

To:	Chair Burley and Members of the Long Term Care Committee of Management
Committee Date:	January 4, 2018
Subject / Report No:	Addendum to LTCR-CM-03-18
Title:	Sienna Senior Living Contract
Prepared by:	Lynne Johnson, Director of Long Term Care
Reviewed by:	Kim Wingrove, Chief Administrative Officer
Lower Tier(s) Affected:	All Grey County
Status:	Recommendation adopted by Committee as presented per Resolution CM13-18; Endorsed by County Council January 11, 2018 per Resolution CC14-18;

Recommendation

1. That Addendum to Report LTCR-CM-03-18 be received; and
2. That the negotiated contract between Sienna Senior Living and Grey County be approved as drafted; and
3. That the Warden and Clerk be authorized to execute the agreement.

Executive Summary

A Request for Proposal was issued on August 24 and closed on September 21, 2017 for a private partner to provide Long Term Care Management and Consulting and Support Services and Redevelopment Support. The submissions were reviewed and interviews conducted by an Evaluation Committee.

The Long Term Care Committee of Management approved a recommendation directing staff to negotiate a 5 (five) year contract with Sienna Senior Living which was approved by County Council on November 23, 2017.

The deliverables under the contract to be completed in 2018 include:

- a) An Operation Review
- b) Phase-1 Redevelopment Support

The cost for these deliverables are not to exceed \$265,000 plus HST. On completion of the Operational Review, a recommendation of management consulting deliverables and associated costs for future years will be made.

Report LTCR-CM-03-18 provided a draft contract for services with Sienna Senior Living. At the December 12, 2017 Committee of Management meeting, staff were directed to obtain additional information prior to execution of the contract.

Background and Discussion

The Operational review will include the following areas:

- Operations Administration
- Clinical Operations/ Environmental Services
- Quality & Risk / Informatics
- Human Resources
- Procurement
- Finance
- Information Technology

The review is estimated to take 3-5 months. The timeline and approach is outlined below.



Areas of support for redevelopment for Phase-1 of the contract will include:

- Development of the Redevelopment Plan and Critical Path for implementation
- End to End Support for the application process
- Development of Site Selection criteria

Legal and Legislated Requirements

Long Term Care (LTC) is a highly regulated and increasingly complex operation from both a

resident acuity and public accountability perspective. This requires more resources to provide resident care, meet reporting responsibilities and provide the oversight necessary to ensure that legislated responsibilities are being met.

The LTC department has over 450 full and part-time employees with a 2018 proposed Operating and Capital budget of \$31,408,923 requiring a municipal levy contribution of \$6,269,646.

The cost for Year-1 of this 5 (five) year contract is \$265,000 (plus HST). Additional management/consulting services and pricing will be agreed upon completion of the operational review and outlined in an addendum to the contract.

The contract has been developed based on information from the Request for Proposal and subsequent negotiations on requirements to meet the customized needs of Grey County. The in-depth details of the contract are of a confidential nature and if disclosed, could significantly impact the competitive position and interfere with the contractual agreement between Sienna Senior Living and Grey County.

Relevant Consultation

- Internal- CAO, Finance Director, Agreements and Purchasing
- External- legal

Appendices and Attachments

None