



CARES

Stay At Home

Home Health

Stay Independent

Daily Living

Stay Connected

Senior Centers

Stay Informed

Wellness

www.CARESFL.org

January 13, 2022

Ann Marie Winter, Executive Director
Area Agency on Aging of Pasco-Pinellas County
9549 Koger Blvd, Suite 100
St. Petersburg, FL 33702

Dear Ms. Winter,

As the existing operational provider for the Title IID Disease Prevention and Health Promotion Program in Pasco and Pinellas counties, Community Aging and Retirement Services, dba CARES has given careful and very serious consideration to our current contract and its impact on our ability to successfully conduct business. Consequently, we have concluded that it is neither financially nor programmatically feasible to continue in this role given the current reimbursement schedule as outlined by the AAAPP.

CARES has conscientiously performed its due diligence in evaluating all known factors before reaching this decision and does not take lightly our responsibility to the health and wellness concerns of the community which we serve. To our astonishment, when our staff reached out to approximately 400 seniors in our records to explore their ability and willingness to attend classes we heard a resounding, "NO, not at this time."

As discussed at the local level as well as statewide, during the past two years the pandemic has curtailed both the class size and the availability of instructors needed to effectively administer the program. PSA 3 and PSA 8 are affected in the same way and to the same degree as we in Pasco and Pinellas, and our inability to spend the IID funding is not exclusive. We are all concerned about the carry-forward funding, which everyone agrees, "will not be spent during the pandemic." Both AAA's concurred that the DOEA will need to provide a resolution which does not place the burden *or the blame* at the local level for the uncontrollable circumstances brought about by COVID-19, well beyond the dominion of our staff and programs.

Evidence Based programs such as this, while beneficial also require intense training, extreme oversight, in addition to frequent updates to program training and materials, all of which add to the complexity of proper execution of the program. Please understand that such trainings and materials are part of the reimbursable unit rates IF classes ARE performed. Therefore, CARES has been absorbing all those costs for the last two years. One PT Director and two PT Coordinators' salaries and all overhead has continued to be expended, even though the contracted units have not been successfully fulfilled. Therefore, no classes and no administrative reimbursement equals a continuous loss of revenue for CARES.

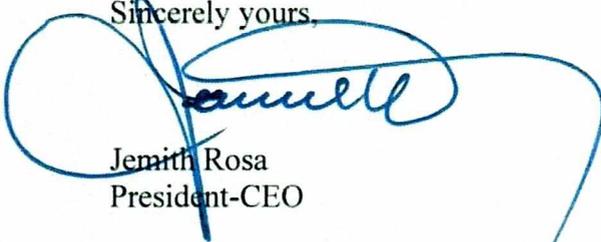
As illustrated in the attached spreadsheet, in order to provide the number of classes/services as required by contract, and in a manner which meets the Florida Department of Elder Affairs

Program and Service Manual guidelines, CARES will continue to suffer financial losses, which we can no longer continue to endure. In 2020 / 2021 we lost \$34K and \$41.7K, respectively, for a total of a \$75,741 loss over the 2-year period.

As requested by you during our conference call on December 29, 2021, CARES has determined that we are not in a position to offer a "robust" plan demonstrating that CARES will be in the ideal position to spend \$123K (2022 allocation) by the first quarter of 2022 and approximately \$400K carry forward funding during the last three quarters of 2022. Our decision comes after taking into consideration what has been and will continue to be our major barrier, the COVID 19 pandemic. As you know the scientific projection is that this pandemic will continue to affect our communities with multiple variants and increasing occurrences of positive cases. As a viral infection, mutation and spreading of this virus will continue to be imminent, and given the present conditions, DOEA mandates of fully spending current and carry forward funding in 2022 of approximately \$450k are neither reasonable nor attainable. Knowing that the results of our efforts will be the same while dealing with a pandemic, this expectation is simply setting CARES and the Title IIID Program up for failure.

In conclusion, CARES is open to discussion with the Area Agency on Aging Pasco/Pinellas regarding continuation of the contract, which would need to include a significant unit rate adjustment and modification to the number of expected units to be delivered. If AAAPP is not in the position to adjust unit rates and deliverables, please consider this letter Community Aging and Retirement Services, dba CARES 60-day notice to terminate the Older Americans Act Title IIID agreement between the Area Agency on Aging Pasco/Pinellas and Community Aging and Retirement Services dba CARES. We will, however, complete all 9-classes as scheduled for the first quarter of FY 2022.

Sincerely yours,



Jemith Rosa
President-CEO

attachments: Realistic Title IIID 2022 Supporting Budget Schedules

- cc: Barbara Sharp, CARES BOD Chair
Charlie Robinson, Esq. AAAPP BOD Chair
Mike Neumann, CARES CFO
Gail Holton, CARES COO
Paula Moore, AAAPP CFO
Jason Martino, AAAPP Director of Planning & Emergency Management

PSA 5

County Name: Pasco - Pinellas

Fiscal period: Jan 1, 2022 to Dec 31, 2022

Provider Name: Community Aging & Retirement Services, Inc.d/b/a CARES

OAA - 3D

ORIGINAL DATE: 6/25/2021

Initial Submission

REVISED DATE: 1/6/2022

updated

REVISION NUMBER:

3% rate increase requested.

Supporting info has been submitted.

17.7% - health insurance premium increase.

21.6% - CARES portion of health insurance cost increase.

5.0% - May21 CPI-inflation rate

10% - FL min wage incr Jan22

III.B. SUPPORTING BUDGET SCHEDULE BY PROGRAM ACTIVITY

*(Indicate all DOEA funding sources applicable to your agency)

- | | |
|-------------------------|-----------------------|
| <u>Funding Source</u> | <u>Funding Source</u> |
| () Title III B | () ADI |
| () Title III C1 | () CCE |
| () Title III C2 | () Elderly Meals |
| (X) Title III D | () HCE |
| () Title III E | () LSP |
| () Title III F | () MW |
| () Contracted Services | |

Form Revised July 18, 2003

(Service Reference)

(22)

(23)

(23a)

(23b)

(23f)

150

DESCRIPTION	TOTAL SERVICES	IIID Chronic Disease Self Mgt. Program	IIID Diabetes Self Mgt. Program	IIID Chronic Pain Self Mgt. Program	IIID Matter of Balance	IIID Tai Chi Moving for Better Balance
1. Total Budgeted Cash Costs	123,409.00	28,868.00	22,663.00	29,314.00	23,138.00	19,426.00
1. (a) Add Inkind Cost						
1. (b) Total Budgeted Costs	123,409.00	28,868.00	22,663.00	29,314.00	23,138.00	19,426.00
2. Total Budgeted Units	87	12.0	14.4	14.4	34.7	11.6
2.(a) Total Cost Per Unit of Service		2,408.42	1,571.65	2,032.88	666.23	1,673.45
3. Less USDA						
4. Less Cash Match						
5. Less Inkind Match						
6. Less Program Income Used as Match						
Sub-Total Match:						
7. Less Program Income						
8. Less Other Non-Matching Cash & Co-payments						
9. Adjusted Budgeted Costs	123,409.00	28,868.00	22,663.00	29,314.00	23,138.00	19,426.00
10. Adjusted Cost Per Unit of Service		2,408.42	1,571.65	2,032.88	666.23	1,673.45
12. Estimated Number of UNDUPLICATED Clients	500	85	55	60	150	150

PSA 5

County Name: Pasco - Pinellas

Fiscal period: Jan 1, 2022 to Dec 31, 2022

Provider Name: Community Aging & Retirement Services, Inc.d/b/

ORIGINAL DATE: 6/25/2021 PASCO original submit
 REVISED DATE/NUMBER 1/6/2022 updated
 REVISED DATE/NUMBER

3% rate increase requested.
Supporting info has been submitted.
 17.7% - health insurance premium increase.
 21.6% - CARES portion of health insurance cost increase.
 5.0% - May21 CPI-inflation rate
 10% - FL min wage incr Jan22

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| () Title III E | () LSP |
| () Title III F | () MW |
| () Contracted Services | |

PASCO COUNTY

Form Revised July 18, 2003

(Service Reference)

2

151

DESCRIPTION	TOTAL SERVICES	Chronic Disease Self Mgmt Program	Diabetes Self-Management Program	CP Self Management Program	Matter of Balance	Total Chi:Moving for Better Balance
1. Total Budgeted Cash Costs	61,254.00	13,984.00	11,331.00	14,657.00	11,569.00	9,713.00
1. (a) Add Inkind Cost	0.00	0.00	0.00	0.00	0.00	0.00
1. (b) Total Budgeted Costs	61,254.00	13,984.00	11,331.00	14,657.00	11,569.00	9,713.00
2. Total Budgeted Units	43.39	5.8	7.2	7.2	17.4	5.8
2.(a) Total Cost Per Unit of Service	1,411.55	2,408.42	1,571.65	2,032.88	666.23	1,673.45
3. Less USDA	0.00	0.00	0.00	0.00	0.00	0.00
4. Less Cash Match	0.00	0.00	0.00	0.00	0.00	0.00
5. Less Inkind Match	0.00	0.00	0.00	0.00	0.00	0.00
6. Less Program Income Used as Match	0.00	0.00	0.00	0.00	0.00	0.00
Sub-Total Match:	0.00	0.00	0.00	0.00	0.00	0.00
7. Less Program Income	0.00	0.00	0.00	0.00	0.00	0.00
8. Less Other Non-Matching Cash & Co-payments	0.00	0.00	0.00	0.00	0.00	0.00
9. Adjusted Budgeted Costs	61,254.00	13,984.00	11,331.00	14,657.00	11,569.00	9,713.00
10. Adjusted Cost Per Unit of Service	N/A	2,408.42	1,571.65	2,032.88	666.23	1,673.45
12. Estimated Number of UNDUPLICATED Clients	250	42	28	30	75	75

PSA 5

County Name: Pasco - Pinellas

Fiscal period: Jan 1, 2022 to Dec 31, 2022

Provider Name: Community Aging & Retirement Services, Inc.d/b/ dba CARES

ORIGINAL DATE: 6/25/2021 **PINELLAS** original submit
REVISED DATE/NUMBER 1/6/2022 updated
REVISED DATE/NUMBER

3% rate increase requested.
Supporting info has been submitted.
 17.7% - health insurance premium increase.
 21.6% - CARES portion of health insurance cost increase.
 5.0% - May21 CPI-inflation rate
 10% - FL min wage incr Jan22

III.B. SUPPORTING BUDGET SCHEDULE BY PROGRAM ACTT
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| () Contracted Services | |

PINELLAS COUNTY

Form Revised July 18, 2003

(Service Reference)

2

152

DESCRIPTION	TOTAL SERVICES	Chronic Disease Self Mgmt Program	Diabetes Self-Management Program	CP Self Management Program	Matter of Balance	Chi:Moving for Better Balance
1. Total Budgeted Cash Costs	62,155.00	14,884.00	11,332.00	14,657.00	11,569.00	9,713.00
1. (a) Add Inkind Cost	0.00	0.00	0.00	0.00	0.00	0.00
1. (b) Total Budgeted Costs	62,155.00	14,884.00	11,332.00	14,657.00	11,569.00	9,713.00
2. Total Budgeted Units	43.77	6.2	7.2	7.2	17.4	5.8
2.(a) Total Cost Per Unit of Service	1,420.06	2,408.42	1,571.65	2,032.88	666.23	1,673.45
3. Less USDA	0.00	0.00	0.00	0.00	0.00	0.00
4. Less Cash Match	0.00	0.00	0.00	0.00	0.00	0.00
5. Less Inkind Match	0.00	0.00	0.00	0.00	0.00	0.00
6. Less Program Income Used as Match	0.00	0.00	0.00	0.00	0.00	0.00
Sub-Total Match:	0.00	0.00	0.00	0.00	0.00	0.00
7. Less Program Income	0.00	0.00	0.00	0.00	0.00	0.00
8. Less Other Non-Matching Cash & Co-payments	0.00	0.00	0.00	0.00	0.00	0.00
9. Adjusted Budgeted Costs	62,155.00	14,884.00	11,332.00	14,657.00	11,569.00	9,713.00
10. Adjusted Cost Per Unit of Service	N/A	2,408.42	1,571.65	2,032.88	666.23	1,673.45
12. Estimated Number of UNDUPLICATED Clients	250	43	27	30	75	75