

58630

DATE: August 18, 2017

TO: Board of Acquisition and Contract

FROM: Sherlita Amler, MD
Commissioner of Health

RE: Authorization to Enter into Contract with Marlon M. Anglin, Berta Pineyro, Hipolita Cabrera, Naeem Kingston and Business of Your Business LLC, to assist individuals and small businesses in applying for health insurance coverage through the New York State of Health Individual and Small Business Health Options: The Official Health Plan Marketplace, for the Term 10/01/17 through 09/30/18, pursuant to approved budgets, for a total aggregate not-to-exceed amount of \$237,000, to be paid to each in accordance with approved budgets.

The County of Westchester, acting by and through its Department of Health (“WCDH”), seeks authorization to enter into contract with Marlon M. Anglin, Berta Pineyro, Hipolita Cabrera, Naeem Kingston and Business of Your Business LLC, to assist individuals and small businesses in applying for health insurance coverage through the New York State of Health Individual and Small Business Health Options: The Official Health Plan Marketplace (the “Marketplace”), for the term 10/01/17 through 09/30/18, pursuant to approved budgets, for a total aggregate not-to-exceed amount of \$237,000, to be paid to each in accordance with approved budgets.

These contracts will be funded by the New York State Department of Health’s (“NYSDOH”) Consumer Assistance for the New York State Health Benefit Exchange: In Person Assistors and Navigators (“IPA/Navigators”) Grant program.

Since 2013, when the Governor of New York created the Marketplace as part of the federal Affordable Care Act (“ACA”), the Marketplace has been a one-stop electronic platform where individuals and small businesses (“potential applicants”) can explore and compare private and public health insurance options, health plans, out of pocket costs, and eligibility for advanced premium tax credits and cost sharing assistance in a fair and impartial matter. The Marketplace funds enrollment activities to help contractors serve as IPA/Navigators. The above named contractors have been trained and certified by the NYSDOH as IPA/Navigators.

The IPA/Navigators program will promote the public health and general welfare of uninsured County residents by providing in-person application assistance to all potential applicants who apply for health insurance through the Marketplace.

The goal of the IPA/Navigators program is to educate potential applicants about the Marketplace and the types of health insurance programs offered; provide in person health insurance enrollment and re-enrollment services in public and private insurance to potential enrollees; help consumers apply for financial assistance including advanced tax credits and cost sharing options; and assist potential enrollees with grievances, complaints or questions regarding their health coverage or a determination related to their coverage. IPA/Navigators have extensive knowledge and experience conducting outreach, education and assistance to diverse populations.

The objective is to have a dedicated cadre of IPA/Navigators who are linguistically and culturally representative of the target populations to be served so that they can competently provide assistance and numerous other services at locations and times convenient to the target population, including evenings and weekends.

The majority of the above named contractors have worked for several years with the WCDH to provide enrollment services into NYS's public health insurance programs under the NYSDOH's Facilitated Enrollment program, and therefore have the experience and contacts to target eligible but hard-to-reach and vulnerable individuals. Business of Your Business LLC specializes in working with and advising small businesses on a variety of matters and has direct access to an established network of community business and trade association contacts.

From October 1, 2013 through June 30, 2017, the IPA/Navigator program provided over 19,909 service encounters including education, in-person application assistance, eligibility screenings, referrals, troubleshooting and other health coverage navigation services. Services were provided via telephone, in person, and email. IPA/Navigators have assisted individuals and families with 7,805 applications for health insurance coverage in the Marketplace.

The WCDH will monitor the IPA/Navigators' performance monthly based on compliance with internal application productivity standards, as well as outcomes generated and measured by NYSDOH; customer satisfaction with services rendered; effectiveness of outreach activities; and compliance with NYSDOH and WCDH contract and operating protocols. For the 2017-2018 contract period, IPA/Navigators will assist consumers and small businesses in completing an average of 200 applications monthly in the Individual and Small Business Marketplace.

There are no rules in the IPA/Navigators grant that prohibit the County from following its own local rules regarding procurement. Therefore, these contracts are exempt under Section 3 (a) viii of the Westchester County Procurement Policy, as medical and health related services.

Approval of the attached resolution is respectfully requested.

APPROVED BOARD OF ASSOCIATION CONTRACT - 05/11/2017 - LISA HARRIS, SECRETARY

RESOLUTION

UPON A COMMUNICATION FROM THE COMMISSIONER OF HEALTH, BE IT HEREBY

RESOLVED, that the County of Westchester, acting by and through its Department of Health ("WCDH"), is authorized to enter into contract with Marlon M. Anglin, Berta Pineyro, Hipolita Cabrera, Naeem Kingston and Business of Your Business LLC, to assist individuals and small businesses in applying for health insurance coverage through the New York State of Health Individual and Small Business Health Options: The Official Health Plan Marketplace, for the Term 10/01/17 through 09/30/18, pursuant to approved budgets, for a total aggregate not-to-exceed amount of \$237,000, to be paid to each in accordance with approved budgets; and, be it further

RESOLVED, that the total aggregate not-to-exceed amount of \$237,000 is to be distributed among the following contractors in the manner set forth below and to be paid to each according to approved budgets:

| <u>Contractor Name</u> | <u>Amount Not-to-Exceed</u> |
|-------------------------------|-----------------------------|
| Business of Your Business LLC | \$ 55,000 |
| Naeem Kingston | \$ 38,220 |
| Hipolita Cabrera | \$ 49,140 |
| Marlon M. Anglin | \$ 43,680 |
| Berta Pineyro | <u>\$ 50,960</u> |
| Total | <u>\$ 237,000</u> |

and, be it further

RESOLVED, that the County Executive or his duly authorized designee be and hereby is authorized and empowered to execute all appropriate contracts or documents necessary to effectuate the purposes of this Resolution in the manner prescribed by law.

Department of Health
 County of Westchester
 10 County Center Road, 2nd Floor
 White Plains, New York 10607
 August 18, 2017

| | |
|-----------------------|-----------------|
| Original Agreement | \$ |
| First Amendment | \$ |
| This Amendment | \$ |
| TOTAL | \$ _____ |

Agreement #

| Account to be Charged/Credited | Fund | Dept | Major Program, Program & Phase or Unit | Object/ Sub-Object | Trust Account | Dollars |
|---|-------------|------|--|--------------------|---------------|---------|
| | | 263 | 27 | 517S | 4380 | T517 |
| Budget Funding Year(s) (must match resolution) <u>2017-2018</u> Start Date <u>10/01/17</u> End Date <u>09/30/18</u> | | | | | | |
| Funding Source | Tax Dollars | | _____ | | | |
| | State Aid | | <u>NYSDOH (\$139,214)</u> | | | |
| \$237,000 | Federal Aid | | <u>pass thru NYSDOH (\$97,786)</u> | | | |
| (must match resolution) | Other | | _____ | | | |