Services *	NA	Rockland	Bronx, Kings, New York, Queens, Richmond, Westchester, Nassau, Suffolk
At Home Care, Inc.	Delaware, Otsego, Herkimer, Chenango	Schoharie	NA
Home Aide Service of Eastern New York d/b/a Eddy Visiting Nurse Association	Albany, Columbia, Greene Rensselaer, Saratoga	Schenectady	NA
Living Resources Certified Home Health Agency (Special Needs CHHA)	Albany, Fulton, Montgomery, Rensselaer, Schenectady, Saratoga, Schoharie, Warren, Washington	Albany, Fulton, Montgomery, Rensselaer, Schenectady, Saratoga, Schoharie, Warren, Washington, Columbia	NA
Northern Lights Health Care Partnership	NA	St. Lawrence	NA
Park Ridge Nursing Home, Inc.	LTHHCP - Monroe	Monroe	NA
Finger Lakes Visiting Nurse Service	Ontario, Wayne, Seneca	Yates	NA

# Approved RFA Applications by Type for Upstate Counties

Applicant Type	Number Approved
CHHA expansion	5
CHHA Special Needs Conversion and Expansion	1
LTHHCP sponsored by Article 28 in corporate family	3
LHCSA in corporate family	0
New unlicensed applicant	2
<b>Total Approved RFA Applications for Upstate Counties</b>	<b>10</b>

# CHHA Upstate Landscape

	Before			After
County	Current # General Purpose CHHAs	Recommended CHHAs from RFA	Recommended CHHAs from LTHHCP CON	Final # of General Purpose CHHAs in County
Albany	2	1 special need conversion	0	3
Columbia	2	1	0	3
Dutchess	3	1	0	4
Fulton	1	1 special need conversion	0	2
Monroe	3	1	0	4
Montgomery	2	1 special need conversion	0	3
Orange	3	1	0	4
Putnam	2	1	0	3

# CHHA Upstate Landscape

	Before			After
County	Current # General Purpose CHHAs	Recommended CHHAs from RFA	Recommended CHHAs from LTHHCP CON	Final # of General Purpose CHHAs in County
Rensselaer	2	1 special need conversion	0	3
Rockland	5	4	0	9
Saratoga	5	1 special need conversion	0	6
Schenectady	1	2 - 1 of which is a special need conversion	0	3
Schoharie	1	2 - 1 of which is a special need conversion	0	3

# CHHA Upstate Landscape

	Before			After
County	Current # General Purpose CHHAs	Recommended CHHAs from RFA	Recommended CHHAs from LTHHCP CON	Final # of General Purpose CHHAs in County
St. Lawrence	2	1	0	3
Warren	1	1 special need conversion	0	2
Washington	1	1 special need conversion	0	2
Yates	1	1	0	2

# Approved Applications by Type

Applicant Type	Number Approved Upstate	Number Approved Downstate
CHHA expansion	5	6
CHHA Special Needs Conversion and Expansion	1	0
LTHHCP sponsored by Article 28 in corporate family	3	6
LHCSA in corporate family	0	1
New unlicensed applicant	2	1
<b>Total Approved RFA Applications for Upstate and Downstate Counties</b>	<b>10</b>	<b>14</b>

# Next Steps

- Dear Applicant Letter was sent out to all deferred applicants providing them with the opportunity to provide additional information to support their RFA proposals.
- Develop new Regulation Package to establish a new process for the submission of CHHA CON applications for review and consideration.