TUSCOLA COUNTY
Committee of the Whole
MEETING AGENDA

Monday, July 11, 2022 – 8:00 AM

H.H. Purdy Building Board Room, 125 W. Lincoln St., Caro, MI 48723

Public may participate in the meeting electronically:
Join by phone: (US) +1 929-276-1248   PIN:112 203 398#
Join by Hangouts Meeting ID: *meet.google.com/mih-jntr-jya*

| 8:00 AM | Call to Order - Chairperson Bardwell |
| | Roll Call - Clerk Fetting |

Page

County Updates

New Business

1. Phone Upgrades at Dispatch - Jon Ramirez, Dispatch Director   3 - 60
   Great-Lakes-Bay-Consortium-MI-67112v1-Direct-System-Upgrade

2. Region VII Area Agency on Aging's Proposed Multi-Year Plan for Fiscal   61 - 121
   Years 2023-2025
   Region VII Area Agency on Aging Multi-Year Plan FY 2023-2025

Old Business

1. Public Defenders Office Update/Plans Logistics

2. Revised Tuscola County Advisory Council on Aging By-Laws - Jerald   122 - 126
   Gamm
   Tuscola County Advisory Council on Aging By-Laws
   Tuscola County (Advisory) Council on Aging By-Laws 11-15-03

Finance/Technology

Committee Leader **Commissioner Young** and Commissioner DuRussel

Primary Finance/Technology

1. Tuscola County Medical Care Facility Funds Transfer Request   127 - 133

On-Going and Other Finance

On-Going and Other Technology

Building and Grounds

Committee Leader **Commissioner DuRussel** and Commissioner Grimshaw

Primary Building and Grounds

On-Going and Other Building and Grounds

Personnel

Committee Leader **Commissioner Grimshaw** and Commissioner Vaughan

Primary Personnel

On-Going and Other Personnel

Other Business as Necessary

Public Comment Period

Adjournment

Company Name: Intrado Life & Safety Solutions Corporation

System Upgrade

for

Great Lakes Bay Consortium, MI

(**Direct Sale)**

Quote Number: 67112

Version: 1

May 10, 2021

Summary All Sites

Item	Cost
Midland	$207,525.32
Bay	$207,731.82
Midland Backup	$67,043.44
Bay Backup	$66,443.44
Tuscola	$155,586.45
Sanilac	$105,167.62
Huron	$109,307.62
Iosco	$110,807.62
Isabella	$7,200.00
CMU	$7,200.00
Saginaw	$7,200.00
Saginaw Backup	$5,700.00
Total:	**$1,056,913.33**

Year	Systems	Professional Services	Recurring Services	Maintenance Services	Totals
Year 1	$300,214.25	$283,600.00	$21,882.00	$71,946.00	**$677,642.25**
Year 2			$21,882.00	$72,334.08	**$94,216.08**
Year 3			$21,882.00	$72,729.90	**$94,611.90**
Year 4			$21,882.00	$73,133.68	**$95,015.68**
Year 5			$21,882.00	$73,545.42	**$95,427.42**
Totals	**$300,214.25**	**$283,600.00**	**$109,410.00**	**$363,689.08**	**$1,056,913.33**

Summary - Midland

Item	Cost
Systems	$49,637.00
Services	$46,400.00
Recurring Services	$17,850.00
Maintenance	$93,638.32
Total:	**$207,525.32**

Year	Systems	Professional Services	Recurring Services	Maintenance Services	Totals
Year 1	$49,637.00	$46,400.00	$3,570.00	$18,522.00	**$118,129.00**
Year 2			$3,570.00	$18,622.80	**$22,192.80**
Year 3			$3,570.00	$18,725.60	**$22,295.60**
Year 4			$3,570.00	$18,830.48	**$22,400.48**
Year 5			$3,570.00	$18,937.44	**$22,507.44**
Totals	**$49,637.00**	**$46,400.00**	**$17,850.00**	**$93,638.32**	**$207,525.32**

Configuration Parameters - Midland

Site Configuration

Total Positions	8
Total Number of E9-1-1 CAMA Trunks	0
Total Number of FXO Lines	12
Total Number of ISDN-PRI channels (T1)	0
SIP	Upgraded
ECCP	Upgraded
PowerOPS	0
VIPER ACD	0
Add-on for Radio Recorder	Not Included

Systems

VIPER	$29,000.00
Power 911	$0.00
Power Metrics Setup Fees	$2,250.00
Power 911 Hardware	$5,877.00
Common Hardware	$5,200.00
Network Equipment	$7,060.00
Freight Charges	$750.00

Professional Services

Staging	$1,750.00
Project Survey	$3,350.00
Installation	$16,950.00
Engineering Services	$3,000.00
Refresher Training	$6,750.00
CCS Training	$1,500.00
Project Management Services	$12,600.00

Recurring Services

Power Metrics Recurring Services	$17,850.00

Maintenance

Software Subscription	$63,000.00
Software Protection and Remote Tech Support	$26,228.32
Antivirus Recurring Fees	$4,410.00

Model#	Description	Qty	List Price	Selling Price	Total
VIPER					
912817/BB	7 Foot Cabinet Prebuilt Building Block	1	$18,110.00	$18,110.00	$18,110.00
912920/U	ECCP Workstation License Upgrade	8	$497.50	$0.00	$0.00
911830	VIPER Gateway Chassis G3	1	$1,320.00	$990.00	$990.00
912811/U	Application Server Position Access License Upgrade	9	$497.50	$0.00	$0.00
912812/U	PBX Access License Upgrade	8	$322.50	$0.00	$0.00
911834	AIM G3	3	$1,400.00	$1,050.00	$3,150.00
911SIP/U	9-1-1 Ingress via SIP - License per position Upgrade	8	$247.50	$0.00	$0.00
C10036	Power Cord Cable with A/C twist lock connector	3	$150.00	$150.00	$450.00
912716/24	Cisco C2960X-24TS-L 24 port switch (without stacking module)	2	$2,200.00	$2,200.00	$4,400.00
912716/S	Cisco Stacking module for C2960-X	2	$950.00	$950.00	$1,900.00
				Subtotal	**$29,000.00**
Power 911					
913100/U	Power 911 Client and Server Access License - Upgrade	8	$5,995.00	$0.00	$0.00
				Subtotal	**$0.00**
Power Metrics Setup Fees					
P10192	Power Metrics Advanced - Service set-up: No RDDM	1	$2,250.00	$2,250.00	$2,250.00
				Subtotal	**$2,250.00**
Power 911 Hardware					
914961	IWS Server RACK Bundle - Type B	1	$5,877.00	$5,877.00	$5,877.00
				Subtotal	**$5,877.00**
Common Hardware					
914956	1U Keyboard/LCD/Trackball/8-Port KVM	1	$1,800.00	$1,800.00	$1,800.00
P10114/R	Backup Disk Solution for Windows Server (Rack-Mount)	1	$3,400.00	$3,400.00	$3,400.00
				Subtotal	**$5,200.00**
Network Equipment					
912833	Router for VIPER	2	$2,080.00	$2,080.00	$4,160.00
914148	Firewall Appliance	2	$1,450.00	$1,450.00	$2,900.00
				Subtotal	**$7,060.00**

Staging

950853	Back Room Equipment Staging - Per Cabinet	1	$1,750.00	$1,750.00	$1,750.00
				Subtotal	**$1,750.00**

Project Survey

950100	Project Survey (per Site)	1	$1,500.00	$1,500.00	$1,500.00
960575	Living Expense per Day per Person	3	$200.00	$200.00	$600.00
960580	Travel Fee per Person	1	$1,250.00	$1,250.00	$1,250.00
				Subtotal	**$3,350.00**

Installation

950104	Professional Services (per Day)	9	$1,500.00	$1,500.00	$13,500.00
960575	Living Expense per Day per Person	11	$200.00	$200.00	$2,200.00
960580	Travel Fee per Person	1	$1,250.00	$1,250.00	$1,250.00
				Subtotal	**$16,950.00**

Engineering Services

950516	Network Provisioning Services per day	2	$1,500.00	$1,500.00	$3,000.00
				Subtotal	**$3,000.00**

Refresher Training

960575	Living Expense per Day per Person	5	$200.00	$200.00	$1,000.00
960580	Travel Fee per Person	1	$1,250.00	$1,250.00	$1,250.00
960780	Power 911 Administrator Training	1	$1,500.00	$1,500.00	$1,500.00
960801	Power 911 User Training	2	$1,500.00	$1,500.00	$3,000.00
				Subtotal	**$6,750.00**

CCS Training

P10087	CCS Training	1	$1,500.00	$1,500.00	$1,500.00
				Subtotal	**$1,500.00**

Project Management Services

950510	Project Management Services	1	$0.00	$12,600.00	$12,600.00
				Subtotal	**$12,600.00**

Freight Charges

FREIGHT	Shipping and Handling	1	$0.00	$750.00	$750.00
				Subtotal	**$750.00**

Power Metrics Recurring Services

P10207	Power Metrics Advanced - 5-9 pos. annual service per PSAP - Year 1	1	$2,610.00	$2,610.00	$2,610.00
P10219	Power Metrics Suite - Annual access contract per PSAP - Year 1	1	$960.00	$960.00	$960.00
P10207	Power Metrics Advanced - 5-9 pos. annual service per PSAP - Year 2	1	$2,610.00	$2,610.00	$2,610.00
P10219	Power Metrics Suite - Annual access contract per PSAP - Year 2	1	$960.00	$960.00	$960.00
P10207	Power Metrics Advanced - 5-9 pos. annual service per PSAP - Year 3	1	$2,610.00	$2,610.00	$2,610.00
P10219	Power Metrics Suite - Annual access contract per PSAP - Year 3	1	$960.00	$960.00	$960.00
P10207	Power Metrics Advanced - 5-9 pos. annual service per PSAP - Year 4	1	$2,610.00	$2,610.00	$2,610.00
P10219	Power Metrics Suite - Annual access contract per PSAP - Year 4	1	$960.00	$960.00	$960.00
P10207	Power Metrics Advanced - 5-9 pos. annual service per PSAP - Year 5	1	$2,610.00	$2,610.00	$2,610.00
P10219	Power Metrics Suite - Annual access contract per PSAP - Year 5	1	$960.00	$960.00	$960.00
				Subtotal	**$17,850.00**

Software Subscription

950999/SUB1/1	Software Subscription Service - /Position - Year 1	8	$1,575.00	$1,575.00	$12,600.00
950999/SUB1/1	Software Subscription Service - /Position - Year 2	8	$1,575.00	$1,575.00	$12,600.00
950999/SUB1/1	Software Subscription Service - /Position - Year 3	8	$1,575.00	$1,575.00	$12,600.00
950999/SUB1/1	Software Subscription Service - /Position - Year 4	8	$1,575.00	$1,575.00	$12,600.00
950999/SUB1/1	Software Subscription Service - /Position - Year 5	8	$1,575.00	$1,575.00	$12,600.00
				Subtotal	**$63,000.00**

Software Protection and Remote Tech Support

950999/PRO1/1	Software Protection and Remote Technical Support - /Position - Year 1	8	$630.00	$630.00	$5,040.00
950999/PRO1/1	Software Protection and Remote Technical Support - /Position - Year 2	8	$642.60	$642.60	$5,140.80
950999/PRO1/1	Software Protection and Remote Technical Support - /Position - Year 3	8	$655.45	$655.45	$5,243.60
950999/PRO1/1	Software Protection and Remote Technical Support - /Position - Year 4	8	$668.56	$668.56	$5,348.48
950999/PRO1/1	Software Protection and Remote Technical Support - /Position - Year 5	8	$681.93	$681.93	$5,455.44
				Subtotal	**$26,228.32**

Antivirus Recurring Fees

914143	Symantec EndPoint Protection Manager (EPM) - 1 year - Year 1	14	$63.00	$63.00	$882.00
914143	Symantec EndPoint Protection Manager (EPM) - 1 year - Year 2	14	$63.00	$63.00	$882.00
914143	Symantec EndPoint Protection Manager (EPM) - 1 year - Year 3	14	$63.00	$63.00	$882.00
914143	Symantec EndPoint Protection Manager (EPM) - 1 year - Year 4	14	$63.00	$63.00	$882.00
914143	Symantec EndPoint Protection Manager (EPM) - 1 year - Year 5	14	$63.00	$63.00	$882.00
				Subtotal	**$4,410.00**
				Total	**$207,525.32**

Summary - Bay

Item	Cost
Systems	$51,493.50
Services	$44,750.00
Recurring Services	$17,850.00
Maintenance	$93,638.32
Total:	**$207,731.82**

Year	Systems	Professional Services	Recurring Services	Maintenance Services	Totals
Year 1	$51,493.50	$44,750.00	$3,570.00	$18,522.00	**$118,335.50**
Year 2			$3,570.00	$18,622.80	**$22,192.80**
Year 3			$3,570.00	$18,725.60	**$22,295.60**
Year 4			$3,570.00	$18,830.48	**$22,400.48**
Year 5			$3,570.00	$18,937.44	**$22,507.44**
Totals	**$51,493.50**	**$44,750.00**	**$17,850.00**	**$93,638.32**	**$207,731.82**

Configuration Parameters - Bay

Site Configuration

Total Positions	8
Total Number of E9-1-1 CAMA Trunks	0
Total Number of FXO Lines	16
Total Number of ISDN-PRI channels (T1)	0
SIP	Included
ECCP	Included
PowerOPS	0
VIPER ACD	0
Add-on for Radio Recorder	Not Included

Systems

VIPER	$30,050.00
Power 911	$0.00
Power Metrics Setup Fees	$2,250.00
Laptops	$5,185.50
Object Server Hardware	$4,648.00
Common Hardware	$1,800.00
Network Equipment	$7,060.00
Freight Charges	$750.00

Professional Services

Staging	$2,000.00
Project Survey	$1,700.00
Installation	$16,950.00
Engineering Services	$3,000.00
Refresher Training	$6,750.00
CCS Training	$1,500.00
Project Management Services	$12,600.00

Recurring Services

Power Metrics Recurring Services	$17,850.00

Maintenance

Software Subscription	$63,000.00
Software Protection and Remote Tech Support	$26,228.32
Antivirus Recurring Fees	$4,410.00

Site: Bay

Model#	Description	Qty	List Price	Selling Price	Total
VIPER					
912817/BB	7 Foot Cabinet Prebuilt Building Block	1	$18,110.00	$18,110.00	$18,110.00
912920/U	ECCP Workstation License Upgrade	8	$497.50	$0.00	$0.00
911830	VIPER Gateway Chassis G3	1	$1,320.00	$990.00	$990.00
912811/U	Application Server Position Access License Upgrade	9	$497.50	$0.00	$0.00
912812/U	PBX Access License Upgrade	8	$322.50	$0.00	$0.00
911834	AIM G3	4	$1,400.00	$1,050.00	$4,200.00
911SIP/U	9-1-1 Ingress via SIP - License per position Upgrade	8	$247.50	$0.00	$0.00
C10036	Power Cord Cable with A/C twist lock connector	3	$150.00	$150.00	$450.00
912716/24	Cisco C2960X-24TS-L 24 port switch (without stacking module)	2	$2,200.00	$2,200.00	$4,400.00
912716/S	Cisco Stacking module for C2960-X	2	$950.00	$950.00	$1,900.00
				Subtotal	**$30,050.00**

Power 911

Model#	Description	Qty	List Price	Selling Price	Total
913100/U	Power 911 Client and Server Access License - Upgrade	8	$5,995.00	$0.00	$0.00
				Subtotal	**$0.00**

Power Metrics Setup Fees

Model#	Description	Qty	List Price	Selling Price	Total
P10192	Power Metrics Advanced - Service set-up: No RDDM	1	$2,250.00	$2,250.00	$2,250.00
				Subtotal	**$2,250.00**

Laptops

Model#	Description	Qty	List Price	Selling Price	Total
914114/1	IWS Laptop with backpack	1	$2,475.00	$2,475.00	$2,475.00
914121/1	IWS Workstation - Software and Configuration	1	$273.00	$273.00	$273.00
913850/S	IWS Viper Enabling Kit (Sonic)	1	$3,250.00	$2,437.50	$2,437.50
				Subtotal	**$5,185.50**

Object Server Hardware

Model#	Description	Qty	List Price	Selling Price	Total
914121/3	IWS Object Server - Underlying Software	1	$1,398.00	$1,398.00	$1,398.00
914963	IWS Server RACK - Type B	1	$3,250.00	$3,250.00	$3,250.00
				Subtotal	**$4,648.00**

Common Hardware

Model#	Description	Qty	List Price	Selling Price	Total
914956	1U Keyboard/LCD/Trackball/8-Port KVM	1	$1,800.00	$1,800.00	$1,800.00

					Subtotal	**$1,800.00**

Network Equipment

912833	Router for VIPER	2	$2,080.00	$2,080.00	$4,160.00
914148	Firewall Appliance	2	$1,450.00	$1,450.00	$2,900.00
				Subtotal	**$7,060.00**

Staging

950852	Front Room Equipment Staging - Per Position	1	$250.00	$250.00	$250.00
950853	Back Room Equipment Staging - Per Cabinet	1	$1,750.00	$1,750.00	$1,750.00
				Subtotal	**$2,000.00**

Project Survey

950100	Project Survey (per Site)	1	$1,500.00	$1,500.00	$1,500.00
960575	Living Expense per Day per Person	1	$200.00	$200.00	$200.00
				Subtotal	**$1,700.00**

Installation

950104	Professional Services (per Day)	9	$1,500.00	$1,500.00	$13,500.00
960575	Living Expense per Day per Person	11	$200.00	$200.00	$2,200.00
960580	Travel Fee per Person	1	$1,250.00	$1,250.00	$1,250.00
				Subtotal	**$16,950.00**

Engineering Services

950516	Network Provisioning Services per day	2	$1,500.00	$1,500.00	$3,000.00
				Subtotal	**$3,000.00**

Refresher Training

960575	Living Expense per Day per Person	5	$200.00	$200.00	$1,000.00
960580	Travel Fee per Person	1	$1,250.00	$1,250.00	$1,250.00
960780	Power 911 Administrator Training	1	$1,500.00	$1,500.00	$1,500.00
960801	Power 911 User Training	2	$1,500.00	$1,500.00	$3,000.00
				Subtotal	**$6,750.00**

CCS Training

P10087	CCS Training	1	$1,500.00	$1,500.00	$1,500.00
				Subtotal	**$1,500.00**

Project Management Services

950510	Project Management Services	1	$0.00	$12,600.00	$12,600.00

				Subtotal	**$12,600.00**

Freight Charges

FREIGHT	Shipping and Handling	1	$0.00	$750.00	$750.00
				Subtotal	**$750.00**

Power Metrics Recurring Services

P10207	Power Metrics Advanced - 5-9 pos. annual service per PSAP - Year 1	1	$2,610.00	$2,610.00	$2,610.00
P10219	Power Metrics Suite - Annual access contract per PSAP - Year 1	1	$960.00	$960.00	$960.00
P10207	Power Metrics Advanced - 5-9 pos. annual service per PSAP - Year 2	1	$2,610.00	$2,610.00	$2,610.00
P10219	Power Metrics Suite - Annual access contract per PSAP - Year 2	1	$960.00	$960.00	$960.00
P10207	Power Metrics Advanced - 5-9 pos. annual service per PSAP - Year 3	1	$2,610.00	$2,610.00	$2,610.00
P10219	Power Metrics Suite - Annual access contract per PSAP - Year 3	1	$960.00	$960.00	$960.00
P10207	Power Metrics Advanced - 5-9 pos. annual service per PSAP - Year 4	1	$2,610.00	$2,610.00	$2,610.00
P10219	Power Metrics Suite - Annual access contract per PSAP - Year 4	1	$960.00	$960.00	$960.00
P10207	Power Metrics Advanced - 5-9 pos. annual service per PSAP - Year 5	1	$2,610.00	$2,610.00	$2,610.00
P10219	Power Metrics Suite - Annual access contract per PSAP - Year 5	1	$960.00	$960.00	$960.00
				Subtotal	**$17,850.00**

Software Subscription

950999/SUB1/1	Software Subscription Service - /Position - Year 1	8	$1,575.00	$1,575.00	$12,600.00
950999/SUB1/1	Software Subscription Service - /Position - Year 2	8	$1,575.00	$1,575.00	$12,600.00
950999/SUB1/1	Software Subscription Service - /Position - Year 3	8	$1,575.00	$1,575.00	$12,600.00
950999/SUB1/1	Software Subscription Service - /Position - Year 4	8	$1,575.00	$1,575.00	$12,600.00
950999/SUB1/1	Software Subscription Service - /Position - Year 5	8	$1,575.00	$1,575.00	$12,600.00
				Subtotal	**$63,000.00**

Software Protection and Remote Tech Support

950999/PRO1/1	Software Protection and Remote Technical Support - /Position - Year 1	8	$630.00	$630.00	$5,040.00
950999/PRO1/1	Software Protection and Remote Technical Support - /Position - Year 2	8	$642.60	$642.60	$5,140.80
950999/PRO1/1	Software Protection and Remote	8	$655.45	$655.45	$5,243.60

	Technical Support - /Position - Year 3				
950999/PRO1/1	Software Protection and Remote Technical Support - /Position - Year 4	8	$668.56	$668.56	$5,348.48
950999/PRO1/1	Software Protection and Remote Technical Support - /Position - Year 5	8	$681.93	$681.93	$5,455.44
				Subtotal	**$26,228.32**

Antivirus Recurring Fees

914143	Symantec EndPoint Protection Manager (EPM) - 1 year - Year 1	14	$63.00	$63.00	$882.00
914143	Symantec EndPoint Protection Manager (EPM) - 1 year - Year 2	14	$63.00	$63.00	$882.00
914143	Symantec EndPoint Protection Manager (EPM) - 1 year - Year 3	14	$63.00	$63.00	$882.00
914143	Symantec EndPoint Protection Manager (EPM) - 1 year - Year 4	14	$63.00	$63.00	$882.00
914143	Symantec EndPoint Protection Manager (EPM) - 1 year - Year 5	14	$63.00	$63.00	$882.00
				Subtotal	**$4,410.00**
				Total	**$207,731.82**

Summary - Midland Backup

Item	Cost
Systems	$33,392.00
Services	$22,500.00
Recurring Services	$4,800.00
Maintenance	$6,351.44
Total:	**$67,043.44**

Year	Systems	Professional Services	Recurring Services	Maintenance Services	Totals
Year 1	$33,392.00	$22,500.00	$960.00	$1,260.00	**$58,112.00**
Year 2			$960.00	$1,265.04	**$2,225.04**
Year 3			$960.00	$1,270.20	**$2,230.20**
Year 4			$960.00	$1,275.44	**$2,235.44**
Year 5			$960.00	$1,280.76	**$2,240.76**
Totals	**$33,392.00**	**$22,500.00**	**$4,800.00**	**$6,351.44**	**$67,043.44**

Configuration Parameters - Midland Backup

Site Configuration

Total Positions	4
Total Number of E9-1-1 CAMA Trunks	0
Total Number of FXO Lines	16
Total Number of ISDN-PRI channels (T1)	0
SIP	Upgraded
ECCP	Not included
PowerOPS	0
VIPER ACD	0
Add-on for Radio Recorder	Not Included

Systems

VIPER	$19,880.00
Power 911	$0.00
Power Metrics Setup Fees	$2,250.00
Object Server Hardware	$5,452.00
Common Hardware	$1,800.00
Network Equipment	$4,160.00
Freight Charges	$350.00

Professional Services

Staging	$1,750.00
Project Survey	$1,700.00
Installation	$8,450.00
Engineering Services	$1,500.00
Project Management Services	$8,600.00

Recurring Services

Power Metrics Recurring Services	$4,800.00

Maintenance

Software Subscription	$3,150.00
Software Protection and Remote Tech Support	$1,311.44
Antivirus Recurring Fees	$1,890.00

Site: Midland Backup

Model#	Description	Qty	List Price	Selling Price	Total
VIPER					
912803/2	VIPER Primary VoIP Soft Switch	1	$2,650.00	$2,650.00	$2,650.00
912890/BB	Media Kit Prebuilt Building Block	1	$100.00	$0.00	$0.00
911830	VIPER Gateway Chassis G3	1	$1,320.00	$990.00	$990.00
912807	4 Foot IT Cabinet	1	$3,300.00	$3,300.00	$3,300.00
912811/U	Application Server Position Access License Upgrade	5	$497.50	$0.00	$0.00
912812/U	PBX Access License Upgrade	8	$322.50	$0.00	$0.00
912813	48V Power Supply and Shelf - VIPER System	2	$995.00	$995.00	$1,990.00
911834	AIM G3	4	$1,400.00	$1,050.00	$4,200.00
911SIP/U	9-1-1 Ingress via SIP - License per position Upgrade	4	$247.50	$0.00	$0.00
C10036	Power Cord Cable with A/C twist lock connector	3	$150.00	$150.00	$450.00
912716/24	Cisco C2960X-24TS-L 24 port switch (without stacking module)	2	$2,200.00	$2,200.00	$4,400.00
912716/S	Cisco Stacking module for C2960-X	2	$950.00	$950.00	$1,900.00
				Subtotal	**$19,880.00**
Power 911					
913100/BAK/U	Power 911 Client and Server Backup License - Upgrade	4	$1,497.00	$0.00	$0.00
				Subtotal	**$0.00**
Power Metrics Setup Fees					
P10192	Power Metrics Advanced - Service set-up: No RDDM	1	$2,250.00	$2,250.00	$2,250.00
				Subtotal	**$2,250.00**
Object Server Hardware					
914121/3	IWS Object Server - Underlying Software	1	$1,398.00	$1,398.00	$1,398.00
220P000467-401	KIT, DEVICE MASTER PACKAGE	1	$804.00	$804.00	$804.00
914963	IWS Server RACK - Type B	1	$3,250.00	$3,250.00	$3,250.00
				Subtotal	**$5,452.00**
Common Hardware					
914956	1U Keyboard/LCD/Trackball/8-Port KVM	1	$1,800.00	$1,800.00	$1,800.00
				Subtotal	**$1,800.00**
Network Equipment					
912833	Router for VIPER	2	$2,080.00	$2,080.00	$4,160.00

						Subtotal	$4,160.00

Staging

950853	Back Room Equipment Staging - Per Cabinet	1	$1,750.00	$1,750.00	$1,750.00
				Subtotal	$1,750.00

Project Survey

950100	Project Survey (per Site)	1	$1,500.00	$1,500.00	$1,500.00
960575	Living Expense per Day per Person	1	$200.00	$200.00	$200.00
				Subtotal	$1,700.00

Installation

950104	Professional Services (per Day)	4	$1,500.00	$1,500.00	$6,000.00
960575	Living Expense per Day per Person	6	$200.00	$200.00	$1,200.00
960580	Travel Fee per Person	1	$1,250.00	$1,250.00	$1,250.00
				Subtotal	$8,450.00

Engineering Services

950516	Network Provisioning Services per day	1	$1,500.00	$1,500.00	$1,500.00
				Subtotal	$1,500.00

Project Management Services

950510	Project Management Services	1	$0.00	$8,600.00	$8,600.00
				Subtotal	$8,600.00

Freight Charges

FREIGHT	Shipping and Handling	1	$0.00	$350.00	$350.00
				Subtotal	$350.00

Power Metrics Recurring Services

P10219	Power Metrics Suite - Annual access contract per PSAP - Year 1	1	$960.00	$960.00	$960.00
P10219	Power Metrics Suite - Annual access contract per PSAP - Year 2	1	$960.00	$960.00	$960.00
P10219	Power Metrics Suite - Annual access contract per PSAP - Year 3	1	$960.00	$960.00	$960.00
P10219	Power Metrics Suite - Annual access contract per PSAP - Year 4	1	$960.00	$960.00	$960.00
P10219	Power Metrics Suite - Annual access contract per PSAP - Year 5	1	$960.00	$960.00	$960.00
				Subtotal	$4,800.00

Software Subscription

950999/SUB1-BU/1	Software Sub Service - /Position - Back Up Position - Year 1	4	$157.50	$157.50	$630.00
950999/SUB1-BU/1	Software Sub Service - /Position - Back Up Position - Year 2	4	$157.50	$157.50	$630.00
950999/SUB1-BU/1	Software Sub Service - /Position - Back Up Position - Year 3	4	$157.50	$157.50	$630.00
950999/SUB1-BU/1	Software Sub Service - /Position - Back Up Position - Year 4	4	$157.50	$157.50	$630.00
950999/SUB1-BU/1	Software Sub Service - /Position - Back Up Position - Year 5	4	$157.50	$157.50	$630.00
				Subtotal	**$3,150.00**

Software Protection and Remote Tech Support

950999/PRO1-BU/1	Soft Protect and Remote Tech Support - /Pos - Back Up Pos - Year 1	4	$63.00	$63.00	$252.00
950999/PRO1-BU/1	Soft Protect and Remote Tech Support - /Pos - Back Up Pos - Year 2	4	$64.26	$64.26	$257.04
950999/PRO1-BU/1	Soft Protect and Remote Tech Support - /Pos - Back Up Pos - Year 3	4	$65.55	$65.55	$262.20
950999/PRO1-BU/1	Soft Protect and Remote Tech Support - /Pos - Back Up Pos - Year 4	4	$66.86	$66.86	$267.44
950999/PRO1-BU/1	Soft Protect and Remote Tech Support - /Pos - Back Up Pos - Year 5	4	$68.19	$68.19	$272.76
				Subtotal	**$1,311.44**

Antivirus Recurring Fees

914143	Symantec EndPoint Protection Manager (EPM) - 1 year - Year 1	6	$63.00	$63.00	$378.00
914143	Symantec EndPoint Protection Manager (EPM) - 1 year - Year 2	6	$63.00	$63.00	$378.00
914143	Symantec EndPoint Protection Manager (EPM) - 1 year - Year 3	6	$63.00	$63.00	$378.00
914143	Symantec EndPoint Protection Manager (EPM) - 1 year - Year 4	6	$63.00	$63.00	$378.00
914143	Symantec EndPoint Protection Manager (EPM) - 1 year - Year 5	6	$63.00	$63.00	$378.00
				Subtotal	**$1,890.00**
				Total	**$67,043.44**

Summary - Bay Backup

Item	Cost
Systems	$32,792.00
Services	$22,500.00
Recurring Services	$4,800.00
Maintenance	$6,351.44
Total:	**$66,443.44**

Year	Systems	Professional Services	Recurring Services	Maintenance Services	Totals
Year 1	$32,792.00	$22,500.00	$960.00	$1,260.00	**$57,512.00**
Year 2			$960.00	$1,265.04	**$2,225.04**
Year 3			$960.00	$1,270.20	**$2,230.20**
Year 4			$960.00	$1,275.44	**$2,235.44**
Year 5			$960.00	$1,280.76	**$2,240.76**
Totals	**$32,792.00**	**$22,500.00**	**$4,800.00**	**$6,351.44**	**$66,443.44**

Configuration Parameters - Bay Backup

Site Configuration

Total Positions	4
Total Number of E9-1-1 CAMA Trunks	0
Total Number of FXO Lines	12
Total Number of ISDN-PRI channels (T1)	0
SIP	Included
ECCP	Not Included
PowerOPS	0
VIPER ACD	0
Add-on for Radio Recorder	Not Included

Systems

VIPER	$18,830.00
Power 911	$0.00
Power Metrics Setup Fees	$2,250.00
Object Server Hardware	$5,452.00
Common Hardware	$1,800.00
Network Equipment	$4,160.00
Freight Charges	$800.00

Professional Services

Staging	$1,750.00
Project Survey	$1,700.00
Installation	$8,450.00
Engineering Services	$1,500.00
Project Management Services	$8,600.00

Recurring Services

Power Metrics Recurring Services	$4,800.00

Maintenance

Software Subscription	$3,150.00
Software Protection and Remote Tech Support	$1,311.44
Antivirus Recurring Fees	$1,890.00

Model#	Description	Qty	List Price	Selling Price	Total
VIPER					
912803/2	VIPER Primary VoIP Soft Switch	1	$2,650.00	$2,650.00	$2,650.00
912890/BB	Media Kit Prebuilt Building Block	1	$100.00	$0.00	$0.00
911830	VIPER Gateway Chassis G3	1	$1,320.00	$990.00	$990.00
912807	4 Foot IT Cabinet	1	$3,300.00	$3,300.00	$3,300.00
912811/U	Application Server Position Access License Upgrade	5	$497.50	$0.00	$0.00
912812/U	PBX Access License Upgrade	8	$322.50	$0.00	$0.00
912813	48V Power Supply and Shelf - VIPER System	2	$995.00	$995.00	$1,990.00
911834	AIM G3	3	$1,400.00	$1,050.00	$3,150.00
911SIP/U	9-1-1 Ingress via SIP - License per position Upgrade	4	$247.50	$0.00	$0.00
C10036	Power Cord Cable with A/C twist lock connector	3	$150.00	$150.00	$450.00
912716/24	Cisco C2960X-24TS-L 24 port switch (without stacking module)	2	$2,200.00	$2,200.00	$4,400.00
912716/S	Cisco Stacking module for C2960-X	2	$950.00	$950.00	$1,900.00
				Subtotal	**$18,830.00**
Power 911					
913100/BAK/U	Power 911 Client and Server Backup License - Upgrade	4	$1,497.00	$0.00	$0.00
				Subtotal	**$0.00**
Power Metrics Setup Fees					
P10192	Power Metrics Advanced - Service set-up: No RDDM	1	$2,250.00	$2,250.00	$2,250.00
				Subtotal	**$2,250.00**
Object Server Hardware					
914121/3	IWS Object Server - Underlying Software	1	$1,398.00	$1,398.00	$1,398.00
220P000467-401	KIT, DEVICE MASTER PACKAGE	1	$804.00	$804.00	$804.00
914963	IWS Server RACK - Type B	1	$3,250.00	$3,250.00	$3,250.00
				Subtotal	**$5,452.00**
Common Hardware					
914956	1U Keyboard/LCD/Trackball/8-Port KVM	1	$1,800.00	$1,800.00	$1,800.00
				Subtotal	**$1,800.00**
Network Equipment					
912833	Router for VIPER	2	$2,080.00	$2,080.00	$4,160.00

| | | | | | | Subtotal | $4,160.00 |

Staging

950853	Back Room Equipment Staging - Per Cabinet	1	$1,750.00	$1,750.00	$1,750.00
			Subtotal	$1,750.00

Project Survey

950100	Project Survey (per Site)	1	$1,500.00	$1,500.00	$1,500.00
960575	Living Expense per Day per Person	1	$200.00	$200.00	$200.00
			Subtotal	$1,700.00

Installation

950104	Professional Services (per Day)	4	$1,500.00	$1,500.00	$6,000.00
960575	Living Expense per Day per Person	6	$200.00	$200.00	$1,200.00
960580	Travel Fee per Person	1	$1,250.00	$1,250.00	$1,250.00
			Subtotal	$8,450.00

Engineering Services

950516	Network Provisioning Services per day	1	$1,500.00	$1,500.00	$1,500.00
			Subtotal	$1,500.00

Project Management Services

950510	Project Management Services	1	$0.00	$8,600.00	$8,600.00
			Subtotal	$8,600.00

Freight Charges

FREIGHT	Shipping and Handling	1	$0.00	$800.00	$800.00
			Subtotal	$800.00

Power Metrics Recurring Services

P10219	Power Metrics Suite - Annual access contract per PSAP - Year 1	1	$960.00	$960.00	$960.00
P10219	Power Metrics Suite - Annual access contract per PSAP - Year 2	1	$960.00	$960.00	$960.00
P10219	Power Metrics Suite - Annual access contract per PSAP - Year 3	1	$960.00	$960.00	$960.00
P10219	Power Metrics Suite - Annual access contract per PSAP - Year 4	1	$960.00	$960.00	$960.00
P10219	Power Metrics Suite - Annual access contract per PSAP - Year 5	1	$960.00	$960.00	$960.00
			Subtotal	$4,800.00

Software Subscription

950999/SUB1-BU/1	Software Sub Service - /Position - Back Up Position - Year 1	4	$157.50	$157.50	$630.00
950999/SUB1-BU/1	Software Sub Service - /Position - Back Up Position - Year 2	4	$157.50	$157.50	$630.00
950999/SUB1-BU/1	Software Sub Service - /Position - Back Up Position - Year 3	4	$157.50	$157.50	$630.00
950999/SUB1-BU/1	Software Sub Service - /Position - Back Up Position - Year 4	4	$157.50	$157.50	$630.00
950999/SUB1-BU/1	Software Sub Service - /Position - Back Up Position - Year 5	4	$157.50	$157.50	$630.00
				Subtotal	**$3,150.00**

Software Protection and Remote Tech Support

950999/PRO1-BU/1	Soft Protect and Remote Tech Support - /Pos - Back Up Pos - Year 1	4	$63.00	$63.00	$252.00
950999/PRO1-BU/1	Soft Protect and Remote Tech Support - /Pos - Back Up Pos - Year 2	4	$64.26	$64.26	$257.04
950999/PRO1-BU/1	Soft Protect and Remote Tech Support - /Pos - Back Up Pos - Year 3	4	$65.55	$65.55	$262.20
950999/PRO1-BU/1	Soft Protect and Remote Tech Support - /Pos - Back Up Pos - Year 4	4	$66.86	$66.86	$267.44
950999/PRO1-BU/1	Soft Protect and Remote Tech Support - /Pos - Back Up Pos - Year 5	4	$68.19	$68.19	$272.76
				Subtotal	**$1,311.44**

Antivirus Recurring Fees

914143	Symantec EndPoint Protection Manager (EPM) - 1 year - Year 1	6	$63.00	$63.00	$378.00
914143	Symantec EndPoint Protection Manager (EPM) - 1 year - Year 2	6	$63.00	$63.00	$378.00
914143	Symantec EndPoint Protection Manager (EPM) - 1 year - Year 3	6	$63.00	$63.00	$378.00
914143	Symantec EndPoint Protection Manager (EPM) - 1 year - Year 4	6	$63.00	$63.00	$378.00
914143	Symantec EndPoint Protection Manager (EPM) - 1 year - Year 5	6	$63.00	$63.00	$378.00
				Subtotal	**$1,890.00**
				Total	**$66,443.44**

May 10, 2021

Summary - Tuscola

Item	Cost
Systems	$43,133.75
Services	$36,000.00
Recurring Services	$17,850.00
Maintenance	$58,602.70
Total:	**$155,586.45**

Year	Systems	Professional Services	Recurring Services	Maintenance Services	Totals
Year 1	$43,133.75	$36,000.00	$3,570.00	$11,592.00	**$94,295.75**
Year 2			$3,570.00	$11,655.00	**$15,225.00**
Year 3			$3,570.00	$11,719.25	**$15,289.25**
Year 4			$3,570.00	$11,784.80	**$15,354.80**
Year 5			$3,570.00	$11,851.65	**$15,421.65**
Totals	**$43,133.75**	**$36,000.00**	**$17,850.00**	**$58,602.70**	**$155,586.45**

Configuration Parameters - Tuscola

Site Configuration

Total Positions	5
Total Number of E9-1-1 CAMA Trunks	0
Total Number of FXO Lines	4
Total Number of ISDN-PRI channels (T1)	0
SIP	Included
ECCP	Included
PowerOPS	0
VIPER ACD	0
Add-on for Radio Recorder	Not Included

Systems

VIPER	$14,740.00
Power 911	$0.00
Power Metrics Setup Fees	$2,250.00
MapFlex	$2,500.00
Laptops	$5,931.75
MapFlex Hardware	$6,000.00
Object Server Hardware	$5,452.00
Common Hardware	$1,800.00
Network Equipment	$5,610.00
Freight Charges	$1,600.00

Professional Services

Staging	$2,000.00
Project Survey	$1,700.00
Installation	$10,200.00
Engineering Services	$1,500.00
Refresher Training	$6,750.00
CCS Training	$1,500.00
Project Management Services	$9,600.00

Recurring Services

Power Metrics Recurring Services	$17,850.00

Maintenance

Software Subscription	$39,375.00
Software Protection and Remote Tech Support	$16,392.70
Antivirus Recurring Fees	$2,835.00

Site: Tuscola

Model#	Description	Qty	List Price	Selling Price	Total
VIPER					
912803/2	VIPER Primary VoIP Soft Switch	1	$2,650.00	$2,650.00	$2,650.00
912890/BB	Media Kit Prebuilt Building Block	1	$100.00	$0.00	$0.00
912920/U	ECCP Workstation License Upgrade	5	$497.50	$0.00	$0.00
911830	VIPER Gateway Chassis G3	1	$1,320.00	$990.00	$990.00
912807	4 Foot IT Cabinet	1	$3,300.00	$3,300.00	$3,300.00
912811/U	Application Server Position Access License Upgrade	6	$497.50	$0.00	$0.00
912812/U	PBX Access License Upgrade	10	$322.50	$0.00	$0.00
911834	AIM G3	1	$1,400.00	$1,050.00	$1,050.00
911SIP/U	9-1-1 Ingress via SIP - License per position Upgrade	5	$247.50	$0.00	$0.00
C10036	Power Cord Cable with A/C twist lock connector	3	$150.00	$150.00	$450.00
912716/24	Cisco C2960X-24TS-L 24 port switch (without stacking module)	2	$2,200.00	$2,200.00	$4,400.00
912716/S	Cisco Stacking module for C2960-X	2	$950.00	$950.00	$1,900.00
				Subtotal	**$14,740.00**
Power 911					
913100/U	Power 911 Client and Server Access License - Upgrade	5	$5,995.00	$0.00	$0.00
				Subtotal	**$0.00**
Power Metrics Setup Fees					
P10192	Power Metrics Advanced - Service set-up: No RDDM	1	$2,250.00	$2,250.00	$2,250.00
				Subtotal	**$2,250.00**
MapFlex					
MF-DMS/U	MapFlex 9-1-1 Client Upgrade	5	$2,197.50	$0.00	$0.00
MF-SRV/U	MapFlex Server Upgrade	1	$4,997.50	$0.00	$0.00
MF-DP-NEW	MapFlex GIS Data Prep - New System or Major Version Upgrade	1	$2,500.00	$2,500.00	$2,500.00
				Subtotal	**$2,500.00**
Laptops					
914114/1	IWS Laptop with backpack	1	$2,475.00	$2,475.00	$2,475.00
914121/1	IWS Workstation - Software and Configuration	1	$273.00	$273.00	$273.00
914158	Laptop VPN Support License	1	$995.00	$746.25	$746.25
913850/S	IWS Viper Enabling Kit (Sonic)	1	$3,250.00	$2,437.50	$2,437.50
				Subtotal	**$5,931.75**
MapFlex Hardware					

MF-HW-LC	MapFlex Server Hardware - Low Capacity	2	$3,000.00	$3,000.00	$6,000.00
				Subtotal	**$6,000.00**

Object Server Hardware

914121/3	IWS Object Server - Underlying Software	1	$1,398.00	$1,398.00	$1,398.00
220P000467-401	KIT, DEVICE MASTER PACKAGE	1	$804.00	$804.00	$804.00
914963	IWS Server RACK - Type B	1	$3,250.00	$3,250.00	$3,250.00
				Subtotal	**$5,452.00**

Common Hardware

914956	1U Keyboard/LCD/Trackball/8-Port KVM	1	$1,800.00	$1,800.00	$1,800.00
				Subtotal	**$1,800.00**

Network Equipment

912833	Router for VIPER	2	$2,080.00	$2,080.00	$4,160.00
914148	Firewall Appliance	1	$1,450.00	$1,450.00	$1,450.00
				Subtotal	**$5,610.00**

Staging

950852	Front Room Equipment Staging - Per Position	1	$250.00	$250.00	$250.00
950853	Back Room Equipment Staging - Per Cabinet	1	$1,750.00	$1,750.00	$1,750.00
				Subtotal	**$2,000.00**

Project Survey

950100	Project Survey (per Site)	1	$1,500.00	$1,500.00	$1,500.00
960575	Living Expense per Day per Person	1	$200.00	$200.00	$200.00
				Subtotal	**$1,700.00**

Installation

950104	Professional Services (per Day)	5	$1,500.00	$1,500.00	$7,500.00
960575	Living Expense per Day per Person	6	$200.00	$200.00	$1,200.00
P10121	Remote MapFlex Configuration	1	$1,500.00	$1,500.00	$1,500.00
				Subtotal	**$10,200.00**

Engineering Services

950516	Network Provisioning Services per day	1	$1,500.00	$1,500.00	$1,500.00
				Subtotal	**$1,500.00**

Refresher Training

960575	Living Expense per Day per Person	5	$200.00	$200.00	$1,000.00
960580	Travel Fee per Person	1	$1,250.00	$1,250.00	$1,250.00
960780	Power 911 Administrator Training	1	$1,500.00	$1,500.00	$1,500.00
960801	Power 911 User Training	1	$1,500.00	$1,500.00	$1,500.00
P10090	MapFlex 9-1-1 Administrator Training	1	$1,500.00	$1,500.00	$1,500.00
				Subtotal	**$6,750.00**

CCS Training

P10087	CCS Training	1	$1,500.00	$1,500.00	$1,500.00
				Subtotal	**$1,500.00**

Project Management Services

950510	Project Management Services	1	$0.00	$9,600.00	$9,600.00
				Subtotal	**$9,600.00**

Freight Charges

FREIGHT	Shipping and Handling	1	$0.00	$1,600.00	$1,600.00
				Subtotal	**$1,600.00**

Power Metrics Recurring Services

P10207	Power Metrics Advanced - 5-9 pos. annual service per PSAP - Year 1	1	$2,610.00	$2,610.00	$2,610.00
P10219	Power Metrics Suite - Annual access contract per PSAP - Year 1	1	$960.00	$960.00	$960.00
P10207	Power Metrics Advanced - 5-9 pos. annual service per PSAP - Year 2	1	$2,610.00	$2,610.00	$2,610.00
P10219	Power Metrics Suite - Annual access contract per PSAP - Year 2	1	$960.00	$960.00	$960.00
P10207	Power Metrics Advanced - 5-9 pos. annual service per PSAP - Year 3	1	$2,610.00	$2,610.00	$2,610.00
P10219	Power Metrics Suite - Annual access contract per PSAP - Year 3	1	$960.00	$960.00	$960.00
P10207	Power Metrics Advanced - 5-9 pos. annual service per PSAP - Year 4	1	$2,610.00	$2,610.00	$2,610.00
P10219	Power Metrics Suite - Annual access contract per PSAP - Year 4	1	$960.00	$960.00	$960.00
P10207	Power Metrics Advanced - 5-9 pos. annual service per PSAP - Year 5	1	$2,610.00	$2,610.00	$2,610.00
P10219	Power Metrics Suite - Annual access contract per PSAP - Year 5	1	$960.00	$960.00	$960.00
				Subtotal	**$17,850.00**

Software Subscription

950999/SUB1/1	Software Subscription Service -	5	$1,575.00	$1,575.00	$7,875.00

	/Position - Year 1				
950999/SUB1/1	Software Subscription Service - /Position - Year 2	5	$1,575.00	$1,575.00	$7,875.00
950999/SUB1/1	Software Subscription Service - /Position - Year 3	5	$1,575.00	$1,575.00	$7,875.00
950999/SUB1/1	Software Subscription Service - /Position - Year 4	5	$1,575.00	$1,575.00	$7,875.00
950999/SUB1/1	Software Subscription Service - /Position - Year 5	5	$1,575.00	$1,575.00	$7,875.00
				Subtotal	**$39,375.00**

Software Protection and Remote Tech Support

950999/PRO1/1	Software Protection and Remote Technical Support - /Position - Year 1	5	$630.00	$630.00	$3,150.00
950999/PRO1/1	Software Protection and Remote Technical Support - /Position - Year 2	5	$642.60	$642.60	$3,213.00
950999/PRO1/1	Software Protection and Remote Technical Support - /Position - Year 3	5	$655.45	$655.45	$3,277.25
950999/PRO1/1	Software Protection and Remote Technical Support - /Position - Year 4	5	$668.56	$668.56	$3,342.80
950999/PRO1/1	Software Protection and Remote Technical Support - /Position - Year 5	5	$681.93	$681.93	$3,409.65
				Subtotal	**$16,392.70**

Antivirus Recurring Fees

914143	Symantec EndPoint Protection Manager (EPM) - 1 year - Year 1	9	$63.00	$63.00	$567.00
914143	Symantec EndPoint Protection Manager (EPM) - 1 year - Year 2	9	$63.00	$63.00	$567.00
914143	Symantec EndPoint Protection Manager (EPM) - 1 year - Year 3	9	$63.00	$63.00	$567.00
914143	Symantec EndPoint Protection Manager (EPM) - 1 year - Year 4	9	$63.00	$63.00	$567.00
914143	Symantec EndPoint Protection Manager (EPM) - 1 year - Year 5	9	$63.00	$63.00	$567.00
				Subtotal	**$2,835.00**
				Total	**$155,586.45**

Summary - Sanilac

Item	Cost
Systems	$26,662.00
Services	$28,050.00
Recurring Services	$15,420.00
Maintenance	$35,035.62
Total:	**$105,167.62**

Year	Systems	Professional Services	Recurring Services	Maintenance Services	Totals
Year 1	$26,662.00	$28,050.00	$3,084.00	$6,930.00	**$64,726.00**
Year 2			$3,084.00	$6,967.80	**$10,051.80**
Year 3			$3,084.00	$7,006.35	**$10,090.35**
Year 4			$3,084.00	$7,045.68	**$10,129.68**
Year 5			$3,084.00	$7,085.79	**$10,169.79**
Totals	**$26,662.00**	**$28,050.00**	**$15,420.00**	**$35,035.62**	**$105,167.62**

Configuration Parameters - Sanilac

Site Configuration

Total Positions	3
Total Number of E9-1-1 CAMA Trunks	0
Total Number of FXO Lines	8
Total Number of ISDN-PRI channels (T1)	0
SIP	Included
ECCP	Included
PowerOPS	0
VIPER ACD	0
Add-on for Radio Recorder	Not Included

Systems

VIPER	$12,700.00
Power 911	$0.00
Power Metrics Setup Fees	$2,250.00
Object Server Hardware	$5,452.00
Common Hardware	$1,800.00
Network Equipment	$4,160.00
Freight Charges	$800.00

Professional Services

Staging	$1,750.00
Project Survey	$1,700.00
Installation	$8,450.00
Engineering Services	$1,500.00
Refresher Training	$5,050.00
CCS Training	$1,500.00
Project Management Services	$7,600.00

Recurring Services

Power Metrics Recurring Services	$15,420.00

Maintenance

Software Subscription	$23,625.00
Software Protection and Remote Tech Support	$9,835.62
Antivirus Recurring Fees	$1,575.00

Site: Sanilac

Model#	Description	Qty	List Price	Selling Price	Total
VIPER					
912803/2	VIPER Primary VoIP Soft Switch	1	$2,650.00	$2,650.00	$2,650.00
912890/BB	Media Kit Prebuilt Building Block	1	$100.00	$0.00	$0.00
912920/U	ECCP Workstation License Upgrade	3	$497.50	$0.00	$0.00
912807	4 Foot IT Cabinet	1	$3,300.00	$3,300.00	$3,300.00
912811/U	Application Server Position Access License Upgrade	4	$497.50	$0.00	$0.00
912812/U	PBX Access License Upgrade	6	$322.50	$0.00	$0.00
911SIP/U	9-1-1 Ingress via SIP - License per position Upgrade	3	$247.50	$0.00	$0.00
C10036	Power Cord Cable with A/C twist lock connector	3	$150.00	$150.00	$450.00
912716/24	Cisco C2960X-24TS-L 24 port switch (without stacking module)	2	$2,200.00	$2,200.00	$4,400.00
912716/S	Cisco Stacking module for C2960-X	2	$950.00	$950.00	$1,900.00
				Subtotal	**$12,700.00**
Power 911					
913100/U	Power 911 Client and Server Access License - Upgrade	3	$5,995.00	$0.00	$0.00
				Subtotal	**$0.00**
Power Metrics Setup Fees					
P10192	Power Metrics Advanced - Service set-up: No RDDM	1	$2,250.00	$2,250.00	$2,250.00
				Subtotal	**$2,250.00**
Object Server Hardware					
914121/3	IWS Object Server - Underlying Software	1	$1,398.00	$1,398.00	$1,398.00
220P000467-401	KIT, DEVICE MASTER PACKAGE	1	$804.00	$804.00	$804.00
914963	IWS Server RACK - Type B	1	$3,250.00	$3,250.00	$3,250.00
				Subtotal	**$5,452.00**
Common Hardware					
914956	1U Keyboard/LCD/Trackball/8-Port KVM	1	$1,800.00	$1,800.00	$1,800.00
				Subtotal	**$1,800.00**
Network Equipment					
912833	Router for VIPER	2	$2,080.00	$2,080.00	$4,160.00
				Subtotal	**$4,160.00**

Staging

950853	Back Room Equipment Staging - Per Cabinet	1	$1,750.00	$1,750.00	$1,750.00
				Subtotal	**$1,750.00**

Project Survey

950100	Project Survey (per Site)	1	$1,500.00	$1,500.00	$1,500.00
960575	Living Expense per Day per Person	1	$200.00	$200.00	$200.00
				Subtotal	**$1,700.00**

Installation

950104	Professional Services (per Day)	4	$1,500.00	$1,500.00	$6,000.00
960575	Living Expense per Day per Person	6	$200.00	$200.00	$1,200.00
960580	Travel Fee per Person	1	$1,250.00	$1,250.00	$1,250.00
				Subtotal	**$8,450.00**

Engineering Services

950516	Network Provisioning Services per day	1	$1,500.00	$1,500.00	$1,500.00
				Subtotal	**$1,500.00**

Refresher Training

960575	Living Expense per Day per Person	4	$200.00	$200.00	$800.00
960580	Travel Fee per Person	1	$1,250.00	$1,250.00	$1,250.00
960780	Power 911 Administrator Training	1	$1,500.00	$1,500.00	$1,500.00
960801	Power 911 User Training	1	$1,500.00	$1,500.00	$1,500.00
				Subtotal	**$5,050.00**

CCS Training

P10087	CCS Training	1	$1,500.00	$1,500.00	$1,500.00
				Subtotal	**$1,500.00**

Project Management Services

950510	Project Management Services	1	$0.00	$7,600.00	$7,600.00
				Subtotal	**$7,600.00**

Freight Charges

FREIGHT	Shipping and Handling	1	$0.00	$800.00	$800.00
				Subtotal	**$800.00**

Power Metrics Recurring Services

P10206	Power Metrics Advanced - 3-4 pos.	1	$2,124.00	$2,124.00	$2,124.00

	annual service per PSAP - Year 1				
P10219	Power Metrics Suite - Annual access contract per PSAP - Year 1	1	$960.00	$960.00	$960.00
P10206	Power Metrics Advanced - 3-4 pos. annual service per PSAP - Year 2	1	$2,124.00	$2,124.00	$2,124.00
P10219	Power Metrics Suite - Annual access contract per PSAP - Year 2	1	$960.00	$960.00	$960.00
P10206	Power Metrics Advanced - 3-4 pos. annual service per PSAP - Year 3	1	$2,124.00	$2,124.00	$2,124.00
P10219	Power Metrics Suite - Annual access contract per PSAP - Year 3	1	$960.00	$960.00	$960.00
P10206	Power Metrics Advanced - 3-4 pos. annual service per PSAP - Year 4	1	$2,124.00	$2,124.00	$2,124.00
P10219	Power Metrics Suite - Annual access contract per PSAP - Year 4	1	$960.00	$960.00	$960.00
P10206	Power Metrics Advanced - 3-4 pos. annual service per PSAP - Year 5	1	$2,124.00	$2,124.00	$2,124.00
P10219	Power Metrics Suite - Annual access contract per PSAP - Year 5	1	$960.00	$960.00	$960.00
				Subtotal	**$15,420.00**

Software Subscription

950999/SUB1/1	Software Subscription Service - /Position - Year 1	3	$1,575.00	$1,575.00	$4,725.00
950999/SUB1/1	Software Subscription Service - /Position - Year 2	3	$1,575.00	$1,575.00	$4,725.00
950999/SUB1/1	Software Subscription Service - /Position - Year 3	3	$1,575.00	$1,575.00	$4,725.00
950999/SUB1/1	Software Subscription Service - /Position - Year 4	3	$1,575.00	$1,575.00	$4,725.00
950999/SUB1/1	Software Subscription Service - /Position - Year 5	3	$1,575.00	$1,575.00	$4,725.00
				Subtotal	**$23,625.00**

Software Protection and Remote Tech Support

950999/PRO1/1	Software Protection and Remote Technical Support - /Position - Year 1	3	$630.00	$630.00	$1,890.00
950999/PRO1/1	Software Protection and Remote Technical Support - /Position - Year 2	3	$642.60	$642.60	$1,927.80
950999/PRO1/1	Software Protection and Remote Technical Support - /Position - Year 3	3	$655.45	$655.45	$1,966.35
950999/PRO1/1	Software Protection and Remote Technical Support - /Position - Year 4	3	$668.56	$668.56	$2,005.68
950999/PRO1/1	Software Protection and Remote Technical Support - /Position - Year 5	3	$681.93	$681.93	$2,045.79
				Subtotal	**$9,835.62**

Antivirus Recurring Fees

914143	Symantec EndPoint Protection Manager (EPM) - 1 year - Year 1	5	$63.00	$63.00	$315.00
914143	Symantec EndPoint Protection Manager (EPM) - 1 year - Year 2	5	$63.00	$63.00	$315.00
914143	Symantec EndPoint Protection Manager (EPM) - 1 year - Year 3	5	$63.00	$63.00	$315.00
914143	Symantec EndPoint Protection Manager (EPM) - 1 year - Year 4	5	$63.00	$63.00	$315.00
914143	Symantec EndPoint Protection Manager (EPM) - 1 year - Year 5	5	$63.00	$63.00	$315.00
				Subtotal	**$1,575.00**
				Total	**$105,167.62**

Summary - Huron

Item	Cost
Systems	$30,802.00
Services	$28,050.00
Recurring Services	$15,420.00
Maintenance	$35,035.62
Total:	**$109,307.62**

Year	Systems	Professional Services	Recurring Services	Maintenance Services	Totals
Year 1	$30,802.00	$28,050.00	$3,084.00	$6,930.00	**$68,866.00**
Year 2			$3,084.00	$6,967.80	**$10,051.80**
Year 3			$3,084.00	$7,006.35	**$10,090.35**
Year 4			$3,084.00	$7,045.68	**$10,129.68**
Year 5			$3,084.00	$7,085.79	**$10,169.79**
Totals	**$30,802.00**	**$28,050.00**	**$15,420.00**	**$35,035.62**	**$109,307.62**

Configuration Parameters - Huron

Site Configuration

Total Positions	3
Total Number of E9-1-1 CAMA Trunks	0
Total Number of FXO Lines	12
Total Number of ISDN-PRI channels (T1)	0
SIP	Included
ECCP	Not Included
PowerOPS	0
VIPER ACD	0
Add-on for Radio Recorder	Not Included

Systems

VIPER	$16,840.00
Power 911	$0.00
Power Metrics Setup Fees	$2,250.00
Object Server Hardware	$5,452.00
Common Hardware	$1,800.00
Network Equipment	$4,160.00
Freight Charges	$800.00

Professional Services

Staging	$1,750.00
Project Survey	$1,700.00
Installation	$8,450.00
Engineering Services	$1,500.00
Refresher Training	$5,050.00
CCS Training	$1,500.00
Project Management Services	$7,600.00

Recurring Services

Power Metrics Recurring Services	$15,420.00

Maintenance

Software Subscription	$23,625.00
Software Protection and Remote Tech Support	$9,835.62
Antivirus Recurring Fees	$1,575.00

Model#	Description	Qty	List Price	Selling Price	Total
VIPER					
912803/2	VIPER Primary VoIP Soft Switch	1	$2,650.00	$2,650.00	$2,650.00
912890/BB	Media Kit Prebuilt Building Block	1	$100.00	$0.00	$0.00
911830	VIPER Gateway Chassis G3	1	$1,320.00	$990.00	$990.00
912807	4 Foot IT Cabinet	1	$3,300.00	$3,300.00	$3,300.00
912811/U	Application Server Position Access License Upgrade	4	$497.50	$0.00	$0.00
912812/U	PBX Access License Upgrade	6	$322.50	$0.00	$0.00
911834	AIM G3	3	$1,400.00	$1,050.00	$3,150.00
911SIP/U	9-1-1 Ingress via SIP - License per position Upgrade	3	$247.50	$0.00	$0.00
C10036	Power Cord Cable with A/C twist lock connector	3	$150.00	$150.00	$450.00
912716/24	Cisco C2960X-24TS-L 24 port switch (without stacking module)	2	$2,200.00	$2,200.00	$4,400.00
912716/S	Cisco Stacking module for C2960-X	2	$950.00	$950.00	$1,900.00
				Subtotal	**$16,840.00**
Power 911					
913100/U	Power 911 Client and Server Access License - Upgrade	3	$5,995.00	$0.00	$0.00
				Subtotal	**$0.00**
Power Metrics Setup Fees					
P10192	Power Metrics Advanced - Service set-up: No RDDM	1	$2,250.00	$2,250.00	$2,250.00
				Subtotal	**$2,250.00**
Object Server Hardware					
914121/3	IWS Object Server - Underlying Software	1	$1,398.00	$1,398.00	$1,398.00
220P000467-401	KIT, DEVICE MASTER PACKAGE	1	$804.00	$804.00	$804.00
914963	IWS Server RACK - Type B	1	$3,250.00	$3,250.00	$3,250.00
				Subtotal	**$5,452.00**
Common Hardware					
914956	1U Keyboard/LCD/Trackball/8-Port KVM	1	$1,800.00	$1,800.00	$1,800.00
				Subtotal	**$1,800.00**
Network Equipment					
912833	Router for VIPER	2	$2,080.00	$2,080.00	$4,160.00
				Subtotal	**$4,160.00**

Staging

950853	Back Room Equipment Staging - Per Cabinet	1	$1,750.00	$1,750.00	$1,750.00
				Subtotal	**$1,750.00**

Project Survey

950100	Project Survey (per Site)	1	$1,500.00	$1,500.00	$1,500.00
960575	Living Expense per Day per Person	1	$200.00	$200.00	$200.00
				Subtotal	**$1,700.00**

Installation

950104	Professional Services (per Day)	4	$1,500.00	$1,500.00	$6,000.00
960575	Living Expense per Day per Person	6	$200.00	$200.00	$1,200.00
960580	Travel Fee per Person	1	$1,250.00	$1,250.00	$1,250.00
				Subtotal	**$8,450.00**

Engineering Services

950516	Network Provisioning Services per day	1	$1,500.00	$1,500.00	$1,500.00
				Subtotal	**$1,500.00**

Refresher Training

960575	Living Expense per Day per Person	4	$200.00	$200.00	$800.00
960580	Travel Fee per Person	1	$1,250.00	$1,250.00	$1,250.00
960780	Power 911 Administrator Training	1	$1,500.00	$1,500.00	$1,500.00
960801	Power 911 User Training	1	$1,500.00	$1,500.00	$1,500.00
				Subtotal	**$5,050.00**

CCS Training

P10087	CCS Training	1	$1,500.00	$1,500.00	$1,500.00
				Subtotal	**$1,500.00**

Project Management Services

950510	Project Management Services	1	$0.00	$7,600.00	$7,600.00
				Subtotal	**$7,600.00**

Freight Charges

FREIGHT	Shipping and Handling	1	$0.00	$800.00	$800.00
				Subtotal	**$800.00**

Power Metrics Recurring Services

Code	Description	Qty	Unit Price		Extended
P10206	Power Metrics Advanced - 3-4 pos. annual service per PSAP - Year 1	1	$2,124.00	$2,124.00	$2,124.00
P10219	Power Metrics Suite - Annual access contract per PSAP - Year 1	1	$960.00	$960.00	$960.00
P10206	Power Metrics Advanced - 3-4 pos. annual service per PSAP - Year 2	1	$2,124.00	$2,124.00	$2,124.00
P10219	Power Metrics Suite - Annual access contract per PSAP - Year 2	1	$960.00	$960.00	$960.00
P10206	Power Metrics Advanced - 3-4 pos. annual service per PSAP - Year 3	1	$2,124.00	$2,124.00	$2,124.00
P10219	Power Metrics Suite - Annual access contract per PSAP - Year 3	1	$960.00	$960.00	$960.00
P10206	Power Metrics Advanced - 3-4 pos. annual service per PSAP - Year 4	1	$2,124.00	$2,124.00	$2,124.00
P10219	Power Metrics Suite - Annual access contract per PSAP - Year 4	1	$960.00	$960.00	$960.00
P10206	Power Metrics Advanced - 3-4 pos. annual service per PSAP - Year 5	1	$2,124.00	$2,124.00	$2,124.00
P10219	Power Metrics Suite - Annual access contract per PSAP - Year 5	1	$960.00	$960.00	$960.00
				Subtotal	**$15,420.00**

Software Subscription

Code	Description	Qty	Unit Price		Extended
950999/SUB1/1	Software Subscription Service - /Position - Year 1	3	$1,575.00	$1,575.00	$4,725.00
950999/SUB1/1	Software Subscription Service - /Position - Year 2	3	$1,575.00	$1,575.00	$4,725.00
950999/SUB1/1	Software Subscription Service - /Position - Year 3	3	$1,575.00	$1,575.00	$4,725.00
950999/SUB1/1	Software Subscription Service - /Position - Year 4	3	$1,575.00	$1,575.00	$4,725.00
950999/SUB1/1	Software Subscription Service - /Position - Year 5	3	$1,575.00	$1,575.00	$4,725.00
				Subtotal	**$23,625.00**

Software Protection and Remote Tech Support

Code	Description	Qty	Unit Price		Extended
950999/PRO1/1	Software Protection and Remote Technical Support - /Position - Year 1	3	$630.00	$630.00	$1,890.00
950999/PRO1/1	Software Protection and Remote Technical Support - /Position - Year 2	3	$642.60	$642.60	$1,927.80
950999/PRO1/1	Software Protection and Remote Technical Support - /Position - Year 3	3	$655.45	$655.45	$1,966.35
950999/PRO1/1	Software Protection and Remote Technical Support - /Position - Year 4	3	$668.56	$668.56	$2,005.68
950999/PRO1/1	Software Protection and Remote Technical Support - /Position - Year 5	3	$681.93	$681.93	$2,045.79
				Subtotal	**$9,835.62**

Antivirus Recurring Fees

914143	Symantec EndPoint Protection Manager (EPM) - 1 year - Year 1	5	$63.00	$63.00	$315.00
914143	Symantec EndPoint Protection Manager (EPM) - 1 year - Year 2	5	$63.00	$63.00	$315.00
914143	Symantec EndPoint Protection Manager (EPM) - 1 year - Year 3	5	$63.00	$63.00	$315.00
914143	Symantec EndPoint Protection Manager (EPM) - 1 year - Year 4	5	$63.00	$63.00	$315.00
914143	Symantec EndPoint Protection Manager (EPM) - 1 year - Year 5	5	$63.00	$63.00	$315.00
				Subtotal	**$1,575.00**
				Total	**$109,307.62**

Summary - Iosco

Item	Cost
Systems	$32,302.00
Services	$28,050.00
Recurring Services	$15,420.00
Maintenance	$35,035.62
Total:	**$110,807.62**

Year	Systems	Professional Services	Recurring Services	Maintenance Services	Totals
Year 1	$32,302.00	$28,050.00	$3,084.00	$6,930.00	**$70,366.00**
Year 2			$3,084.00	$6,967.80	**$10,051.80**
Year 3			$3,084.00	$7,006.35	**$10,090.35**
Year 4			$3,084.00	$7,045.68	**$10,129.68**
Year 5			$3,084.00	$7,085.79	**$10,169.79**
Totals	**$32,302.00**	**$28,050.00**	**$15,420.00**	**$35,035.62**	**$110,807.62**

Configuration Parameters - Iosco

Site Configuration

Total Positions	3
Total Number of E9-1-1 CAMA Trunks	0
Total Number of FXO Lines	12
Total Number of ISDN-PRI channels (T1)	0
SIP	Included
ECCP	Not Included
PowerOPS	0
VIPER ACD	0
Add-on for Radio Recorder	Not Included

Systems

VIPER	$16,840.00
IP Phones	$1,500.00
Power 911	$0.00
Power Metrics Setup Fees	$2,250.00
Object Server Hardware	$5,452.00
Common Hardware	$1,800.00
Network Equipment	$4,160.00
Freight Charges	$800.00

Professional Services

Staging	$1,750.00
Project Survey	$1,700.00
Installation	$8,450.00
Engineering Services	$1,500.00
Refresher Training	$5,050.00
CCS Training	$1,500.00
Project Management Services	$7,600.00

Recurring Services

Power Metrics Recurring Services	$15,420.00

Maintenance

Software Subscription	$23,625.00
Software Protection and Remote Tech Support	$9,835.62
Antivirus Recurring Fees	$1,575.00

May 10, 2021

Site: Iosco

Model#	Description	Qty	List Price	Selling Price	Total
VIPER					
912803/2	VIPER Primary VoIP Soft Switch	1	$2,650.00	$2,650.00	$2,650.00
912890/BB	Media Kit Prebuilt Building Block	1	$100.00	$0.00	$0.00
911830	VIPER Gateway Chassis G3	1	$1,320.00	$990.00	$990.00
912807	4 Foot IT Cabinet	1	$3,300.00	$3,300.00	$3,300.00
912811/U	Application Server Position Access License Upgrade	4	$497.50	$0.00	$0.00
912812/U	PBX Access License Upgrade	6	$322.50	$0.00	$0.00
911834	AIM G3	3	$1,400.00	$1,050.00	$3,150.00
911SIP/U	9-1-1 Ingress via SIP - License per position Upgrade	3	$247.50	$0.00	$0.00
C10036	Power Cord Cable with A/C twist lock connector	3	$150.00	$150.00	$450.00
912716/24	Cisco C2960X-24TS-L 24 port switch (without stacking module)	2	$2,200.00	$2,200.00	$4,400.00
912716/S	Cisco Stacking module for C2960-X	2	$950.00	$950.00	$1,900.00
				Subtotal	**$16,840.00**
IP Phones					
912846	IP Phone	2	$750.00	$750.00	$1,500.00
				Subtotal	**$1,500.00**
Power 911					
913100/U	Power 911 Client and Server Access License - Upgrade	3	$5,995.00	$0.00	$0.00
				Subtotal	**$0.00**
Power Metrics Setup Fees					
P10192	Power Metrics Advanced - Service set-up: No RDDM	1	$2,250.00	$2,250.00	$2,250.00
				Subtotal	**$2,250.00**
Object Server Hardware					
914121/3	IWS Object Server - Underlying Software	1	$1,398.00	$1,398.00	$1,398.00
220P000467-401	KIT, DEVICE MASTER PACKAGE	1	$804.00	$804.00	$804.00
914963	IWS Server RACK - Type B	1	$3,250.00	$3,250.00	$3,250.00
				Subtotal	**$5,452.00**
Common Hardware					
914956	1U Keyboard/LCD/Trackball/8-Port KVM	1	$1,800.00	$1,800.00	$1,800.00
				Subtotal	**$1,800.00**

Network Equipment

912833	Router for VIPER	2	$2,080.00	$2,080.00	$4,160.00
				Subtotal	**$4,160.00**

Staging

950853	Back Room Equipment Staging - Per Cabinet	1	$1,750.00	$1,750.00	$1,750.00
				Subtotal	**$1,750.00**

Project Survey

950100	Project Survey (per Site)	1	$1,500.00	$1,500.00	$1,500.00
960575	Living Expense per Day per Person	1	$200.00	$200.00	$200.00
				Subtotal	**$1,700.00**

Installation

950104	Professional Services (per Day)	4	$1,500.00	$1,500.00	$6,000.00
960575	Living Expense per Day per Person	6	$200.00	$200.00	$1,200.00
960580	Travel Fee per Person	1	$1,250.00	$1,250.00	$1,250.00
				Subtotal	**$8,450.00**

Engineering Services

950516	Network Provisioning Services per day	1	$1,500.00	$1,500.00	$1,500.00
				Subtotal	**$1,500.00**

Refresher Training

960575	Living Expense per Day per Person	4	$200.00	$200.00	$800.00
960580	Travel Fee per Person	1	$1,250.00	$1,250.00	$1,250.00
960780	Power 911 Administrator Training	1	$1,500.00	$1,500.00	$1,500.00
960801	Power 911 User Training	1	$1,500.00	$1,500.00	$1,500.00
				Subtotal	**$5,050.00**

CCS Training

P10087	CCS Training	1	$1,500.00	$1,500.00	$1,500.00
				Subtotal	**$1,500.00**

Project Management Services

950510	Project Management Services	1	$0.00	$7,600.00	$7,600.00
				Subtotal	**$7,600.00**

Freight Charges

FREIGHT	Shipping and Handling	1	$0.00	$800.00	$800.00
				Subtotal	**$800.00**

Power Metrics Recurring Services

P10206	Power Metrics Advanced - 3-4 pos. annual service per PSAP - Year 1	1	$2,124.00	$2,124.00	$2,124.00
P10219	Power Metrics Suite - Annual access contract per PSAP - Year 1	1	$960.00	$960.00	$960.00
P10206	Power Metrics Advanced - 3-4 pos. annual service per PSAP - Year 2	1	$2,124.00	$2,124.00	$2,124.00
P10219	Power Metrics Suite - Annual access contract per PSAP - Year 2	1	$960.00	$960.00	$960.00
P10206	Power Metrics Advanced - 3-4 pos. annual service per PSAP - Year 3	1	$2,124.00	$2,124.00	$2,124.00
P10219	Power Metrics Suite - Annual access contract per PSAP - Year 3	1	$960.00	$960.00	$960.00
P10206	Power Metrics Advanced - 3-4 pos. annual service per PSAP - Year 4	1	$2,124.00	$2,124.00	$2,124.00
P10219	Power Metrics Suite - Annual access contract per PSAP - Year 4	1	$960.00	$960.00	$960.00
P10206	Power Metrics Advanced - 3-4 pos. annual service per PSAP - Year 5	1	$2,124.00	$2,124.00	$2,124.00
P10219	Power Metrics Suite - Annual access contract per PSAP - Year 5	1	$960.00	$960.00	$960.00
				Subtotal	**$15,420.00**

Software Subscription

950999/SUB1/1	Software Subscription Service - /Position - Year 1	3	$1,575.00	$1,575.00	$4,725.00
950999/SUB1/1	Software Subscription Service - /Position - Year 2	3	$1,575.00	$1,575.00	$4,725.00
950999/SUB1/1	Software Subscription Service - /Position - Year 3	3	$1,575.00	$1,575.00	$4,725.00
950999/SUB1/1	Software Subscription Service - /Position - Year 4	3	$1,575.00	$1,575.00	$4,725.00
950999/SUB1/1	Software Subscription Service - /Position - Year 5	3	$1,575.00	$1,575.00	$4,725.00
				Subtotal	**$23,625.00**

Software Protection and Remote Tech Support

950999/PRO1/1	Software Protection and Remote Technical Support - /Position - Year 1	3	$630.00	$630.00	$1,890.00
950999/PRO1/1	Software Protection and Remote Technical Support - /Position - Year 2	3	$642.60	$642.60	$1,927.80
950999/PRO1/1	Software Protection and Remote Technical Support - /Position - Year 3	3	$655.45	$655.45	$1,966.35
950999/PRO1/1	Software Protection and Remote Technical Support - /Position - Year	3	$668.56	$668.56	$2,005.68

950999/PRO1/1	4 Software Protection and Remote Technical Support - /Position - Year 5	3	$681.93	$681.93	$2,045.79
				Subtotal	**$9,835.62**

Antivirus Recurring Fees

914143	Symantec EndPoint Protection Manager (EPM) - 1 year - Year 1	5	$63.00	$63.00	$315.00
914143	Symantec EndPoint Protection Manager (EPM) - 1 year - Year 2	5	$63.00	$63.00	$315.00
914143	Symantec EndPoint Protection Manager (EPM) - 1 year - Year 3	5	$63.00	$63.00	$315.00
914143	Symantec EndPoint Protection Manager (EPM) - 1 year - Year 4	5	$63.00	$63.00	$315.00
914143	Symantec EndPoint Protection Manager (EPM) - 1 year - Year 5	5	$63.00	$63.00	$315.00
				Subtotal	**$1,575.00**
				Total	**$110,807.62**

Summary - Isabella

Item	Cost
Services	$7,200.00
Total:	**$7,200.00**

Configuration Parameters - Isabella

Site: Isabella

Model#	Description	Qty	List Price	Selling Price	Total
Installation					
950104	Professional Services (per Day)	2	$1,500.00	$1,500.00	$3,000.00
960575	Living Expense per Day per Person	2	$200.00	$200.00	$400.00
				Subtotal	$3,400.00
Engineering Services					
950516	Network Provisioning Services per day	1	$1,500.00	$1,500.00	$1,500.00
				Subtotal	$1,500.00
CCS Training					
P10087	CCS Training	1	$1,500.00	$1,500.00	$1,500.00
				Subtotal	$1,500.00
Project Management Services					
950510	Project Management Services	1	$0.00	$800.00	$800.00
				Subtotal	$800.00
				Total	$7,200.00

May 10, 2021

Summary - CMU

Item	Cost
Services	$7,200.00

Total:	**$7,200.00**

Configuration Parameters - CMU

Site: CMU

Model#	Description	Qty	List Price	Selling Price	Total
Installation					
950104	Professional Services (per Day)	2	$1,500.00	$1,500.00	$3,000.00
960575	Living Expense per Day per Person	2	$200.00	$200.00	$400.00
				Subtotal	**$3,400.00**
Engineering Services					
950516	Network Provisioning Services per day	1	$1,500.00	$1,500.00	$1,500.00
				Subtotal	**$1,500.00**
CCS Training					
P10087	CCS Training	1	$1,500.00	$1,500.00	$1,500.00
				Subtotal	**$1,500.00**
Project Management Services					
950510	Project Management Services	1	$0.00	$800.00	$800.00
				Subtotal	**$800.00**
				Total	**$7,200.00**

Summary - Saginaw

Item	Cost
Services	$7,200.00
Total:	**$7,200.00**

Configuration Parameters - Saginaw

Site: Saginaw

Model#	Description	Qty	List Price	Selling Price	Total
Installation					
950104	Professional Services (per Day)	2	$1,500.00	$1,500.00	$3,000.00
960575	Living Expense per Day per Person	2	$200.00	$200.00	$400.00
				Subtotal	**$3,400.00**
Engineering Services					
950516	Network Provisioning Services per day	1	$1,500.00	$1,500.00	$1,500.00
				Subtotal	**$1,500.00**
CCS Training					
P10087	CCS Training	1	$1,500.00	$1,500.00	$1,500.00
				Subtotal	**$1,500.00**
Project Management Services					
950510	Project Management Services	1	$0.00	$800.00	$800.00
				Subtotal	**$800.00**
				Total	**$7,200.00**

Summary - Saginaw Backup

Item	Cost
Services	$5,700.00
Total:	**$5,700.00**

Configuration Parameters - Saginaw Backup

Site: Saginaw Backup

Model#	Description	Qty	List Price	Selling Price	Total
Installation					
950104	Professional Services (per Day)	2	$1,500.00	$1,500.00	$3,000.00
960575	Living Expense per Day per Person	2	$200.00	$200.00	$400.00
				Subtotal	**$3,400.00**
Engineering Services					
950516	Network Provisioning Services per day	1	$1,500.00	$1,500.00	$1,500.00
				Subtotal	**$1,500.00**
Project Management Services					
950510	Project Management Services	1	$0.00	$800.00	$800.00
				Subtotal	**$800.00**
				Total	**$5,700.00**

Notes

1 System hardware upgrades to VIPER 7 for Great Lakes Bay 911 Consortium in MI. All remote sites are processing admin

traffic locally with an SVN. All 911 traffic is processed at the host nodes, and is coming in via PFN ESInet.

**Saginaw recently purchased the Server Class and Single RDDMs needed for PMA. The intention is to reuse those. They're currently installed at the host sites.

Included 1 year of SWSUB, SWPRO, HWPRO and AV and MapFlex Server maintenance. CCS is not required due to keeping exact configuration.

Saginaw, Saginaw BU, Isabella, CMU: 2 days are needed at each site to rebuild the network routers, point them to the new VIPER multinode, rebuild the SVN to connect it on the new VIPER. We also then need to rejoin all positions to the new domain controller on the new Node A.

2 Customer to provide the following peripheral equipment, as required:

Additional Backroom Equipment Required:
Two (2) modems to ALI Database (If not using SIP)
One (1) Network Laser Printer
Amphenol cables and punch blocks
A high-speed internet-based VPN Connection for Remote Monitoring and Maintenance must be provisioned.

Additional Power IWS Equipment Required:
Each IWS position requires sufficient CAT5e/CAT6 Network Cabling (3 per position) not normally supplied by Intrado, to reach the Network Switches in the back room.

3 All inter-site connectivity is the responsibility of the Customer. WAN equipment, software, and connectivity to be procured, installed, and configured by the Customer

Unless otherwise specified in this quotation, routers are not included.

Two (2) connections are required between each site and the WAN.

WAN Requirements
- Layer 3 routing must be provided between all locations
- Certified CAT5e/CAT6 between all network switches
- Guaranteed Bandwidth for all Intrado applications
- Low Latency (< 40ms)
- Low Jitter (< 5ms)
- Support for DHCP Relay/Forwarding (per RFC 1542) from all VIPER subnets to their associated primary Application Server
- Support for QoS (Quality of Service) as needed
- Security against intrusion and virus attack
- Reliable links (fault tolerant) – no single point of failure may cause a Layer 3 disruption for more than four (4) seconds, multicast may not be disrupted for more than ten (10) seconds.
- DNS Caching and forwarding from satellite sites to all VIPER Application Servers
- Support for Multicast traffic between all subnets of a discrete VIPER system (however Multicast traffic between satellite subnets is not required).
- Multicast traffic must not pass between separate discrete VIPER systems
- A Dial-Up Line for Remote Monitoring and Maintenance must be provisioned.

4   MapFlex is a 9-1-1 call mapping application which locates incoming calls on a map display using customer GIS data and call location data received from the call handling system.

Customers are required to provide their GIS data for provisioning within MapFlex and are required to maintain their GIS data unless Intrado has been contracted to manage the data on the customer's behalf.

GIS Services Included with MapFlex Deployment
- MapFlex GIS Data Preparation services (creation or re-creation of the customer's GIS data package prior to Final Acceptance)
- Remote MapFlex Configuration services

Post-Deployment GIS Services Included Under an Active Maintenance Services Agreement
- Creation or re-creation of a GIS data package potentially required in support of software "break fix"
- Other GIS data professional services potentially required in support of a bug fix related to software

Post-Deployment GIS Services Not Included Under an Active Maintenance Services Agreement
- MapFlex GIS Data Preparation services (following the initial system setup and installation)
- MapFlex Data Update Service (one-time or recurring)
- Re-creation of the GIS data package or other GIS data professional services performed in support of a MapFlex version upgrade

5   **Professional Services:** This quote represents an estimate of labor costs to perform the work described in this quote. If the amount of labor needed to correct the issue can't be accomplished time allotted in this quote, Intrado will contact the customer representative before performing additional labor. If the actual labor to perform the work is significantly less than the amount quoted, the final charge may be adjusted.

6   The Project Survey is intended to identify any additional miscellaneous equipment or services required to ensure smooth installation and operation of the quoted system. Additional costs may be incurred upon completion of the Project Survey.

7   **Comprehensive Project Management**

This is a service offered to partners that do not have a Project Manager assigned to the project, where Intrado's Comprehensive Project Management (CPM) provides a Project Manager that coordinates all project activity.

The CPM provides complete, end-to-end project management support and services that could include on-site support, project documentation, formal reporting, as well as coordination of deliveries both internally as well as with the partner and the end customer.

The CPM level of service includes all services in the basic level plus the following:

- Site survey is reviewed (or initiated and then reviewed) to verify that site and system environment are ready for installation
- Scope of Work is completed (includes a Project Schedule of key dates)
- Review system design
- Site and/or network diagram are completed as required
- 3rd Party contractors included in the sales order are contacted and managed
- Project kick-off meeting is scheduled with the end customer and held via conference call or optionally on

site
- Comprehensive risk assessment and mitigation planning
- Overall project coordination
- Weekly project status meetings are scheduled, led and documented
- Customer configuration for staging is collected and communicated
- Equipment staging (if ordered) and shipping is managed"
- Coordinate on-site delivery
- Equipment receipt and inventory is validated
- Intrado resources are scheduled and managed with project implementation and cut-over requirements
- Maintain all project related communications and documentation
- Complete Site Book for delivery to end customer at time of handover to service
- Variable: Project Manager Presence on-site (with additional per day and travel cost components). This is typically required for project kickoff (if on-site), final site evaluation, and cut-over project management services

8   **Software Subscription Service** provides the customer with access to software upgrades including new features. This offering only provides for the availability of the software. Installation and training (if needed) are not included. Any required hardware or operating system changes are also not included.

Intrado will provide periodic software release bulletins to customers which announce and explain new feature releases for Intrado software. Customers may then request the new release or version from Intrado based on applicability of the release to customer's system. The customer is responsible for installation of all these releases, unless the On-Site Maintenance Service is purchased. If On-Site Maintenance has not been purchased and the customer prefers to have Intrado deploy a new release, Intrado will dispatch appropriate personnel to perform the upgrade on a mutually agreed upon date at Intrado's then current prices for such services.

9   **Software Protection and Remote Technical Support** is a coverage requirement with the purchase and ownership of Intrado CPE system equipment.

Software Protection and Remote Technical Support cannot be deleted from quotes or system orders.
Once a Software Protection and Remote Technical Support service contract is established for the site during system initial purchase, all items subsequently added to the site will not require an additional contract, but the acquisition of additional positions will increase the price of the services.
a. For sites with one year coverage contracts, the increased price will be reflected in the quote at the next contract renewal point.
b. For sites with multi-year agreements, the customer will be required to retract the remaining years of the original purchase order and issue a new purchase order for the remaining period covering the original system and new positions.
If a contract for Software Protection and Remote Technical Support expires without renewal, causing a lapse in coverage, the customer's access to the Support Center will be discontinued and a notification of services termination will be issued. Reinstatement of the lapsed coverage will require the following from the customer:

a)   Payment in full for the lapsed period at the prevailing per-seat rate

b)   Purchase of a new maintenance agreement (one-year or five-year)

c)   System Recertification fees in the form of a Class A inspection at $1,500.00 per day plus related travel and expense charges.

Software Protection
This offering provides for the availability of software product updates. Installation and training (if needed) are not

included. Intrado will publish periodic software release bulletins to customers which announce important product updates for Intrado software. Customers may then request the new update from Intrado based on applicability of the release to customer's system. Customer is responsible for installation of all these releases, unless the On-Site Maintenance Service is purchased. If On-Site Maintenance has not been purchased and the customer prefers to have Intrado deploy a new release, Intrado will dispatch appropriate personnel to perform the upgrade on a mutually agreed upon date at Intrado's then current prices for such services.

Remote Technical Support
Support is provided by associates who specialize in the diagnosis and resolution of system performance issues. Remote Technical Support is available 24/7 through both a toll free hotline and a secure customer Internet portal. All service inquiries are tracked by a state-of-the-art CRM trouble ticket system that can be queried by customers through the online portal to obtain the most up-to-date status on their issues.

10   MapFlex is a 9-1-1 call mapping application which locates incoming calls on a map display using customer GIS data and call location data received from the call handling system.

Customers are required to provide their GIS data for provisioning within MapFlex and are required to maintain their GIS data unless Intrado has been contracted to manage the data on the customer's behalf.

GIS Services Included with MapFlex Deployment
- MapFlex GIS Data Preparation services (creation or re-creation of the customer's GIS data package prior to Final Acceptance)
- Remote MapFlex Configuration services

Post-Deployment GIS Services Included Under an Active Maintenance Services Agreement
- Creation or re-creation of a GIS data package potentially required in support of software "break fix"
- Other GIS data professional services potentially required in support of a bug fix related to software

Post-Deployment GIS Services Not Included Under an Active Maintenance Services Agreement
- MapFlex GIS Data Preparation services (following the initial system setup and installation)
- MapFlex Data Update Service (one-time or recurring)

Re-creation of the GIS data package or other GIS data professional services performed in support of a MapFlex version upgrade

11   ### Power Metrics
Intrado retains title to all premise-based equipment and software provided to customer in connection with the Power Metrics service (including RDDMs), which will be removed and returned to Intrado at the conclusion of the service.

Billing and the term commencement for the services will begin when the Services are first made available for Customer's use, and will continue for the designated number of months as stated in this Quote.

Power Metrics services will be provided in accordance with the applicable Service Guide at https://www.intrado.com/legal-privacy/terms/call-handling.

Terms

VENDOR NAME   **Intrado Life & Safety Solutions Corporation**
Include quote number
and customer EIN/Tax Identification Number
on P.O.

SUBMIT P.O.   ordermanagement.safetyservices@west.com

PRICING   All prices are in USD
Taxes, if applicable, are extra.
Handling and Shipping charges are extra unless specified on the quote.

SHIPPING TERMS   FCA (Montreal), INCOTERMS 2010

PAYMENT   Per Contract

DELIVERY   TBD

VALIDITY   **Quote expires on November 06, 2021**.
However, part numbers beginning with Q, such as QXXXXX, constitute unique third-party
components. These components, including model and price, (i) may be subject to change at any time;
and (ii) are non-cancellable, non-refundable, and non-exchangeable at any time.

COPYRIGHT   The information contained in this document is proprietary to Intrado Life & Safety Solutions
Corporation and is offered solely for the purpose of evaluation.

Revision History

Revision Level	Proposal Writer	Notes	Date Revised
1	RCRAWFORD	Copy from 52276 v3 with edits	May 10, 2021

REGION VII AREA AGENCY ON AGING

WILLIAM SANDERS, CHAIR   BOB BROWN, EXECUTIVE DIRECTOR

June 24, 2022

Thomas Bardwell, Chairperson
Tuscola County Commissioners
125 W. Lincoln St., Suite 500
Caro, MI 48723

Dear Chair Bardwell:

Enclosed for review and adoption by your County Board of Commissioners is a copy of Region VII Area Agency on Aging's proposed Multi-Year Plan (MYP) for FY 2023-2025. After review, you are respectfully requested to forward a letter of support or resolution for the Plan to Region VII Area Agency on Aging.

Region VII Area Agency on Aging is respectfully requesting this response by 4:30 p.m. on August 4, 2022. If a response is not received by this date, we will consider the Plan to be passively approved by your Board.

Region VII area Agency on Aging's staff is available to provide an overview of the Annual Plan and how the funds benefit older adults within the planning and service area. If a presentation is requested, please call Jackie Gilles, Contract Manager, at 989-893-4506 or by email at **gillesj@region7aaa.org**.

This plan is also available for review online at: **www.region7aaa.org**.

Sincerely,

Bob Brown

Bob Brown
Executive Director

BB/bh

Enclosure

1615 S. EUCLID AVENUE
BAY CITY, MI 48706
989-893-4506 ■ FAX 989-893-3770
1-800-858-1637 ■ WAIVER FAX 989-893-2651

www.region7aaa.org

Page 61 of 140

MEMBER COUNTIES: BAY ■ CLARE ■ GLADWIN ■ GRATIOT ■ HURON ■ ISABELLA ■ MIDLAND ■ SAGINAW ■ SANILAC ■ TUSCOLA

2023—2025 Multi Year Plan
FY 2023 ANNUAL IMPLEMENTATION PLAN
REGION VII AREA AGENCY ON AGING 7
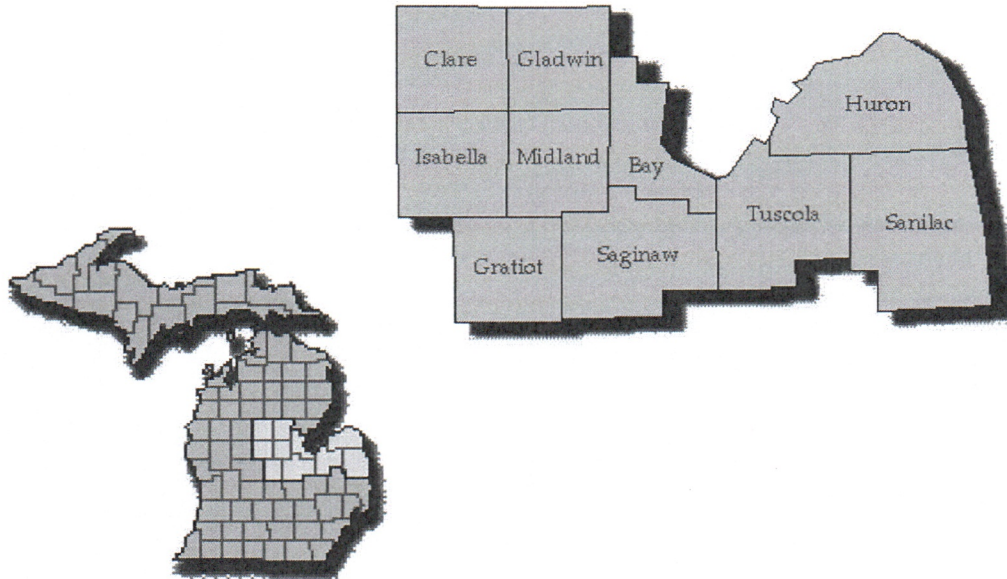
Planning and Service Area
Bay, Clare, Gladwin, Gratiot, Huron,
Isabella, Midland, Saginaw, Sanilac, Tuscola

Region VII Area Agency on Aging
1615 S. Euclid Avenue
Bay City, MI 48706
989-893-4506 (phone)
800-858-1637 (toll-free)
989-893-3770 (fax)
Bob Brown, Executive Director
www.region7aaa.org

Field Representative Annette Gamez
gameza@michigan.gov
517-284-0151

Region VII Area Agency On Aging   **FY 2023**

Table of Contents

Executive Summary

The executive summary provides a succinct description of the priorities set by the area agency for the use of Older Americans Act (OAA) and state funding during FY 2023-2025. Please include a summary of your agency that touches on each of the items listed below.

1. A brief history of the area agency and respective PSA that provides a context for the MYP/AIP. It is appropriate to include the area agency's vision and/or mission statements and a brief description of the PSA. Include information on the service population, agency strengths, challenges, opportunities, and primary focus for the upcoming three-year period.

2. A description of planned special projects and partnerships.

3. A description of specific management initiatives the area agency plans to undertake to achieve increased efficiency in service delivery, including any relevant certifications or accreditations the area agency has received or is pursuing.

4. Address the agency's response to the COVID-19 pandemic emergency, including a description of the challenges and continuing needs due to this emergency.

5. Any significant new priorities, plans or objectives set by the area agency for the use of OAA and state funding during the MYP. If there are no new activities or changes, note that in your response.

6. A description of the area agency's assessment of the needs of their service population. See *Operating Standard for AAAs* C-2, 4.

Region VII Area Agency on Aging (AAA) was established in 1974 following an amendment to the Older Americans' Act (OAA). The agency's mission is to provide effective and innovative care to improve the well-being of community residents in Bay, Clare, Gladwin, Gratiot, Huron, Isabella, Midland, Saginaw, Sanilac and Tuscola counties using OAA funds, the Medicaid MI Choice home and community-based waiver, grants and local monies to meet the needs of vulnerable older adults and persons with disabilities.

Region VII AAA's main office is located in Bay City. Satellite offices are located in Harrison and Bad Axe to more efficiently serve the people of these regions.

On November 1, 2021, Region VII AAA's Sunrise PACE located at 5229 Lakeshore Road, Fort Gratiot, Michigan, opened its doors to the first participants, providing services such as primary medical care, hot meals, social activities, rehabilitation services and exercise, social work case management, and health services like dentistry, podiatry, optometry, and audiology. Care is provided by an Interdisciplinary Team (IDT) that is assigned to each participant consisting of the following staff: physician, registered nurse, home care coordinator, masters level social worker, occupational therapist, physical therapist, recreational therapist, registered dietitian, PACE center manager, certified nurse assistant, and transportation driver. Presbyterian Villages of Michigan played an integral role in their partnership with Region VII AAA to implement this program.

Region VII Area Agency On Aging   **FY 2023**

Region VII AAA continues to support Region VII Complete Community Care (CCC), an organization it sponsored in developing in order to meet the needs of the local community. Region VII CCC is located on the property adjacent to Region VII AAA's primary campus and is a strategic partner in advancing the care and needs of the aging population.

COVID-19 PANDEMIC EMERGENCY RESPONSE

In 2020, Region VII AAA started the process of directly offering vaccinations to clients in need. The agency started providing Influenza vaccines and once authorized, our efforts transitioned into providing COVID-19 vaccinations.

Since January 2021, Region VII AAA has been providing COVID-19 vaccines to staff and clients, including the booster doses. Additionally, Region VII AAA has started the process of offering a second booster dose. The primary focus when providing COVID-19 vaccines was to vaccinate those who have limited access, whether it be due to homebound status or living in an underserved area. That focus has continued while narrowing the focus on the homebound population.

We have identified that few, if any, organizations in Region VII AAA's PSA are going into a homebound individual's home to give a vaccine. Region VII AAA has become the go-to agency in many areas to meet this need. As the need for vaccines for the homebound increased, we identified that additional staff would be needed to assist. Region VII is fortunate to be partnered with *In Your Golden Years* to meet that need. *In Your Golden Years* has contracted one of their LPNs to Region VII in order to go into the homes and administer doses.

Region VII AAA was also awarded funds from the No Wrong Door grant, allowing the purchase of 132 IPads to assist our older population in social isolation during the pandemic to communicate with family, friends, caregivers, and doctors.

PLANNED SPECIAL PROJECTS AND PARTNERSHIPS

Region VII AAA is nearing completion of the Bad Axe Wellness Center located next to the current senior center at 150 Nugent Road, Bad Axe. The center aims to care for those who are eligible for the Program of All-Inclusive Care for the Elderly (PACE), a benefit providing comprehensive service for senior citizens who are not enrolled in Medicaid or Medicare.

Plans to build a 15,000 square foot, 20-bed home for the Aged/Veteran's Housing Unit for Veterans and their spouses are being considered. This will be built on the property next door to the Region VII AAA Bay City Offices that Region VII AAA purchased in 2019, which houses the Region VII CCC main office.

Region VII AAA is in the process of developing a dispensing pharmacy to help better meet the needs of those requiring specialized packaging and medication delivery services. This dispensing pharmacy will also allow the agency an opportunity to provide clients their vaccinations, leading to a healthier population in our region.

STATE OF MICHIGAN
Michigan Department of Health & Human Services
BUREAU OF AGING, COMMUNITY LIVING, AND SUPPORTS
FY2023-2025 Multi Year Plan   **FY 2023 Annual Implementation Plan**

Region VII Area Agency On Aging   **FY 2023**

MANAGEMENT INITIATIVES/ACCREDITATIONS/CERTIFICATIONS

Region VII's MI Choice Waiver and Care Management programs are accredited through the National Committee for Quality Assurance (NCQA) for Case Management for Long-Term Services and Supports. Region VII AAA received a three year accreditation on 12/21/2020 that is valid until 12/21/2023. Region VII AAA will be undergoing the re-accreditation process during September/October of 2023.

Seventy-seven people will be undergoing the MMAP recertification process this year from May-July, 2022. Four new people will be attending the initial training in May as well.

A new Region VII employee in I&A will be taking the Alliance of Information and Referral Systems (AIRS) certification training this year.

Region VII AAA's Planning and Service Area (PSA) has a diverse age group, a challenge that Region VII AAA continues to address by understanding the needs of the communities. Region VII AAA plans to utilize the American Rescue Plan Act (ARPA) Funds to expand resources for DEI training for staff and subcontractors; continued growth of the vaccination program in conjunction with the local Health Department; and continuation of the dental, vision, and hearing programs. We will continue to work with our provider network to make long lasing impacts within our PSA's aging services network.

ASSESSMENT OF NEEDS - INPUT SESSIONS

Two virtual (ZOOM) MYP input sessions were held on February 10, 2022 and February 22, 2022.
The first MYP input meeting had 3 people in attendance.
A participant from Isabella County asked that Region VII AAA keep offering our hearing, dental, and vision programs as they have been a HUGE benefit to their clients. They also mentioned the list below of "needs" in their area:

> Ramps and contractors to be able to install/build ramps
> Handicap accessible vans
· Transportation

For clients with dementia - med management, aides/private provider to watch over them in their homes
Safety/Medical bracelets
Moving services
Pets (someone to take care of pets if client is in hospital/rehab....maybe short-term boarding)

The second MYP Input meeting had 5 people in attendance:
A participant from Bay County mentioned that they would like to see respite services come back to their area.
A participant from Isabella County asked to have meals allowed for ages 55-60 on a short term basis for rehab (or maybe longer).
Another suggestion was for possible bed bug assistance- "*It would be nice to have more financial resources/assistance for people with bed bug issues. My person is over the poverty limit for us to help but, has no assets. If she paid for treatment and help to pack up and move items, it would be more than her monthly income. She is physically unable to move items and still has to pay her rent.*"
A letter from a Harrison community member added that lawn care services are greatly needed in their county.

Region VII Area Agency On Aging   **FY 2023**

Region VII AAA will continue to collaborate with long-established partnerships in the 10-county PSA to help assist with these needs, and are open to expanding with new partnerships as well.

SIGNIFICANT NEW PRIORITIES, PLANS OR OBJECTIVES FOR THE USE OF OAA AND STATE FUNDING

Nothing new to add

County/Local Unit of Government Review

Area Agencies on Aging must send a letter, with delivery and signature confirmation, requesting approval of the final MYP/AIP by no later than June 24, 2022, to the chairperson of each County Board of Commissioners within the Planning and Service Area (PSA), requesting their approval by July 12, 2022. For a PSA comprised of a single county or portion of the county, approval of the MYP/AIP is to be requested from each local unit of government within the PSA. If the area agency does not receive a response from the county or local unit of government by July 14, 2022, the MYP/AIP is deemed passively approved. The area agency must notify their Bureau of Aging and Community Living Supports (ACLS Bureau) field representative by July 18, 2022, whether their counties or local units of government formally approved, passively approved, or disapproved the MYP/AIP. The area agency may use electronic communication, including email and website-based documents, as an option for acquiring local government review and approval of the MYP/AIP. To employ this option, the area agency must:

Send a letter through the US Mail with delivery and signature confirmation or an email requiring a response confirming receipt to the chief elected official of each appropriate local government advising them of the availability of the final draft MYP/AIP on the area agency's website. Instructions for how to view and print the document must be included. Offer to provide a printed copy of the MYP/AIP via US Mail or an electronic copy via email, if requested. Be available to discuss the MYP/AIP with local government officials, if requested. Request email notification from the local unit of government of their approval of the MYP/AIP, or their related concerns. Please describe the efforts, including the use of electronic communication, made to distribute the MYP/AIP and to gain support from the appropriate county and/or local units of government.

By June 24, 2022, Region VII AAA will send a copy of the AIP/MYP to the Chair of each of the County Commissions in the Planning and Service Area and to the Chief of the Saginaw Chippewa Indian Tribe with a cover letter requesting approval of the plans by July 14, 2022. The letter will invite Commissioners to request a presentation about the plans. This correspondence will be sent by Certified U.S. Mail including a return receipt, along with an emailed copy to each entity.

Region VII Area Agency On Aging   **FY 2023**

Public Hearings

The area agency must employ a strategy for gaining MYP/AIP input directly from the planned service population of older adults, caregivers, and persons with disabilities, along with elected officials, partners, providers and the general public, throughout the PSA. The strategy should involve multiple methods and may include a series of input sessions, use of social media, on-line surveys, etc.

At least two public hearings on the FY 2023-2025 MYP/AIP must be held in the PSA. In-person hearings are preferred, but virtual hearings are acceptable if they follow Michigan's Open Meetings Act and the requirements of the area agency's governing authorities. The hearings must be accessible. When deciding between online and in-person meetings, consider limitations to internet access and other accessibility issues with the relevant populations in your region. In person, e-mail, and written testimony must also be accepted for at least thirty days beginning when the summary of the MYP/AIP is made available.

The area agency must post a notice of the public hearing(s) in a manner that can reasonably be expected to inform the public about the hearing(s). Acceptable posting methods include but are not limited to: paid notice in at least one newspaper or newsletter with broad circulation throughout the PSA, as well as news sources geared toward communities of color, people who are lesbian, gay, bisexual, transgender queer or other (LGBTQ+), immigrant communities and/or other underrepresented groups; presentation on the area agency's website, along with communication via email and social media referring to the notice; press releases and public service announcements; and a mailed notice to area agency partners, service provider agencies, Native American organizations, older adult organizations and local units of government. See *Operating Standards for Area Agencies on Aging,* Section B-2 #3. The public hearing notice should be available at least thirty days before the scheduled hearing. This notice must indicate the availability of a summary of the MYP/AIP at least fourteen days prior to the hearing, and information on how to obtain the summary. All components of the MYP/AIP should be available for the public hearings.

Complete the chart below regarding your public hearing(s). Include the date, time, number of attendees and the location and accessibility of each public hearing. Please scan any written testimony (including emails received) as a PDF and upload on this tab.

A narrative description of the hearings and the public input strategy is also required. Please describe the strategy/approach employed to encourage public attendance and testimony on the MYP/AIP. Tell us the strategy used specifically to inform communities of color, LGBTQ+, immigrant communities and/or other underrepresented groups. Describe all methods used to gain public input and the resultant impact on the MYP/AIP. Indicate whether the meeting(s) complied with the Michigan Open Meetings Act.

Date	Location	Time	Barrier Free?	No. of Attendees
05/19/2022	ZOOM	02:00 PM	Yes	2

Region VII Area Agency On Aging   **FY 2023**

05/23/2022	ZOOM	10:00 AM	Yes	3

Two public hearings took place on Thursday, May 19, 2022 and Monday, May 23, 2022 via virtual conference (Zoom). <u>There were no questions at either meeting</u>.

Notices were sent to three newspapers within Region VII AAA's PSA, posted on teh agency's website, and distributed to the Board, Advisory Committee, and vendors in the 10-county region.

The draft summary of the proposed plan was available on April 25, 2022 on the website, or by calling the main office for a copy. A deadline of May 26, 2022 will be given for any written testimony.

Region VII Area Agency on Aging will hold a virtual Public Hearing via Zoom conferencing software to review the draft of the Fiscal Year 2023 Annual Implementation Plan / Multi-Year Plan which outlines how federal and state funding will be used for programs and services benefiting older adults in Bay, Clare, Gladwin, Gratiot, Huron, Isabella, Midland, Saginaw, Sanilac and Tuscola Counties.

Per the Michigan Department of Health and Human Services, Bureau of Aging, Community Living, and Supports (ACLS Bureau) Guidelines, a summary of the proposed plan will be available on and after April 25, 2022 on the website: www.region7aaa.org or by calling 1(800) 858-1637.

Comments may be submitted in writing to Barb Hair, Contract Specialist, at Region VII Area Agency on Aging, 1615 S. Euclid Avenue, Bay City Michigan 48706, by email at hairb@region7aaa.org, or by phone (800) 858-1637 on or before May 26, 2022.

Region VII Area Agency On Aging   **FY 2023**

Regional Service Definitions

If the area agency is proposing to fund a service category that is not included in the *Operating Standards for Service Programs*, then information about the proposed service category must be included under this section. Enter the service name, identify the service category and fund source, unit of service, minimum standards, and rationale for why activities cannot be funded under an existing service definition.

Service Name/Definition

Rationale (Explain why activities cannot be funded under an existing service definition.)

Service Category	Fund Source			Unit of Service
Access	Title III PartB	Title III PartD	Title III PartE	
In-Home	Title VII	State Alternative Care	State Access	
Community	State In-home	State Respite		
	Other			

Minimum Standards

Region VII Area Agency On Aging   **FY 2023**

Access Services

Access services may be provided to older adults directly by the area agency without a Direct Service Provision Request. Approved access services are Care Management, Case Coordination and Support, Options Counseling, Disaster Advocacy and Outreach Programs, Information and Assistance, Outreach, and Merit Award Trust Fund (MATF)/State-Caregiver-Support-Program-funded Transportation with specific attention to outreach with underserved populations. If the area agency is planning to provide any access services directly during FY 2023-2025, complete this section.

Select from the list of all access services the ones the area agency plans to provide directly during FY 2023-2025, and provide the information requested. Specify, in the appropriate text box for each service category, the planned goals and activities that will be undertaken to provide the service.

Direct service budget details for FY 2023 are to be included under the appropriate tab in the Area Plan Grant Budget. The funding identified in this tab should correspond to the funding (Federal OAA Title III or VII and State funds) identified in the Area Plan Grant Budget, Direct Service Budget details.

Care Management

Starting Date	10/01/2022	Ending Date	09/30/2023
Total of Federal Dollars	$0.00	Total of State Dollars	$471,825.00

Geographic area to be served

All 10 Counties

Specify the planned goals and activities that will be undertaken to provide the service.

Region VII AAA expects to continue with the following goals:

Goal 1. Ensure appropriate care delivery to program participants.

Expected Outcome: Program participants will receive necessary assistance to maintain living in their home through an initial assessment and then quarterly in-home re-assessments; whereby, person-centered plans with emphasis on use of community resources will be developed by un-biased and professional Support Coordinators.

Goal 2. Build and maintain professional relationships to ensure that quality care is provided to program participants.

Expected Outcome: Support Coordinators' knowledge of community resources and communication with caregivers and service providers will ensure that each client receives quality care from trained professionals. On-site provider monitoring by trained staff and semi-annual peer review processes reinforce the commitment to quality care.

Goal 3. Enhance the agency's Quality Management Plan.

STATE OF MICHIGAN
Michigan Department of Health & Human Services
BUREAU OF AGING, COMMUNITY LIVING, AND SUPPORTS
FY2023-2025 Multi Year Plan   **FY 2023 Annual Implementation Plan**

Region VII Area Agency On Aging   **FY 2023**

Expected Outcome: Region VII AAA Support Coordinators along with the agency's Quality Assurance Manager will ensure that program participants receive optimal person-centered, high-quality care that meets or exceeds the established standards of care set forth by the Aging and Adult Services Agency (AASA) of Michigan's Department of Health and Human Services.

Goal 4. Continue attendance at Care Management meetings sponsored by AASA.

Expected Outcome: Maintain on-going communication with AASA staff regarding Care Management policies, procedures and practices.

Goal 5. Participate in training opportunities related to Person-Centered Planning

Expected Outcome: Participant choice will be honored and participants will maintain their independence in the least restrictive setting based on preferences and objectives.

Number of client pre-screenings:	Current Year:	66	Planned Next Year:	66
Number of initial client assessments:	Current Year:	43	Planned Next Year:	43
Number of initial client care plans:	Current Year:	56	Planned Next Year:	56
Total number of clients (carry over plus new):	Current Year:	88	Planned Next Year:	88
Staff to client ratio (Active and maintenance per Full time care	Current Year:	1:13	Planned Next Year:	1:13

Information and Assistance

Starting Date	10/01/2022	Ending Date	09/30/2023
Total of Federal Dollars	$0.00	Total of State Dollars	$75,019.00

Geographic area to be served

All 10 Counties

Specify the planned goals and activities that will be undertaken to provide the service.

Goal 1. Maintain and update the agency's Information and Assistance database to include services and resources that meet the needs of older adults and persons with disabilities.

Expected Outcome: Staff will monitor the Information and Assistance database to ensure that the most recent data is available and accurate.

Goal 2. Continue to promote professionalism, education and quality improvement of Information and Assistance.

Expected Outcome: Staff will participate in inter-departmental meetings at the agency to ensure that information and programs are current and communicated. Region VII AAA continues to require staff to be certified by the Alliance of Information and Referral System (AIRS) and conducts random monthly quality

Region VII Area Agency On Aging   **FY 2023**

assurance surveys of 10% of all calls. Additionally, the agency website www.region7aaa.org will continue to be updated. Staff will continue to support the Medicare Medicaid Assistance Program (MMAP).

Goal 3. Enhance marketing efforts of Information and Assistance.

Expected Outcome: Increased number of calls to Information and Assistance.

Outreach

Starting Date	10/01/2022	Ending Date	09/30/2023
Total of Federal Dollars	$122,463.00	Total of State Dollars	$0.00

Geographic area to be served

All 10 Counties

Specify the planned goals and activities that will be undertaken to provide the service.

Goal 1. Enhance outreach efforts of Region VII AAA.

Region VII AAA Executive Director, management and staff will continue to present information about available home and community-based services for older adults and persons with disabilities to all local governments, i.e. city/village councils, townships, elected officials and other influential groups within the PSA.

Additional outreach and partner development is planned and will involve business, healthcare entities, and community-based organizations.

Region VII Area Agency On Aging   **FY 2023**

<div style="border:1px solid">

Direct Service Request

It is expected that in-home, community, and nutrition services will be provided under contracts with community-based service providers. However, when appropriate, area agencies may ask to provide these services directly. Direct Service Provision Requests must be approved by the Commission on Services to the Aging (CSA). Direct service provision by the area agency may be appropriate when, in the judgment of the ACLS Bureau: A) provision is necessary to ensure an adequate supply; B) the service is directly related to the area agency's administrative functions; or C) a service can be provided by the area agency more economically than any available contractor and with comparable quality. Area agencies requesting approval to provide an in-home, community, and/or a nutrition service must complete the section below for each service category.

Select the service from the list and enter the information requested pertaining to basis, justification, and public hearing discussion for any Direct Service Provision Request for FY 2023-2025. Specify in the appropriate text box for each service category the planned goals and activities that will be undertaken to provide the service.

Direct service budget details for FY 2023 are to be included under the Services Summary tab and Direct Service Budget tabs in the Area Plan Grant Budget. The funding identified should correspond to the funding (Federal OAA Title III or VII and state funds) identified in the Area Plan Grant Budget.

<u>Skip this section if the area agency is not planning on providing any in-home, community, or nutrition services directly during FY 2023.</u>

</div>

Medication Management

<u>Total of Federal Dollars</u> $0.00   <u>Total of State Dollars</u> $125,000.00

<u>Geographic Area Served</u>   All 10 Counties

Planned goals, objectives, and activities that will be undertaken to provide the service in the appropriate text box for each service category.

Direct assistance in managing the use of both prescription and over-the-counter (OTC) medication.

Allowable program components include:

Face-to-face review of client's prescription, OTC medication regimen, and use of herbs and dietary supplements.

Regular set-up of medication regimen (Rx pills, Rx injectables, and OTC medications).

Monitoring of compliance with medication regimen.

Cueing via home visit or telephone call.

STATE OF MICHIGAN
Michigan Department of Health & Human Services
BUREAU OF AGING, COMMUNITY LIVING, AND SUPPORTS
FY2023-2025 Multi Year Plan   FY 2023 Annual Implementation Plan

Region VII Area Agency On Aging   FY 2023

Communicating with referral sources (physicians, family members, primary care givers, etc.) regarding compliance with medication regimen.

Family, caregiver and client education and training.

The program shall employ a licensed Pharmacist who supervises program staff and is available to staff when they are in a client's home or making telephone reminder calls. Each program shall employ program staff who are appropriately licensed, certified, trained, oriented and supervised.

The supervising Pharmacist shall review and evaluate the medication management care plan and the complete medication regimen, including prescription and OTC medications, dietary supplements and herbal remedies, with each client and appropriate caregiver. Each program shall implement a procedure for notifying the client's physician(s) of all medications being managed.

The program shall be operated within the five basic levels of service as follows:

Level 1: Telephone reminder call/cueing with maintenance of appropriate documentation. Program staff performing this level of service shall be delegated by the supervising nurse.

Level 2: In-home monitoring visit/cueing with maintenance of appropriate documentation.

Level 3: In-home medication set up, instructions, and passing and /or assistance with medications (e.g., putting in eye drops, giving pills and injections). Program staff performing level 3 services shall be delegated by the supervising nurse.

Level 4: The program shall maintain an individual medication log for each client that contains the following information:

a. Each medication being taken.
b. The dosage for each medication.
c. Label instructions for use for each medication.
d. Level of service provided and initials of person providing service.
e. Date and time for each time services are provided.

Level 5: The program shall report any change in a client's condition to the client's physician(s) immediately.

Section 307(a)(8) of the Older Americans Act provides that services will not be provided directly by an Area Agency on Aging unless, in the judgment of the State agency, it is necessary due to one or more of the three provisions described below. Please select the basis for the direct service provision request (more than one may be selected).
(A) Provision of such services by the Area Agency is necessary to assure an adequate supply of such services.
(B) Such services are directly related to the Area Agency's administrative functions.
(C) Such services can be provided more economically and with comparable quality by the Area Agency.

Region VII Area Agency On Aging   **FY 2023**

(A) Provision of the Medication Management by Region VII AAA is necessary to assure an adequate supply of assistance with healthcare.

(B) Healthcare services provided by the Pharmacist are directly related to Region VII AAA's Administrative functions and will be coordinated with other services to assure optimal health and wellbeing of persons served.

(C) Region VII AAA has been providing Medication Management services under a contract with a local hospital.

Provide a detailed justification for the direct service provision request. The justification should address pertinent factors that may include: a cost analysis; needs assessment; a description of the area agency's efforts to secure services from an available provider of such services; or a description of the area agency's efforts to develop additional capacity among existing providers of such services. If the service is considered part of administrative activity, describe the rationale and authority for such a determination.

The agency has a licensed Pharmacist who has the capacity to provide the service. Region VII AAA has the administrative functions in place to provide, document, and bill for the services and will achieve an economy of scale by providing this service directly.

Describe the discussion, if any, at the public hearings related to this request. Include the date of the hearing(s).

Public Hearings were scheduled for Thursday, May 19, 2022 and Monday, May 23, 2022 via Zoom meeting. No questions were asked regarding this service.

Friendly reassurance

Total of Federal Dollars $17,000.00   Total of State Dollars $0.00

Geographic Area Served   All 10 counties

Planned goals, objectives, and activities that will be undertaken to provide the service in the appropriate text box for each service category.

Goal: To make regular contact, through either telephone or in-home visits, with home-bound older persons to assure their well-being and safety and to provide companionship and social interaction.

Region VII Area Agency On Aging   **FY 2023**

Section 307(a)(8) of the Older Americans Act provides that services will not be provided directly by an Area Agency on Aging unless, in the judgment of the State agency, it is necessary due to one or more of the three provisions described below. Please select the basis for the direct service provision request (more than one may be selected).
(A) Provision of such services by the Area Agency is necessary to assure an adequate supply of such services.
(B) Such services are directly related to the Area Agency's administrative functions.
(C) Such services can be provided more economically and with comparable quality by the Area Agency.

(A) Friendly Reassurance service by Region VII AAA is necessary to ensure the well-being of our clients.

(B) Friendly Reassurance services are directly related to Region VII AAA's administrative functions and will be coordinated with other services to assure optimal health and well-being of persons served.

(C) Region VII AAA will economically provide this important Friendly Reassurance service.

Provide a detailed justification for the direct service provision request. The justification should address pertinent factors that may include: a cost analysis; needs assessment; a description of the area agency's efforts to secure services from an available provider of such services; or a description of the area agency's efforts to develop additional capacity among existing providers of such services. If the service is considered part of administrative activity, describe the rationale and authority for such a determination.
Region VII AAA is uniquely qualified to administer the Friendly Reassurance service, and this program will allow one person at Region VII AAA to provide the service to all 10 counties. Region VII AAA, as a service provider, is locally based yet not restricted by county actions. Region VII AAA is able to still check on clients even when county services are closed due to weather, emergencies, or disasters.

The regular calls and/or visits assure that any possible changes in the client's health are identified and recorded, helps reduce isolation, and allows clients to feel more connected to the community by enabling them to remain independent in their own homes.

Describe the discussion, if any, at the public hearings related to this request. Include the date of the hearing(s).
Public Hearings were scheduled for Thursday, May 19, 2022 and Monday, May 23, 2022 via Zoom meeting. No questions were asked regarding this service.

Disease Prevention/Health Promotion

<u>Total of Federal Dollars</u> $60,755.00   <u>Total of State Dollars</u> $0.00

Region VII Area Agency On Aging FY 2023

<u>Geographic Area Served</u>   All 10 Counties

Planned goals, objectives, and activities that will be undertaken to provide the service in the appropriate text box for each service category.

Goal: A service program that provides information and support to older individuals with the intent of assisting them in avoiding illness and improving health status.

Section 307(a)(8) of the Older Americans Act provides that services will not be provided directly by an Area Agency on Aging unless, in the judgment of the State agency, it is necessary due to one or more of the three provisions described below. Please select the basis for the direct service provision request (more than one may be selected).

(A) Provision of such services by the Area Agency is necessary to assure an adequate supply of such services.

(B) Such services are directly related to the Area Agency's administrative functions.

(C) Such services can be provided more economically and with comparable quality by the Area Agency.

(A) Provision of the Disease Prevention/Health Promotion service by Region VII AAA is necessary to ensure the overall well-being of our clients through education, assessments, and physical fitness.

(B) Disease Prevention/Health Promotion services are directly related to Region VII AAA's administrative functions and will be coordinated with other services to assure optimal health and well-being of persons served.

(C) Region VII AAA will economically provide a quality Disease Prevention/Health Promotion program.

Provide a detailed justification for the direct service provision request. The justification should address pertinent factors that may include: a cost analysis; needs assessment; a description of the area agency's efforts to secure services from an available provider of such services; or a description of the area agency's efforts to develop additional capacity among existing providers of such services. If the service is considered part of administrative activity, describe the rationale and authority for such a determination.

Region VII AAA is contracting with vendors to provide Disease Prevention/Health Promotion services, health promotion programs, and programs that encourage physical fitness and raise awareness about healthy behaviors in older adults.

The Disease Prevention/Health Promotion service aims to engage and empower clients to choose healthy behaviors, and make changes that reduce the risk of developing chronic diseases.

Region VII AAA can integrate the Disease Prevention/Health Promotion service with other existing programs to further enable older adults to maintain their independence in their communities.

Region VII Area Agency On Aging   **FY 2023**

Describe the discussion, if any, at the public hearings related to this request. Include the date of the hearing(s).

Public Hearings were scheduled for Thursday, May 19, 2022 and Monday, May 23, 2022 via Zoom meeting. No questions were asked regarding this service.

Region VII Area Agency On Aging   **FY 2023**

Regional Direct Service Request

It is expected that regionally defined services will be provided under contracts with community-based service providers, but when appropriate, a provision to provide such regional services directly by the area agency may be approved by the CSA. Regional direct-service provision by the area agency may be appropriate when, in the judgment of the ACLS Bureau: A) provision is necessary to ensure an adequate supply; B) the service is directly related to the area agency's administrative functions; or C) a service can be provided by the area agency more economically than any available contractor, and with comparable quality.

Area agencies requesting permission to provide a regional service directly must complete this tab for each service category. Enter the regional service name in the box and click "Add." The regional service name will appear in the dialog box on the left after a screen refresh. Select the link for the newly added regional service and enter the requested information pertaining to basis, justification and public hearing discussion for any regional direct service request for FY 2023-2025. Also specify in the appropriate text box for each service category the planned goals and activities that will be undertaken to provide the service. Since regional service definitions expire with the end of each multi-year plan period, please include any previously approved regional services the agency expects to continue providing directly, including COVID-19 policy-waiver-approved services. Address any discussion at the public hearing related to each regional direct service provision request.

Regional Direct Service Budget details for FY 2023-2025 are to be included under the Direct Service Budget tab and the Support Services Detail tab in the Area Plan Grant Budget. The funding identified in this tab should correspond to the funding (Federal OAA Title III or VII and State funds) identified in the Area Plan Grant Budget.

Please skip this section if the area agency is not planning on providing any regional services directly as of now.

Gap-Filling

Total of Federal Dollars $0.00   Total of State Dollars $1,000.00

Geographic Area Served   All 10 Counties

Planned goals and activities that will be undertaken to provide the service in the appropriate text box for each service category.

Planned activities - Region VII AAA will reach out to community partners, looking for unserved needs and whether they can be met using gap filling funds. Support coordinators (SCs) will reach out to current participants and analyze unmet needs to see if they qualify for gap filling as well.

Planned goals - Region VII AAA will partner with local agencies (e.g. Community Action Committee, Commissions on Aging, etc.) to get their thoughts, opinions and buy-in on identifying needs. In addition, Region VII AAA will educate these entities about these funds so that they can be accessed in extreme

Region VII Area Agency On Aging | **FY 2023**

emergency situations (like massive floods or a pandemic).

Section 307(a)(8) of the Older Americans Act provides that services will not be provided directly by an Area Agency on Aging unless, in the judgment of the State agency, it is necessary due to one or more of the three provisions described below. Please select the basis for the direct service provision request (more than one may be selected).
(A) Provision of such services by the Area Agency is necessary to assure an adequate supply of such services.
(B) Such services are directly related to the Area Agency's administrative functions.
(C) Such services can be provided more economically and with comparable quality by the Area Agency.

(A) Provision of such services by the Area Agency is necessary to assure an adequate supply of such services .

(C) Such services can be provided more economically and with comparable quality by the Area Agency .

Provide a detailed justification for the direct service provision request. The justification should address pertinent factors that may include: a cost analysis; needs assessment; a description of the area agency's efforts to secure services from an available provider of such services; or a description of the area agency's efforts to develop additional capacity among existing providers of such services. If the service is considered part of administrative activity, describe the rationale and authority for such a determination.
Region VII AAA is requesting funding and the need for flexibility with these funds to meet emerging needs such as food, transportation, natural disasters, etc. Region VII AAA has shown that it has the resources and staff available to handle such emergencies if the funding is granted.

Some of the items Region VII AAA is looking at addressing, should the COVID-19 virus continue to spike or a natural disaster happens, and a need arises, are purchasing and delivering groceries, prescriptions, hygiene kits/personal care supplies, along with PPE or any other supplies that older adults cannot get due to inability to get to a store, or due to fear. Wellness checks would be provided, and friendly reassurance via telehealth or by phone. And, as recently happened, Region VII AAA would like to provide alternative meals if other sources are not available at the time.

Support Coordinators document services not currently available to meet the needs of the participants in and around our 10-county PSA. As these are identified, gap-filling can allow Region VII AAA to have funding to meet the need where it is.

Region VII AAA was able to replace dry wells for safe drinking water when the floods hit Gladwin , Midland, and Saginaw. Staff assisted in meal delivery when programs were shut down , and Region VII AAA provided personal protective equipment (PPE) for those in need during the COVID pandemic. Because of the newest strains of this virus and the unstable environment it is causing, gap-filling services for emergency situations is crucial.

Recently, Region VII AAA worked with one of its HDM vendors to quickly get shelf stable meals to three counties whose congregate and HDM kitchens were shut down due to COVID. The meals were sent via Fed-Ex overnight to assure a timely delivery.

Region VII Area Agency On Aging   **FY 2023**

Region VII AAA is currently in the process of hiring up to 10 Home Health Aides (HHA) to fill the large gap created by the direct care worker (DCW) shortage in our 10-county area.

Describe the discussion, if any, at the public hearings related to this request. Include the date of the hearing(s).
Public Hearings were scheduled for Thursday, May 19, 2022 and Monday, May 23, 2022 via Zoom meeting. No questions were asked regarding this service.

Care Transitions

Total of Federal Dollars $0.00   Total of State Dollars $100,000.00

Geographic Area Served   All 10 Counties

Planned goals and activities that will be undertaken to provide the service in the appropriate text box for each service category.
Region VII AAA's Care Transitions program is designed to reduce hospital re-admissions of Medicare beneficiaries. Using components initially implemented to serve older adults and persons with disabilities being discharged from Ascension hospitals, this Direct Service Request will help fund care to patients who meet the criteria who are being discharged from non-Ascension hospitals in the planning and service area. This includes, but is not limited to, McLaren Health Systems, Mid-Michigan Health, and the sixteen rural critical access hospitals that are members of the Hospital Council of East Central Michigan.

Section 307(a)(8) of the Older Americans Act provides that services will not be provided directly by an Area Agency on Aging unless, in the judgment of the State agency, it is necessary due to one or more of the three provisions described below. Please select the basis for the direct service provision request (more than one may be selected).
(A) Provision of such services by the Area Agency is necessary to assure an adequate supply of such services.
(B) Such services are directly related to the Area Agency's administrative functions.
(C) Such services can be provided more economically and with comparable quality by the Area Agency.

(A) Provision of the Care Transitions services by Region VII AAA is necessary to assure an adequate supply of health care related services.

(B) Care Transitions are directly related to Region VII AAA's Administrative functions and will be coordinated with other services to assure optimal health and wellbeing of persons served.

(C) Region VII AAA has been providing Care Transitions under a contract with a local hospital

Region VII Area Agency On Aging   **FY 2023**

Provide a detailed justification for the direct service provision request. The justification should address pertinent factors that may include: a cost analysis; needs assessment; a description of the area agency's efforts to secure services from an available provider of such services; or a description of the area agency's efforts to develop additional capacity among existing providers of such services. If the service is considered part of administrative activity, describe the rationale and authority for such a determination.

Care Transitions will be a continuation of an existing service started in prior years in the Region VII AAA planning and service area. This process builds on an existing grant held by the agency and in partnership with Ascension Healthcare. The agency expects to use a combination of billable services and other funding to keep Care Transitions sustainable within the next three years.

Describe the discussion, if any, at the public hearings related to this request. Include the date of the hearing(s).

Public Hearings were scheduled for Thursday, May 19, 2022 and Monday, May 23, 2022 via Zoom meeting. No questions were asked about this service.

Caregiver and Community Transportation

Total of Federal Dollars $105,600.00   Total of State Dollars $0.00

Geographic Area Served   All 10 Counties

Planned goals and activities that will be undertaken to provide the service in the appropriate text box for each service category.

Region VII AAA will ensure that all older adults and persons with disabilities within the Region VII AAA PSA are provided transportation based on their individual needs, that are not otherwise being met.

ACTIVITIES:
1.Region VII AAA will assist clients in finding affordable transportation from both private and public entities prior to providing transportation to clients.
2.Region VII AAA will verify that any transportation source used meets or exceeds the standards of Region VII AAA's own transportation system.
3.Region VII AAA will work with community-based programs to find suitable solutions for those that need transportation and will only be a short notice, ride-of-last resort transportation program.
4.Region VII AAA will work with community-based programs to find suitable solutions for those that need transportation and continue to expand Region VII AAA's short notice, ride-of-last-resort transportation

Region VII Area Agency On Aging   **FY 2023**

Section 307(a)(8) of the Older Americans Act provides that services will not be provided directly by an Area Agency on Aging unless, in the judgment of the State agency, it is necessary due to one or more of the three provisions described below. Please select the basis for the direct service provision request (more than one may be selected).

(A) Provision of such services by the Area Agency is necessary to assure an adequate supply of such services.

(B) Such services are directly related to the Area Agency's administrative functions.

(C) Such services can be provided more economically and with comparable quality by the Area Agency.

(A) Adequate transportation options are consistently identified as a priority by community dwelling older adults and their families. The existence of short notice transportation for "life emergencies" that extend beyond medical concerns continue to be an unmet need. Region VII AAA will provide an affordable and available service option where one does not previously exist.

(C) Commercial transportation providers average cost for local transportation is $82.65 per round trip, also some commercial transportation services have costs in excess of $250.00 for distances less than 30 miles for vehicles equipped to accommodate wheelchairs. Comparatively, Region VII AAA is able to provide transportation at a rate at least one-third cheaper on average than other existing providers round trip due to cost efficiencies.

Provide a detailed justification for the direct service provision request. The justification should address pertinent factors that may include: a cost analysis; needs assessment; a description of the area agency's efforts to secure services from an available provider of such services; or a description of the area agency's efforts to develop additional capacity among existing providers of such services. If the service is considered part of administrative activity, describe the rationale and authority for such a determination.

The lack of capacity to meet demands and the expense of fulfilling travel requests within the Region VII AAA PSA are factors affecting Region VII AAA's decision to provide Caregiver and Community Transportation within the Region VII AAA PSA .

Transportation has been consistently proven to be in the top three most requested services by individuals contacting Region VII AAA and by healthcare providers in the PSA. Region VII AAA contracts out transportation with interested county units on aging. However, county transportation options for those seeking medical rides are not uniform and consistent across the PSA. Some communities offer exceptional coverage and responsive service while other communities have no transportation available.

Examples:

County Millage Funded Transportation
Saginaw County STARS operating accessible on-demand vehicles but in a limited service area.
Thumb Body Express in Tuscola offers service only to Transportation Provided by County Unit on Aging/Service Providers
Midland is limited in scope and availability
Parts of Gratiot County not served by Alma Dial-A-Ride
Parts of Saginaw County not served by STARS

Region VII Area Agency On Aging **FY 2023**

Tuscola County Thumb Body Express, the public transit offers service only to Almer and Indianfields Townships as well as the City of Caro, with limited service to Cass City, Mayville, and Vassar.

Additionally problematic for coordination of non-emergency medical transportation is the geography and distance to healthcare providers for people we serve in some of our rural communities. Examples include: The lower half of Sanilac County which borders St. Clair County and Lapeer to the South/South-West. The North and West corner of Tuscola County particularly Fairgrove/Unionville proper and outlying areas. Rural Saginaw County (Hemlock, Chesaning, Saint Charles).

Describe the discussion, if any, at the public hearings related to this request. Include the date of the hearing(s).

Public Hearings were scheduled for Thursday, May 19, 2022 and Monday, May 23, 2022 via Zoom meeting. No questions were asked regarding this service.

Program Development Objectives

Please provide information for all program development goals and objectives that will be actively addressed for this multi-year period, including the diversity, equity and inclusion goal outlined here.

<u>Diversity, Equity, and Inclusion Goal</u>

Aging and Community Living Services Bureau (ACLS) *Operating Standards for Area Agencies on Aging* have long required that preference be given to serving older persons in greatest social or economic need with particular attention to low-income minority elderly. Please refer to *Operating Standards for Area Agencies on Aging sections* C-2 and C-4.

With increased awareness of the effects of racial and ethnic disparities on the health, well-being, and lifespans of individuals, the State Plan on Aging for FY 2023-2025 has implemented goals that relate to identifying and increasing services to black, indigenous and people of color as well as LGBTQ+ adults over age 60.

Please assess and summarize how well the area agency is currently addressing accessibility of services for the groups listed above and complete the objective(s), strategies and activities that are indicated for quality improvement in this area. Include planned efforts to:

1. Increase services provided to black, indigenous and people of color and the (LGBTQ+) communities.
2. Increase the number of area agency staff, providers and caregivers trained in implicit bias, cultural competencies, and root causes of racism.
3. Increase availability of linguistic translation services and communications based on the cultural needs in the region in which you serve.

Goal: Improve the Accessibility of Services to Michigan's Communities and People of Color, Immigrants and LGBTQ+ Individuals.

The area agency must enter each program development goal in the appropriate text box. It is acceptable, though not required, that some of the area agency's program development goals correspond to the ACLS Bureau's State Plan Goals (listed in the Documents Library). There is an entry box to identify which, if any, State Plan Goals correlate with the entered goal.

A narrative for each program development goal should be entered in the appropriate text box. Enter objectives related to each program development goal in the appropriate text box. There are also text boxes for the timeline, planned activities and expected outcomes for each objective. Additional instructions on completing the Program Development section can be found in the Documents Library.

Area Agency on Aging Goal

Region VII Area Agency On Aging | **FY 2023**

A. Provide training, resources, and technical assistance to vendors, caregivers, and staff regarding implicit bias, cultural competencies, and root causes of racism.
State Goal Match: 3

Narrative
Increase the number of well-trained, qualified, and supportive multicultural direct care workers through collaboration by elevating the workforce, improving retention, promoting its collective value, and supporting opportunities to increase wages.

Objectives

1. Increase the number of well-trained, qualified, and supportive multicultural direct care workers through collaboration by elevating the workforce, improving retention, promoting its collective value, and supporting opportunities to increase wages.
   Timeline: 10/01/2022 to 09/30/2025

Activities
Annual vendor training that include education in implicit bias, cultural competencies, and root causes of racism.

Monthly Region VII AAA staff training that includes education in implicit bias, cultural competencies, and root causes of racism.

Expected Outcome
A more knowledgeable community and workforce on implicit bias, cultural competencies, and root causes of racism.

B. Partner with local minority agencies to ensure services for all clients, including people of color and the LGBTQ+ communities.
State Goal Match: 4

Narrative
Enhance outreach to those that include people of color and the LGBTQ+ communities to ensure services and resources for them to age in place as they choose.

Objectives

1. Identify local minority agencies servicing seniors.
   Timeline: 10/01/2022 to 09/30/2025

Activities
Region VII AAA will proceed by contacting local minority agencies for partnership opportunities.

Expected Outcome
Added partnerships with minority agencies to ensure services for all.

C. Identify additional vendors to provide linguistic translation services and communications based on the cultural needs in our 10-county PSA, and inform current providers of these services.
State Goal Match: 1

Narrative
Increase the range of information regarding linguistic translation services to our constituents.

Objectives

1. Research and identify linguistic providers of need
   Timeline: 10/01/2022 to 09/30/2025

Activities
Contact linguistic providers for partnership opportunities.

Expected Outcome
Identify and close gaps in linguistic service shortfalls.

D. Continue the work previously done under the No Wrong Door Grant to connect seniors experiencing social isolation with their family, friends, doctors, etc. by providing technology (e.g. Tablets/IPads)
State Goal Match: 2

Narrative
Seek out funding for continuation of program.

Objectives

1. Find someone to research and identify partners to continue with the program
   Timeline: 10/01/2022 to 09/30/2025

Activities
Seek out grant opportunities with local funders

Expected Outcome
Obtain a multi-year grant to continue providing technological services to those that are experiencing social isolation

<div style="border: 1px solid black; padding: 10px;">

Supplemental Documents

The Supplemental Documents listed below must be included if marked "Required" or if they are applicable to your area agency. Fillable copies of documents A through F can be found in the list on the left below. Select the applicable document(s) from the list and provide all requested information for each. Note that older versions of these documents will not be accepted and should not be uploaded as separate documents.

Membership Documents
A. Policy Board Membership - *Required*
B. Advisory Council Membership - *Required*

Documents Requiring Special Approval by the CSA
C. Proposal Selection Criteria - *only include if there are new or changed criteria for selecting providers.*
D. Cash-In-Lieu-Of-Commodity Agreement - *only include if applicable*
E. Waiver of Minimum Percentage of a Priority Service Category - *only include if the area agency is requesting to use local resources to meet part of the minimum required expenditure for a priority service category*
F. Request to Transfer Funds - *only include if applicable*

</div>

Region VII Area Agency On Aging   **FY 2023**

SUPPLEMENTAL DOCUMENT A

Board of Directors Membership

	Asian/Pacific Islander	African American	Native American/ Alaskan	Hispanic Origin	Persons with Disabilities	Female	Total Membership
Membership Demographics	0	2	1	0	0	4	12
Aged 60 and Over	0	1	1	0	0	4	11

Board Member Name	Geographic Area	Affiliation	Membership Status
Patrick Beson	Bay County	Treasurer	Appointed
Yvonne Corbat	Midland County	Member-at-Large	Appointed
Joseph Sowmick	Isabella County		Appointed
Dan Glaza	Huron County		Appointed
Christine J. Lee	Sanilac County		Appointed
Brenda F. Moore	Saginaw County	City of Saginaw Mayor	Elected Official
Corinne (Corey) Netzley	Gratiot County	Vice-Chair	Appointed
William Sanders	Tuscola County	Chair	Appointed
Darryl E. Thomas	Saginaw County		Appointed
Mike Tobin	Clare County		Appointed
Joel Vernier	Gladwin County		Elected Official
William Walters	Sanilac County	Secretary Advisory Council Representative	Appointed

Region VII Area Agency On Aging | **FY 2023**

SUPPLEMENTAL DOCUMENT B

Advisory Board Membership

	Asian/ Pacific Islander	African American	Native American/A laskan	Hispanic Origin	Persons with Disabilities	Female	Total Membership
Membership Demographics	0	0	0	0	1	5	11
Aged 60 and Over	0	0	0	0	0	5	11

Board Member Name	Geographic Area	Affiliation
Sandra Bristol	Clare County	
Diane Conroy-Kellogg	Gratiot County	Secretary
Jacqueline Curtis	Isabella County	
Mary Donnelly	Bay County	Representative of Health Care Provider Org.
Chris Lauckner	Midland County	
Melvin McNally	Bay County	Vice-Chair
Wayne Susalla	Huron County	
LaVel Smith	Gladwin County	Handicapped/Disabled Representative
Jack Tany	Saginaw County	
William Walters	Sanilac County	Chair Labor Representative
Henry Wymore	Tuscola County	

Scope of Services

The COVID pandemic has highlighted the importance of the aging service network. People over age 65 comprised 75 percent of COVID deaths in the US, or one in 100 people in that age group by the end of 2021. Fear of contracting the virus has caused long-term social isolation, resulting in serious physical and emotional health effects. The growing availability of supports delivered remotely has been of great assistance. Maintaining adequate services for those who are homebound and their caregivers will continue to be essential. Burdens on family caregivers have increased due to the closure of some in-person services because of the pandemic as well as because of the direct care worker shortage.

Most people with dementia live at home, supported by family and friends. Evidence-based interventions are effective methods for supporting both the person living with dementia and their caregivers. Aging service providers can provide services and support to maintain independence with referrals to healthcare professionals as appropriate.

Though we have long known that racial and ethnic minorities, the LGBTQ+ community and other disadvantaged groups have higher rates of disease and early death, the factors that lead to discrimination have not been fully explored. Growing determination to address diversity, equity and inclusion are leading us to look wholistically at discrimination concerns with an eye toward eliminating disparities and micro-aggressions.

Constantly changing service demand challenges make it essential that the area agency carefully evaluate the potential, priority, targeted, and unmet needs of its service population(s) to form the basis for an effective PSA Scope of Services and Planned Services Array strategy. Provide a response to the following service population evaluation questions to document service population(s) needs as a basis for the area agency's strategy for its regional Scope of Services.

1. Describe key changes and current demographic trends since the last MYP to provide a picture of the potentially eligible service population using census, elder-economic indexes or other relevant sources of information.

The priority of Region VII AAA is to serve the entire older population in its PSA. Region VII AAA focuses on the underserved areas that include the thumb counties (Huron, Sanilac, and Tuscola) and its northwest counties (Clare and Gladwin).

Increasing call volume to Region VII AAA's Information & Assistance department demonstrates that a number of older adults are experiencing a lack of informal support as demonstrated in the requests received by the agency for services such as non-emergency medical transportation, supplemental food, and home repair. Region VII AAA is seeing increasingly complex cases especially around the application process for Medicaid eligibility during the Public Health Emergency (PHE). The complexity of the work being required by Medicare, Medicaid Assistance Program (MMAP) staff and volunteers to meet the needs of persons with health insurance concerns has intensified since the pandemic, and serving a considerably higher number of younger retirees and/or people forced out of their jobs before age 65 and are too young for Medicare, who are seeking relief from the high cost of health insurance and prescription drugs. Region VII AAA also sees an increasing

number of people who did not have sufficient retirement income/savings struggling to meet their basic needs and also pay for prescription drug plans. The number of ads and phone calls to clients has increased steadily and people are signing up for benefits they don't understand and sometimes losing benefits they wanted to keep.

Age progression continues to trend upwards in all counties with 80+ being one of the fastest growing demographics. This has caused an organic shift towards more in-home supportive service needs and less emphasis on congregate dining. This aligns with the requests from county units on aging to shift funding from congregate and other categories that are less in demand, to the in-home and supportive services. However, in some communities, local entertainment and evidence-based health, wellness and fitness programs hosted or delivered by the senior centers have expanded to entice both younger older adults participation and continue to engage the extreme elderly.

The COVID-19 pandemic also played a crucial role in the shift of services from congregate nutrition to home delivered meals over the past two years (2020/2021). Congregate centers were closed, and participants were afraid to gather together, or were mandated not to. Curbside pick-up took the place of many of the congregate sites, and although most sites are beginning to open again, attendance still remains low for indoor gatherings.

Many of the older population found themselves a victim of social isolation during the pandemic. According to the *State Advisory Council on Aging Report – 2020,* the COVID-19 pandemic has emphasized the importance of social connections to health and well-being. The pandemic has increased social isolation and loneliness among adults. June 2020 data from the *National Poll on Healthy Aging*, conducted by the University of Michigan, shows that "a greater proportion of adults age 50 to 80 felt a lack of companionship, felt socially isolated, and had infrequent contact with others from outside their homes during the early months of the pandemic than in 2018." In 2018, about one-third of older adults said they had contact with family, friends, or neighbors from outside the home once a week or less. In June 2020, almost half of older adults reported infrequent contact with family, friends, or neighbors. Home- and community-based services (HCBS) are types of person-centered care delivered in the home and community, providing social contact in addition to a service. HCBS became especially important over the course of the pandemic, providing safe contact as social engagement opportunities decreased for older adults.

In the Thumb region, the incidence of death from chronic disease, specifically strokes in older adults is trending downward as reported in the 2022-2024 Thumb Community Health Improvement Plan (CHIP) available at www.mithumbpha.org/documents. However, the incidence of death from heart disease tends to be trending slightly upward.

Saginaw County Continuum of Care reported a slight uptick in the number of older adults who are at risk of, or who were homeless in 2018. This correlates with the decline in housing stock and the inability of impoverished older adults to maintain their private residences particularly in the city, and parts of the rural outlying areas. In the western counties of Clare, Gladwin, Isabella and Gratiot, the Robert Wood Johnson Foundation (RWJF) annual countywide health rankings for obesity, physical inactivity, excessive drinking, and smoking continue to

Region VII Area Agency On Aging   **FY 2023**

show unfavorable rankings.

Region wide, organizations that provide "hands-on" custodial care are having difficulty hiring and retaining direct care workers.

According to the 2019 Asset-Limited, Income-Constrained, but Employed (ALICE) report conducted by United Way organizations around the United States, 43% of Michigan families are struggling to meet a survival budget. https://unitedforalice.org/MICHIGAN

These issues are changing the scope of the network and starting the conversation about best practices as we weave social determinants of health into a delivery system that not only provides non-medical in home help, but also monitors chronic disease system management and provides health care interventions as needed for those who are aging in place.

Services are available to people age 60 and older who have the greatest social and economic need. Family caregivers providing supports to an adult age 60 or older, or older adult relatives (age 55 or older) who are raising a relative's child when the biological parent is not in the home may also be eligible for certain services . The Title V Senior Community Employment Program is available to persons who are age 55 and older and in need of job training.

The current census below provided by MDHHS (from 2020) describes Region VII AAA's PSA as follows:

The estimated total population of people 60 years and older
  ·Bay County = 28,973
 Clare County = 9,740
 Gladwin County = 9,082
 Gratiot County = 9,546
 Huron County = 10,676
 Isabella County = 12,717
 Midland County = 20,991
 Saginaw County = 50,191
 Sanilac County = 12,068
 Tuscola County = 15,029

FY22 demographic data for Region VII AAA is as follows:

Number of Waiver clients (all ages)
  ·Bay County = 279
 Clare County = 160
 Gladwin County = 77
 Gratiot County = 70

Region VII Area Agency On Aging   **FY 2023**

Huron County = 61
Isabella County = 71
Midland County = 122
Saginaw County = 404
Sanilac County = 56
Tuscola County = 114

Number of Clients
 ·ACLS Bureau/Care Management = 238
ACLS Bureau/Targeted Care Management = 9
Case Coordination and Support = 106
Caregiver Respite = 13
WAIVER–Pending = 4
WAIVER-Enrolled = 1070

2. Describe identified eligible service population(s) characteristics in terms of identified needs, conditions, health care coverage, preferences, trends, etc. Include older persons as well as caregivers and persons with disabilities in your discussion.
Individuals age 60 to 65 in Region VII AAA's PSA are struggling to afford health insurance, pay for living arrangements, and basic needs. This population seems to have more complex healthcare needs that require treatment and medication. Although they are eligible, many do not utilize the resources available to them.

Family caregivers continue to struggle with the caregiver burden. Most rely on caregiver support groups and/or monthly disease-specific programming.

There has been an increasing interest in Kinship Support attributable to the opioid crisis. The older adult relative is increasingly becoming the caregiver for their grandchildren.

An increasing number of older adults have no family or informal support available to assist them with their daily needs, leading to requests for assistance with all types of issues. Persons with dementia and those who care for them are often lacking in the financial resources necessary to pay for the adult day care and/or in-home care. Respite at the more desirable assisted living locations often costs at least $220/day.

3. Describe the area agency's Targeting Strategy (eligible persons with greatest social and/or economic need with particular attention to low-income minority individuals) for the MYP cycle including planned outreach efforts with underserved populations and indicate how specific targeting expectations are developed for service contracts.
Region VII AAA is located in a planning and service area with few recognized minorities. To that end, the targeting strategy is for the LGBTQ+, BIPOC, Hispanic, and migrant workers in the thumb counties and northwest PSA (Clare and Gladwin). Poverty is a factor in our communities, exacerbated by crumbling housing stock and aging residents who struggle to maintain an adequate life style. Continuing what was started in prior years, Region VII AAA embedded staff in offices in rural areas to assist with linking persons with the greatest

Region VII Area Agency On Aging   **FY 2023**

economic and social need with services.

Region VII AAA staff are once again conducting formal presentations to local units of government, and civic fraternal organizations. Leave-behind materials include flyers and cards with the toll-free telephone number for the agency's information and Assistance department. Presentations and networking with the Saginaw Chippewa Indian Tribe's Andahwad staff also assist in identifying those with Native American ties who qualify for Older Americans Act services.

A new brochure is being created that covers all of Region VII AAA's services. These will be distributed throughout our 10-county PSA.

Region VII AAA uses a Request for Proposal (RFP) process in order to target service contracts within its 10-county PSA. The goal is to seek the following services that will make an impact on the seniors in our communities: Adult Day Services, Caregiver Training, Case Coordination and Support, Chore, Congregate Meals, Home Delivered Meals, Home Repair, Homemaking, In-Home Respite Care, Outreach/Advocacy, Personal Care, Senior Center Staffing, Senior Center Operations, and Transportation.

4. Describe the agency's past practices, current activities and plans for addressing the needs of people living with dementia and their caregivers.

In order to address the needs of people living with dementia and their caregivers, the Waiver/Care Management (WA/CM) Department at Region VII AAA is involved in the Community Aging in Place – Advancing Better Living for Elders (CAPABLE) model through Grand Valley State University (GVSU). All of its Care Managers and WA/CM Department Managers have completed all CAPABLE trainings, and all new staff are provided with the training during orientation.

Care Managers educate Care Management (CM) participants and their informal supports on signs and symptoms of caregiver burnout. Region VII AAA utilizes services such as Community Living Supports, Personal Emergency Response Systems (PERS), and Home Delivered Meals to provide relief for informal supports that are experiencing caregiver burnout, which is often seen in family members of those experiencing cognitive loss.

Region VII AAA has partnered with SVSU for their BSW and MSW social work programs providing them with experiences in a variety of settings and projects. SVSU interns have been partnered with MI Choice Waiver, Community Health Workers, MMAP, and Information & Assistance staff to gain working knowledge of various programs to prepare them in the Social Work field.

5. When a customer desires services not funded under the MYP or available where they live, describe the options the area agency offers.

For services not funded under the MYP or available where they live, we utilize grant funding and other funding sources. Region VII AAA also assists with applying for benefits that the participant is eligible for (such as Medicaid), that can allow for other program and service eligibility (such as Adult Home Help, PACE, or MI Choice Waiver).

Region VII Area Agency On Aging   **FY 2023**

Region VII AAA utilizes community resources, such as the Region VII Loan Closet (and other loan closets), United Way, Habitat for Humanity, 211, County Commission on Aging programs, local churches, food pantries, etc. Many agencies are also available statewide or nationwide that provide assistance to individuals that have specific diagnoses or demographics.

Region VII AAA also utilizes the Region VII AAA Information and Assistance (I&A) Department to gather information on great community resources for participants.

In continuing to address identified unmet needs, a small amount of funding is available for the gap-filling program, allowing Region VII AAA to help in emergency situations.

Region VII AAA continues its' dental, vision, and hearing aid programs.

6. Describe the area agency's priorities for addressing identified unmet needs within the PSA for FY 2020-2022 MYP.

The needs of older adults and those who support them come in all shapes and sizes and so do the services available to meet those needs, Region VII AAA's Information and Assistance staff maintain a library of available programs and services. When a caller, or visitor, is not eligible for a program or service through the aging services network they are supplied with information and resources available from outside groups.

7. Where program resources are insufficient to meet the demand for services, reference how your service system plans to prioritize clients waiting to receive services, based on social, functional and economic needs.

Region VII AAA utilizes a wait list that ranks priority based on assets, income, functional status, social/psychological functions, and supplemental services in the home.

8. Summarize the area agency Advisory Council input or recommendations (if any) on service population priorities, unmet needs priorities and strategies to address service needs.

Region VII AAA's Advisory Council actively engages with older adults and caregivers in the communities and brings back information to the agency. Reports are made by each member at the Advisory Council meetings which are held ten times a year. And in between, members are in contact with agency staff regarding recommendations, concerns, or needs that arise based on interactions. In addition, two Advisory Council members serve on the Michigan Senior Advocates Council (MSAC).

Region VII AAA's Policy Board also includes a representative from the Advisory Council. This individual reports to the Policy Board on the needs of older adults as they are presented by Advisory Council members.

9. Summarize how the area agency utilizes information, education, and prevention to help limit and delay penetration of eligible target populations into the service system and maximize judicious use of available funded resources.

In order to delay the need for additional services by the eligible target populations, Region VII AAA collaborates with skilled providers to ensure Medicaid is the payer of last resort. Region VII AAA collaborates with physician offices when issues arise (such as potential medication errors, etc.) with an effort to avoid health

declines, complications, and/or increased service needs. Supports Coordinators (SC) provide ongoing education on preventative health measures. Region VII AAA invests in appropriate Durable Medical Equipment (DME) and home modifications to decrease dependency on caregiver supports (for example, lift chairs so a participant may transfer without assistance; wheelchair ramps so a participant may enter/exit the home without the need for a caregiver present, etc.).

Region VII holds Care Management program trainings for all Care Managers at least semi-annually to educate all Care Managers on program standards and available resources.

The WA/CM Department/Quality Department runs reports (including Clear Access and Compass) to identify up-swing trends to implement focus training of staff, and provide early interventions to assist with meeting care needs, which can deter more costly interventions later.

Care Management participants are assessed every 180 days (or less) to determine eligibility of services and ensure that current services and interventions are meeting the needs of the participant.

Supports Coordinators collaborate with outside resources (physicians, hospice companies, skilled care companies, and informal supports) to ensure that CM funding is being used appropriately and that third-party covered services are being utilized prior to Care Management funding.

10. Identify the five service categories receiving the most funds and the five service categories with the greatest number of anticipated participants.

Region VII AAA's top 5 funded services are:

Home Delivered Meals
Congregate Nutrition
Care Management
Case Coordination & Support
Adult Day Care

Services contracted to county units on aging and other providers include congregate nutrition, senior center staffing, kinship/older adult relative program, caregiver training, disease prevention/health promotion, adult day care, home repair, home delivered meals, personal care, homemaking, respite and chore services. The following service the most people:

Home Delivered Meals
Congregate Meals
Case Coordination and Support
Outreach
Adult Day Care

11. Describe the area agency's efforts to ensure diversity, equity, and inclusion, including how the agency ensures that staff at their agency and subcontracting agencies is diverse, equitable, inclusive and knowledgeable of the harms of implicit bias?

Region VII AAA requires monthly training for their staff regarding Diversity, Equity, and Inclusion (DEI). The following are examples of employee trainings from 2020 through 2022:

·Diversity and Inclusion - May 2022
Diversity and Inclusion - April 2022
Diversity and Inclusion – March 2022
Diversity and Inclusion – February 2022
Diversity and Inclusion – January 2022
Stress, Emotions and Ethics – December 2021
Communicating Effectively – December 2021
Diversity and Inclusion: April - December 2021
Ted Talk – Diversity and Inclusion: March 2021
Region VII All Staff Diversity Training – February 2021
Creating Value Through Diversity and Inclusion – Understanding Diversity and Inclusion: December 2020
Creating Value Through Diversity and Inclusion – Strategies for Tackling Unconscious Bias: December 2020
Culture Series – Valuing Diversity: November 2020
Culture Series – Standing Up: November 2020
Culture Series – Speaking Up: November 2020
Culture Series – Owning Up: November 2020
What is Diversity and Inclusion?: October 2020

Vendor/subcontractor training takes place twice each fiscal year and includes DEI. Below is the list of dates from 2020-2022 where DEI was included in the vendor/subcontractor training. Slides from these trainings are then sent to all vendors/subcontractors to share with their staff:
·Vendor Training (2020-2021)
    ·December 8, 2020
December 10, 2020
December 14, 2020
September 7, 2021
September 13, 2021

·Vendor Training (2022)
    ·February 24, 2022
March 1, 2022

Region VII Area Agency On Aging   **FY 2023**

Planned Service Array

Complete the FY 2023-2025 MYP/AIP Planned Service Array form for your PSA. Indicate the appropriate placement for each ACLS Bureau service category and regional service definition. Unless noted otherwise, services are understood to be available PSA-wide.

	Access	In-Home	Community
Provided by Area Agency	• Care Management • Information and Assistance • Outreach • Transportation	• Medication Management • Friendly Reassurance	• Disease Prevention/Health Promotion • Legal Assistance • Long-term Care Ombudsman/Advocacy
Participant Private Pay		• Home Care Assistance • Home Injury Control • Home Health Aide • Assistive Devices & Technologies	• Health Screening • Assistance to the Hearing Impaired and Deaf • Vision Services • Counseling Services
Funded by Other Sources	• Disaster Advocacy and Outreach Program • Options Counseling	• Home Injury Control • Home Health Aide	• Dementia Adult Day Care • Nutrition Counseling • Nutrition Education • Creating Confident Caregivers
Contracted by Area Agency	• Care Management • Case Coordination and Support • Outreach * • Transportation	• Chore * • Homemaking • Home Delivered Meals • Personal Care • Respite Care	• Adult Day Services • Congregate Meals • Disease Prevention/Health Promotion • Home Repair * • Legal Assistance • Long-term Care Ombudsman/Advocacy • Senior Center Operations * • Senior Center Staffing * • Programs for Prevention of Elder Abuse, Neglect, and Exploitation • Caregiver Supplemental Services • Kinship Support Services • Caregiver Education, Support and Training

* Not PSA-wide

Region VII Area Agency On Aging   **FY 2023**

Planned Service Array Narrative
Describe the area agency's rationale/strategy for selecting the services funded under the MYP/AIP in contrast to services funded by other resources within the PSA, especially for services not available PSA-wide.
Instructions Use the provided text box to present the Planned Service Array narrative.

Region VII AAA's planned service area reflects the preferences of the local communities within its PSA, whether it be suburban, heavily populated areas, or rural, wide-spread communities. Region VII AAA has public hearings, and has ongoing discussions with local agencies on preferences of the clients in the PSA, as well as collecting new ideas. Agency staff work continuously and closely with county units on aging staff and other providers of human services to identify gaps in service, locate new sources of funding for aging services, launch new programs that match a community's needs, and to strengthen the safety net for older adults and people with disabilities.

In this MYP cycle, the organization plans to utilize Region VII AAA's primary care physician, pharmacist, community health workers and a full-time contracted dietitian to integrate chronic care management for those who are unable to leave the house for routine healthcare appointments.

Region VII Area Agency On Aging   **FY 2023**

Strategic Planning

Strategic planning is essential to the success of any area agency on aging to carry out its mission, remain viable and capable of being customer sensitive, demonstrate positive outcomes for persons served, and meet programmatic and financial requirements of the ACLS Bureau. Agencies must be proactive in establishing safeguards in case of internet failure, hacking, or other connectivity issues. The increasing frequency of climate-related disruptions make emergency planning a priority.

All area agencies are engaged in some level of strategic planning, especially given the changing and competitive environment that is emerging in the aging and long-term-care services network. Provide responses below to the following strategic planning considerations for the area agency's MYP.

---

1. Describe your process to analyze your agency's strengths, weaknesses, opportunities and threats.

Strengths

In the current environment, the strengths of Region VII AAA to achieve its mission are commitment, consistency, drive to provide the best quality care for clients, leadership, absence of a waiting list, quality, educated staff, strong board of directors, and transparency.

Weaknesses

In the current environment, the weaknesses of Region VII AAA to achieve its vision are brand (people sometimes call Region VII AAA looking for other agencies), communications, and limited knowledge of new programs, even though Region VII AAA has a strong network for its current services. There can also be lack of integration across systems, particularly provider networks, and Region VII AAA has a broad geographic service area (which can also be considered a strength).

Opportunities

Benefits of Region VII AAA being successful in achieving its mission are access to more people who need care as baby boomers get older; brand improvement; a more efficient use of resources; a stronger voice in lobbying and having the capability to be a stronger advocate; more clients; more access to care; additional funding opportunities, particularly around philanthropy or fundraising; increased job opportunities; all-inclusive care, including a more diverse population; security and stability for participants and employees; and the ability to serve more people.

Threats

Dangers of Region VII AAA being successful in achieving its mission are competitors, as funding may depend on what competitors are doing in the same market area; congregate meal sites are declining due to the fear of the pandemic, thus creating social isolation; government and insurance companies wanting to recoup funds if an organization has become successful, making it harder to reinvest savings if the government deems the money isn't needed; vulnerability in government funding; growing too fast; limited number of direct care workers; and the sustainability to maintain the funding for newly implemented programs.

2. Describe how a potentially greater or lesser future role for the area agency with the Home and Community Based Services (HCBS) Waiver and/or managed health care could impact the organization.

Significant changes are anticipated to the MI Choice waiver and all Medicaid long-term care services during this multi-year planning cycle. The Region VII AAA Board of Directors, along with management at Region VII will keep abreast of changes and will develop plans to address these changes.

3. Describe what the area agency would plan to do if there was a ten percent reduction in funding from the ACLS Bureau.

Region VII has a plan in place for prioritizing services in the event of a governmental shutdown. This same course of action would be used in the event of a 10% funding reduction. Service delivery would be modified to maintain critical nutrition and in-home services for the most vulnerable older adults in our 10-county region.

Region VII AAA's Board of Directors, along with management, would implement a course of action to lessen the impact of service cuts by identifying the most at-risk clients and using the funds available to assist them first. A priority scale would then be created to assist those in greatest need.

4. Describe what direction the area agency is planning to go in the future with respect to pursuing, achieving or maintaining accreditation(s) such as National Center for Quality Assurance (NCQA), Commission on Accreditation of Rehabilitation Facilities (CARF), Joint Commission on Accreditation of Hospitals (JCAH), or other accrediting body, or pursuing additional accreditations

Region VII's MI Choice Waiver and Care Management programs are accredited through the National Committee for Quality Assurance (NCQA) for Case Management for Long-Term Services and Supports. A three year accreditation was received on 12/21/2020 that is valid until 12/21/2023. Region VII AAA will be undergoing the re-accreditation process during September/October of 2023.

5. Describe in what ways the area agency is planning to use technology to support efficient operations, effective service delivery and performance, and quality improvement.

Region VII AAA's Supports Coordinators and Community Health Workers are equipped with laptops and hotspots for obtaining Wi-Fi throughout the PSA.

Region VII AAA's pharmacist interacts with Supports Coordinators and our Community Health Workers via HIPAA compliant online technology to determine if the proper medication has been prescribed to clients recently discharged from the hospital.

In addition, Region VII AAA was awarded the No Wrong Door grant which provided IPads to participants in the community experiencing social isolation due to the COVID-19 pandemic.

The agency is always evaluating current technology to help serve the needs of its constituents.

6. Describe your agency's emergency planning system, how planning is updated and whether back-up systems are adequate to maintain services during potential disruptions.

When emergency planning is necessary, Region VII AAA recognizes that in meeting the agency's mission, its' Information and Technology (IT) and Disaster Recovery plan requires a robust approach in achieving a high level of infrastructure to support the necessary day-to-day operations of the agency. Measures are in place to avoid potential threats and to ensure uninterrupted access to systems. Various types of technology are used to manage information and support improvement activities. Region VII AAA's IT Specialist/Security Officer performs all of the agency's IT needs. A majority of the agency's hardware is replaced every five years or as it becomes necessary. Equipment that is greater than five years old (e.g., printers) is serviced in accordance with the manufacturer's recommendations or as necessary to achieve optimum performance. This plan is reviewed and updated annually or as necessary for relevance.

Servers in Bay City & Fort Gratiot back up to each other nightly and are backed up to software in the cloud nightly. Both servers have external units they backup to nightly. Region VII AAA also has a data receptacle off-site (in Bad Axe) that nightly backups are also saved to. Both servers are connected directly to generators in case of a power outage. If the Fort Gratiot server were to go down, the Bay City server would take over, and if the Bay City server went down, the Fort Gratiot server would take over. Region VII AAA has a contract with Yeo & Yeo computer consultants as well to contact if needed in an emergency situation.

Region VII AAA has multiple meal providers that are local and out-of-state that can help to assist with meals in the event of an emergency. The list of participants is updated weekly and placed in the secure file exchange so supports coordinators have access to participant contact information in case of an emergency in their specific area.

Region VII Area Agency On Aging   **FY 2023**

Advocacy Strategy
Describe the area agency's comprehensive advocacy strategy for FY 2023-2025. Describe how the area agency's advocacy efforts will improve the quality of life of older adults within the PSA. Also give an update on current advocacy efforts. See *Operating Standards for Area Agencies on Aging* section C-6. Include initiatives, if any, the area agency is pursuing regarding recruitment, training, wages, diversity and inclusion, credentialing, etc. related to the direct care workforce shortage. Also identify area agency best or promising practices, if any, that could possibly be used in other areas of the state. Enter your advocacy strategy in the dialogue box.

Advocating on behalf of older adults and persons with disabilities is the responsibility of everyone at Region VIIAAA, playing a role in maintaining and strengthening the security and protection for older adults and persons with disabilities by advocating for legislative action, adequate funding, and full community inclusion. Region VII AAA's management team presents to local governmental bodies annually and continues to add to the list of organizations requesting presentations. These meetings emphasize the importance of linking constituents with services where they live and defines the return on investment, benefiting the community as a result of their participation with Region VII AAA.

Region VII AAA's Executive Director is highly visible in the communities and accessible to leadership of hospitals and healthcare organizations, community-based organizations, legislature, and other localities beneficial to the operation. He regularly meets with members of legislative bodies, advocating on behalf of Region VII AAA.

Policy Board members and Advisory Council members are supplied with the tools they need to advocate on behalf of Region VII AAA in their communities. They visit senior centers and congregate meal sites and engage in conversation with older adults. Many Advisory Council members are familiar with the political processes and are active in contacting their lawmakers when the need arises.

At the state level, Region VII AAA has representation on the Michigan Senior Advocates Council (MSAC), and also the Senior Advisory Council (SAC), who work to educate lawmakers about priorities of older adults and persons with disabilities.

Region VII AAA staff, service providers, program participants, caregivers, and family members have a strong presence at Area Agency on Aging Association's annual legislative advocacy day each May known as Older Michiganians day, and continue to maintain dialogue year-round with state representatives, senators, and others in positions of power.

Staff are encouraged and expected to distribute materials representing the criteria for programs at every level of the access and service coordination range. Registered Nurses (RN) and Social Workers (SW) are the first line of advocacy on behalf of clients of the Medicaid MI Choice Waiver, serving clients at adult foster care homes, homes for the aged, assisted living homes, and private residences.

Region VII Area Agency On Aging   **FY 2023**

Service provider meetings are held semi-annually and include updates on various advocacy issues. Vendor View, Region VII AAA's electronic communications system, is used to relate messages to all MI Choice Waiver vendors in Region VII AAA's 10-county area in a quick and timely manner.

Staff continue to build working relationships with public transits, and others to advocate for improvements in transportation for those who are unable to drive themselves in order to address the State Commission on Services to the Aging (CSA) concerns about transportation. Examples include participating in panel presentations on the need, and writing proposals for funding for vehicles and efforts that would improve transportation across the PSA.

Recognizing the ongoing need and gaps in service for cost-effective, often cross-county non-emergency medical transportation (NEMT), Region VII AAA owns and operates two wheelchair-accessible minivans which are used for last resort rides to medical appointments when a person who requests the service resides in the PSA, are unable to drive and/or have no informal support or family member to drive them, and cannot afford to hire a private company. Rides are based on vehicle availability. Donations are accepted.

To further help the cause for transportation needs, Region VII AAA is contracted with Michigan Transportation Connection (MTC), an added vendor supplying volunteer drivers for our MI Choice Waiver clients.

Region VII AAA was one of the first AAAs to highlight the issue of direct care worker shortages in rural areas and continues to advocate for solutions to this problem when meeting with lawmakers and their staff.

Region VII AAA staff work closely with Department of Human Services caretakers and others to address potential or suspected elder abuse, self-neglect, or financial exploitation of a vulnerable adult using the protocol established by Michigan's Statewide Centralized Intake system. Referrals are made to legal services and probate court in an effort to protect those who are at risk from harm.

Knowledgeable speakers from Region VII AAA are available to talk about the value of American's aging services network, including regional and local service offerings, which proves to be useful to businesses and organizations that provide services to older adults and people with disabilities as well as community, local government entities, civic, social, and fraternal groups.

STATE OF MICHIGAN
Michigan Department of Health & Human Services
BUREAU OF AGING, COMMUNITY LIVING, AND SUPPORTS
FY2023-2025 Multi Year Plan   FY 2023 Annual Implementation Plan

Region VII Area Agency On Aging   FY 2023

Leveraged Partnerships
Describe the area agency's strategy for FY 2023-2025 to partner with providers of services funded by other resources, as indicated in the PSA Planned Service Array.

1. **Include, at a minimum, plans to leverage resources with organizations in the following categories:**
   a. **Commissions Councils and Departments on Aging.**
   b. **Health Care Organizations/Systems (e.g. hospitals, health plans, Federally Qualified Health Centers)**
   c. **Public Health.**
   d. **Mental Health.**
   e. **Community Action Agencies.**
   f. **Centers for Independent Living.**
   g. **Other**

Plans to leverage resources with organizations in the following categories:

a. Commissions, Councils and Departments on Aging-Region VII AAA continues to work to build reciprocal referral relationships between the county units on aging and the MI Choice home and community-based waiver program and other services that may benefit the people served from either organization, and in many cases coordinating services from both organizations on behalf of the participant.

b. Health Care Organizations/Systems (e.g. hospitals, health plans, Federally Qualified Health Centers)-Region VII AAA is working to address the social determinants of health and healthcare, and link people to available home and community-based services and improve outcomes for older adults and people with disabilities. Our care transitions program is well underway with a hospital system and includes medication reconciliation, care coordination for post-discharge doctor visits and chronic disease management and education provided by community health workers.

c. Public Health-Region VII AAA distributes relevant public health notices issued by the state immediately to staff and service providers.

d/e. Mental Health, Community Action Agencies-Referrals are made as appropriate to these organizations.

f. Centers for Independent Living (CIL) -Community transitions from skilled nursing facilities continue to be coordinated with and by the CILS and Region VII AAA. Additionally, Region VII AAA often has staff and/or volunteers at one of the two CILs in the PSA who work as MMAP counselors. Referrals for materials assistance and disability-related advice are made to and from the CILs.

2. **Describe the area agency's strategy for developing, sustaining, and building capacity for Evidence-Based Disease Prevention (EBDP) programs including the area agency's provider network EBDP capacity.**

Annually, Region VII AAA issues a request for proposals for organizations who wish to contract for services. This includes the Evidence Based Disease Programs (EBDP). Region VII AAA also actively seeks new grants

Region VII Area Agency On Aging   **FY 2023**

to fund evidence-based programming and encourages participation by service providers to deliver the education needed.

3. Describe the agency's strategy for developing non-formula resources and use of volunteers to support implementation of the MYP and increased service demand.

In this multi-year planning cycle the agency will continue to develop the assortment of evidence-based workshops based on the needs of older adults in the planning and service area, sharing the availability of workshops and opportunities for lay leaders and trainers in Region VII AAA's PSA.

Region VII Area Agency On Aging   FY 2023

Community Focal Points

Community Focal Points are visible and accessible points within communities where participants learn about and gain access to available services. Communit Focal Points are defined by region. Please review and update the listing of Community Focal Points for your PSA below and edit, make corrections and/or update as necessary. Please specifically note if updates have been made.

Describe the rationale and method used to assess the ability to be a community focal point, including the definition of community. Explain the process by which community focal points are selected.

Definition for Community Focal Points are identified as geographic areas in which the residents share a sense of identity with each other and their local government. Region VII Area Agency on Aging determined the rationale for selecting focal points by reviewing:

1. Which unit of government, such as city or county, provides the greater sense of community identification for local residents.
2. Travel patterns within the community for shopping, medical services, social activities and employment.
3. Location and hours of facilities that house recreational activities, social and government services.

Region VII Area Agency on Aging reviewed the following factors in selecting community focal points:
1. Communities with the highest incidence of older persons with the greatest economic and social needs.
2. Availability or potential for development of an Information and Referral service component to provide linkage to other AAA-funded services within the community.
3. Location of facilities suitable for designation, days and hours of facility operation assuring at least a five-day schedule with regular advertised hours of operation that are convenient for older adults.
4. Geographic boundaries of communities and natural neighborhoods.
5. Availability of confidential meeting space in the facility for other program personnel to conduct client interviews and provide related services.
6. Preference given to multi-purpose senior centers and congregate nutrition sites when utilized extensively by senior citizens.
7. Service delivery patterns and proximity within the community to nearby shopping, transportation, financial institutions and other community-based activity programs.
8. Facilities with affiliations with either city, county or township government, reflecting coordination of AAA and local governmental resources, and preference for maximum utilization of facilities operated in whole or in part by local elected officials.
9. Accessible facility layout and design to assure that the services housed in the facility are accessible to handicapped elders.
10. Analysis of staffing patterns, including the work stations for case coordination & support staff

Provide the following information for each focal point within the PSA. List all designated community focal points with name, address, telephone number, website, and contact person. This list should also include the services offered, geographic areas served and the approximate number of older persons in those areas. List your Community Focal Points in this format.

Name: Isabella Senior Services

Region VII Area Agency On Aging   **FY 2023**

Address:	2200 S. Lincoln, Mt. Pleasant, MI 48858
Website:	www.isabellacounty.org/dept/coa
Telephone Number:	(989) 772-0748
Contact Person:	Jennifer Crawford
Service Boundaries:	Isabella County
No. of persons within boundary:	12,717 age 60 and over
Services Provided:	Congregate, HDM, CCS, Homemaking, In-Home Respite, Personal Care, Caregiver Training

Name:	Midland County Council on Aging
Address:	4700 Dublin Ave., Midland, MI 48642
Website:	www.seniorservicesrnidland.org
Telephone Number:	(989) 633-3700
Contact Person:	Charlie Schwedler
Service Boundaries:	Midland County
No. of persons within boundary:	20,991 age 60 and over
Services Provided:	Congregate, HDM, CCS, Homemaking, In-Home Respite, Caregiver Training, Adult Day Care, Care Management, Transportation, Personal Care

Name:	Saginaw Co. Commission on Aging
Address:	2355 Schust Rd., Saginaw, MI 48603
Website:	www.saginawcounty.com/Coa
Telephone Number:	(989) 797-6880
Contact Person:	Jessica Sargent
Service Boundaries:	Saginaw County
No. of persons within boundary:	50,191 age 60 and over
Services Provided:	Congregate, HDM, CCS, Outreach, Transportation, Senior Center Staffing, Care Management, Senior Center Operations, Caregiver Training

Name:	Bay County Department on Aging
Address:	515 Center Avenue
Website:	www.baycounty-mi.gov/Aging
Telephone Number:	(989) 895-4100
Contact Person:	Beth Eurich
Service Boundaries:	Bay County
No. of persons within boundary:	28,973 age 60 and over
Services Provided:	Congregate, HDM, CCS, Homemaking, In-Home Respite, Personal Care, Disease Prevention / Health Promotion, Caregiver Training

Region VII Area Agency On Aging   **FY 2023**

Name:	Clare County Senior Services
Address:	225 W. Main Street, Harrison, MI 48625
Website:	www.clareseniorservices.org
Telephone Number:	(989) 539-8870
Contact Person:	Carol Majewski
Service Boundaries:	Clare County
No. of persons within boundary:	9,740 age 60 and over
Services Provided:	Congregate, HDM, CCS, Homemaking, In-Home Respite, Personal Care, Caregiver Training, Senior Center Staffing

Name:	Council on Aging - Gladwin
Address:	215 S. Antler, Gladwin, MI 48624
Website:	www.gladwincoa.org
Telephone Number:	(989) 426-5450
Contact Person:	Lori Stout
Service Boundaries:	Gladwin County
No. of persons within boundary:	9,082 age 60 and older
Services Provided:	Congregate, HDM, CCS, Homemaking, In-Home Respite, Personal Care, Caregiver Training, Senior Center Staffing

Name:	Gratiot County Commission on Aging
Address:	515 Pine River Street, Ithaca, MI 48847
Website:	www.co.gratiot.mi.us/coa
Telephone Number:	(989) 875-5246
Contact Person:	Jennifer Cook
Service Boundaries:	Gratiot County
No. of persons within boundary:	9,546 age 60 and over
Services Provided:	Caregiver Traiing, CCS, Chore, Personal Care, In-Home Respite, Home Repair, Senior Center Staffing, Congregate Nutrition, Home Delivered Meals, Homemaking

Name:	Human Development Commission - Huron Office
Address:	150 Nugent Rd; Bad Axe, MI 48413
Website:	www.hdc-caro.org
Telephone Number:	(989) 269-9502
Contact Person:	Kristy Sutherland
Service Boundaries:	Huron County
No. of persons within boundary:	10,676 age 60 and over
Services Provided:	Caregiver Training, CCS, Chore, Congregate, HDM, Homemaking, Personal Care, In Home Respite, Transportation, Outreach

Region VII Area Agency On Aging   **FY 2023**

Name:	Human Development Commission - Sanilac Office
Address:	215 N. Elk Street; Sandusky, MI 48471
Website:	www.hdc-caro.org
Telephone Number:	(810) 648-4497
Contact Person:	Kristy Sutherland
Service Boundaries:	Sanilac County
No. of persons within boundary:	12,068 age 60 and over
Services Provided:	Caregiver Training, CCS, Chore, Congregate, HDM, Homemaking, Personal Care, In Home Respite, Transportation, Outreach

Name:	Human Development Commission - Tuscola County
Address:	429 Montague Ave., Caro, MI 48723
Website:	www.hdc-caro.org
Telephone Number:	(989) 673-4121
Contact Person:	Kristy Sutherland
Service Boundaries:	Tuscola County
No. of persons within boundary:	15,029 age 60 and over
Services Provided:	Caregiver Training, CCS, Chore, Congregate, HDM, Homemaking, Personal Care, In Home Respite, Transportation, Outreach

STATE OF MICHIGAN
Michigan Department of Health & Human Services
BUREAU OF AGING, COMMUNITY LIVING, AND SUPPORTS
FY2023-2025 Multi Year Plan   FY 2023 Annual Implementation Plan

Region VII Area Agency On Aging   FY 2023

Other Grants and Initiatives

Use this section to identify other grants and/or initiatives that your area agency is participating in with the ACLS Bureau and/or other partners. Grants and/or initiatives to be included in this section may include, but are not limited to:

--Tailored Caregiver and Referral® (TCARE)
--Creating Confident Caregivers® (CCC)
--Evidence Based Disease Prevention (EBDP) Programs (see Doc Library for listing)
--Building Training…Building Quality (BTBQ)
--Powerful Tools for Caregivers®
--PREVNT Grant and other programs for prevention of elder abuse
--Programs supporting persons with dementia (such as Developing Dementia Dexterity and Dementia Friends)
--Medicare Medicaid Assistance Program (MMAP)
--MI Health Link (MHL)
--Respite Education & Support Tools (REST)
--Care Transitions Project

1. Briefly describe other grants and/or initiatives the area agency is participating in with ACLS Bureau or other partners.

Medicare Medicaid Assistance Program (MMAP) - nearly 80 staff and volunteers provide services region-wide.

2. Briefly describe how these grants and other initiatives will improve the quality of life of older adults within the PSA.

Access to a knowledgeable MMAP counselor is imperative as the choices for health insurance, and the volume of advertising and sometimes misinformation overwhelm the older adult who is trying to make an informed decision.

3. Briefly describe how these other grants and initiatives reinforce the area agency's planned program development efforts for FY 2023-2025.

The demand for services including MMAP services will be an ongoing need for the foreseeable future as health insurance continues to change.

Region VII Area Agency On Aging   **FY 2023**

SUPPLEMENTAL DOCUMENT D

Agreement for Receipt of Supplemental Cash-In-Lieu of Commodity Payments for the Nutrition Program for the Elderly

The above identified agency, (hereinafter referred to as the GRANTEE), under contract with the Aging and Adult Services Agency (AASA), affirms that its contractor(s) have secured local funding for additional meals for senior citizens which is not included in the current fiscal year (see above) application and contract as approved by the GRANTEE.

Estimated number of meals these funds will be used to produce is:	83,386

These meals are administered by the contractor(s) as part of the Nutrition Program for the Elderly, and the meals served are in compliance with all State and Federal requirements applicable to Title III, Part C of the Older Americans Act of 1965, as amended.

Therefore, the GRANTEE agrees to report monthly on a separate AASA Financial Status Report the number of meals served utilizing the local funds, and in consideration of these meals will receive separate reimbursement at the authorized per meal level cash-in-lieu of United States Department of Agriculture commodities, to the extent that these funds are available to AASA.

The GRANTEE also affirms that the cash-in-lieu reimbursement will be used exclusively to purchase domestic agricultural products, and will provide separate accounting for receipt of these funds.

Region VII Area Agency On Aging   **FY 2023**

SUPPLEMENTAL DOCUMENT F
Request to Transfer Funds

1	The Area Agency on Aging requests approval to transfer funds **from Title III-B Supportive Services** to Title III-C Nutrition Services. The Agency assures that this action will not result in a reduction in support for in-home services and senior center staffing. Rationale for this request is below.	Amount of Transfer 0
2	The Area Agency on Aging requests approval to transfer funds **from Title III-C1 Congregate Nutrition Services** to Title III-B Supportive Services for in-home services. The rationale as to why congregate participation cannot be increased is described below.	Amount of Transfer 203,143
This transfer allows for funding to be placed in needed services like case management and new health related services.		
3	The Area Agency on Aging requests approval to transfer funds **from Title III-C1 Congregate Nutrition** to Title III-B Supportive Services for participant transportation to and from meal sites to possibly increase participation in the Congregate Nutrition Program. Rationale for this request is below.	Amount of Transfer 0

AREA AGENCY ON AGING—OPERATING BUDGET

PSA: VII
Agency: Region VII Area Agency on Aging

Budget Period: 10/01/22 to 09/30/23
Date of Budget: 06/23/22
Rev. No.: ___ Rev. No.: ___

REVENUES

Revenue	Admin	Program Develop	CM Admin	CM Thumb	State Access	T-V Adm	Outreach	Transportation	Waiver In-Direct	Waiver Direct	Medication Management	Care Transitions	Aging Network Srvs	Friendly Reassurance	LTCO	EAP	Legal Services	TOTAL
Federal Grants	320,889	161,442				540,707	8,000	20,000	1,441,947	2,943,409		33,334		17,000	27,090	12,547	56,000	5,582,374
State Grants	55,465		36,000	149,723	55,019				808,985	1,651,360	125,000	66,666	35,000		57,172			3,040,389
Local Cash Match	42,000																	42,000
Local In-Kind Match	9,600	17,938	4,000	16,636	6,113	60,079	889	2,222			13,889	11,111	3,889	1,889	9,362	1,394	6,222	165,233
Interest Income/Program Income				1,650				600										2,250
Fund Raising/Other/TCM/TSR	25,566		286															25,852
TOTAL	453,530	179,380	40,286	168,009	61,132	600,786	8,889	22,822	2,250,931	4,594,768	138,889	111,111	38,889	18,889	93,624	13,941	62,222	8,858,099

EXPENDITURES

Expenditure	Admin	Program Develop	CM Admin	CM Thumb	State Access	T-V Adm	Outreach	Transportation	Waiver In-Direct	Waiver Direct	Medication Management	Care Transitions	Aging Network Srvs	Friendly Reassurance	LTCO	EAP	Legal Services	TOTAL
Contractual Services						486,636												486,636
Purchased Services																		0
Wages and Salaries	237,823	88,713	22,246	81,065	29,670	30,433	5,936	7,483	1,293,000	2,197,567	90,438	47,765	20,953	14,040	43,953	2,157	2,157	4,215,398
Fringe Benefits	74,840	42,624	8,373	51,216	16,725	13,290	481	1,343	579,141	951,031	24,269	39,063	12,121	729	27,176	805	805	1,844,031
Payroll Taxes	18,284	6,797	1,706	6,201	2,270	2,334	454	572	99,010	167,747	6,918	3,654	1,603	1,074	170	170	170	319,136
Professional Services	6,964	1,679	204	303	961	697	0	0	127,880	24,606	437	4,191	150			2,330	45,867	216,279
Accounting & Audit Services	2,697	1,133	254	1,060	387	2,710			4,936	32,082								45,259
Legal Fees	5,290	1,139	60	73	140	357			29,588	6,104								42,751
Occupancy	9,600	17,938	4,000	20,780	6,113	60,079	889	2,222	2,299	1,043,216	13,889	11,111	3,889	1,889	9,362	1,394	6,222	1,214,892
Insurance	1,355	2,960	132	320	771	381		4,292	9,246	17,789	123	171						37,541
Office Equipment	2,648	2	3	16	0	1			251	0		52	0	0				2,974
Equip Maintenance & Repair	4,709	3,263	703	936	1,614	1,331		5,592	32,621	45,878	96	0	0					96,744
Office Supplies	3,977	1,689	483	587	454	398	0	54	13,380	10,943	71	18	0	351	2,500	1,800		38,504
Printing & Publication/ Marketing	31,424		0						1,286	0		0						32,710
Postage	3,016	1,092	2	638	104	560			702	9,695								15,809
Telephone	3,214	1,509	290	3,427	634	478	0	1,227	19,644	35,531		948		556	1,500	1,500	1,500	71,958
Travel	4,044	1,439	1,111	909	2	26	1,129	6	4,344	21,379		1,444	174		8,962			53,782
Conferences/Training	4,179	1,119	325	73	140	237		30	10,373	5,530	241	2,180	0		250	3,784	3,701	24,677
Memberships	1,982	5,752	298	209	905	499			16,738	15,174	1,080	515						43,152
Special Events	0																	0
Board Per Diem/Travel/Conf	36,468																	36,468
Utilities	1,016	532	97	195	242	339			6,482	10,497								19,398
TOTAL	453,530	179,380	40,286	168,009	61,132	600,786	8,889	22,822	2,250,931	4,594,768	138,889	111,111	38,889	18,889	93,624	13,941	62,222	8,858,099

AREA AGENCY ON AGING--WAGES AND SALARIES

PSA: VII
Agency: Region VII Area Agency on Aging
Budget Period: 10/1/2022 to: 9/30/2023
Date of Budget: 06/23/22
Rev. No:

Job Classification	FTEs	Operations Admin	Program Develop	CM Adm	CM R-7 & Thumb	State Access	T-V Adm	Outreach	Transportation	Waiver In-Direct	Waiver Direct	Med Management	Care Transitions	Aging Services	Friendly Assurance	Ombudsman	EAP	Legal Services	AASA TOTAL
Executive Management	2.90	129,149	2,687	2,299	-	-	2,669	5,936	-	160,246	-	-	-	-	-	-	451	451	303,887
Ombudsman	1.00	897	-	-	-	-	-	-	-	-	-	-	-	-	-	43,953	-	-	44,850
Accounting Manager	1.04	29,689	3,413	1,365	-	-	2,048	-	-	31,054	-	-	-	-	-	-	1,706	1,706	70,980
IT Specialist	1.00	3,334	1,747	794	-	794	1,111	-	-	55,730	-	-	-	-	-	-	-	-	63,510
Contract Manager	0.79	6,150	17,835	615	-	-	-	-	-	23,985	-	-	-	-	-	-	-	-	48,585
Contract Support Specialist	2.00	13,452	26,720	1,474	-	-	-	-	-	32,064	-	-	-	-	-	-	-	-	73,710
Housing Specialist	1.00	-	-	-	-	-	-	-	-	44,694	-	-	-	-	-	-	-	-	44,694
Human Resource/I&A Manager	1.00	4,068	2,131	969	-	969	1,356	-	-	68,000	-	-	-	-	-	-	-	-	77,493
Human Resource Generalist	1.00	2,363	1,238	563	-	563	-	-	-	40,280	-	-	-	-	-	-	-	-	45,006
I&A Specialist	2.00	-	-	-	-	16,280	-	-	-	28,092	-	-	-	20,953	-	-	-	-	65,325
WA/CM Supports Specialist Ma	1.00	3,320	-	-	-	1,328	-	-	-	55,112	6,640	-	-	-	-	-	-	-	66,400
Support Specialists	6.00	-	-	-	13,148	-	-	-	-	178,822	-	-	-	-	-	-	-	-	191,970
Data Clerk-Program	1.00	3,023	27,203	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	30,225
Fiscal/Tech Asst	2.00	27,591	3,323	974	-	-	3,323	-	-	60,455	-	-	-	-	-	-	-	-	95,665
Billing Specialist	2.00	2,718	-	-	6,796	-	-	-	-	58,443	-	-	-	-	-	-	-	-	67,958
MMAP Manager	0.20	-	-	-	-	8,639	-	-	-	-	-	-	-	-	-	-	-	-	8,639
Waiver Director	1.00	-	-	2,208	-	-	-	-	-	71,404	-	-	-	-	-	-	-	-	73,613
WA/CM Manager	2.88	-	-	1,872	-	-	-	-	-	112,708	71,932	-	-	-	-	-	-	-	186,512
Social Worker	21.00	-	-	-	24,582	-	-	-	-	-	923,454	-	-	-	-	-	-	-	948,036
Registered Nurse	22.00	-	-	-	36,540	-	-	-	-	-	1,155,790	-	-	-	-	-	-	-	1,192,330
Program Analyst Manager	1.00	-	-	3,402	-	-	-	-	-	53,298	-	-	-	-	-	-	-	-	56,700
Quality Assurance Manager	1.00	-	-	2,624	-	-	-	-	-	62,976	-	-	-	-	-	-	-	-	65,600
Quality Assurance Specialist	1.00	-	-	1,989	-	-	-	-	-	47,736	-	-	-	-	-	-	-	-	49,725
Quality Support Specialist	1.00	-	-	-	-	-	-	-	-	37,050	-	-	-	-	-	-	-	-	37,050
WA Eligibility Specialist	1.00	-	-	-	-	-	-	-	-	-	39,750	-	-	-	-	-	-	-	39,750
Occupational Therapist	0.00	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0
Pharmacist	0.85	-	-	-	-	-	-	-	-	-	-	90,438	-	-	-	-	-	-	90,438
Community Health Worker	1.57	-	-	-	-	-	-	-	-	-	-	-	47,765	-	-	-	-	-	47,765
Information Coordinator	0.72	-	-	-	-	-	-	-	-	-	-	-	-	-	14,040	-	-	-	14,040
Title V Coordinator	0.52	7,454	-	-	-	-	18,387	-	-	-	-	-	-	-	-	-	-	-	25,842
Transportation Driver	0.34	-	-	-	-	-	-	-	7,483	-	-	-	-	-	-	-	-	-	7,483
Maintenance	1.93	4,615	2,417	1,099	-	1,099	1,538	-	-	70,850	-	-	-	-	-	-	-	-	81,618
TOTAL	83.83	237,823	88,713	22,246	81,065	29,670	30,433	5,936	7,483	1,293,000	2,197,567	90,438	47,765	20,953	14,040	43,953	2,157	2,157	4,215,398

FY 2023 AREA AGENCY GRANT FUNDS - SUPPORT SERVICES DETAIL

*Operating Standards For AAA's

Agency: Region VII Area Agency on Aging
PSA: 7
Budget Period: 10/01/22 to 09/30/23
Date: 06/23/22
Rev. No.: 1

Op Std	SERVICE CATEGORY	Title III-B	Title III-D	Title III-E	Title VII/EAP	Title VII A OMB	State Access	State In-Home	St. Alt Care	State Care Mgmt	State NHO	St. ANS	St. Respite (Escheat)	St. CG Suppt	MATF	LCM-Medicaid MSO Fund	Program Income	Cash Match	In-Kind Match	TOTAL
A	**Access Services**																			
A-1	Care Management						15,000			431,825		25,000				2,800	1,136		52,425	528,186
A-2	Case Coord/supp	282,924		101,360													102,338	20,637	22,062	529,321
A-3	Disaster Advocacy & Outreach Program																			-
A-4	Information & Assis						40,019					35,000								75,019
A-5	Outreach	122,463															2,449	5,380	8,335	138,627
A-6	Transportation	92,600		13,000													28,224	11,733	8,227	153,784
A-7	Options Counseling																			-
B	**In-Home**																			
B-1	Chore	31,605															15,804	1,860	1,654	50,923
B-2	Home Care Assis																			-
B-3	Home Injury Cntrl																			-
B-4	Homemaking	46,630						444,554	20,811			1,500					185,109	33,909	23,145	755,658
B-6	Home Health Aide							62,500	62,500										13,889	138,889
B-7	Medication Mgt																			
B-8	Personal Care	22,000						297,400	58,334								101,988	21,824	20,146	521,692
B-9	Assistive Device&Tech																			
B-10	Respite Care	26,434						142,649	39,842					10,000	16,563		72,186	12,231	14,005	333,910
B-11	Friendly Reassure	17,000															1,889			18,889
C-10	Legal Assistance	56,000															687		6,222	62,909
C	**Community Services**																			
C-1	Adult Day Services								896			24,297	123,359	18,392	213,546		146,412	4,279	37,997	569,178
C-2	Dementia ADC																			
C-6	Disease Prevent/Health Promtion		60,755														6,861		6,751	74,367
C-7	Health Screening																			
C-8	Assist to Hearing Impaired & Deaf Cmty																			
C-9	Home Repair	43,000															8,289		4,778	56,067
C-11	LTC Ombudsman	14,922				12,168					40,524					16,648			9,362	93,624
C-12	Sr Ctr Operations	13,000															214	1,444		14,658
C-13	Sr Ctr Staffing	47,000															970	3,983	1,239	53,192
C-14	Vision Services																			
C-15	Prevnt of Elder Abuse,Neglect,Exploitation				12,547												1,394			13,941
C-16	Counseling Services																			
C-17	Creat.Conf.CG@ CCC																			
C-18	Caregiver Supplmt Services			76,778															8,531	85,309
C-19	Kinship Support Services			32,195															3,577	35,772
C-20	Caregiver E,S,T			160,561													11,239	1,963	15,878	189,641
*C-8	Program Develop	161,442																	17,938	179,380
	Region Specific																			
	Critical Urgent Unmet Needs																			
	Nursing Services																			
	c. Care Transitions	33,334						33,333	33,333										11,111	111,111
	d. GAP Filling							500	500											1,000
	7. CLP/ADRC Services																			-
Sp Co	8. MATF Adm														22,758					22,758
Sp Co	9. St CG Sup Adm													2,807						2,807
	SUPPRT SERV TOTAL	1,010,354	60,755	383,894	12,547	12,168	55,019	980,936	216,216	431,825	40,524	85,797	123,359	31,199	252,867	19,448	683,906	119,243	290,555	4,810,612

FY 2023 NUTRITION / OMBUDSMAN / RESPITE / KINSHIP - PROGRAM BUDGET DETAIL

Agency: Region VII Area Agency on Aging Budget Period: 10/01/22 to 9/30/23
PSA: 7 Date: 06/23/22 Rev. Number 1

FY 2023 AREA PLAN GRANT BUDGET - TITLE III-C NUTRITION SERVICES DETAIL

Op Std	SERVICE CATEGORY	Title III C-1	Title III C-2	State Congregate	State HDM	NSIP (Title III-E)	Program Income	Cash Match	In-Kind Match	TOTAL
	Nutrition Services									
C-3	Congregate Meals	586,810		18,433		165,354	425,037	49,167	15,526	1,260,327
B-5	Home Delivered Meals		786,274		919,214	611,474	851,744	164,671	24,606	3,357,983
C-4	Nutrition Counseling									-
C-5	Nutrition Education									-
	AAA RD/Nutritionist*	60,000								60,000
	Nutrition Services Total	646,810	786,274	18,433	919,214	776,828	1,276,781	213,838	40,132	4,678,310

*Registered Dietitian, Nutritionist or individual with comparable certification, as approved by AASA.

FY 2023 AREA PLAN GRANT BUDGET-TITLE VII LTC OMBUDSMAN DETAIL

Op Std	SERVICE CATEGORY	Title III-B	Title VII-A	Title VII-EAP	State NHO	MSO Fund	Program Income	Cash Match	In-Kind Match	TOTAL
	LTC Ombudsman Ser									
C-11	LTC Ombudsman	14,922	12,168	-	40,524	16,648	-	-	9,362	93,624
C-15	Elder Abuse Prevention	-	-	12,547			-	-	1,394	13,941
	Region Specific	-	-		-		-	-	-	
	LTC Ombudsman Ser Total	14,922	12,168	12,547	40,524	16,648	-	-	10,756	107,565

FY 2023 AREA PLAN GRANT BUDGET- RESPITE SERVICE DETAIL

Op Std	SERVICES PROVIDED AS A FORM OF RESPITE CARE	Title III-B	Title III-E	State Alt Care	State Escheats	State In-Home	Merit Award Trust Fund	Program Income	Cash/In-Kind Match	TOTAL
B-1	Chore									
B-4	Homemaking									
B-2	Home Care Assistance									
B-6	Home Health Aide									
B-10	Meal Preparation/HDM									
B-8	Personal Care									
	Respite Service Total	-	-	-	-	-	-	-	-	-

FY 2023 AREA PLAN GRANT BUDGET-TITLE E- KINSHIP SERVICES DETAIL

Op Std	SERVICE CATEGORY	Title III-B	Title III-E		Program Income	Cash Match	In-Kind Match	TOTAL
	Kinship Ser. Amounts Only							
C-18	Caregiver Sup. Services	-	-		-	-	-	-
	Kinship Support Services		32,195		-	-	3,577	35,772
C-20	Caregiver E,S,T	-	-		-	-	-	-
	Kinship Services Total	-	32,195		-	-	3,577	35,772

FY 2023 AREA PLAN GRANT BUDGET

Agency: Region VII Area Agency on Aging
PSA: 7

Budget Period:

Date: 06/23/22   10/01/22   to   09/30/23

Rev. No.: 1

SERVICES SUMMARY

FUND SOURCE	SUPPORTIVE SERVICES	NUTRITION SERVICES	TOTAL
1. Federal Title III-B Services	1,010,354		1,010,354
2. Fed. Title III-C1 (Congregate)		646,810	646,810
3. State Congregate Nutrition		18,433	18,433
4. Federal Title III-C2 (HDM)		786,274	786,274
5. State Home Delivered Meals		919,214	919,214
8. Fed. Title III-D (Prev. Health)	60,755		60,755
9. Federal Title III-E (NFCSP)	383,894		383,894
10. Federal Title VII-A	12,168		12,168
10. Federal Title VII-EAP	12,547		12,547
11. State Access	55,019		55,019
12. State In-Home	980,936		980,936
13. State Alternative Care	216,216		216,216
14. State Care Management	431,825		431,825
15. St. ANS	85,797		85,797
16. St. Nursing Home Ombs (NHO)	40,524		40,524
17. Local Match			
a. Cash	119,243	213,838	333,081
b. In-Kind	290,555	40,132	330,687
18. State Respite Care (Escheat)	123,359		123,359
19. MATF	230,109		230,109
19. St. CG Support	28,392		28,392
20. TCM/Medicaid & MSO	19,448		19,448
21. NSIP		776,828	776,828
22. Program Income	683,906	1,276,781	1,960,687
TOTAL:	4,785,047	4,678,310	9,463,357

BGP Allocation Amount   7,277,570

ADMINISTRATION

Revenues		Local Cash	Local In-Kind	Total
Federal Administration	320,899	42,000	9,600	372,499
State Administration	55,465			55,465
MATF Administration	22,758	-	-	22,758
St. CG Support Administration	2,807	-	-	2,807
Other Admin	36,739			36,739
Total AIP Admin:	438,668	42,000	9,600	490,268

Expenditures	FTEs	
1. Salaries/Wages	3.85	237,823
2. Fringe Benefits		93,124
3. Office Operations		112,983
Total:		443,930

Cash Match Detail

Source	Amount
1. Federal Admin	42,000
2. Donations	-
3. Federal Admin	-
MATFF Administration Match	-
St CG Support Match	-
Total:	42,000

In-Kind Match Detail

Source	Amount
1. Federal Admin - In-Kind Space	5,600
2. Federal Admin - In-Kind Space Care M	4,000
3. Federal Admin	-
MATF Administration Match	-
St CG Support Match	-
Total:	9,600

I certify that I am authorized to sign on behalf of the Area Agency on Aging. This budget represents necessary costs for implementation of the Area Plan. Adequate documentation and records will be maintained to support required program expenditures.

Signature _____   Date _____

Title _____

TUSCOLA COUNTY ADVISORY COUNCIL ON AGING

BY - LAWS

1. Council members need to be age sixty (60) or above to be a council member.
2. The Council accepts responsibility for overseeing senior services.
3. The Council needs to be prepared for emergency situations that may arise.

Membership

1. Council officers include: Chairman, Vice-Chairman, Treasurer, Secretary, and Council Delegates
2. Officers and delegates shall serve one-year (1) terms.
3. Elections for Officers shall be the third Monday of September for the following year.
4. Whenever a vacancy occurs, the Chairperson shall declare the office vacant and inform the county clerk.
5. Removal of an officer shall be by a 2-3 vote for unexcused absences or conduct unbecoming an officer.
6. All Tuscola County Advisory Council members are approved by the Tuscola County Board of Commissioners

Meetings

1. Regular meetings shall be held on the third Monday of each scheduled month. A rotation of Dining Centers will be the site of the scheduled meetings.
2. A quorum shall be at least four (4) council members.

Revised: 4/18/22

Tuscola County Council on Aging Approved
November 15,2003
BY-LAWS
1.

  a.

  Purpose:To Coordinate and develop plans for a
  comprehensivesysytem of Services for Seniors of Tuscola
  County.

  b. Accept responsibility for assisting service
  providers to carry out the Services.

  c. To ber prepared to consider program approaches
  and services called for by emergency conditions

2.MEMBERSHIP

  a. Officers and delegates shall serve one year terms.
  b. Elections shall be the third Monday of
     September for the following year.
  c. .Whenever a vacancy occurs, the chairperson
     shall declare the office vacant and hold an
     election at the next regular meeting.
  d. Removal of an officer shall be by a 2/3 vote for
     unexcused absences, conduct unbecoming an
     officer.

4.MEETINGS

Regular meetings shall be held on the third Monday
of each scheduled month.A rotation of Dining
centers will be the site of the scheduled meetings

All Seniors at the meeting may cast a vote or make motions.

A quorum shall be one officer and four Seniors Officers: Chairman, Vice Chairman, Secretary-Treasurer and Council delegates.

Regular meetings shall be held the third Monday of each scheduled Month. A Rotation of meetings are to be held at each Dining Center

Tuscola County Medical Care Community
Your Care Partner in Skilled Nursing and Rehabilitation Therapy

1285 CLEAVER ROAD ♦ CARO, MICHIGAN 48723
PHONE (989) 673-4117 ♦ FAX (989) 673-6665

Executive Management
  Brenda Kretzschmer, RN, NHA – Chief Executive Officer
  Maggie Root, CHC – Chief Financial Officer
  Mandy Palmer, RN – Chief Nursing Officer
  Arshad Aqil, M.D. – Certified Medical Director

Tuscola County Department of Health & Human Services
and Tuscola County Medical Care Facility
Board of Directors
  Tyler Colling - Chairman
  Sue Morris – Vice-Chair
  Michael Bearden – Member

July 7, 2022

Mrs. Clayette Zechmeister, Controller
Tuscola County Board of Commissioners
125 W. Lincoln Street
Caro, MI 48723

RE: Funds Transfer Request for various Capital Projects

Dear Mrs. Zechmeister:

This letter is to request a Transfer of Funds **from Millage Fund 298-000-001-000 to General Fund Account 291-000-001-000** for recent capital expenses accumulated by Community:

1. Progress Payment / Alderman Roof Project $219,785.40
    Valley Roofing   July 2022

The total amount of this request is $219,785.40.   Thank you for your assistance.

Sincerely,

Brenda Kretzschmer

Brenda L. Kretzschmer, RN, NHA, CEO

Cc: Ashley Bennett, Tuscola County Treasurer

Valley Roofing Company Inc					Vendor Code		103366
Invoice Number	Description	Date	Amount	Discount	Withheld	Net Amount
33339	33339 - Alderman Roof Paymt. 3	06/28/2022	219,785.40	0.00	0.00	219,785.40
10-57-70501	Capital Outlay - Building, BC, BSE		219,785.40			
Check Date: 07/01/2022	Check #: 0000065910		Totals: 219,785.40	0.00	0.00	219,785.40

Tuscola Co Medical Care Facility - Tuscola Co Medical Care Facility - Tuscola Co Medical Care Facility - Tuscola Co Medical Care Facility - Tuscola Co Medical Care Facility - Tuscola Co Medical Care Facility - Tuscola

Valley Roofing Inc.

408 Woodside Ave
Bay City, MI 48708-5403
989.892.2412

Invoice

Date	Invoice #
6/23/2022	33339

Bill To	Ship To
TUSCOLA CO. MEDICAL CENTER 1285 CLEAVER ROAD CARO, MI 48723	TUSCOLA MEDICAL CENTER

P.O. Number	Terms	Rep	Ship	Via	F.O.B.	Project
			6/23/2022			

Quantity	Item Code	Description	Price Each	Amount
		AIA #2 FOR RE-ROOFING PROJECT	219,785.40	219,785.40

51-70501

POSTED

06/28/2022

Approved B.Kretzschmer CEO 6/27/22

Total	$219,785.40

RECEIVED JUN 2 7 2022

APPLICATION AND CERTIFICATE FOR PAYMENT

TO OWNER:
Tuscola Co. Medical Care Community
1285 Cleaver Road
Caro, MI 48723
FROM CONTRACTOR:
Valley Roofing Co., Inc.
408 Woodside Avenue
Bay City, MI 48708

PROJECT:
Tuscola Medical

VIA; ARCHITECT

CONTRACT FOR: Roofing

APPLICATION #:   Three
PERIOD TO:
PROJECT NOS: 1001-024

CONTRACT DATE: 09/12/00

Distribution to:
☐ Owner
☐ Const. Mgr
☐ Architect
☐ Contractor

CONTRACTOR'S APPLICATION FOR PAYMENT

Application is made for payment, as shown below, in connection with the Contract.
Continuation Sheet is attached.

1. ORIGINAL CONTRACT SUM-------------------	$	629,716.00
2. Net change by Change Orders-------------$	$	
3. CONTRACT SUM TO DATE (Line 1 +/- 2)	$	629,716.00
4. TOTAL COMPLETED & STORED TO DATE-$		603,726.00

(Column G on Continuation Sheet)

5. RETAINAGE:
   a. 10.0% of Completed Work $ [60,372.60]

   b. _____ of Stored Material $ [ ]
   (Column F on Continuation Sheet)
   Total Retainage (Line 5a + 5b or

   Total in Column 1 of Continuation Sheet------- $ [60,372.60]

6. TOTAL EARNED LESS RETAINAGE---------- $	543,353.40

(Line 4 less Line 5 Total)

7. LESS PREVIOUS CERTIFICATES FOR PAYMENT
   (Line 6 from prior Certificate)------------------ $ [323,568.00] ✓

8. CURRENT PAYMENT DUE---------------------- $ [219,785.40] ✓

9. BALANCE TO FINISH, INCLUDING RETAINAGE
   (Line 3 less Line 6) $ _____

CHANGE ORDER SUMMARY	ADDITIONS	DEDUCTIONS
Total changes approved in previous months by Owner		
Total approved this Month		
TOTALS		
NET CHANGES by Change Order		

The undersigned Contractor certifies that to the best of the Contractor's knowledge, information and belief the Work covered by this Application for Payment has been completed in accordance with the Contract Documents, that all amounts have been paid by the Contractor for Work for which previous Certificates for Payment were issued and payments received from the Owner, and that current payment shown therein is now due.

CONTRACTOR:

By: _~~signature~~_   Date: 6/23/22

State of: Michigan
County of: Bay

Subscribed and sworn to before
me this 23 day of June, 2022

Notary Public: _~~signature~~_
My Commission expires: 06/06/24

CERTIFICATE FOR PAYMENT

In accordance with Contract Documents, based on on-site observations and the data comprising application, the Architect certifies to the Owner that to the best of the Architect's knowledge, information and belief the Work has progressed as indicated, the quality of the Work is in accordance with the Contract Documents, and the Contractor is entitled to payment of the AMOUNT CERTIFIED.

AMOUNT CERTIFIED ------------------------------ $ _____
(Attach explanation if amount certified differs from the amount applied for. Initial all figures on this application and on the Continuation Sheet that are changed to conform to the amount certified.)

ARCHITECT:

By: _____   Date: _____

This Certificate is not negotiable. The AMOUNT CERTIFIED is payable only to the Contractor named herein. Issuance, payment and acceptance of payment are without prejudice to any rights of the Owner of Contractor under this Contract.

CONTINUATION SHEET

ATTACHMENT TO PAY APPLICATION
PROJECT:
Tuscola Medical

APPLICATION NUMBER: Three
APPLICATION DATE: 06/23/22
PERIOD TO:
ARCHITECT'S PROJECT NO: 1001-024

A	B	C	D	E	F	G	%	H	I
Item No.	Description of Work	Scheduled Value	Work Completed		Materials Presently Stored (Not In D or E)	Total Completed And Stored To Date (D + E + F)	(G/C)	Balance To Finish (C - G)	Retainage
			From Previous Application (D + E)	This Period					
1	Peterson Metal Panels	70,349.00	70,349.00			70,349.00	100%		7,034.90
2	Trim pcs, valley, drip, cap	12,884.00	6,442.00	6,442.00		12,884.00	100%		1,288.40
3	Ice & water shield	10,800.00	10,800.00			10,800.00	100%		1,080.00
4	Firestone 5" flashing & access.	4,435.00	4,435.00			4,435.00	100%		443.50
	Performance bond	3,861.00	3,861.00			3,861.00	100%		386.10
6	Dumpster	3,600.00	1,800.00	1,800.00		3,600.00	100%		360.00
7									
8	Labor/overhead	276,067.00	138,033.00	124,231.00		262,264.00	95%	13,803.00	26,226.40
9									
10	Serenus Johnson .. Deck repair,								
11	shingle transfer, scaffling	247,720.00	123,800.00	111,733.00		235,533.00	95%	12,187.00	23,553.30
12									
13									
14									
15									
16									
17									
18									
19									
20									
21									
22									
23									
24									
25									
26									
27									
28									
	SUBTOTALS PAGE 2	629,716.00	359,520.00	244,206.00		603,726.00	96%	25,990.00	60,372.60

Dan Manwell

From: Kris Singer
Sent: Tuesday, June 28, 2022 10:42 AM
To: Dan Manwell
Subject: RE: Valley Roofing

It is ok to go ahead with payment.
Thanks
Kris

Kris Singer
Plant Operations Manager
Phone: 989.673.4117 Ext. 510
Fax: 989.673.8685
Email: ksinger@tcmcf.org

From: Dan Manwell <dmanwell@tcmcf.org>
Sent: Tuesday, June 28, 2022 10:20 AM
To: Kris Singer <ksinger@tcmcf.org>
Subject: Valley Roofing

Hello Kris,

I received this invoice from Valley Roofing for payment #2.
Is there a reason I should not pay this? Should I hold off?

Thank you,

Dan Manwell
Accounting Assistant
Phone: (989)-670-0537
Fax: (989)-672-0562
Email: dmanwell@tcmcf.org

1

Batch ID: 0001   valley Roofing

Posting Code: AP   Accounts Payable   **AP Account:**   10-00-20100   **Posting Period:**   06/2022

Vendor Code	Vendor Name/Comments	Invoice No	Alt / Accrue	Inv Date/ Accrue Dt	Due Date	Hld	Disc Date Freight	Discount Sales Tax	Term	Purch Ordr 1099 Amt/BU Withhld	GL Acct Code	Invoice Amount	Distribution Amount
103366	Valley Roofing Company Inc	33339	1 No	08/28/2022	07/01/2022	N	00/00/0000	0.00	0	DHS Board		219,785.40	
	Alderman Roof Paymt. 3		No	00/00/0000			0.00	0.00		219,785.40	0.00		
	Long Invoice No	33339											
				Capital Outlay - Building, BC, BSE			0.00	0.00			10-57-70501		219,785.40

		Subtotal for Vendor 103366, Valley Roofing Company Inc		219,785.40
Posting Code: AP	**Period:** 06/2022		Sub-Total: 219,785.40	219,785.40

Vendor Code Hash	**Number of Invoices:**	1	**Register Total:**		0.00	219,785.40	219,785.40	219,785.40
Total 103366			(Freight & Sales Tax)	0.00	0.00			

June 24, 2022

To Jon Ramirez, Director of Tuscola County 911 Dispatch,

The Young Professionals program is a paid work experience program sponsored by GST Michigan Works and the State of Michigan. As part of this program. GSTMW places eligible young adults with local employers, and pays for up to 90 days of their employment. GSTMW has a contract with Intelligen-Ashlor Staffing to provide payroll services to participants of this program. Intelligen-Ashlor is considered the Employer of Record for youth participants, with GSTMW holding the administrative contract. Employers who are housing our work experience participants are considered Work Sites – responsibilities of the work site are discussed in more details in the Work Site Agreement packet.

Further questions regarding the program can be directed to myself or your assigned Business Services Representative, Kathy Leslie.

Sincerely,

Angela Libkie
Program & Data Manager

711 North Saginaw St.
Flint, Michigan 48503
Ph. (810) 233-5974 Ext. 102
Fax (810) 233-3647
TTY: 711

GST MICHIGAN

GENESEE
SHIAWASSEE
THUMB

WORKS! ™

711 N. SAGINAW STREET, SUITE 300
FLINT, MI 48503
P. 810.233.5974
F. 810.233.8652
www.gstmiworks.org

Work Experience program, 2022/2023
Worksite agreement

This agreement has been made and entered into on _____ by and between GST Michigan Works (GSTMW) and _____, herein referred to as the Worksite, for the purpose of providing work experiences to WIOA eligible young adults.

It is understood by the signers of this agreement that the purpose of work experience shall be to provide a short-term or limited-term work assignment which will enhance employability of individuals through the development of good work habits and basic work skills.

WORKSITE AGREEMENT

The worksite agrees to provide a valuable, well-supervised work experience for eligible participants in accordance to Workforce Innovation and Opportunity Act (WIOA) regulations. The Worksite agrees to comply with the Youth Employment Standards Act, Act No. 90, Public Act of 1978 and Public Act No. 436, the "Right to Know Act", and applicable provisions of Title II of the Americans with Disabilities Act (ADA). Additionally, the Worksite acknowledges and agrees to the following stipulations:

1. The Worksite shall be granted interviewing and selection rights of eligible participants referred by GST Michigan Works!. The Worksite shall be in compliance with all Federal and State Affirmative Action/Equal Employment Opportunity requirements, including 29 CFR Part 37. The Worksite agrees not to discriminate in the selection because of race, color, religion, sex, national origin, political belief, age, height, weight, marital status, arrest record, ancestry, physical or mental disability or other non-merit factors.

2. The Worksite shall ensure participants are placed at job assignments as outlined in this Worksite Agreement and as agreed upon at time of referral. The Worksite shall contact GSTMW to amend and/or update the Worksite Agreement to reflect current working conditions, job assignments, and any change of supervisor(s).

3. The Worksite Supervisor shall thoroughly indoctrinate the participant in regard to job duties, tools and equipment, health and safety standards, work schedules and attendance reporting, and other personnel practices to ensure a safe and quality work experience.

4. The Worksite Supervisor shall ensure each participant's accurate work hours are recorded on the participants' time sheets. Worksites may use their own time sheets or one can be provided to them by GSTMW.

5. The Worksite Supervisor is responsible for the accuracy, completeness, and submitting of each Time and Attendance Record in accordance with the schedule provided. Time sheets are due to

Supported by the State of Michigan Equal Opportunity Employer/Program. Auxiliary aids and services are available upon request to individuals with disabilities. 1800-285-9675 TTY: 711 A proud partner of the American Job Center network.

Page 135 of 140

GSTMW by 5 PM Monday for the previous workweek. Worksites will be charged a $100 fee for every timesheet submitted late.

6. The Worksite Supervisor shall evaluate participants' attendance/punctuality, appearance, interpersonal relationships, professional conduct, task completion, and ability to follow directions. The Worksite Supervisor shall provide encouragement, corrective guidance, and supportive counseling to ensure the development and continuation of marketable work practices. The Worksite Supervisor will notify GSTMW and the assigned Career Coach of any issues the participants may be encountering.

7. The Worksite Supervisor agrees to follow the steps established by GSTMW for any disciplinary actions that may be needed.

8. The Worksite shall provide adequate supervision for all participants on a ratio of not more than 1:7. The Worksite shall provide a substitute supervisor during the absence of the regular supervisor. GSTMW and Intelligen-Ashlor Staffing must be notified of any supervisor changes.

9. The Worksite shall ensure the availability of sufficient work for all participants during scheduled work hours. The Worksite shall develop a contingency plan for participants during times of inclement weather or changes in work routine.

10. The Worksite Supervisor understands that participants shall not transfer nor be transferred to another worksite without prior written approval by GSTMW and Intelligen-Ashlor Staffing.

11. The Worksite shall provide equipment and materials needed to perform job assignments under appropriate, reasonable, and safe working conditions.

12. The Worksite Supervisor shall undertake all necessary measures to ensure a safe and healthy work environment is provided for all participants. It is the responsibility of the worksite supervisor to ensure all protective clothing/safety equipment is worn.

13. The Worksite shall promptly report an accident or injury to GSTMW and Intelligen-Ashlor Staffing. The Worksite shall accurately complete and submit the required Accident/Injury Report, as supplied by Intelligen-Ashlor Staffing within 24 hours.

14. The Worksite understands GSTMW and/or Intelligen-Ashlor Staffing will conduct periodic progress reviews to ensure compliance with this agreement by the supervisor and participant. The Worksite understands that it may be monitored by State and Federal Department of Labor representatives; the supervisor must be in attendance during all monitoring visits.

15. The Worksite shall ensure no union contract nor infringement on promotion shall result from this Agreement. The Worksite agrees not to hire any work experience participant while any employee, in a similar position at this worksite, is on lay-off.

16. The Worksite agrees that currently employed workers shall not be displaced by any participant through reduction of hours, benefits, lay-off, or dismissal (including partial displacement such as a reduction in the hours of non-overtime work, wages, or employment benefits).

17. The Worksite shall ensure that no participant is engaged in job tasks related to political activities, union organizing, or sectarian activities (including the construction, operation, and/or maintenance of a facility used for religious worship).

18. The Worksite agrees not to charge fees of any type to the participants.

19. The Worksite agrees not to supplement the wages of the participants.

20. The Worksite agrees that work permits (if applicable) are correctly completed prior to starting work and that a copy of the work permit shall be posted in view of the public.

21. The Worksite and Worksite Supervisor agree to adhere to the requirements outlined within the Supervisor and Participant Handbook.

Intelligen-Ashlor Staffing, as the Employer of Record, shall provide the State minimum hourly wage or the company's regular starting wage for the same position, whichever is higher, to each eligible participant not to exceed 40 hours per week. Intelligen-Ashlor Staffing shall provide Workers' Compensation for each eligible participant. In addition, Intelligen-Ashlor Staffing acknowledges and agrees to the following responsibilities:

1. Intelligen-Ashlor Staffing and/or GSTMW shall provide an orientation for all immediate worksite supervisors to ensure regional understanding of duties and responsibilities regarding programs and participants.
2. Intelligen-Ashlor Staffing shall readily respond to questions regarding participant paychecks and ensure no payment shall be issued to non-participants.
3. Intelligen-Ashlor Staffing shall ensure no fees are charged to participants for referral and placement in GST Michigan Works! Program(s).
4. Intelligen-Ashlor Staffing and GST Michigan Works! Shall work cooperatively with the Worksite to prevent (a) kickbacks, (b) lobbying, (c) theft and embezzlement, (d) nepotism, and (e) political patronage.

This Worksite Agreement has been examined by the undersigned and is approved and accepted by the signing. This Worksite Agreement is effective on _____ and will expire at the end of one calendar year, or at such time that the terms of the agreement change.

_____   _____
Signature (Authorized Worksite Representative)   Signature (Authorized GSTMW Representative)

_____   _____
Typed/Printed Name & Title   Typed/Printed Name & Title

_____   _____
Date   Date

GST MICHIGAN
GENESEE
SHIAWASSEE
THUMB
WORKS!™

Work Experience – Worksite position request form

_____

Worksite Name

_____

Location

_____

Job Title

Number of Positions Available _____

Hourly Wage $_____

_____ I certify that this is the regular starting wage for this position (please initial)

_____ I certify that no employees are on layoff in the same or similar position (please initial)

*Tasks to Perform:

Please attach a job description that includes at a minimum:

- Duties to be performed by the participant
- Tools and equipment to be used by the participant, including hand tools, power tools, ladders/lifts, mechanical devices and PPE
- Environment(s) that the participant will be working in

Skills, Experience and/or Education required:

_____
_____
_____

Restrictions (ie. Age restrictions, accessibility, drug or background screening, etc)

_____
_____

*GSTMW or Intelligen-Ashlor Staffing may require additional information prior to worksite acceptance or placement of a participant at the worksite. For liability /insurance purposes, GSTMW or Intelligen-Ashlor Staffing may impose restrictions onto the type of work, tools/equipment, or environments that work experience participants may be exposed to.

Supervisor Name: _____

Signature: _____

Supervisor phone: _____

Supervisor email: _____

GST MICHIGAN
GENESEE
SHIAWASSEE
THUMB
WORKS! ™

Work Experience program – Labor Organization Form

If the Worksite has a Collective Bargaining Agreement covering the grade and class of workers who will receiving work experience pursuant to this contract, concurrence by the union representing the workers covered by such an agreement must be obtained below by the worksite from an authorized union representative.

IDENTIFICATION OF BARGAINING AGENT

Labor Organization:	Signature of Concurrence:
Local Number:	Name (print):
Phone Number:	Title:

NON-UNION ACKNOWLEDGEMENT

Employer Representative Signature:	Date:
Name (print):	Title

GST MICHIGAN WORKS!
GENESEE
SHIAWASSEE
THUMB

Company/Organization Information

Company/Organization: _____

Contact Person: _____

Address: _____

      Street Address   Suite

      City   State   Zip Code

Phone: _____ ext. _____

Email: _____

Industry: _____

Are you currently working with a GST Business Services Professional? If so, who? _____

Do you have any restrictions for employees? (i.e. drug tests, clean background, etc.)

_____

_____

_____

Please Check the all that Apply

Minority Owned ☐   Women Owned ☐   Small Business ☐

Public ☐   Private ☐   Profit ☐   Non-Profit ☐