



May 2, 2013

Commissioner Courtney Burke  
 NYS OPWDD  
 44 Holland Avenue  
 Albany, New York 12229

VIA OVERNIGHT EXPRESS MAIL AND EMAIL

**RE: People First Waiver**

The purpose of this letter is to notify you that *Affinity Health Plan* (“Affinity”) intends to submit an application to support individuals with developmental disabilities under the People First Waiver. With a twenty-six year history in the Medicaid managed care program, an enrolled population exceeding 260,000 Members, and a robust service and support delivery network, we are acutely aware of the needs of those with developmental disabilities and are confident we can enhance the health and safety of this population.

**Organizational Structure**

Affinity is an independent, non-profit health plan incorporated in New York and licensed under Section 4403-A of the Public Health Law (“PHL”). Our current board membership is as follows:

Name	Community Representation
Caleb DesRosiers	NA
Nanette Falkenberg	NA
Verona Greenland	Morris Heights Health Center - President and CEO (FQHC)
Paloma Hernandez	Urban Health Plan - President and CEO (FQHC)
James Hooley	NA
Craig Keyes, M.D.	NA
Amy Knapp	NA
John Sardelis	NA
Robert Schiller, M.D.	Institute for Family Health - Sr. VP Medical Affairs (FQHC)
Lynn Sherman	Charles B. Wang Community Health Center - CFO (FQHC)
Yvette L. Walker, M.D.	Morris Heights Health Center - President and CMO (FQHC)

We intend to apply to become a “developmental disability individual support and care coordination organization” or “DISCO” under PHL § 4403-G. However, it is possible that we will participate by offering specialized services and supports under our existing PHL § 4403-A mainstream managed care licensure and/or our pending PHL § 4403-F managed long term care licensure as requirements become clarified/finalized.

**Service Area**

At least initially, we anticipate that our DISCO service area will mirror that of our existing Medicaid managed care service area, which is reflected on the following page:

New York City	Non-NYC Counties
<ul style="list-style-type: none"><li>▪ Bronx</li><li>▪ Kings (Brooklyn)</li><li>▪ New York (Manhattan)</li><li>▪ Queens</li><li>▪ Richmond (Staten Island)</li></ul>	<ul style="list-style-type: none"><li>▪ Nassau</li><li>▪ Orange</li><li>▪ Rockland</li><li>▪ Suffolk</li><li>▪ Westchester</li></ul>

**Competency**

We are uniquely positioned to become a DISCO because we already: a) enable access to a broad range of medical and behavioral health services; b) have a model of care that leverages an interdisciplinary case management team to ensure continuity and coordination across all levels of care and service settings; and c) are accountable to the State for the quality and cost-effectiveness of those services. Our network features a wide array of specialists and sub-specialists, as well as allied health professionals (e.g., Physical Therapists, Occupational Therapists, Speech Therapists, and Audiologists), who are experienced in assisting the developmentally disabled; and, our contracted behavioral health services vendor, Beacon Health Strategies, has clinical and administrative staff co-located with our Medical Management team and is considered a pioneer in the field of integrating behavioral health services with medical care. We will build upon our long-standing relationships with New York CASAs, the New York City Housing Authority (NYCHA), YAI, AHRC, and other community-based organizations, and will likely leverage the Autism Support Group (a Beacon company). Whether through the Health Home model of care, the result of Child Health Plus autism mandate, or simply as part and parcel of our ADA compliance plan, we are constantly interacting with school districts, protective service agencies, advocates, and community-based organizations to effectively serve Members with special needs. We look forward to continuing to add value to the State through participation in this reform initiative.

If you have any questions or need additional information, please do not hesitate to call me at (718) 794-5758. Thank you in advance for your consideration of our forthcoming application.

Sincerely,



Evan Kaplan, AVP  
Compliance & Regulatory Affairs