

ADVANCING STATES



Leadership, innovation, collaboration
for state Aging and Disability agencies

Federal Funding and Future Planning: State Budget Considerations

July 29, 2021

Adam Mosey, Director of Aging Policy at ADvancing States

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Leadership, innovation,
collaboration for state
Aging and Disability agencies.



ADVANCING STATES



Our mission is to design, improve,
and sustain state systems
delivering long-term services and
supports for older adults, people
with disabilities, and their
caregivers.

Agenda

- Welcome & Housekeeping
- Overview of the Funding Landscape
- Sustainability
- Private Pay Options
- New Business Models
- Q&A

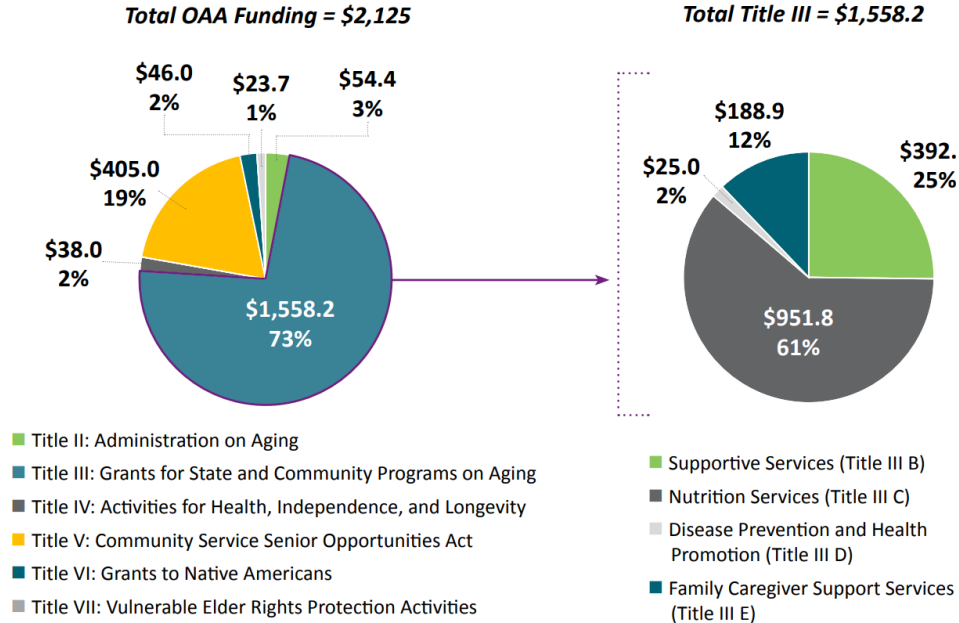
Today's Speakers

- **J. Blake Lanier**, Senior Business Operations Manager, Georgia's Division of Aging Services
- **Richard Harmon**, Database Administrator, Northeast Iowa Agency on Aging
- **Jay Bulot**, VP of State Markets, WellSky
- **Adam Mosey**, Director of Aging Policy, ADvancing States

Overview of the Funding Landscape

Traditional OAA Appropriations

Figure 4. Older Americans Act Funding (in millions), FY 2021



Source: ADvancing States report on the OAA, available on www.advancingstates.org

COVID-19 OAA Supplemental Appropriations

- The past year has seen unprecedented supplemental funding allocated to the OAA
 - Approx. \$2.775 billion
- Congress is currently working on developing Federal FY2022 appropriations

Families First Coronavirus Response Act (FFCRA)

- Enacted March 18, 2020
- Provided \$250 million supplemental appropriations for OAA programs
 - \$160 million for home-delivered meals
 - \$80 million for congregate nutrition
 - \$10 million for Native American nutrition services

Coronavirus Aid, Relief, and Economic Security Act (CARES)

- Enacted March 27, 2020
- Provided \$870 million in supplemental funding
 - \$480 million for nutrition services
 - \$20 for Native American nutrition services
 - \$200 million for supportive services
 - \$100 million for family caregiver supports
 - \$50 million for ADRCs
 - \$20 million for elder rights (including LTCOP)

Consolidated Appropriations Act, 2021

- Enacted December 27, 2020
- Provided \$175 million in supplemental appropriations
 - \$168 million for home delivered meals
 - \$7 million for nutrition services for tribal organizations

American Rescue Plan Act of 2021 (ARPA)

- Enacted March 12, 2021
- Provided \$1.43 billion in additional OAA funding
 - \$750 million for nutrition (\$450 for HDMs, \$300 million for congregate)
 - \$460 million for supportive services
 - \$145 million for family caregiver services
 - \$44 million for disease prevention
 - \$25 million for tribal organization
 - \$10 million for the LTCOP

OAA Supplemental Funding

OAA Funding Stream	End Date
Regular OAA Title III funds: FY 2018 FY 2019	12/30/2021 9/30/2021
FFCRA*, CARES*, FY2020*	9/30/2022
Consolidated Appropriations	9/30/2022
Regular FY2021	9/30/2022
Expanding Access to Vaccines	9/30/2022
American Rescue Plan Act	9/30/2024

Summing it All Up

- Throughout the COVID-19 pandemic, Congress has invested significant \$s in the Aging Network
- States & their local partners have served unprecedented numbers of new consumers
- Many states want to invest funds for the future while still supporting current demand
- Expanding options for private pay is one potential option states can consider

Sources

- ADvancing States Report on the OAA: www.advancingstates.org/hcbs/article/older-americans-act-foundation-aging-services-network
- ADvancing States Letter to Congress on OAA Flexibility: <http://www.advancingstates.org/policy/federal-advocacy/advocacy-alerts/advancing-states-releases-letter-house-senate-oaa>
- Administration for Community Living FAQs: <https://acl.gov/covid19/aging-and-disability-networks>
- Administration for Community Living NCE guidance: <https://acl.gov/grants/general-guidelines-acl-process-no-cost-extensions-all-fy2020-mandatoryformula-grants-active>
- Congressional Research Service OAA Funding Report: <https://crsreports.congress.gov/product/pdf/R/R43414>



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Adam Mosey
amosey@advancingstates.org

Funding Sustainability

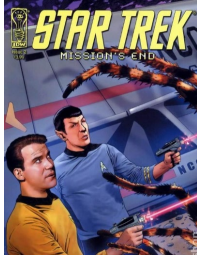
'Beyond the State/Federal Frontier'



Presented by Dick Harmon

WellSky Database Administrator, Northeast Iowa Area Agency on Aging

'Beyond the State/Federal Frontier'



Describe the Iowa Aging Network Current Set Up and Application of the WellSky System

To Boldly Go Where No Man
Has Gone Before...



Describe the Iowa Aging Network Current and Future Application of the WellSky System to obtain outside Funding Streams

'Beyond the State/Federal Frontier'

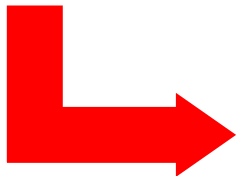


- Federal Funds

'Beyond the State/Federal Frontier'



- Federal Funds



IOWA DEPARTMENT ON AGING

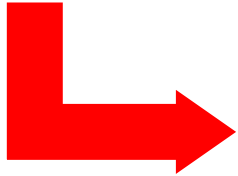
- Federal Funds & State Funds

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'Beyond the State/Federal Frontier'

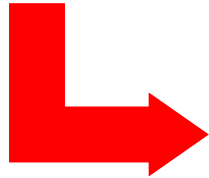


- Federal Funds



IOWA DEPARTMENT ON AGING

- Federal Funds & State Funds

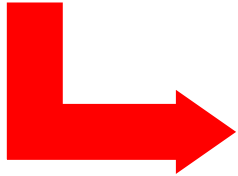


- Federal Funds & State Funds & Local Funds

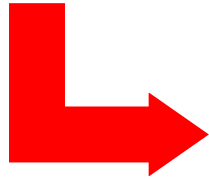
'Beyond the State/Federal Frontier'



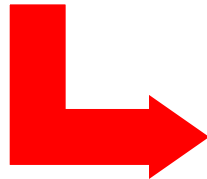
- Federal Funds



- Federal Funds & State Funds



- Federal Funds & State Funds & Local Funds



- Provide Services

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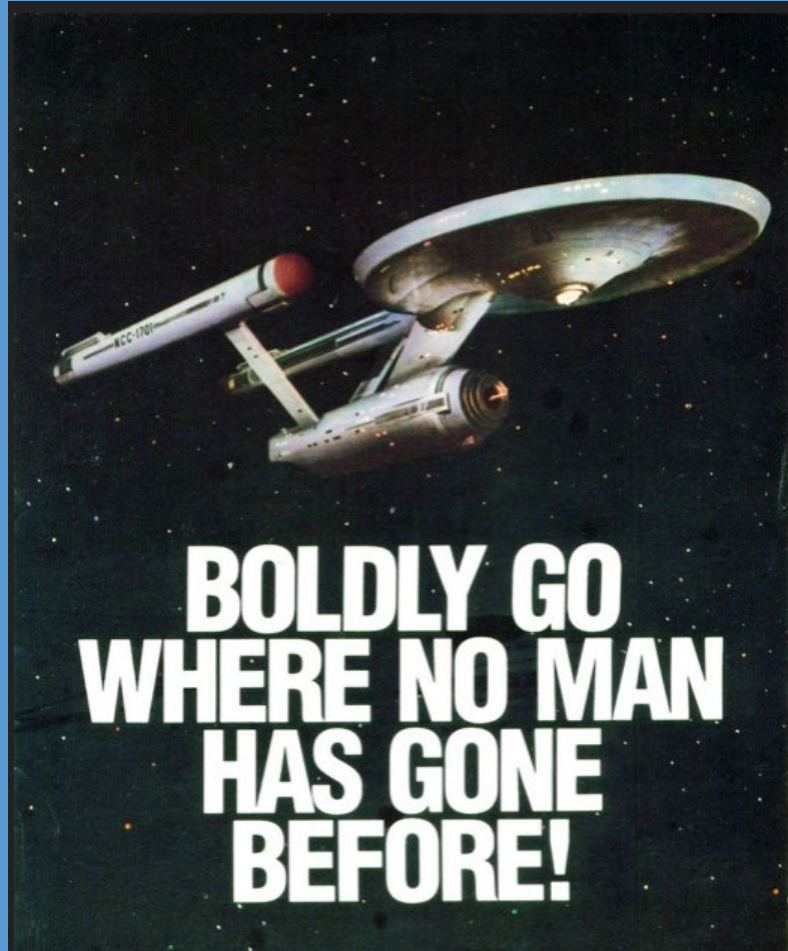


• SPR



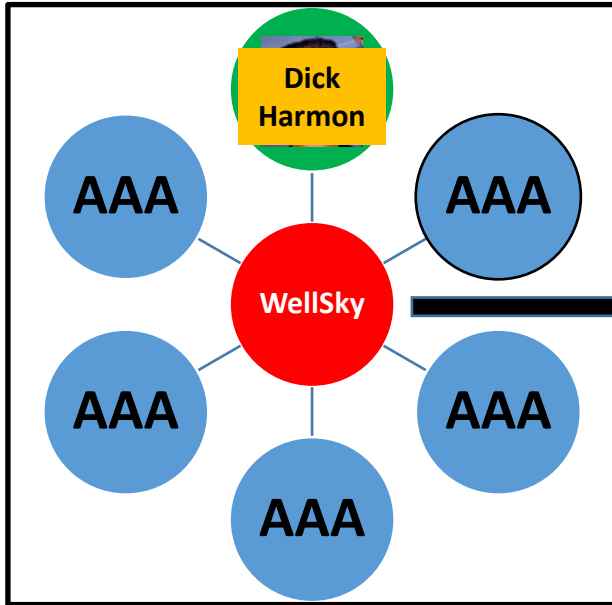
• NAPIS Data

'Beyond the State/Federal Frontier'



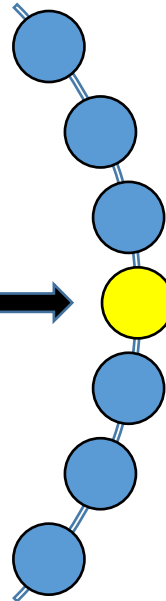
'SPR/Federal Frontier'

Iowa WellSky Aging Network



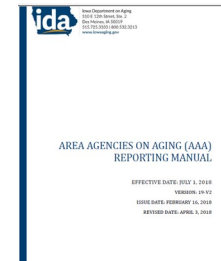
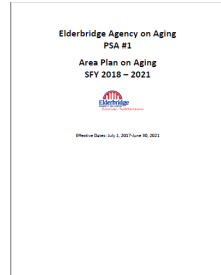
Harmony Advanced Reporting (HAR) Share Point Sites

HAR Writer
Create Reports to Share Sites



HAR Runner
Run Created HAR Reports

IDA →



'Beyond the State/Federal Frontier'



'Beyond the State/Federal Frontier'



MLB AT FIELD OF DREAMS

RESCHEDULED FOR THURSDAY,
AUGUST 12, 2021



If you build it, he will come

'Beyond the State/Federal Frontier'



Sales Approach – Find Consumers

Funding Approach – Find Money

'Beyond the SPR/Federal Frontier'

Contribution Letters

7/31/2018

THIS IS NOT A BILL

Charles Abernathy
458 Boston Way Apt. 5
Coralville, IA 52241

Dear Charles,

The Heritage Area Agency on Aging (Heritage) is an organization who is devoted to making a difference in the community. We provide services to support informed decision making, empower independent living and increase access to long-term services and supports. Heritage serves older adults, adults with disabilities and caregivers. Through the help of those in the community who choose to make voluntary contributions, we are able to continue assisting others in Benton, Cedar, Iowa, Johnson, Jones, Linn and Washington counties.

Recently, Neville, Ann provided services to you during the month of March as outlined below. While there is no fee for these services, your contribution of any amount will help others. Contributions assist our agency with program sustainability, but contributions are not required. Any contribution made is confidential and voluntary. You may choose not to make a contribution and it will not change the amount or quality of service in any way. In turn, you will not receive additional or extra services if you do make a contribution.

Monthly Consumer Service(s) Received	Units/Hours	Cost to Provide Service to Heritage	Percentage of cost	Suggested Contribution based on percentage
Case Management	3.76	\$50	100%	\$ 188.00
			50%	\$ 94.00
			20%	\$ 37.60
			10%	\$ 18.80

We thank you in advance for your support! You can make a voluntary donation by sending a check made out to The Heritage Area Agency on Aging. We have included a return envelope for your convenience.

With Warm Regards,

Kellie Elliott-Kappas & Jill Siola
Interim Co-Directors

'Beyond the State/Federal Frontier'

Never assume. Ask.



‘Beyond the State/Federal Frontier’ Monthly Billing Report/Time Sheet/Unit Verification

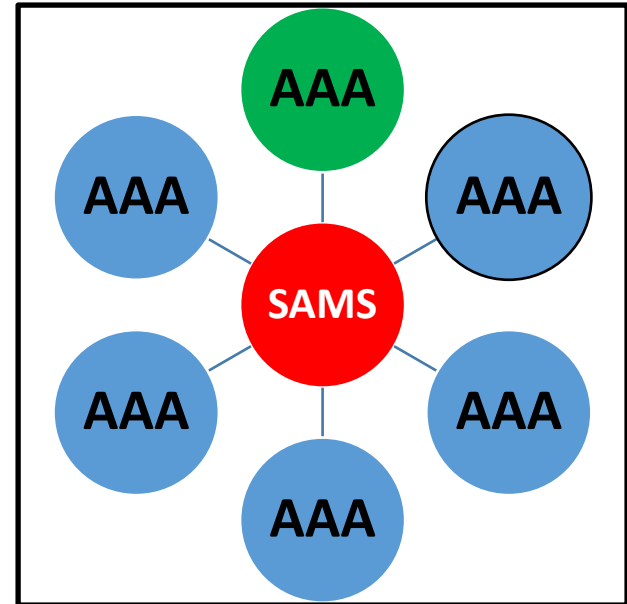
F	G	H	I	J	K	L	M	N	O
Type_of_Service	START_DATE	START_TIME	END_DATE	END_TIME	Time_Spent_Min_	Increments	Hours	Billable	PROVIDER
Complete Referral - External	7/13/2017	4:35 PM	7/13/2017	4:37 PM	2	0.13	0.03	Billable	Debbie Eberly
Documentation	7/13/2017	4:37 PM	7/13/2017	4:45 PM	8	0.53	0.13	Billable	Debbie Eberly
Face to Face	7/13/2017	3:30 PM	7/13/2017	3:50 PM	20	1.33	0.33	Billable	Debbie Eberly

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Excel Worksheets/Word Documents

	MAY 2017	JUN 2017	AUG 2017	SEP 2017	OCT 2017	NOV 2017	DE
	\$2,700.00	\$2,700.00	\$2,700.00	\$2,700.00	\$2,700.00	\$2,700.00	\$2,700.00
	\$2,204.57	\$2,577.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
	\$495.43	(\$177.87)	\$1,800.00	\$2,800.00	\$2,800.00	\$2,800.00	\$2,800.00

Iowa SAMS Aging Network



Microsoft Word documents showing various content, including tables and text. The documents appear to be related to the 'SAMS' and 'AAA' network, possibly containing user guides or technical information.

'Beyond the State/Federal Frontier'





**Georgia Department
of Human Services**

Division of Aging Services



Federal Funding and Future Planning

Flexibility in how funds can be used to expand service delivery and options

J. Blake Lanier, Senior Business Operations Manager



stronger families

FOR A STRONGER GEORGIA



Pandemic Flexibilities

- Stafford Act Flexibilities under Approved Major Disaster Declaration
 - Title III and Title VII fiscal flex: grant extensions, “bucketing” of funds/services, flexibilities remain in effect as long as the funds remain obligated
 - Availability ends when MDD expires
 - State Plan and Area Plan match may be met with excess service match



Pandemic Flexibilities

- Public Health Emergency as declared by U.S. Secretary for Health and Human Services
 - 100% transfer between OAA Title III, Parts C1 and C2



Stimulus Funding Follows OAA Rules

- Title III and Title VII requirements detailed in the OAA and associated regulations apply unless specifically modified in Notice of Award:
 - Prohibition on delivery of services directly by State Agency and AAA with few exceptions specified in the Act
 - Eligibility requirements
 - Requirements for Case Management services and Commercial Relationships
 - Distribution of funds according to approved Intrastate Funding Formula
 - Delivery of services consistent with approved State Plan
 - Maintenance of Effort (stimulus funds do not count, Title III extensions do not alter)



Opportunities

- Substantial temporary funding can foster innovation:
 - Expand existing services: additional clients, additional services for current clients, alternate delivery methods.
 - Develop new services: to meet needs caused by the pandemic
 - Apply technology to meet client needs
 - Improve administrative, ADRC, Case Management, and other processes
 - Form partnerships to meet client needs



Make it work

- Use a deliberative process – planning is key:
 - Evaluate need, potential clients
 - Develop credible costing
 - Establish how to comply with applicable law, regulations, and policy
 - Plan application of funding – which fund source and when
 - Establish expected outcomes, required data, measures, and monitoring
 - Develop sustainability plan
 - Implement



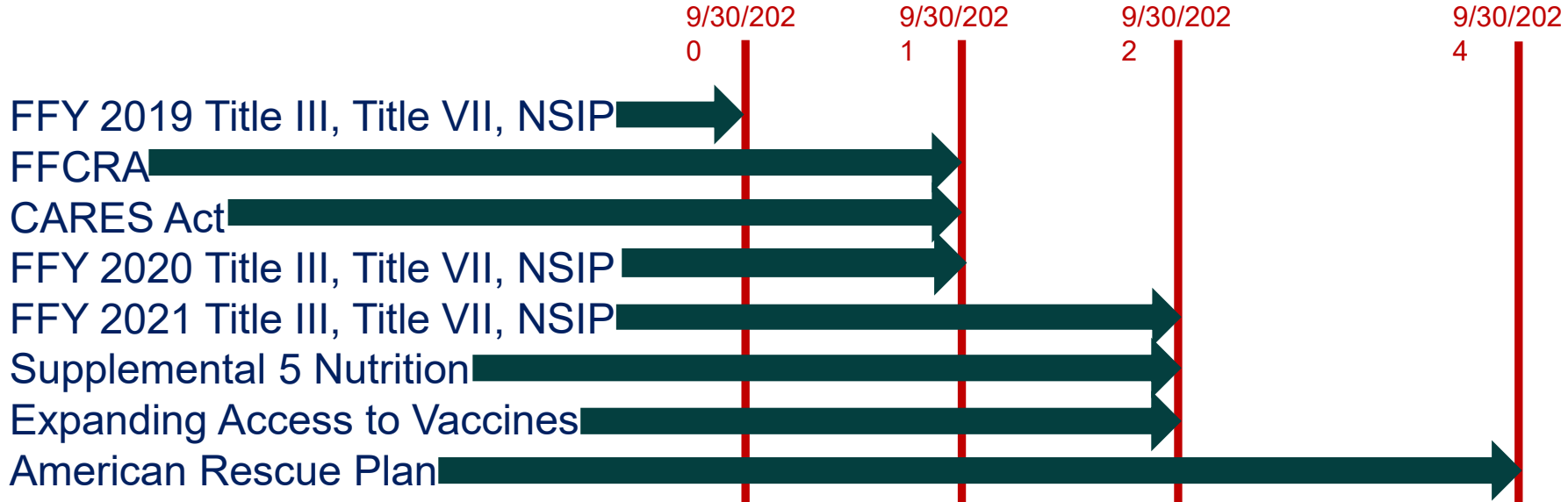
Considerations

- Substantial temporary funding can foster innovation:
 - Compliance with OAA requirements can be challenging. With enough effort, you can innovate and comply.
 - Carefully plan expenditure of various awards to fully utilize funding. Awards overlap periods of performance and allowable costs.
 - Availability of match may prevent expenditure (ARP)



Considerations

- Award Period of Performance:



State match may have a different period of availability or be based on a different fiscal year



Considerations

- Sustainability:
 - Will the new or modified activity extend past the stimulus awards?
 - How will increased number of clients be normalized?
 - Will any increased staffing be retained?



High Performing Plans/Processes

High Performance Characteristics:

- Performance Based – desired outcomes are clearly defined and processes are designed to achieve results
- Data Driven – data are identified and collected to measure progress toward desired results and improve processes to achieve at a high level
- Continuous Process/Quality Improvement – performance is continually monitored and processes adjusted to more effectively achieve results. Build an infinite cycle of Plan-Do-Check-Act into processes (technique known as the Deming Circle)



Toolbox

- **Teams** – Involve individuals from multiple disciplines, backgrounds, and organizational levels to evaluate issues and develop solutions. The variety of perspective is valuable.

- **User Groups** – Develop user groups to develop and reinforce positive performance. Use frequent interaction to build relationships between SUA and AAA staff, identify opportunities for improvement, and recognize outstanding performance.



Toolbox

- **Collect Data** – Identify data elements that are predictive of high performance. Use to set goals and track results. Develop analysis to use as a planning tool and to facilitate communication to stakeholders.
- **Compare Results** – Identify results from high performing organizations to compare with your own. Use to measure and evaluate processes and results.
- **External Review/Evaluation** – Periodically arrange for external evaluation of your organization, processes, and results to stimulate improvement.



Toolbox

- **Uniform Costing** –Methodology to guide determination of consistent unit costs statewide for individual services. Use uniform unit definitions and cost components to support equitable service delivery statewide.
- **Continuous Process** – Integrate data collection from client services with payment processes to enforce compliance with grant regulations and provide a seamless audit trail.
- **Connect Planning and Resource Allocation** – to effectively support accomplishment of desired results.



Contact

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Business Models

Q&A



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