

Contract Renewal Evaluation Form

Date:	August 13, 2021
Department:	Department of Senior Services
Contract Number:	21RFQ000007A-CJC
Contract Title:	Department of Senior Services - In Home Services

Instructions:

It is extremely important that every contract be rigidly scrutinized to determine if the contract provides the County with value. Each renewal shall be reviewed and answers provided to determine whether services should be maintained, services/scope reduced, services brought in-house or if the contract should be terminated. Please submit a completed copy of this form with all renewal requests.

1. Describe what efforts were made to reduce the scope and cost of this contract.

The contract provides In-home services to senior age 60 and above. Services include homemaker, personal care, and respite care. Currently the waiting list exists for homemaker (169), personal care (142) and respite (14). Staff manages the waiting list to ensure that the contractors stay within their budgets and that only those seniors requesting services that are most in need are placed in service. Although, the country was experiencing COVID-19 services were delivered, but not at optimal levels. The Department did provide a proposal to expand the number of contractors, which was approved. This brought the number of contractors from 2 to 4.

2. Describe the analysis you made to determine if the current prices for this good or service is reflective of the current market. Check all applicable statements and provide documentation:

☒ **Internet search of pricing for same product or service:**

Date of search:	August 13, 2021
Price found:	\$22.00 in the Atlanta metropolitan area.
Different features / Conditions:	Fulton County is charging the average costs OF \$24.00
Percent difference between internet price and renewal price:	9.1%

Explanation / Notes:

According to the "Cost of Care Survey", an annual report by Genworth, home care costs less than other options like adult day care, assisted living and skilled nursing. In fact, the national average cost of home care per hour is \$24 per hour, but again this can vary depending on the type of care you need and your geography. Genworth also reports that the cost of home care services increased by 79.17%% Since 2004. Nationally, the range is from \$17.00 to \$33.00.

The Survey Showed That The Most Expensive States As Far As Senior In-Home Care Is Concerned Include (Average Costs):

The most expensive states

North Dakota – \$27

Alaska – \$26

Hawaii – \$25

Massachusetts – \$25

Minnesota – \$25

Rhode Island – \$25

Fulton County Georgia: \$22.00

The Least Expensive states:

Louisiana and West Virginia – \$16

Alabama, Arkansas and Mississippi – \$17

Georgia, North Carolina and Tennessee – \$18

Senior Home Care: \$15 - \$25 per hour for hourly care and \$150 - \$350 per day for 24-hour live-in care.
Assisted Living Community: \$4,000 per month + additional fees for meals, special services and activities + additional cost for private duty caregiver services (see Senior Home Care costs above).

Although the national median cost of receiving care rose considerably across all care options during the last 12 months, the increase was most pronounced for home health aides: 2017

Home health aide services, up 11.4% to \$24.00/hour

Homemaker services, up 4.75% to \$21/hour

Adult day health care services, up 2.94% to \$70/day

Assisted living facilities, up 3.36% to \$123/day or \$3,750/month

Semi-private room nursing home care, up 4.44% to \$235/day or \$7,148/month

Private room nursing home care, up 5.50% to \$267/day or \$8,121/month

By comparison, the average resident at an assisted living community pays \$3628 per month. Nursing homes can cost up to \$253 per day. In the past five years, the costs for assisted living and skilled nursing have risen by 3.5%.

☒ **Market Survey of other jurisdictions:**

Date contacted:	August 13, 2021
Jurisdiction Name / Contact name:	Massachusetts – \$25 Minnesota – \$25
Date of last purchase:	Click here to enter a date.
Price paid:	Click here to enter text.
Inflation rate:	Click here to enter text.
Adjusted price:	Click here to enter text.
Percent difference between past purchase price and renewal price:	0
Are they aware of any new vendors?	<input type="checkbox"/> Yes <input type="checkbox"/> No
Are they aware of a reduction in pricing in this industry?	<input type="checkbox"/> Yes <input type="checkbox"/> No
How does pricing compare to Fulton County's award contract?	Click here to enter text.

Explanation / Notes:

Click here to enter text.

☒ **Other (Describe in detail the analysis conducted and the outcome):**

The detailed analysis entailed using the Genworth estimates for Care. The outcome is that health care costs are rising at an alarming rate.

3. What was the actual expenditure (from the AMS system) spent for this contract for previous fiscal year?

\$920,292.19

4. Does the renewal option include an adjustment for inflation? ☐ Yes ☒ No
(Information can be obtained from CPI index)

Was it part of the initial contract? ☐ Yes ☐ No

Date of last purchase:	Click here to enter a date.
Price paid:	Click here to enter text.
Inflation rate:	Click here to enter text.
Adjusted price:	Click here to enter text.

Percent difference between past purchase price and renewal price: **9.1%**

Explanation / Notes:

The cost last year was \$21.00 per hour for service. In order to keep with current trends and the amount required for services, the price was increased to \$24.00 per hour.

5. Is this a seasonal item or service? ☐ Yes ☒ No
6. Has an analysis been conducted to determine if this service can be performed in-house? ☐ Yes ☒ No If yes, attach the analysis.
7. What would be the impact on your department if this contract was not approved?
Fulton County seniors aged 60 and over will not receive home care services. There would be a huge disruption in services for up 1,400 seniors receiving home care services. The interruption of services will place seniors aged 60 and above at risk for their health and safety.

Andre M. Danzy

August 13, 2021

Prepared by

Date

Ladisa Onyiliogwu

August 13, 2021

Department Head

Date