

Robert P. Astorino  
County Executive

Department of Social Services

Kevin McGuire  
Commissioner

**52510**

DATE: August 1, 2016

TO: Board of Acquisition and Contract

FROM: Kevin M. McGuire  
Commissioner, Department of Social Services

RE: Authority for the County of Westchester to enter into an Agreement with the Yonkers Chamber of Commerce for a demonstration project that assists in enrolling individuals who are not recipients of public assistance but may otherwise be eligible and are yet unenrolled in the Medicaid program with the goal of capturing additional FMAP (Federal Medical Assistance Percentage) revenues in an amount not to exceed \$975,000 to be paid pursuant to an approved budget and subject to appropriation for the period from August 15, 2016 through December 31, 2017.

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Attached for your consideration is a resolution which, if approved by your Honorable Board, would authorize the County of Westchester, through its Department of Social Services, to enter into an agreement with the Yonkers Chamber of Commerce for a demonstration project that assists in enrolling individuals who are not recipients of public assistance but may otherwise be eligible and are yet unenrolled in the Medicaid program with the goal of capturing additional FMAP revenues in an amount not to exceed \$975,000 to be paid pursuant to an approved budget and subject to appropriation for the period from August 15, 2016 through December 31, 2017.

Under the proposed agreement, the Yonkers Chamber of Commerce will develop and implement an outreach program to enroll non-recipients of public assistance without health insurance coverage who might be eligible for Medicaid particularly, but not exclusively, those uncovered and uninsured individuals and childless couples, ages 19 to 64, whose income is more than 100% but less than 138% of the federal poverty level.<sup>1</sup> This category is of interest to the Department because new

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<sup>1</sup> The US Census Bureau's 2010-2014 5-year estimate states that 14.6% (+/- 0.8%) of adults in Westchester County have no health insurance coverage.

enrollments increase the amount of federal aid available through FMAP thereby reducing the net cost of the county's weekly Medicaid share expense.<sup>2</sup>

The public purpose of this agreement is to ensure health insurance coverage for as many eligible low-income Westchester residents as possible who are not currently recipients of public assistance.

The goal of this agreement is to assist the Department in preventing poverty by enrolling the uninsured individuals and childless couples, ages 19 to 64, that are very low income but above the federal poverty level in the Medicaid program. The objectives of this agreement are to develop a model outreach program that can be replicated in other areas of the county and determine if such an enrollment outreach program results in increased federal aid for the county government.

The goal and objectives are in the best interests of the County in terms of fiscal responsibility in that the Department will prevent catastrophic medical events from pushing certain individuals and childless couples into poverty as well as potentially increase federal aid to the county government.

The goal and objectives will be monitored continuously with quarterly summary reports through performance and fiscal measurement indicators developed by the Department and approved by the County Budget Office.

In order to meet the competitive procurement requirements of the Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards (formerly, the Grants Management Common Rule) and the County Procurement Policy requirements, the Department issued a Request For Proposals ("RFP") in June of this year. Based on that RFP, the Department recommends this agreement with Yonkers Chamber of Commerce, Inc., particularly since the respondent is most familiar with the geographic area in which nearly 50% of the households living at 138% or less of the federal poverty level are located in Westchester County, viz., the City of Yonkers.

Accordingly, authority is requested for the County of Westchester to enter into an agreement with the Yonkers Chamber of Commerce, Inc. for the aforesaid purpose.

A resolution requesting the same is attached for your Honorable Board's approval.

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<sup>2</sup> For a household of one, 138% of the FPL is \$16,242; for two it is \$21,983. More than 51,000 households in Westchester County have income of \$24,999 or less according to the Census Bureau.

## RESOLUTION

Upon a communication from the Commissioner of the Department of Social Services, be it hereby

**RESOLVED**, that the County of Westchester is hereby authorized to enter into an Agreement with Yonkers Chamber of Commerce, Inc. for a demonstration project that assists in enrolling individuals who are not recipients of public assistance but may otherwise be eligible and are yet unenrolled in the Medicaid program with the goal of capturing additional FMAP revenues in an amount not to exceed \$975,000 to be paid pursuant to an approved budget for the period from August 15, 2016 through December 31, 2017; and be it further

**RESOLVED**, that this Contract is subject to County Appropriation; and be it further,

**RESOLVED**, that this agreement is also subject to further financial analysis of the impact of any New York State Budget (the "State Budget") proposed and adopted during the term of this agreement. The County shall retain the right, upon the occurrence of any release by the Governor of a proposed State Budget and/or the adoption of a State Budget or any amendments thereto, and for a reasonable period of time after such release (s) or adoption (s), to conduct an analysis of the impacts of any such State Budget on County finances. After such analysis, the County shall retain the right to either terminate this agreement or to renegotiate the amounts and rates approved herein. If the County subsequently offers to pay a reduced amount to the Contractor, then the Contractor shall have the right to terminate this agreement upon reasonable prior written notice; and be it further

**RESOLVED**, that the County Executive or his duly authorized designee is hereby authorized to execute all instruments and take all actions reasonably necessary to effectuate the purposes hereof.

Account to be  
Charged/Credited

	Fund	Dept	Major Program, Program & Phase Or Unit	Object/ Sub- Object	Trust Account	Dollars
2016	101	22	8900	5650	-----	\$325,000
2017	101	22	8900	5650	-----	\$650,000

Budget Funding Year(s): 2016-17      Start Date: 8/15/16      End Date: 12/31/17  
(Must match resolution)

Funding Source

Tax Dollars: 0%  
State Aid: 50%  
Federal Aid: 50%  
Other:

**\$975,000**

(Must match resolution)

APPROVED BOARD OF ACQUISITION & CONTRACT - 08/04/2016 - LISA MARIJAJ SECRETARY