



**DIRECTION
HOME** GUIDING
SUCCESSFUL
CARE
AKRON CANTON AREA AGENCY ON AGING



DIRECTION HOME

2013 Area Agency on Aging Annual Report

2013 was a year of opportunity and growth for the Akron Canton Area Agency on Aging. Our extension of government role has grown to include pre-transition care management for Home Choice and increased roles through our front door, care management, and elder rights areas. Our risk/reward business grew to encompass care management for the under 60 population through a partnership with CareSource and the Northeast Ohio Coalition of Area Agencies on Aging (NEOCAAA). This new role expands our care management scope to encompass the entire lifespan. We have grown our staff capacity and expertise as a result, adding over 30 new co-workers since 2011. These new co-workers broaden our institutional expertise from pediatrics to behavioral health.

We are in a strong financial position, with nearly \$3 million in unrestricted cash reserves. We were very pleased to pay off the mortgage of our building in 2013, a \$3 million fixed asset. Each of our risk/reward business lines has been profitable as well.

But these are the good ol' days. This is the calm before the storm. We have tremendous opportunity, but we have urgency to act NOW! Ohio's Area Agencies on Aging have the vehicle to move forward in the Statewide LLC Direction Home, but need the vision. The twelve Ohio AAA's must unify efforts to enhance our effectiveness and competitiveness.

Going forward, we have four imperatives:

- **Get to Scale**
- **Get to Price**

- **Get a payor partner(s)**
- **Get clinical integration within NEOCAAA and our Managed Care Partners**

Global driving forces are unmistakable. Most significant is the privatization of Ohio's Medicaid Program. Ohio has moved to a managed care model for both community Medicaid and for dual eligibles. The dual integration project, MyCare Ohio, integrates medical, behavioral health, and long term services and supports for beneficiaries of both Medicare and Medicaid. Nearly 90% of our current budget is Medicaid long term care (PASSPORT and Assisted Living Waiver), and 85% of our PASSPORT and Assisted Living members are duals. Further, Ohio Medicaid policy direction includes a plan to combine all five Medicaid Home and Community-Based Long Term Services and Supports Waivers into a "Single Waiver." It is within this dynamic environment that Area Agencies on Aging in Ohio will have to compete for our care management role.

We have been able to "carve in" our care management role in MyCare Ohio for the three year pilot period ending in 2017. Through our new CareSource/NEOCAAA partnership, we have been awarded the care management role in the Ohio Home Care Waiver which provides community-based long term care for the under 60 Medicaid population. With new payors come greater expectations to achieve targeted quality, cost and utilization outcomes. Going forward, we must manage to achieve these prescribed outcomes.

For the past decade, we have discussed three overarching long term care public policy issues:

- **How will we define consumer choice in long term care?**
- **How will we build the middle of the long term care continuum?**
- **How will we integrate medical and long term care services?**

In addition to these public policy questions, we see the emergence of another:

- **How will we increase Medicaid diversion against the backdrop of a surging elderly population?**

Clearly, the national milieu is evolving. In 2011, the U.S. Administration on Aging transitioned to the U.S. Administration on Community Living, to encompass all people with disabilities across the lifespan. This national policy trend combining all age groups with disabilities has been echoed in Ohio as well with all Area Agencies on Aging designated as Aging and Disability Resource Centers. This creates an expansion of our "Front Door" role for long term services and supports. We have seen this shift regionally as well, with our new role as care managers for the Ohio Home Care Waiver program which assists those under 60 with needs essentially similar to PASSPORT for those over 60. These shifts have prompted an evolution of our brand.



Direction Home – Akron Canton Area Agency on Aging

This new brand aligns with the Statewide LLC name, Direction Home LLC, created and owned by Ohio's Area Agencies on Aging. This new identity reflects the expansion of our scope, all the while focusing on our core strengths of providing community-based long term care services and supports and CHOICE to live as independently as possible.

We have been purposeful in our effort to impact public policy direction to propel our growth. Going forward, we must position ourselves as the preferred care management option for the coming Medicaid Single Waiver. We must continue to offer services that exceed the expectations of our state government, new payors and consumers.

And most importantly, we must continue to SERVE.

Joseph L. Ruby | President & CEO

Willard P. Roderick | Chairman





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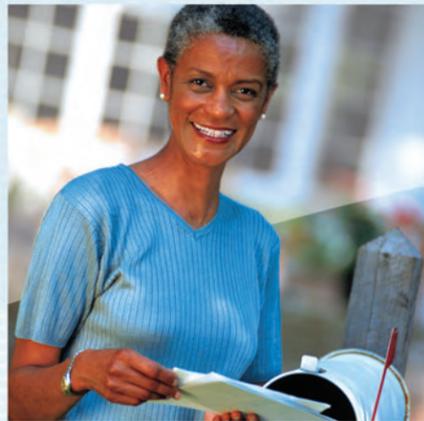
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Akron General Medical Center

Joseph L. Ruby
President & CEO

Our CONSUMER PLAN



We will advocate for a Medicaid diversion strategy which funds services for these older adults of modest means.

the Ohio Association of Area Agencies on Aging (n4a and o4a respectively) to amplify the results we seek, making choice a reality in long term care.

At the National Level

We have had positive momentum regarding the reauthorization of the Older Americans Act (OAA). We have had some success in moving a bill forward, sponsored by Sen. Bernard Sanders (I-VT). The Sanders Bill has been approved. But until funding issues are resolved, the vote will not take place. The OAA funds many important programs including Care Coordination services that provide in-home services (home delivered meals, in-home personal care), Family Caregiver Support, Elder Rights and more. In the future, we as a network must be more effective in demonstrating to elected officials the vital impact of OAA services. **We will work with n4a to advocate for the reauthorization of the Older Americans Act with appropriations adequate to meet the growing demand for service.**

One of our most effective new business lines has been our Community-Based Care Transitions Program (CCTP). This program reduces avoidable readmission to the hospital after a discharge by providing health coaching for Medicare-Fee-For-Service beneficiaries. This initiative, funded by the U.S. Centers for Medicare and Medicaid (CMS) has been tremendously successful. Our overall readmission rates for the ten participating hospitals has declined from 19.6% to 11.7%. We are well below the national average of other CCTP programs (16.9% to date). We are hopeful that CMS will extend our contract based on these positive results. **We will advocate for the inclusion of an Area Agency on Aging led CCTP as a permanent Medicare benefit.**

In Ohio

Access to long term services and supports (LTSS) is an effective method for diverting people with

disabilities from premature nursing home placement. All Area Agencies on Aging (AAA) in Ohio have been designated as Aging and Disability Resource Centers (ADRC), an information and assistance call center for those seeking LTSS. Several Ohio initiatives such as the MyCare Ohio Enrollment Assistance program and the Balanced Incentive Payment program are built on the successful ADRC. Some other states are addressing access to LTSS aggressively. For example, Oregon has invested \$8 million in State General Revenue funds to enhance their ADRC network. To ensure that Ohio has a successful Medicaid diversion strategy, **we will advocate for enhanced General State Revenue funding for Ohio's ADRCs.**

While new programs will provide better care for older adults, still many in our community will not receive LTSS because their savings precludes them from qualifying for Medicaid. Because there are no options for older adults of modest means, many are forced to spend their savings on their care. This "spend down" of assets lands residents on the Medicaid roll. States like Washington have invested in services for these older adults to prevent their decline and divert them from Medicaid. **We will advocate for a Medicaid diversion strategy which funds services for these older adults of modest means.**

Our direct care workforce ensures that older adults receiving LTSS have the hands-on assistance they need to remain independent. Reimbursement for this work is inadequate. Unfortunately, reimbursement rates were reduced by 3% in the FY11-12 Biennium Budget. In addition, provider rate reimbursement rates are inequitable and vary throughout the State. Through o4a we advocated for a restoration of the 3% provider rate cut. We were able to get half of that reduction restored in the FY13-14 budget. **We will advocate to restore the entire amount cut from our provider partners. We will also advocate for fair and equitable reimbursements across the**

State so no provider is incentivized to serve one AAA region over another.

Ohio's new Dual Integration pilot MyCare Ohio will shift approximately 85% of current PASSPORT/Assisted Living waiver members into managed care. We had successfully "carved in" our long term services and supports care management role, enabling our members to remain with their care manager. Further, we anticipate a Single Waiver in the future for all physically disabled indigent consumers (non-duals) who require LTSS. We are uniquely positioned to retain our care management role, considering our success in the past (99% satisfaction of PASSPORT members statewide). Further, we now care manage people with disabilities of all ages through our programs. **We will build on this success to position us as the care management provider of choice for the Medicaid Single Waiver.**

Long Term Care Ombudsman housed within the Akron Canton AAA are rights advocates for those individuals receiving LTSS. The MyCare Ohio Waiver application includes a role for the Ombudsman, but no funding was allocated to match this additional responsibility. However, the Ohio Department of Aging has applied for a grant from CMS to fund a new Ombudsman position specifically for MyCare Ohio members to consult. **Building on this effort, we will advocate for expanded funding to match our Ombudsman role in MyCare Ohio.**

In our Region

In Ohio, 77 of 88 counties provide for older adults through senior service levies. Unfortunately, we have been unsuccessful in engaging our four counties on this issue. A step towards passing senior service levies and diverting older adults from Medicaid is to educate the voters in the community and ensure they understand the issues facing older adults of modest means. **We will build a community engagement strategy to pass senior service levies in our four counties.**



Our PEOPLE PLAN



Our People Plan is focused on an IDEA:

Identifying key stakeholders, Developing relationships, Exploring common interests, and Aligning our efforts to achieve mutually desired outcomes.

WORK TOGETHER

Our People Plan is focused on an **IDEA**:

- Identifying** key stakeholders
- Developing** relationships
- Exploring** common interests
- Aligning** our efforts to achieve mutually desired outcomes

Our Board of Directors

Our Board Members are pillars of the community, with expertise ranging from medical, higher education, community to business acumen. We have been fortunate over the years to recruit and retain these professionals who volunteer their time to promote the Agency's mission. We have added Dr. Rodney Ison, Chief Executive Officer of Community Health Care, Inc. as well as the Board chair of NewHealth Collaborative, Summa Health System's Accountable Care Organization. We continue to recruit for needed expertise as a majority of our business moves to a risk/reward model. **We will identify candidates to assist us in developing business strategy in a managed care environment.**

Our Co-workers

Our co-workers remain one of our most valuable resources in achieving our mission. New business opportunities such as the Ohio Home Care Waiver and the Community-Based Care Transitions Program (CCTP) have required that we expand our skill sets, both by recruiting new talent and expanding training for current co-workers. We have hired new staff, building our roster to include expertise from behavioral health to pediatrics. We have created curriculum to educate existing staff on assisting members with behavioral health needs. **We will identify skill sets needed to position us for future success and ensure our co-workers have the required training and education. We will recruit and retain co-workers with the new talents needed to further our business growth.**

Our Succession Planning process has received acclaim within the national Aging Network. We have presented our program for the National Association of Area Agencies on Aging via nationwide webcast as well as in-person at the 2013 Southeast Association of Area

Agencies on Aging Annual Conference. We have formalized plans for all executive staff in order to maintain operations in preparation of planned retirements and unplanned absences. **We will continue our recruitment efforts to identify and attract successors for positions without current internal successors. We will build succession planning best practices into our NEOCAA collaboration.**

Caring for our co-workers is not only the right thing to do, but good business as well. A healthy workforce reduces absenteeism and increases productivity. In 2013, we have transitioned to a smoke free workplace, with 100% of staff nicotine free. Through our new wellness initiative, we have completed 1,804 verified workouts and 471 different healthy living activities. We now have 58% overall employee participation in our wellness program! **We will increase that participation over the next year to 67%. We will assist our co-workers with proven wellness trainings to become experts in self-managing chronic conditions which will enhance our co-workers' health and reduce medical insurance utilization.**

Our Hospitals

Much of our success in CCTP is due to our strong partnerships with area hospitals. Thanks to the ongoing relationship we cultivated, we now serve ten hospitals through the CCTP program. **We will work with our hospitals to develop new screening and targeting methods for our health coaching intervention which will ensure we select Medicare fee-for-service patients most at-risk for avoidable readmissions.**

Our Accountable Care Organization

Through our relationships with hospital partners, we have been able to align ourselves with the new Summa Accountable Care Organization (ACO), NewHealth Collaborative (NHC). Our President and CEO serves on the NHC Board as the Medicare beneficiary representative. Our Director of Provider Relations serves on their Patient Centered Medical Home Task Force. We are currently partnering with NHC to offer wellness programs for their Medicare fee-for-service members. **We will build on this partnership to identify new business opportunities with NHC and use that experience to expand our scope of partnership with other ACOs.**





Our Nursing Homes

Nursing Homes have been impacted by the new Long Term Services and Supports framework created by the Affordable Care Act and Ohio's Medicaid reform efforts. Many facilities are now concentrating on shorter term stays for rehab as well as respite for caregivers. We have been building partnerships with nursing homes to ensure effective bridges between care settings, allowing residents to return home through the HOME Choice Program. Since the program began in 2009, we have received over 650 referrals and successfully transitioned over 400 residents from nursing homes back to home and community-based settings. To continue our success, **we will align pre-transition Care Management and transition coordination to increase the success of the HOME Choice program.**

Our Managed Care Providers

In the past, we have sought to align our efforts with Managed Care Plans to better serve our common members. We have built relationships with SummaCare and have used that experience to position ourselves for success with other MCOs. We have a statewide contract with CareSource providing our assessment services for their community Medicaid members. Direction Home LLC, our Statewide LLC owned by the 12 Ohio AAAs now offers a suite of services. By utilizing our expertise, we can offer beneficial services to new partners and enhance the role of the AAA network. **We will determine the demand for these new services in the marketplace. We will work with Direction Home Ohio to secure new contracts with MCOs and medical partners and expand current business.**

Our Direct Care Providers

Long Term Services and Supports in the community would not exist without strong provider organizations. Provider agencies are facing changes in the "any willing provider" rule which allows all providers to participate in PASSPORT. Many provider agencies with limited business exist under this model, but likely will not after the first year of the MyCare Ohio Pilot. In 2015, Managed Care Plans will be able to create select provider panels based on quality outcomes rather than an open door approach. To that end, we must ensure that quality providers remain solvent for the success of this pilot. **We will assist providers in identifying potential business partners and building relationships with likeminded organizations to ensure the highest quality provision of service for our members. We will create smaller provider panels through qualitative measures and feedback on their service delivery. We will work with MCOs to develop metrics and training for front line provider staff to ensure quality outcomes.**

CCTP HOSPITALS

- *Affinity Medical Center*
- *Akron General Medical Center*
- *Aultman Hospital*
- *Mercy Medical Center*
- *Robinson Memorial Hospital*
- *Summa Akron City Hospital*
- *Summa Barberton Hospital*
- *Summa St. Thomas Hospital*
- *Summa Wadsworth-Rittman Hospital*
- *Summa Western Reserve Hospital*



We will assist providers in identifying potential business partners and building relationships with likeminded organizations to ensure the highest quality provision of service for our members.



Our QUALITY PLAN

BUILD IT BETTER

Our Quality Plan unifies our two complementary business principles, Continuous Quality Improvement and ensuring customer satisfaction through our Culture of Excellence. With AAAs moving into an environment of competition, these principles become paramount.

Continuous Quality Improvement

We have worked for the past six years to integrate LEAN process improvement philosophies into our day to day culture. We have implemented projects ranging from HOME Choice referral handling to internal interactions among divisions which manage non-Medicaid funds. To further the cultural inculcation of LEAN, we require all Agency staff to be certified in LEAN mastery. **We will add a recertification process to maintain and grow our skills.** To assist leaders in the organization in identifying their own processes that could benefit from LEAN, **we will initiate "LEAN Leadership" to help leaders in the organization volunteer their own processes for LEAN events, measure and ensure consistent participation.**

An area of growing opportunity is the better use of technology in our day to day work. We have implemented several IT solutions to enable more effective work, including wireless internet hotspots to allow co-workers the ability to enter data directly from the field. **We will identify opportunities to increase utilization of state of the art software and create standard work to ensure best practices are shared and enhanced.**

Growing a Culture of Excellence

We have implemented Disney Institute concepts and philosophies for several years, using their best practices to achieve amazing customer service satisfaction scores:

- **93.7% Satisfied or Very Satisfied in our Aging and Disability Resource Center, 70.5% of which are Very Satisfied**
- **92.8% Satisfied or Very Satisfied in Long Term Care Consultation, 70.8% of which are Very Satisfied**
- **97.3% Satisfied or Very Satisfied in Care Management, 79.3% of which are Very Satisfied**
- **95.5% Satisfied or Very Satisfied in Elder Rights, 83% of which are Very Satisfied**
- **97.7% Satisfied or Very Satisfied in Educational programs, 71.4% of which are Very Satisfied**

Building on our success, several leaders from NEOCAAA attended an intensive training at Disney Institute covering a range of business strategy areas including building loyalty to a brand. In order to be "Better Together," the three AAAs have agreed to a joint strategic planning process which includes plans to create a joint culture. This culture will exceed the expectations of both members and partners, and will ensure standard processes that deliver exemplary service. **We will implement a Culture of Excellence across NEOCAAA in 2014.**

We have built our Culture of Excellence on Local Performance Cultures, systems that harness the power of subcultures to reinforce the overall organizational expectations. To date, we have created several formal culture programs for our clinical areas. Reevaluating our processes to ensure customer loyalty in a competitive environment is vital to our future. **We will use Local Performance Cultures to create new standards for the member experience. We will work with CareSource and United Healthcare to refine the member experience, ensuring quality metrics are identified and the voice of the member guides our strategy and culture implementation.**



We will use Local Performance Cultures to create new standards for the member experience.

Our FINANCIAL PLAN



We will develop a clinical integration strategy to ensure standard work protocols are applied consistently in care management throughout the NEOCAAA region.

INVEST IN THE FUTURE

In this exciting environment of growth and opportunity, we are investing in great customer service ensuring our co-workers have proper tools and training, better technology systems and appropriate staffing to provide our members and business partners with service that exceeds expectations.

Enhancing Acute Care Transitions

Our Community-Based Care Transitions Program (CCTP) through the U.S. Centers for Medicare and Medicaid (CMS) has been a tremendous success since its implementation. This program is aimed at reducing hospital readmissions for Medicare fee-for-service patients. We have made significant investment in CCTP. All clinical staff are certified through Care Transitions Interventions (CTI) and a co-worker is certified as a “Master Trainer.” Hospital patients accept our coaching with an acceptance rate of 94%. Further, we have reduced readmissions for our CCTP participants from 19.6 to 11.7%. The national readmission rate for all CCTP program participants to date is 16.9%. To ensure we are successful in earning our contract, we have hired additional health coaches. Since health coaching is not an inexpensive intervention, **we must invest in a predictive modeling tool to better target patients for whom the health coaching intervention would be most appropriate.**

Limited Liability Corporations (LLC) that Position Us to Accept Risk and Rewards

Area Agencies on Aging have had success in growing our risk/reward business, offering assessments to CareSource through Direction Home, the LLC owned by Ohio’s Area Agencies on Aging. In an effort to attract new customers, **we will expand our role in the statewide marketing campaign through Direction Home LLC.** Moving forward, **we will invest in market research to identify needs of Managed Care Plans, hospitals, and others in the medical community.**

Better Together: Investing in Regional Partnerships

CareSource, in partnership with The Northeast Ohio Association of Area Agencies on Aging (NEOCAAA) was awarded a contract to care manage the under 60 Medicaid Waiver population served through the Ohio Home Care Waiver. This new opportunity required significant investment, most notably in communication systems for 24 hour coverage. We have invested in technology to facilitate this 24/7 coverage in the Ohio Home Care Waiver. **We will ensure that our systems and processes for the Ohio Home Care Waiver meet the needs and exceed the expectations of the population served.**

Additionally, NEOCAAA shares common Managed Care Organizations, CareSource and United Healthcare in the MyCare Ohio Pilot. Since spreading risk across greater lives through NEOCAAA is financially prudent; and since 51% of the duals in the MyCare Ohio pilot reside in Northeast Ohio, then creating a shared risk pool allows us to get to scale. **We will create this shared risk pool in 2014 to coincide with the MyCare Ohio pilot rollout.**

Our MyCare Ohio and Ohio Home Care members must receive the same quality care management regardless of AAA region. NEOCAAA must work together to identify best practices and ensure the same high quality service. **We will develop a clinical integration strategy to ensure standard work protocols are applied consistently in care management throughout the NEOCAAA region.**

Another area of joint investment is in our front door. Each AAA runs its own call center as part of the Aging and Disability Resource Center (front door) with different processes and skillsets. We can ensure we are the “gold standard” by researching world class call centers, positioning us to strengthen that service delivery by integrating process and customer service standards. **We will evaluate our call centers reviewing metrics that impact the experience of our callers.**





Through NEOCAAA we have created a health care consortium which has saved over \$1 million annually in medical insurance costs. In addition to a common health insurance benefit platform, the Akron Canton, Cleveland and Youngstown AAAs have common ancillary insurance and pension platforms through NEOCAAA. **We will reduce costs further by migrating to a self-funded health insurance model.**

Information Technology System Development – Supporting a New Business Model

A key in attaining desired outcomes for our new partners, CareSource and United Healthcare is the effective use of information technology (IT) systems. We require performance feedback in real time at the division, team, and individual level. **We will create a new business intelligence function to better “manage to outcomes.” Similarly, we will invest in new processes which will evaluate the quality outcomes of our provider network in aggregate as well as individually.**

Ohio’s AAA network continues to share best practices in information technology to address new opportunities and challenges. However, the network lacks a centralized vision for IT. **We must invest in IT leadership at NEOCAAA and/or at o4a that will create the vision that will ensure we have the right hardware, software, and computer training to support our business initiatives.**

Reducing our Footprint – Work-From-Home: Getting to Price

We continue to occupy the entire Green office complex. We plan to lease a significant portion of our building to other tenants to reduce occupancy costs. We have addressed technological issues with our systems which impact our ability to work effectively in the field. We have invested in technology such as new computer servers, laptops, fax machines and other required equipment to further this direction. Going forward, **we will transition all care managers as well as elder rights field staff to a work-from-home environment. We will ensure that quality outcomes and culture inculcation remains constant in a work-from-home environment.**





Agency AWARDS

Each year the Akron Canton Area Agency on Aging honors individuals for their dedication to the betterment of older adults. An annual awards ceremony to honor Senior Citizen Hall of Fame Inductees, the Student Scholarship Award winner and the Ombudsman Volunteer of Distinction award winner is hosted by the Area Agency on Aging.

This ceremony is dedicated to acknowledging the life-long contributions honorees have made to their communities by inducting four well-deserving seniors into the Area Agency on Aging Senior Citizen Hall of Fame. The 2013 Senior Citizen Hall of Fame winners were Jane Gwinn of Portage County, Gladys Simon of Stark County, Clyde Doutt of Summit County, and Carlin Lehman of Wayne County.

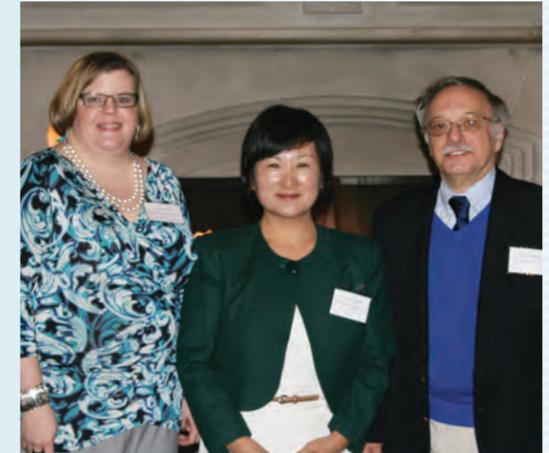
The Area Agency on Aging presents one student with a \$5,000 Student Scholarship Award each year. Winners are chosen based on their interest and intent to impact the lives of older adults. The 2013 Student Scholarship was awarded to Noriko Toyokawa, a post-doctoral student from Kent State University who is currently developing a grant proposal regarding informal caregivers and care recipients' perception of care.

The Ombudsman Volunteer plays a vital role in the advocacy efforts put forth by the Area Agency on Aging. The 2013 Ombudsman Volunteer of Distinction Award was presented to Mary Fitzgerald who is a skilled interviewer and observer and has shown exemplary skills in advocating for nursing home residents. Mary is a wonderful advocate for older adults.

Congratulations to all the honorees. Thank you for all you have achieved throughout your lives and for all you continue to accomplish. Thanks to your hard work, the lives of older adults are continually enhanced.



Our Ombudsman Volunteer of Distinction, Mary Fitzgerald (center) with Area Agency staff members Francine Chuchanis, Volunteer Manager (left), and Melissa Wright, Ombudsman (right)



2013 Student Scholarship winner Noriko Toyokawa (center) with her mentors Dr. Kelly Cichy (left) and Dr. Greg Smith (right)



2013 Senior Citizens Hall of Fame Inductees with the Area Agency on Aging President and CEO Joseph Ruby. Pictured (left to right) are Jane Gwinn, Carlin Lehman, Clyde Doutt, Gladys Simon, and Joseph Ruby



Consolidated Statements of Financial Position



ASSETS

| | June 30, 2013 | June 30, 2012 |
|--|----------------------|----------------------|
| CURRENT ASSETS | | |
| Cash and cash equivalents | \$ 9,898,173 | \$ 9,361,209 |
| Accounts/grants receivable | 636,634 | 794,209 |
| Prepaid expenses | 10,649 | 10,649 |
| Total Current Assets | 10,545,456 | 10,166,067 |
| PROPERTY AND EQUIPMENT | | |
| Land | 330,000 | 330,000 |
| Building and improvements | 2,016,736 | 1,899,541 |
| Equipment | 561,291 | 514,426 |
| Total | 2,908,027 | 2,743,967 |
| Less accumulated depreciation | 902,393 | 914,808 |
| Total Property and Equipment | 2,005,634 | 1,829,159 |
| OTHER ASSETS | | |
| Investment in Direction Home Ohio LLC | 10,000 | 10,000 |
| Bond issuance fees, net | 9,514 | 11,047 |
| Deposits | 11,104 | 8,604 |
| Deferred compensation plan trust | 335,506 | 275,519 |
| Total Other Assets | 366,124 | 305,170 |
| TOTAL ASSETS | \$ 12,917,214 | \$ 12,300,396 |
| LIABILITIES AND NET ASSETS | | |
| CURRENT LIABILITIES | | |
| Current maturities of long term debt | \$ 100,000 | \$ 95,000 |
| Accounts payable | 5,490,717 | 5,268,189 |
| Accrued payroll and payroll related accruals | 626,603 | 600,284 |
| Deferred revenue | 570,591 | 869,942 |
| Total Current Liabilities | 6,787,911 | 6,833,415 |
| LONG TERM LIABILITIES | | |
| Long term debt, net of current maturities | 670,000 | 770,000 |
| Deferred compensation plan trust | 335,506 | 275,519 |
| Total Long Term Liabilities | 1,005,506 | 1,045,519 |
| TOTAL LIABILITIES | \$ 7,793,417 | \$ 7,878,934 |
| NET ASSETS | | |
| Unrestricted | 5,093,768 | 4,392,038 |
| Temporarily restricted | 30,029 | 29,424 |
| Total Net Assets | 5,123,797 | 4,421,462 |
| TOTAL LIABILITIES AND NET ASSETS | \$ 12,917,214 | \$ 12,300,396 |

Consolidated Statements of Activities

| | Unrestricted | Temporarily Restricted | Year Ended June 30, 2013 Total | Year Ended June 30, 2012 Total |
|--------------------------------------|----------------------|------------------------|--------------------------------|--------------------------------|
| REVENUE AND SUPPORT | | | | |
| GOVERNMENT SUPPORT | | | | |
| Medicaid | \$ 58,130,017 | - | \$ 58,130,017 | \$ 62,997,138 |
| Older Americans Act & other federal | 4,973,193 | - | 4,973,193 | 5,521,579 |
| State & local grants | 2,489,493 | - | 2,489,493 | 2,240,135 |
| Total Government Support | 65,592,703 | - | 65,592,703 | 70,758,852 |
| OTHER REVENUE | | | | |
| Non-government revenue | 1,238,379 | 2,495 | 1,240,874 | 333,881 |
| Fundraising | 161,643 | - | 161,643 | 163,968 |
| Program revenue | 917,257 | - | 917,257 | 997,276 |
| Loss on disposal of equipment | (68,795) | - | (68,795) | (3,110) |
| In-kind revenue | 140,596 | - | 140,596 | 112,396 |
| Interest income | 66,636 | - | 66,636 | 34,521 |
| Total Revenue | 2,455,716 | 2,495 | 2,458,211 | 1,638,932 |
| TOTAL REVENUE AND SUPPORT | \$ 68,048,419 | \$ 2,495 | \$ 68,050,914 | \$ 72,397,784 |
| EXPENSES | | | | |
| Salaries | \$ 8,356,333 | - | \$ 8,356,333 | \$ 7,957,601 |
| Benefits | 2,468,808 | - | 2,468,808 | 2,422,299 |
| Professional services | 328,142 | - | 328,142 | 344,245 |
| Equipment and supplies | 786,259 | - | 786,259 | 750,638 |
| Travel and training | 536,862 | - | 536,862 | 472,975 |
| Depreciation and amortization | 91,602 | - | 91,602 | 75,297 |
| Occupancy | 242,298 | - | 242,298 | 237,275 |
| Other | 334,717 | - | 334,717 | 295,699 |
| Program allocations | 53,819,400 | 1,890 | 53,821,290 | 58,715,552 |
| Fundraising | 19,463 | - | 19,463 | 21,353 |
| In-kind expenses | 140,596 | - | 140,596 | 112,396 |
| Interest expense | 93,551 | - | 93,551 | 29,787 |
| Other rental expenses | 128,658 | - | 128,658 | 111,434 |
| TOTAL EXPENSES | \$ 67,346,689 | \$ 1,890 | \$ 67,348,579 | \$ 71,546,551 |
| CHANGE IN NET ASSETS | 701,730 | 605 | 702,335 | 851,233 |
| NET ASSETS, BEGINNING OF YEAR | 4,392,038 | 29,424 | 4,421,462 | 3,570,229 |
| NET ASSETS, END OF YEAR | \$ 5,093,768 | \$ 30,029 | \$ 5,123,797 | \$ 4,421,462 |

Expenditures as reported on the statement of activities before elimination of intercompany transactions are allocated to the functional areas as follows:

| Year ended June 30 | 2013 |
|--------------------------------|---------------|
| Program services | \$ 64,071,961 |
| Building operations | 273,894 |
| Administration and fundraising | 3,002,724 |

TOTAL EXPENDITURES \$67,348,579

| Year ended June 30 | 2012 |
|--------------------------------|---------------|
| Program services | \$ 69,317,198 |
| Building operations | 185,318 |
| Administration and fundraising | 2,044,035 |

TOTAL EXPENDITURES \$71,546,551

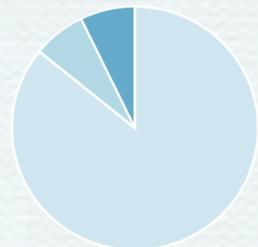
An audit of the June 30, 2013 consolidated financial statements of the Area Agency on Aging 10B, Inc. and Subsidiary was performed by Bober Markey Fedorovich. The financial information in this report has been extracted from the consolidated financial statements covered by the reports of independent auditors dated January 6, 2014 in which Bober Markey Fedorovich expressed an unqualified opinion. The audited consolidated financial statements may be reviewed upon request at the Area Agency on Aging 10B, Inc. 1550 Corporate Woods Parkway, Uniontown, Ohio 44685.

Consolidated Statements of Financial Position and Activities Charts



TOTAL REVENUES BY SOURCE

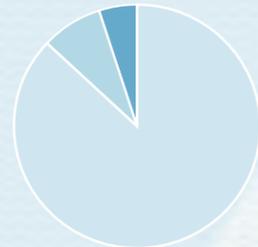
FY 2013 - \$68,050,914



- Medicaid – 86%
- Older Americans Act & Other Federal – 7%
- Other State & Local – 7%

TOTAL REVENUES BY SOURCE

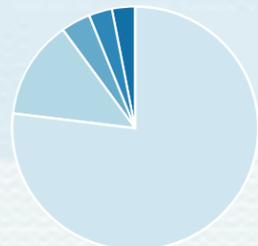
FY 2012 - \$72,397,784



- Medicaid – 87%
- Older Americans Act & Other Federal – 8%
- Other State & Local – 5%

TOTAL EXPENDITURES

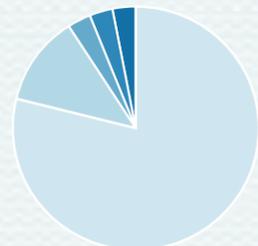
FY 2013 - \$67,348,579



- MLTC Division Provider Network – 77%
- MLTC Division – 13%
- Allocations to Community Agencies – 4%
- Administration & Operations – 3%
- Elder Rights Division – 3%

TOTAL EXPENDITURES

FY 2012 - \$71,546,551



- MLTC Division Provider Network – 79%
- MLTC Division – 12%
- Administration & Operations – 3%
- Allocations to Community Agencies – 3%
- Elder Rights Division – 3%



Provider Network Earnings

| AGENCY | SERVICE | 2013 TOTAL |
|---|---|-------------|
| A Better Home Health Care North, Inc. | Homemaker, Personal Care | \$1,142,343 |
| A.D.T., LLC | Emergency Response System | \$75,641 |
| A.S.A.P. Home Care, Inc. | Homemaker, Personal Care | \$515,413 |
| Absolute Health Services, Inc. | Homemaker, Personal Care | \$640,708 |
| Absolute Home Health Care, Inc. | Homemaker, Personal Care | \$179,889 |
| AC Health Care Services, Inc. | Homemaker, Personal Care | \$72,846 |
| Access Nursing Care, LLC | Homemaker, Personal Care | \$134,243 |
| Access Solutions | Minor Home Modification | \$41,226 |
| Access to Independence | Home Medical Equipment, Minor Home Modification | \$43,283 |
| Accessible Home Health Care of Akron | Homemaker, Nursing, Occupational Therapy, Personal Care, Physical Therapy, Speech Therapy | \$48,013 |
| Accurate Medical Supply, Inc. | Home Medical Equipment, Minor Home Modification | \$11,682 |
| ActivStyle, Inc. | Home Medical Equipment | \$12 |
| Adult Wellness Center, LLC | Adult Day Service, Adult Day Service Transportation | \$125,093 |
| Akron Summit Community Action Agency | RSVP/Foster Grandparents, Senior Companions | \$6,706 |
| Ali Residential Services, Inc. | Homemaker, Personal Care | \$45,809 |
| Alliance Home Med. Equipment, Inc. | Home Medical Equipment | \$2,548 |
| Alliance Senior Center | Congregate Meals | \$3,277 |
| Almost Family | Homemaker, Personal Care | \$431,768 |
| Alpha Phi Alpha Homes, Inc. | Home Delivered Meals, Congregate Meals | \$135,208 |
| Altercare of Navarre Center for Rehab. & Nursing | Assisted Living | \$187,418 |
| Alternative Solutions Adult Day Care, Inc. | Adult Day Service, Adult Day Service Transportation, Transportation | \$57,740 |
| Alzheimer's Association, Greater E. Ohio Area Chapter | Social Work Counseling and Respite | \$65,201 |
| American Medical Transport | Transportation | \$9,253 |
| American Red Cross, Stark County Regional Chapter | Transportation | \$30,490 |
| Anna Maria of Aurora, Inc. | Assisted Living, Community Transitions | \$143,244 |
| Arcadia Health Services, Inc. | Homemaker, Personal Care | \$354,505 |
| ASIA, Inc. | Congregate Meals, Socialization | \$10,883 |
| Association for Better Community Development | Transportation | \$21,296 |
| Atlantic Medical Transportation, LLC | Transportation | \$48,209 |
| Barberton Nursing Service, Inc. | Adult Day Service, Adult Day Service Transportation, Homemaker, Personal Care, Transportation | \$563,461 |
| Bed Bug Burners, LLC | Chore | \$33,223 |
| Bel Air Convalescent Center | Adult Day Service, Adult Day Service Transportation | \$20,228 |
| Beyond Eating | Nutrition Consultation | \$23,184 |
| Boardman Medical Supply | Home Medical Equipment | \$2,962 |
| Brewster Parke Convalescent Center | Assisted Living, Community Transitions | \$140,900 |
| Brookdale Senior Living Communities, Inc. | Assisted Living, Community Transitions | \$54,064 |
| Buckeye Transport Service, LLC | Transportation | \$13,735 |
| Burbank Senior Care | Assisted Living, Community Transitions | \$117,099 |
| BXN Health Services, LLC | Adult Day Services, Adult Day Service Transportation, Homemaker, Personal Care | \$19,390 |
| Callos Nursing Services | Homemaker, Nutritional Consultation, Personal Care | \$724,612 |
| Cambridge Home Health Care | Homemaker, Nursing, Occupational Therapy, Personal Care, Physical Therapy | \$1,751,415 |
| Cardinal Retirement Village | Assisted Living, Community Transitions | \$34,449 |

| AGENCY | SERVICE | 2013 TOTAL |
|---|--|-------------|
| Caring Hands | Emergency Response System, Homemaker, Personal Care, Social Work Counseling | \$739,580 |
| Catholic Charities ADS | Adult Day Service, Adult Day Service Transportation | \$104,426 |
| Catholic Charities Community Services | Adult Day Service, Adult Day Service Transportation | \$206,680 |
| Central Exterminating Company | Chore | \$12,003 |
| Chapel Hill Community | Assisted Living, Community Transitions | \$129,319 |
| Christmas Home Health, LLC | Homemaker, Personal Care | \$497,671 |
| Circle of Life Corporation | Homemaker, Personal Care | \$224,995 |
| City of Ravenna | Socialization | \$1,875 |
| City Yellow Cab Co. | Transportation | \$228,884 |
| Coleman Professional Services | Adult Day Service, Adult Day Service Transportation, Community Transitions, Homemaker, Personal Care | \$298,620 |
| ComForCare Senior Services | Homemaker, Personal Care | \$2,086 |
| Comfort Keepers | Homemaker, Personal Care | \$6,065 |
| Community Caregivers of Cuyahoga Falls | Homemaker, Personal Care | \$1,315,245 |
| Community Caregivers of Green, Inc. | Homemaker, Personal Care | \$1,102,107 |
| Community Caregivers of Stark County | Homemaker, Personal Care | \$892,563 |
| Community Caregivers of West Akron | Homemaker, Personal Care | \$806,843 |
| Community Legal Services | Legal Counseling | \$86,223 |
| Companions of Ashland Homecare and Nurse Aide Training | Homemaker, Personal Care | \$170,500 |
| Complete Healthcare Services, Inc. | Homemaker, Personal Care | \$778,882 |
| Creative Bath Systems | Minor Home Modification | \$27,180 |
| Critical Signal Technologies, Inc. | Emergency Response System, Home Medical Equipment | \$82,862 |
| Decor Built Construction, Inc. | Minor Home Modification | \$215,834 |
| Duraline Medical Products, Inc. | Home Medical Equipment | \$3,183 |
| Easter Seals Northeast Ohio | Visiting | \$29,910 |
| Elmcroft of Sagamore Hills | Assisted Living, Community Transitions | \$465,874 |
| Emerald Transportation | Transportation | \$4,826 |
| Empowerment Homes, Inc. | Homemaker, Independent Living Assistance, Personal Care, Transportation | \$18,421 |
| Eva L. Bruening Adult Day Center | Adult Day Service, Adult Day Service Transportation | \$1,873 |
| Family & Community Services, Inc. | Congregate Meals, Farmer's Market, Foster Grandparents, Home Delivered Meals, Homemaker, Personal Care, RSVP, Sr Companion | \$624,186 |
| Finney's Institutional Pharmacy | Community Transitions, Medical Home Equipment, Minor Home Modification | \$165,496 |
| First Choice Medical Staffing of Ohio Inc. | Homemaker, Personal Care | \$60,164 |
| Galaxy Medical Products, Inc. | Home Medical Equipment | \$615 |
| Gardens of Western Reserve of Cuyahoga Falls, Streetsboro | Assisted Living, Community Transitions Services | \$695,498 |
| Gateway Healthcare Services, LLC | Homemaker, Personal Care | \$351,754 |
| Gilcrest Wellness Center | Adult Day Service, Adult Day Service Transportation, Transportation | \$263,863 |
| Global Meals | Home Delivered Meals | \$274,494 |
| Gloria Cleghorn (dba F & G Cornerstore) | Home Delivered Meals | \$504,415 |
| Guardian Medical Monitoring, Inc. | Emergency Response System, Home Medical Equipment | \$146,241 |
| Heritage Home Healthcare of Stark & Portage Counties, Ltd | Homemaker, Personal Care | \$833,850 |
| Haven Home Care, Inc. | Homemaker, Personal Care | \$1,237,269 |
| Health Care Bridge | Homemaker, Personal Care | \$805,514 |
| Heart to Heart Home Health Care | Homemaker, Nursing, Occupational Therapy, Personal Care, Physical Therapy, Speech Therapy | \$89,929 |

Provider Network Earnings

| AGENCY | SERVICE | 2013 TOTAL |
|--|--|-------------|
| Heritage Home Healthcare of Cuyahoga Falls, Ltd | Homemaker, Independent Living Assistance, Personal Care | \$563,950 |
| Heritage Home Healthcare of Stark & Portage | Homemaker, Personal Care | \$833,850 |
| Holistic Home Health, Corp. | Homemaker, Personal Care | \$171,646 |
| Home Care Connection, Inc. | Homemaker, Personal Care | \$1,150,381 |
| Home Care Network, Inc. | Homemaker, Personal Care | \$165,594 |
| Home Choice Transition Services | Transitions Services | \$169,393 |
| Home Helpers/Direct Link (Barberton) | Emergency Response System, Home Medical Equipment, Homemaker, Personal Care | \$526,501 |
| Home Helpers-Akron | Homemaker, Personal Care | \$57,119 |
| Home Helpers-Canton | Emergency Response System, Homemaker, Personal Care | \$472,897 |
| Home Instead Senior Care | Homemaker, Personal Care | \$272,807 |
| Home Preferred Home Care, Ltd. | Homemaker, Personal Care | \$877,703 |
| HomeSense Enterprises, LLC | Minor Home Modification | \$345 |
| Hometown Grocery Delivery | Independent Living Assistance | \$822 |
| InCare Health & Wellness | Homemaker, Personal Care | \$63,586 |
| Info Line, Inc | Emergency Response System, Independent Living Assistance, Information & Referral | \$85,190 |
| Info Link-United Way of Wayne and Holmes Counties | Information and Referral | \$9,244 |
| Interim Health Care of Akron | Emergency Response System, Homemaker, Nursing, Occupational Therapy, Personal Care, Physical Therapy | \$2,613,660 |
| JRC Adult Day Center & Housing Repairs | Adult Day Service, Adult Day Service Transportation, Minor Home Modification | \$374,885 |
| Jonesy's Lawn Care, Inc. | Minor Home Modification | \$234,464 |
| Just Like Familee II, Inc. | Homemaker, Personal Care | \$37,862 |
| Koala Kruizers | Transportation | \$117,265 |
| Kunkel Construction, Ltd | Minor Home Modification | \$72,023 |
| L.L. Canton, LLC | Assisted Living, Community Transitions | \$25,063 |
| Lakeside Home Care, LLC | Homemaker, Personal Care | \$268,095 |
| Laurie Ann Home Health Care | Homemaker, Personal Care | \$65,541 |
| Legacy Place of Twinsburg | Assisted Living, Community Transitions | \$16,514 |
| Life Alert Emergency Response Inc. | Emergency Response System | \$13,999 |
| Lifeline Systems Company | Emergency Response System, Home Medical Equipment | \$239,573 |
| Light House Home Health Care, LLC | Chore, Community Transitions, Homemaker, Nursing, Nutrition, Personal Care, Social Work/Counseling | \$11,591 |
| Louisa Ridge Adult Day Services | Adult Day Service, Adult Day Service Transportation, Independent Living Assistance, Transportation | \$90,168 |
| Marquis Mobility, Inc. | Home Medical Equipment | \$1,590 |
| Mature Services, Inc. | Chore, Congregate Meals, Counseling, Farmer's Market, Home Delivered Meals, Homemaker, Personal Care, Social Work Counseling, RSVP | \$705,914 |
| Maxim Healthcare Services, Inc. | Homemaker, Personal Care | \$270,140 |
| Meals on Wheels of Stark & Wayne Counties | Congregate Meals, Home Delivered Meals, Home Medical Equipment, Nutritional Consultation Service | \$1,288,140 |
| Medical Service Companies | Home Medical Equipment | \$5,320 |
| MedScope America Corporation | Emergency Response System | \$29,039 |
| Summit Home Health, Canton, Portage (Menorah Park) | Homemaker, Independent Living Assistance, Personal Care, Social Work/Counseling | \$705,191 |
| Metro Regional Transit Authority | Transportation | \$10,604 |
| Midwest Home Care, Ltd. | Homemaker, Personal Care | \$294,473 |
| Miles of Care Home Health Services | Homemaker, Personal Care | \$108,908 |
| Miller's Rental and Sales, Inc. | Home Medical Equipment, Minor Home Modification | \$174,107 |
| Minerva Area Commission on Aging | Congregate Meals, Home Delivered Meals, Socialization | \$23,285 |

| AGENCY | SERVICE | 2013 TOTAL |
|--|---|-------------|
| Miracle Medical Transportation, Inc. | Transportation | \$10,956 |
| Mobile Meals, Inc. | Congregate Meals, Home Delivered Meals, Home Medical Equipment, Nutritional Consultation Service | \$1,087,859 |
| Mom's Meals | Home Delivered Meals | \$490,937 |
| New Horizons Adult Day Services | Adult Day Service, Adult Day Service Transportation | \$415,238 |
| Northeast Professional Home Care, Inc. | Enhanced Community Living Service, Homemaker, Nursing, Personal Care, Physical Therapy, Social Work/Counseling | \$2,355,843 |
| Northern Summit Multi-Service | Congregate Meals | \$11,561 |
| OmniCare Home Healthcare Agency | Homemaker, Personal Care | \$33,544 |
| Our Family Home Health Care, LLC | Homemaker, Personal Care | \$2,808 |
| Our Home Health, LLC | Homemaker, Personal Care | \$109,693 |
| Ovren Mobility Products | Home Medical Equipment, Minor Home Modification | \$37,661 |
| Pace Enterprises, Inc. | Home Medical Equipment, Minor Home Modification | \$549,583 |
| Personal Touch Home Care of Ohio, Inc. | Homemaker, Personal Care | \$464,467 |
| Platinum Home Helper Services | Personal Care | \$43,645 |
| Portage Area Regional Transportation (PARTA) | Transportation | \$9,858 |
| Premier Home Health Care of Ohio | Homemaker, Independent Living Assistance, Personal Care, Social Work Counseling | \$730,504 |
| Prestige Home Services, LLC | Chore, Minor Home Modification | \$31,162 |
| Priority Home Health Care, Inc. | Homemaker, Personal Care | \$406,999 |
| Professional Nursing Service | Homemaker, Nursing, Occupational Therapy, Personal Care, Physical Therapy, Social Work Counseling, Speech Therapy | \$31,861 |
| R.K. Wood Products | Emergency Response System, Home Medical Equipment, Minor Home Modification | \$21,886 |
| Rebuilding Together | Minor Home Modification | \$24,733 |
| Regina Health Center | Assisted Living | \$296,165 |
| Rockynol Retirement Community | Assisted Living, Community Transitions | \$71,498 |
| Regional Retirement Community | Assisted Living | \$71,498 |
| Rural/Metro Helpline | Emergency Response System | \$37,208 |
| Rx Home Health Care, Inc. | Homemaker, Personal Care | \$33,227 |
| S.M.I.L.E., Inc. | Emergency Response System | \$10,013 |
| Safeguard ERS (Massillon Cable TV, Inc.) | Emergency Response System | \$3,535 |
| Sanctuary Skilled Home Health Care | Homemaker, Personal Care | \$26,758 |
| SarahCare | Adult Day Service, Adult Day Service Transportation, Homemaker, Personal Care, Social Work/Counseling | \$495,986 |
| Scenic View Transportation | Transportation | \$83,479 |
| Schmidt Security Pro | Emergency Response System, Home Medical Equipment | \$14,828 |
| Seeley Medical | Home Medical Equipment | \$3,821 |
| Self Support Personal Care | Community Transitions Service, Homemaker, Personal Care | \$1,217,273 |
| Senior Independence | Adult Day Service, Adult Day Service Transportation, Personal Care, Transportation | \$379,465 |
| Shalom Adult Health Center | Homemaker, Personal Care | \$40,510 |
| Signature Health Services | Homemaker, Personal Care | \$144,539 |
| Simply EZ Home Delivered Meals | Home Delivered Meals | \$1,674,160 |
| Sonshine Medical, Inc. | Home Medical Equipment, Minor Home Modification | \$2,929 |
| Speedy Medical Transportation | Transportation | \$5,650 |
| Springfield Senior Center | Congregate Meals, Socialization | \$15,891 |
| St. Joseph Care Center | Assisted Living | \$120,396 |
| St. Luke Lutheran Home for the Aging | Assisted Living | \$157,688 |

Provider Network Earnings

| AGENCY | SERVICE | 2013 TOTAL |
|--|---|---------------------|
| Stone Crossing Care Center | Assisted Living | \$285,182 |
| Stow-Glen Inc. | Adult Day Service, Adult Day Service Transportation, Assisted Living, Community Transitions, Homemaker, Personal Care | \$1,054,915 |
| Summa Care | Evidence Based Prevention Program | \$1,756 |
| Summit Adult Day Services | Adult Day Service, Adult Day Service Transportation | \$287,367 |
| Summit County | Congregate Meal | \$9,000 |
| Sunrise of Cuyahoga Falls | Assisted Living, Community Transitions | \$5,357 |
| Superior Senior Services | Chore, Minor Home Modification | \$46,695 |
| Sweet Serenity Homecare | Homemaker, Personal Care | \$190,695 |
| Tech Center, Inc. | Chore, Homemaker, Personal Care | \$436,793 |
| The Briarwood | Assisted Living, Community Transitions | \$534,379 |
| The GreenView Inn at Town Center | Assisted Living, Community Transitions | \$105,308 |
| The Inn at Belden Village | Assisted Living, Community Transitions | \$2,141 |
| The Inn at University Village | Assisted Living, Community Transitions | \$153,174 |
| The Merriman | Assisted Living, Community Transitions | \$345,590 |
| The Oaks at Shady Lawn | Assisted Living, Community Transitions | \$417,698 |
| The Village at St. Edward | Assisted Living, Community Transitions | \$115,233 |
| Townview Terrace | Assisted Living, Community Transitions | \$74,371 |
| Traditions at Bath Road, Traditions at Portage Trail | Assisted Living, Community Transitions | \$1,091,292 |
| Trillium Family Solutions | Chore, Homemaker, Personal Care, Counseling | \$291,921 |
| Tri-State Construction | Chore, Minor Home Modification | \$11,975 |
| Tub-Cutter | Minor Home Modification | \$6,830 |
| Universal Nursing | Homemaker, Personal Care, Social Work/Counseling | \$221,513 |
| Visiting Angels (Independence) | Homemaker, Personal Care | \$15,696 |
| Visiting Angels (Ravenna) | Personal Care | \$32,584 |
| Visiting Angels (Tallmadge) | Homemaker, Personal Care | \$95,829 |
| Visiting Nurse Service & Supplies | Home Medical Equipment | \$2,031 |
| Visiting Social Workers of Ohio | Social Work/Counseling | \$147,830 |
| V.R.I. | Emergency Response System, Home Medical Equipment | \$46,339 |
| VNS Personal Care Services | Homemaker, Personal Care | \$85,661 |
| Wayne Health Services & Supplies, Inc. | Home Medical Equipment, Minor Home Modification | \$19,099 |
| Wayne Manor | Assisted Living, Community Transitions | \$225,127 |
| West View Manor, Inc. | Assisted Living, Community Transitions | \$24,289 |
| Westark Family Services | Community Transitions Service, Counseling, Homemaker, Personal Care | \$538,346 |
| Western Reserve Catering | Home Delivered Meals | \$199,339 |
| WillCare | Homemaker, Nursing, Personal Care | \$205,634 |
| Y.W.C.A. of Alliance | Congregate Meals | \$20,082 |
| TOTAL PROGRAM ALLOCATIONS | | \$53,821,290 |



The Greater Akron/Canton Area Agency on Aging Foundation



THE FOUNDATION STORY

Thousands of older adults in Portage, Stark, Summit, and Wayne counties do not qualify for in-home assistance through Medicaid but cannot afford to purchase these services. These older adults have very few long term healthcare options. The absence of affordable long term care can result in physical and financial decline, ultimately resulting in unnecessary reduction in quality of life. The goal of the Greater Akron/Canton Area Agency on Aging Foundation is to provide education and a greater understanding of the public policies affecting services available to older adults and to invest and influence resources in the support of the senior populations.

Annually, the Foundation raises funding through two separate campaigns; Care for a Lifetime and the Foundation Raffle Campaign. Care for a Lifetime is an annual fundraiser where Area Agency on Aging employees donate over \$30,000. These monies directly fund long term services and supports to ten older adults on our Care Coordination Program. Without this generous support from our employees, these older adults would not have any other options for care.

Thanks to the wonderful support and generosity of the Agency staff and sponsors, the 2013 Foundation Raffle raised over \$125,000. This will help fund the efforts of the Area Agency on Aging's advocacy outreach campaigns. All prizes are graciously donated by our community partners at no cost to the campaign.

Special thanks to our sponsors, whose generosity made our raffle prize package possible:

- Employee Benefits International, Inc.
- Gasser Fine Jewelers
- Glenmoor Country Club
- Headliners Spa in Canton
- Sheraton Suites – Akron/Cuyahoga Falls
- The Ink Well – Akron

We wish to thank our top donors, who include:

- Northeast Professional Home Care
- Simply EZ Home Delivered Meals
- Almost Family
- ClearPath Home Health
- Community Caregivers of Green
- Interim Health Care
- Community Caregivers Franchising, LLC
- Haven Home Care
- Complete Healthcare Services, Inc.
- Callos Group
- SarahCare of Canton

2013 Foundation Raffle Winners

GRAND PRIZE: *The Ritz-Carlton, Naples, FL – 7 nights plus airfare for two*
Lisa Smith, Hartsville, OH

FIRST PRIZE: *Home Theatre System with Flat Screen HDTV and Blu-ray player*
Linda Gauer, Norton, OH

SECOND PRIZE: *Choose Your Adventure – 5 nights plus airfare for two*
Janet Meyer, Hudson, OH

THIRD PRIZE: *\$2,000 VISA Gift Card*
Jim Kackley, Canton, OH

FOURTH PRIZE: *\$1,000 VISA Gift Card Plus 2 nights at the Westin Michigan Ave in Chicago*
Mike Cline, Akron, OH

FIFTH PRIZE: *\$1,000 VISA Gift Card & \$500 Gift Card to Gasser Finer Jewelers (Canton, OH)*
Mark Yantek, Richfield, OH

SIXTH PRIZE: *\$500 VISA Gift Card plus a Glenmoor Country Club Getaway for two*
Anthony Lancianese, Akron, OH

SEVENTH PRIZE: *“Pamper Yourself Package”*
Joyce Ingram, Akron, OH

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Joe and Connie DiCeglio

Joe and Connie DiCeglio first met while in elementary school when Joe played baseball with Connie's brother. They began dating in high school and have been married for 70 years. Together they have three children, one son and two daughters. After serving as an infantry soldier in the Army during World War II, Joe began his career as a painter and carpenter.

Joe first enrolled in the Foundation Care Coordination program when his age caused his health to decline and Connie could no longer care for him. Connie fell ill shortly after a car accident and her health began to decline quickly. She was admitted to the hospital where she was diagnosed with congestive heart failure. After discharge Connie spent about a year and a half being nearly bed-bound. She realized that neither she nor her husband were able to perform necessary daily activities as they once could. Upon this realization, she too was enrolled in the Care Coordination Program. Connie said “We needed help because we were getting older and just could not do a lot of things.”

The Akron Canton Area Agency on Aging has provided Joe and Connie with several services through the Foundation. The DiCeglios receive assistance from an aide five days a week who helps with any non-medical related chores including showering and cleaning. They have also received minor home modifications to add safety

bars in various locations inside their home to ensure their safety as they transfer between rooms. Joe enjoys woodworking in his workshop in the basement of their home but because of his inability to safely get up and down the stairs, he was no longer able to enjoy his favorite hobby. The Agency provided Connie and Joe with a chair lift so he can safely get up and down the stairs to his workshop.

With the help of their children, Connie and Joe are able to grow a garden with tomatoes, cucumbers, and zucchini. Connie and her daughters enjoy canning the vegetables each year in the comfort of their kitchen. They also enjoy a spaghetti dinner at their home every Sunday with their children.

Thanks to the support provided through the Care Coordination Program, Joe and Connie are able to remain in their home, where they have lived together for over 55 years. Remaining independent and in their home is something they both agreed may not be possible if it weren't for the assistance from the Agency.

Connie and Joe are a perfect example of the thousands of older adults in our communities who struggle with long term care needs. With your help, and the help of our community partners, people like Connie and Joe can remain independent with dignity in the comfort and safety of their own homes.



Joe and Connie DiCeglio with their Care Manager, Kim Mozzochi



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