



# Fulton County

## Legislation Text

File #: 22-0734, Version: 1

### Department

Senior Services

### Requested Action *(Identify appropriate Action or Motion, purpose, cost, timeframe, etc.)*

Request approval to renew existing contracts - Senior Services, 21RFQ000007A-CJC, In Home Services Contracts in the total amount not to exceed \$1,083,014.54 with (A) Southern Homecare dba Always Caring Homecare (Roswell, GA) in the amount of \$583,010.42; (B) Help at Home (Newnan, GA) in the amount of \$91,840.35; (C) Trusted Hands Senior Care, LLC, (Roswell, GA) in the amount of \$125,923.88; (D) At Home Atlanta (Atlanta, GA) in the amount of \$282,239.89. This action exercises the second of four renewal options. Two renewal options remain. Effective date January 1, 2023 thru December 31, 2023. **(APPROVED)**

### Requirement for Board Action *(Cite specific Board policy, statute or code requirement)*

In accordance with Purchasing Code Section 102-394(6), the Purchasing Department shall present all renewal requests to the Board of Commissioners at least 90 days prior to the contract renewal date or 60 days if the contract term is six (6) month or less.

### Strategic Priority Area related to this item *(If yes, note strategic priority area below)*

Health and Human Services

### Commission Districts Affected

- All Districts ☒
- District 1 ☐
- District 2 ☐
- District 3 ☐
- District 4 ☐
- District 5 ☐
- District 6 ☐

### Is this a purchasing item?

Yes

**Summary & Background** The Department of Senior of Services recommends approval. Senior Services is the county-based agency designated to provide Older Americans Act services within Fulton County. The department is responsible for the planning and coordination of Case Management, Congregate Meals (Neighborhood Senior Center), Home Delivered Meals, In-Home Services, and Transportation. This contract will cover In-Home services for eligible seniors aged 60 and above. This will include Homemaker Services, Personal Care and (Caregiver) Respite Services.

**Scope of Work:** The In-Home Services Program provides eligible senior residents of Fulton County aged 60 and above with three (3) types of services; (1) homemaker services, which includes light housekeeping, such as vacuuming, dusting, laundry, dishwashing, etc. (2) Personal Care Services, which includes bathing and grooming, and (3) (Caregiver) Respite Services, which allows for a professional certified staff to care for a senior while the primary caregiver is out of the home conducting essential business.

**Community Impact:** This service allows for seniors to remain in their residence and age in place. This is supported through the provision of homemaker services and personal care, which creates a healthier living environment by clearing trip hazards, and (Caregiver) respite services, which allow caregivers to be less stressful as they leave their loved one in a safe and supervised environment with a professional healthcare worker.

**Department Recommendation:** The Department of Senior Services recommends approval.

**Project Implications:** The senior population is expected to grow by 20% by 2030. As this segment of the population becomes larger, additional resources will be required to meet the demand for services.

**Community Issues/Concerns:** There are no community issues or concerns regarding this action.

**Department Issues/Concerns:** The impact if the contract renewal is not approved will result in a loss of service for 533 home bound seniors (Share Fulton Performance Dashboard <<https://sharefulton.fultoncountyga.gov/stories/s/rccx-pvs3/>> ). Home bound seniors will face premature institutionalization at a higher rate, experience increased isolation and have a more difficult time navigating the aging services network to access important resources.

## Contract Modification

### (A) Southern Homecare service dba Always Caring Homecare

Current Contract History	BOC Item	Date	Dollar Amount
Original Award Amount	21-0572	8/4/2021	\$528,876.33
1st Renewal	21-0815	10/20/2021	\$906,696.26
<b>This Request</b>			<b>\$583,010.42</b>
Total Revised Amount			\$2,018,583.01

### (B) Help at Home

Current Contract History	BOC Item	Date	Dollar Amount
Original Award Amount	21-0572	8/4/2021	\$131,440.44
1st Renewal	21-0815	10/20/2021	\$99,346.00
<b>This Request</b>			<b>\$91,840.35</b>
Total Revised Amount			\$322,626.79

### (C) Trusted Hands

Current Contract History	BOC Item	Date	Dollar Amount
Original Award Amount	21-0572	8/4/2021	\$131,440.44
1st Renewal	21-0815	10/20/2021	\$120,000.00
<b>This Request</b>			<b>\$125,923.88</b>
Total Revised Amount			\$377,364.32

**(D)** At Home Atlanta

Current Contract History	BOC Item	Date	Dollar Amount
Original Award Amount	21-0572	8/4/2021	\$131,440.44
1st Renewal	21-0815	10/20/2021	\$120,000.00
<b>This Request</b>			<b>\$282,239.89</b>
Total Revised Amount			\$533,680.33

**Contract & Compliance Information** *(Provide Contractor and Subcontractor details.)***Total Contract Value: \$1,083,014.54****(A)**

**Contract Value:** \$583,010.42  
**Prime Vendor:** Southern Homecare Services dba Always Caring Homecare  
**Prime Status:** Non-Minority  
**Location:** Roswell, GA  
**County:** Fulton County  
**Prime Value:** \$583,010.42 or 100.00%

**Total Contract Value:** \$583,010.42 or 100.00%  
**Total M/FBE Value:** \$-0-

**(B)**

**Contract Value:** \$91,840.35  
**Prime Vendor:** Help at Home, LLC  
**Prime Status:** Non-Minority  
**Location:** Newnan, GA  
**County:** Coweta County  
**Prime Value:** \$91,840.35 or 100.00%

**Total Contract Value:** \$91,840.35 or 100.00%  
**Total M/FBE Value:** \$-0-

**(C)**

**Contract Value:** \$282,239.89  
**Prime Vendor:** At Home Atlanta, LLC  
**Prime Status:** African American Male Business Enterprise - Non-Certified  
**Location:** Stone Mountain, GA

**County:** DeKalb County  
**Prime Value:** \$225,791.91 or 80.00%

**Subcontractor:** Epic Professional  
**Subcontract Status:** African American Male Business Enterprise - Non-Certified

**Location:** Duluth, GA  
**County:** Gwinnett County  
**Contract Value:** \$56,447.98 or 20.00%

**Total Contract Value:** \$282,239.89 or 100.00%  
**Total M/FBE Value:** \$282,239.89 or 100.00%

(D)

**Contract Value:** \$125,923.88  
**Prime Vendor:** Trusted Hands Senior Care  
**Prime Status:** African American Female Business Enterprise-Certified

**Location:** Roswell, GA  
**County:** Fulton County  
**Prime Value:** \$125,923.88 or 100.00%

**Total Contract Value:** \$125,923.88 or 100.00%  
**Total M/FBE Value:** \$125,923.88 or 100.00%

**Grand Prime Total Value:** \$1,083,014.54 or 100.00%  
**Grand M/FBE Value:** \$408,163.77 or 37.69%

## Exhibits Attached

Exhibit 1: Contractor Performance Reports  
Exhibit 2: Contract Renewal Evaluation Form  
Exhibit 3 Program Corrective Action Plan - Trusted Hands

## Contact Information *(Type Name, Title, Agency and Phone)*

Ladisa Onyiliogwu, Director, Department of Senior Service, 404-281-4042

## Contract Attached

## Previous Contracts

## Total Contract Value

Original Approved Amount: \$ 923,197.65  
Previous Adjustments: \$1,246,042.26  
This Request: \$1,083,014.54  
TOTAL: \$3,252,254.45

## Grant Information Summary

Amount Requested: \$ 186,811.60  
Match Required: \$7,500.00  
Start Date: July 1, 2022  
End Date: June 30, 2023  
Match Account #: 100-183-18IS-1567

☐ Cash  
☐ In-Kind  
☐ Approval to Award  
☐ Apply & Accept

## Grant Information Summary

Amount Requested:\$  
186,811.60 ☐ Cash  
Match Required: \$7,500.00  
Start Date: July 1, 2023  
End Date: June 30, 2024  
Match Account #: 100-183-18IS-1567

☐ In-Kind  
☐ Approval to Award  
☐ Apply & Accept

## Fiscal Impact / Funding Source

### Funding Line 1:

100-183-18IS-1192, General, Senior Services, Aging Grant Supplemental: \$694,391.34

### Funding Line 2:

461-183-AR23-1160, Grant, Senior Services, Professional Services: \$186,811.60

### Funding Line 3:

461-183-AR24-1160, Grant, Senior Services, Professional Services: \$186,811.60 (Contingent upon BOC approval for AR24 Grant)

### Funding Line 4:

100-183-18IS-1567, General, Senior Services, Transfer out County Share: \$15,000

Key Contract Terms	
Start Date: 1/1/2023	End Date: 12/31/2023
Cost Adjustment:	Renewal/Extension Terms:

## Overall Contractor Performance Rating:

Southern Homecare Services dba Always Caring Homecare	3.00
Help at Home, LLC	3.00
At Home Atlanta, LLC	3.00
Trusted Hands Senior Care	2.80

Would you select/recommend this vendor again? Yes

**Report Period Start:**  
**1/1/22**

**Report Period End:**  
**6/30/22**