



**Request for Interest (RFI) 160000006**  
**Department of Health & Social Services, Division of Alaska Pioneer Homes**  
**Privatization of Service Provision**

The State of Alaska, Department of Health and Social Services, Division of Alaska Pioneer Homes (AKPH) is seeking letters of interest from qualified parties capable and interested in assuming operations of the six Alaska Pioneer Homes. It is the goal of the department to gauge the feasibility of privatization via this request for letters of interest. The department would like to see responses which feature; (1) the continuation of the high standard of care currently seen within the homes, (2) financial plans that are partially, if not fully, self-sufficient with reduced, or eliminated, state subsidies, and (3) continuation of caring for individuals who would otherwise have no other care facility available to them.

**Background of the Alaska Pioneer Homes**

The Department of Health and Social Services has the mission "to promote and protect the health and well-being of Alaskans." Alaska Pioneer Homes has been helping to promote and protect the health and well-being of Alaskans since the first home was established in Sitka in 1913 by the First Territorial Legislature to care for indigent Alaskan elders. There are currently six homes in the state in the following cities; Anchorage, Juneau, Fairbanks, Ketchikan, Palmer and Sitka.

The current division mission summarizes this century old commitment as "providing elder Alaskans a home and community, celebrating life through its final breath." The division's efforts support the following department core services:

- 1.2-Provide quality of life in a safe living environment for Alaskans.
- 2.1-Manage health care coverage for Alaskans in need.
- 3.1-Strengthen Alaska families.
- 3.2-Protect vulnerable Alaskans.

The Division of Alaska Pioneer Homes provides 24 hour care as licensed assisted living homes to elder Alaskans. The division has a total of 499 licensed beds between the six locations. The average age of the residents is 86.2 years. In the last 20 years prospective residents have been remaining in their homes as long as possible utilizing home and community based services, this has resulted in residents requiring higher levels of care than historically seen within the homes.

## **Definitions**

Level I: services include the provision of housing, meals, emergency assistance and opportunities for recreation.

Level I services do not include staff assistance with activities of daily living, medication administration, or health-related services, although the Alaska Pioneer Home Pharmacy may supply prescribed medications. Staff is available to provide further assistance if an emergency occurs.

Level II: services include the provision of housing, meals, and emergency assistance; and, as stated in the resident's assisted living plan, staff assistance, including assistance with activities of daily living, medication administration, recreation, and health-related services. Assistance provided by a staff member includes supervision, reminders, and hands-on assistance, with the resident performing the majority of the effort. During the night shift, the resident is independent in performing activities of daily living and capable of self-supervision. Staff is available to provide occasional assistance in the night as needed.

Level III: services include the provision of housing, meals, and emergency assistance; and, as stated in the resident's assisted living plan, staff assistance, including assistance with activities of daily living, medication administration, recreation, and health-related services. Assistance provided by a staff member includes hands-on assistance, with the staff member performing the majority of the effort. The resident may receive assistance throughout a 24-hour day, including the provision of care in a transitional setting.

“Eden Alternative®” Philosophy of Caring: The Eden Alternative® philosophy is learned and practiced by all Alaska Pioneer Homes personnel. This philosophy, developed by Dr. William Thomas, seeks to eliminate loneliness, boredom and helplessness as the three major “plagues” of life in a long term care facility. This is accomplished by enhancing the work environment of all caregivers, while surrounding residents with the best possible human habitat. This habitat includes many plants, animals and children. In this supportive atmosphere, spontaneous and positive experiences occur for Pioneer Home residents.

Payment Assistance: a sliding fee scale which allows residents to pay what they are able.

Medicaid Waiver: The homes provide care as certified Medicaid waiver providers to recipients of the Alaskans Living Independently (ALI) waiver administered by the Division of Senior and Disabilities Services.

Private Pay: a resident who is able to pay the full monthly fee.

Non-Payment Is Not Always Cause For Eviction: Under current regulations along with policies and procedures, a resident will not automatically be evicted from an Alaska Pioneer Home if they are unable to pay the monthly rates. Instead the eviction process for non-payment is dependent on several factors; (1) has the resident applied for payment assistance (if yes, the resident is expected to pay the agreed upon amount for that program), (2) has the resident applied for Medicaid (if no, they are expected to go through the application process), (3) is the resident willfully choosing not to pay when they could make payment (if yes, eviction may be the appropriate response).

No Eviction For Higher Acuity: Should a resident require a higher level of care than when they were admitted an eviction cannot be processed if that level of care is available within the facility. Instead the resident will be cared for at the higher level and charged accordingly.

Acuity May Lead To Transfer: A resident whose level of care is beyond that which is provided within the three levels of the Pioneer Homes may be transferred to a different facility where their care needs can be met.

### **Scope of Work/Expected Deliverables**

Provide assisted living care services to Alaskan elders at the three levels described in the definitions section utilizing the Eden Alternative philosophy.

The provision of care should also include:

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| 1. activities to stimulate the residents and feed their curiosity | 9. options for residents who are unable to pay the full price of care allowing them to remain within the homes |
| 2. care coordination by nursing staff                             | 10. palliative care and end of life care   |
| 3. environmental services   | 11. pharmacy services  |
| 4. laundry services   | 12. physical activities  |
| 5. maintenance  | 13. risk management  |
| 6. medical records  | 14. social services  |
| 7. medication management  | 15. supplies   |
| 8. nursing services   | 16. transportation services  |
|   | 17. well balanced meals and other food service   |

Memory Care and services for individuals with Alzheimer's Disease and Related Dementias must be included as the Division of Pioneer Homes is a vital element of the *Alaska's Roadmap to Address Alzheimer's Disease and Related Dementias* <http://dhss.alaska.gov/acoa/Documents/documents/Alaskas-Roadmap-to-Address-ADRD.pdf>

### **Response Expectations**

The Department of Health and Social Services is open to the following types of models within responses (1) public-private partnership, (2) full purchase for privatization, (3) offer of contracting out portions of the services currently provided. If option three is included within a response, please, indicate which whole segments of services (e.g., housekeeping, food service, direct care, pharmacy, etc.) within a home or homes the respondent is interested in providing.

Respondents should include the following within their letters of interest: (1) a summary of their current business expertise and qualifications, (2) statement of which of the above business models is being proposed within the response, (3) care models for addressing the current resident mix along with a (4) summary of the projected revenue resulting from the proposed business model for the population currently served by the Division of Alaska Pioneer Homes, (5) a comparison between the respondent's business/care model and the current business/care model of the Alaska Pioneer Homes, (6) clear explanation of where savings will be realized within proposed business models.

### **Additional Information Available Online**

Current enacted FY 2016 budget-

[https://www.omb.alaska.gov/ombfiles/16\\_budget/HSS/Enacted/16compdetail\\_hss.pdf](https://www.omb.alaska.gov/ombfiles/16_budget/HSS/Enacted/16compdetail_hss.pdf)

Annual expenses-

<http://www.legfin.akleg.gov/BudgetReports/LY2015/Operating/GovernorEndorsed/HSS-AllocationTotal.pdf>

Payer and level of care mix-

[http://www.legis.state.ak.us/basis/get\\_documents.asp?session=29&docid=1130](http://www.legis.state.ak.us/basis/get_documents.asp?session=29&docid=1130)

FY 2014 Deferred Maintenance-

[https://www.omb.alaska.gov/ombfiles/14\\_budget/FY2014\\_Deferred\\_Maintenance\\_by\\_Dept\\_12.14.12.pdf](https://www.omb.alaska.gov/ombfiles/14_budget/FY2014_Deferred_Maintenance_by_Dept_12.14.12.pdf)

FY 2015 Capital Budget-

<https://www.omb.alaska.gov/html/budget-report/fy-2015-budget/enacted/all-projects-alphabetically.html>

FY 2016 Capital Budget-

<https://www.omb.alaska.gov/html/budget-report/fy-2016-budget/enacted/all-projects-alphabetically.html>

### **How to Participate**

Interested firms must indicate their interest by submitting an electronic response (.pdf format is preferable) with the following information:

- Firm Name;
- Individual authorized to sign contracts;
- Mailing address;
- Physical address;
- Phone number;
- Email address;
- Identify which model the respondent is interested in providing;
- Response to the areas outlined in the Response Expectation section (above)

This Request for Letters of Interest does not constitute a formal solicitation. The State of Alaska is not responsible for any costs associated with the preparation of responses. The issuance of the Request for Letters of Interest provides no guarantee that the State of Alaska will proceed with a formal solicitation.

Any questions concerning this RFI may be directed to the procurement officer below. Submit an electronic response no later than 4:00 pm, Alaska Prevailing Time, February 3, 2016, to the attention of:

Jon Geselle  
Contracts & Procurement Manager  
Alaska Department of Health and Social Services  
907.465.6264  
[jon.geselle@alaska.gov](mailto:jon.geselle@alaska.gov)

**BIDDERS/OFFERORS WITH DISABILITIES:** The State of Alaska complies with Title II of the Americans with Disabilities Act of 1990. Individuals with disabilities who may need auxiliary aids, services, and/or special modifications to submit a Letter of Interest should contact the Procurement Officer named above, no later than January 29, 2016.