

# Elderly Nutrition

Presentation to the Elderly Nutrition  
Program Task Force 10/25/23



# Areas for today's discussion

- Request for Proposal (RFP)
- Reimbursement rate
- Cash flow
- Intake and MIS
- Program demand



# RFP- Guidance

AAA's contract for meals whereby proposals are solicited from qualified suppliers, following submission of which changes in proposals and prices are allowed, and the proposal deemed by the awarding authority to be most advantageous in terms of criteria as designated in the Request for Proposals is accepted.

**History &  
Experience or  
Management 30%**

**Quality 40%**

**Cost 30%**



# RFP Review - Who, How, What



## Evaluators

Include members of the Board, Advisory, and supported by staff

## Requirements

Reviewers must:  
Submit COI  
Agree to confidentiality  
Objectivity

## Quality & History/MGT

Participant surveys  
Host site feedback  
Application details

## Cost

Adherence to OPM cost standards  
De minimis for G & A  
Reconciles with proposed units served



# Reimbursement Rate - Unit Costs

- Variable reimbursement between Medicaid and TIII
- Process for annual review



	National Averages	Connecticut Averages		
Congregate	\$10.69	\$10.46		
Home Delivered	\$11.06	\$6.90	T3 OAA \$ 6.90	Medicaid \$ 5.62



# Reimbursement Rate – Unit Costs

## PROBLEMS

- Expenses for Medicaid meals bleed into TIII costs
- Requests for increases are not standardized



## SOLUTIONS

- Increase the reimbursement from Medicaid meals to meet actual costs
- Align annual increases to cost of living or inflation



# Cash Flow - Payments to AAAs, ENPs

Upon the execution of this Contract, the Contractor shall receive an initial payment in the amount of **\$638,335.00** in OAA Title III and Title VII and Social Service Block Grant funding, subject to the availability of funding.

Subsequent payments shall be paid by the Department within 45 days of receipt of the payment request from the Contractor, contingent upon submission and approval of timely and accurate Payment request, and Monthly Expenditure Reports supporting the request, which demonstrate cumulative expenditures of at least 75% of total federal funding received to date from the Department and subject to the availability of funds.

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	Fed 20 Received	Funded	Grant Payments	Fed 20 Received	Funded	Grant Payments
October	\$ (900,599)		467,460	156,143		299,615
Subtotal	\$	(1,368,059)			(143,472)	
November	\$ 166,739		459,075	\$ 18,117		314,704
Subtotal	\$	(1,660,395)			(440,059)	
December	\$ 546,635		498,634	\$ 19,030		339,316
Subtotal	\$	(1,612,394)			(760,345)	
January	\$ 721,245		427,544	\$ 156,144		308,292
Subtotal		(1,318,693)			(912,493)	
February	\$ 166,742		371,291	\$ 734,143		314,320
Subtotal		(1,523,242)				
March	\$ 778,125		409,351			386,937
Subtotal	\$	(1,154,468)		\$ 1,083,577	(879,607)	
April	\$ 1,479,769		361,831			360,983
Subtotal	\$	(36,530)				
May			359,876	\$ 156,152		385,520
Subtotal		(396,406)				
June	\$ 72,413		310,569	\$ 1,158,428		370,917
Subtotal		(634,562)				
July	\$ 508,691		296,811			354,840
Subtotal		(422,682)		\$ 2,398,157	(1,037,287)	
August			277,848			371,790
Subtotal		(700,530)		\$ 3,294,563	(512,671)	
September	\$ 172,249		267,464			387,929
Subtotal	\$ 3,712,009	(795,745)	4,507,753	\$ 3,294,563	(900,599)	4,195,162





*Question from AAA staff on 10/24/23 for payments due to ENP on November 15*

Please find attached the 1<sup>st</sup> quarter request for payment on Fed FY2024. I based it on the existing contract values and left out C1 for now.  
Let me know if you have any questions.

Results:

Depending on the passage of a Federal budget, AAAs and ENPs will wait until late March or April for payment of food purchased in October.

*Response from State Unit on Aging Staff 10/24/23*

Unfortunately, until the Feds can pass a budget after they finally elect a Speaker, I won't be able to submit this request. As soon as that happens and there is a 2024 Allocation Chart released, I will put this right in.



# Cash Flow - Payments to AAAs, ENPs

## PROBLEMS

- Delayed Federal payment results in delayed State payment
- Delayed processing of requests (can't request until the \$ is available, then wait 45 + days)



## SOLUTIONS

- Provide an advance to cover Federal portion so providers can pay their vendors
- Allow AAAs to request payment at 50% of expended balance
- Hold to contractual 45-day payment cycle



# Intake and MIS – Program Requirements

## PROBLEMS

- Data entry is tremendous burden on staff
- Data collection is inaccurate due to insensitive and duplicative assessment
- Data reporting/analysis is extremely difficult in current system



## SOLUTIONS

- Identify alternative data entry/data delivery systems
- Review Form 5 intake and streamline based on community program not hospital or clinical
- Ability to aggregate data and analyze based on State



# Program demand – Exceeding resources

Services are not intended to reach every individual in the community. Programs target adults age 60 and older who are in greatest social and economic need. Prioritizing systems must be careful when rating socioeconomic issues as higher priority, because policies and procedures cannot involve means-testing.

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*National Resource Center on  
Nutrition and Aging, 2020*



# Program demand – Exceeding resources

## PROBLEM

- Resources do not meet the demand when everyone is encouraged to attend congregate meals.
- Population is increasing faster than resources



## SOLUTIONS

- Develop criteria directing funds based on percentage of weighted target population
- Increase funding line items
- Increase awareness / enrollment in SNAP, Farmers' Market



# Summary

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- Issues have been identified
- Solutions available and in some cases in process
- Findings are consistent across studies
- Long term & ongoing partnerships desired
- Goals are shared and achievable

