



Guthrie Mainstream Services LLC
6549 East University Drive
Mesa, AZ 85205
Phone: 480-633-8881 Fax: 480-633-7095
www.guthriemainstream.org

December 8, 2016

Dear Guthrie Family:

Further to our letter of November 29, 2016 with regard to Proposition 206 (Minimum wage) I have done some research, attended a meeting, run some numbers, and explored our options. The bottom line is we need your help. In order to continue offering Attendant care and Respite services Guthrie Mainstream Services has to have rate increases to accommodate Proposition 206. We absolutely want to be able to pay our employees at least \$10.00/hr. We absolutely want to be able to continue to provide Respite Services and Attendant Care Services. While we pay long term employee's \$10.00/hr. for respite, there is a huge difference between an average of \$10.00/hr. and a minimum of \$10.00/hr. Guthrie Mainstream cannot continue to provide Respite and Attendant Care services without significant rate increases.

It is imperative that you contact your State Legislators and Governor Ducey and let them know that the services of Respite and Attendant Care are essential to your family and your loved ones.

We have included helpful templates for these letters on our web site. It is vital that you let these lawmakers know your individual stories and how important Home and Community Based Services are to you in order to keep your loved ones in your home. In working with literally hundreds of you over the years, I am aware of the time, energy, money, and endless love you provide to your family member. The lawmakers may not know; and need to know that you give and give and give and occasionally you too need help. They need to know how vital having supports such as Respite, Attendant Care, Habilitation, Day Programs, After School Programs, and therapies are to you and your family member.

I can make arrangements for an informational Family Member Training meeting to deal with this issue if you are interested.

On the next page, I have included data that I have put together in order for you to better understand our current crisis. If you need further information or have questions, please do not hesitate to contact me: Terryg@gmsaz.org

Respectfully,

Terry Guthrie

Terry Guthrie

Guthrie Mainstream Services LLC

Your Best Choice for a Brighter Future.....

*As an independent provider to the State of Arizona in 1987, I received \$10.00 per hour, per person (up to 3 individuals). Minimum wage in 1987 was \$3.35. I was exempt from overtime. Thirty years later our rate has stayed fixed while minimum wage has increased by 300%.

*Paying minimum wage limits our ability to hire trained, skilled, and educated Direct Care Providers.

*Out of pocket costs when we pay an employee \$10.00/hr. is \$13.85/hr. (Includes, SSI, UIC, PTO, Health Insurance)

*During the last rebase review it was determined that 33% in overhead costs were required to fulfill our contractual compliance obligations. With the upcoming wage increase we will have a 6% margin between out of pocket costs and the rate we receive.

*Our industry recently lost our “companion services” exemption which allowed our workers to work in excess of 40 hours per week at straight time, greatly decreasing our ability to provide all services. Guthrie Mainstream was forced to close our Emergency Respite Home and quit providing overnight respite because we are unable to pay our providers for 24 hours service while the state continues to pay a day rate of 13 hours.

*In 2008 our contract had a 15% decrease in rates across the board. Since 2009 we have received only half of the decrease back. Our charge out rates are still at 7.5 % less than we were in 2008.

*According to the Nation Council on Disability www.ncd.com Arizona’s Average Annual Cost of State institutions compared to HCBS Waiver Service (2009) is

| | | | |
|--------------------|--------------|--------------|--------------|
| State Institutions | \$151,840.00 | HCBS Service | \$26, 805.00 |
|--------------------|--------------|--------------|--------------|

Cost of State Operated institutions is 500% higher when compared to Home and Community Based Services (HCBS)

*Funding for our services is (simply stated) for every \$1.00 the State of Arizona contributes, the Federal Government provides \$2.00. Each \$3.00 to our cause costs the State \$1.00. This money provides a much needed service to our members as well as providing employment to Arizona workers.

*To determine who your legislators are go to www.azleg.gov/findmylegislator

THANK YOU,..... THANK YOU,..... THANK YOU