

Connecticut Legislature's Aging Committee
HB-6685
An Act Increasing Home Care Provider Rates
Public Hearing, February 17, 2015

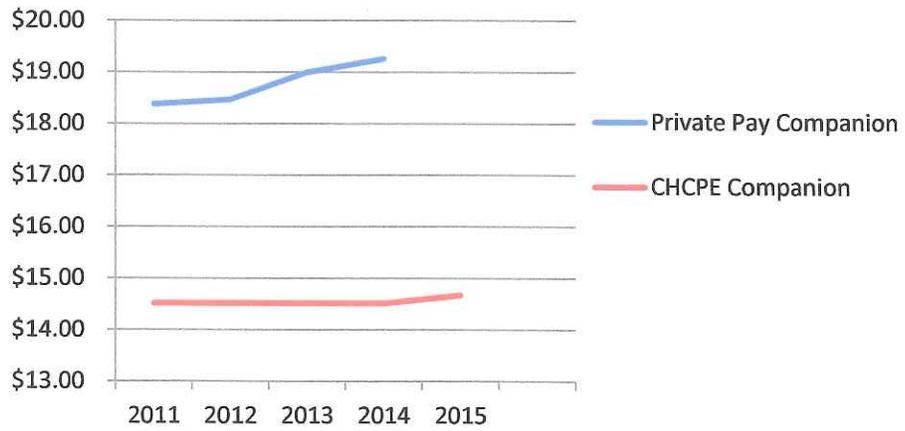
Dear Legislators,

My name is Ron D'Aquila RN. I am here today to ask for your consideration to help approve an increase for Home Care Providers. I have more than 30 years of Home Care and Community Health experience, and I am co-owner of two companies: Assisted Living Services, Inc., in which we provide non-medical home care services Statewide, and Assisted Living Technologies, Inc., in which we provide primarily wireless, sensor-based technologies that help seniors and individuals with disabilities improve their quality of life and age-in-place.

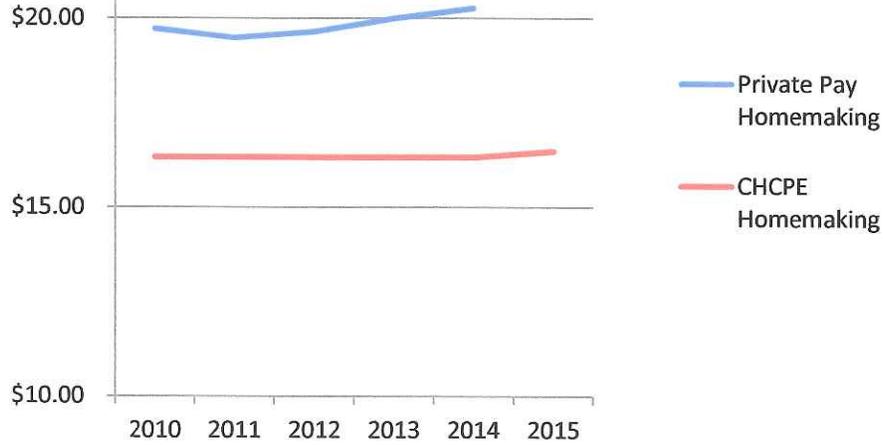
We have an excellent relationship with the Department of Social Services and the Department of Developmental Services. However, there are some dynamics within the home care industry in our State that are important for you to be aware of, especially as they relate to HB-6685. Over the past several years, we as an Agency, and many others that I know of have had to discontinue providing various services with the CHCPE due to rising costs exceeding Provider re-imburement. For example, we discontinued Companionship Services because our Workers Compensation insurance, general liability insurance, and other costs had made it impossible to continue. That led to a downsizing of nearly 20 jobs.. Now we are faced with even greater financial challenges because we have additional costs we have to bare that are a result of Federal legislation such as the penalties for the Affordable Care Act (\$2000 per 30 hour position), and local legislation such as paying travel time, sick time etc. We are near the point in which unless there can be an increase in our rates that helps us just keep pace with the added costs, we will likely be unable to continue to provide other services such as Homemaking, Personal Care Assistant Services, and the much needed Live-in Services (PCA-24) which is crucial to the success of the Money Follows the Person Program here in Connecticut.

In respect to an increase that would help home care agencies "just keep pace," please refer to the attached graphs which illustrate the average private pay rates for home care services in Connecticut. They are based upon figures reported by the Connecticut Partnership for Long-Term Care, State of Connecticut Office of Policy Management. There is a striking difference between the Private Pay Rates and the CHCPE State Medicaid Funded Program rates. Agencies are having to increase their rates to keep themselves in business. Provider rates have not increased in 7 years, with the exception of a 1% increase effective January 1, 2015. Provider rates are at a point where there is no margin to continue doing business for many agencies. There is a difference of 20% to 30% in Private Pay Rates and Provider Rates. Please begin to consider home care agencies as a partner in helping to reduce the risk that our senior population will be able to continue to stay at home vs. the more expensive option of a skilled nursing facility, and also that we play a critical role in helping to transition those that are in SNF's safely back into community-based settings. You just cannot do this without us. Thank you.

**Comparison of Average Private Pay Home Care Services with CHCPE
Companion Services**



**Comparison of Average Private Pay Home Care Services with CHCPE
Homemaking Services**



**Comparison of Average Private Pay Home Care Services with CHCPE
Live-in Companion**

