



Shropshire Council Adult Social Care

Market Position Statement Update Spring/Summer 2021

'Working together to provide a vibrant secure high-quality care sector'

The Market Position Statement is designed to support and inform providers working, or intending to work in Shropshire, what our future intentions are for commissioning and developing Adult Social Care opportunities in Shropshire. It will:

- ★ Inform current and future Providers, about existing and future demand for Adult Social Care in the county.
- ★ Be a starting point, for discussions between Shropshire Council and Providers / developers, about how we can best work together to shape a diverse, flexible and outcome driven approach for Shropshire residents.
- ★ Be updated on a regular basis, as a live, transparent resource for Providers / developers, where market information, including best practice, can be pooled and shared.

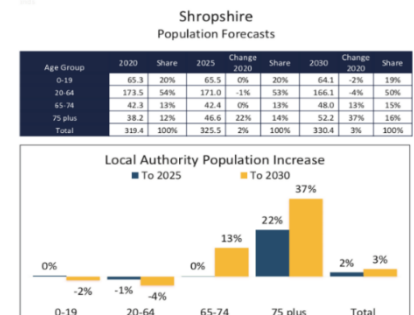
Our priority in adult social care is to help people live as independently as possible throughout their lives. Whilst we still face significant financial and demographic challenges, we must ensure people can make informed decisions about care choices, enabling them to have control without necessarily relying on formal social care services. For those who need that extra support, we will remain focused on enabling residents to live independent lives, with access to good quality services within their community.



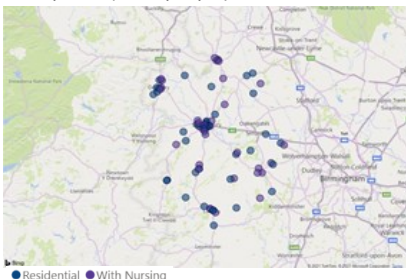
Nursing and Residential Care Homes

Reduced Demand for Care Home Beds

People aged 75+ make up 12% of the population in Shropshire, with higher than national average proportion of people over the age of 85 years. Demand for Adult Social Care rises each year and the impact of improvement in life expectancy is particularly pronounced in Shropshire. Shropshire also has more homeowners than the national average, which at first glance makes the county look like an attractive place to build care homes, however this is not the full picture.



Map of Residential and Nursing Homes in Shropshire (older people)



Shropshire has a significant sized care market for a rural authority. There are 117 registered Care homes in Shropshire with 3485 CQC registered beds. Shropshire has the highest number of beds for a rural authority in the region, and the 5th highest overall in the West Midlands. The only authorities with higher bed numbers have large conurbations, significantly higher population numbers and much greater population densities.

The unpredictable nature of Covid19 has impacted the care market significantly on a national level with increased risks to continuity and care market viability. Given this national position and the challenges and risks created by Covid we are carefully monitoring the position in Shropshire, by closely scrutinising a number of risk contributing factors including market closures, contract cancellations, market capacity (significant changes, dropping occupancy levels) and financial and performance indications (red flag reports, providers reporting difficulties, CQC inspection outcomes etc.).

Overall, the general picture in Shropshire remains positive, but there is clear evidence that care home occupancy levels have fallen lower this year which raises concerns about the financial sustainability of some homes.

Shropshire has seen an increase in care home closures, with 12% of homes in the county closing in recent years. In the last year, three care homes have closed in the county.

Shropshire's policy to support people to remain in their own home means that the rate of permanent admissions to residential and nursing care has fallen over the last 5 years and continues in a downward curve. We have seen a reduction in the number of people residing in permanent residential and nursing homes, a 4.5% decrease compared to the previous year, which confirms that we have supported more people to continue to reside in the community than are being permanently admitted to long term residential support.

When supporting individuals to identify suitable care homes, our Social Workers use information contained in the National Capacity Tracker and Shropshire Partners in Care (SPiC) Bed Availability App to identify which homes have vacancies. We encourage all existing homes to promote their bed availability by registering themselves and regularly updating both the tracker and SPiC App.

Click here to find out about the [National Capacity Tracker](#)
Click here to find out more about the [SPiC Bed Availability App](#)

Shropshire Council's focus is to continue support established homes of good quality through these challenging times.

Standard Rates for Residential and Nursing Beds

The Council is committed to using its resources efficiently to ensure we can continue to meet duties, control costs and maintain budget affordability whilst supporting a fair and sustainable marketplace.

Following consultation with the care market and a successful pilot project, in October 2020 Shropshire Council Cabinet approved proposed changes to the standard rates the Council will pay for residential and nursing beds for older people in Shropshire. The adoption of new standard rates ensures greater fairness and equity in our approach, however while the Council will seek to commission care at these standard rates wherever possible, it is always open to it to deviate from them in exceptional circumstances where the particular needs of the individual require it.

The purchasing of new bed placements for older people in care homes will be at the following standard rates for 2021-22:

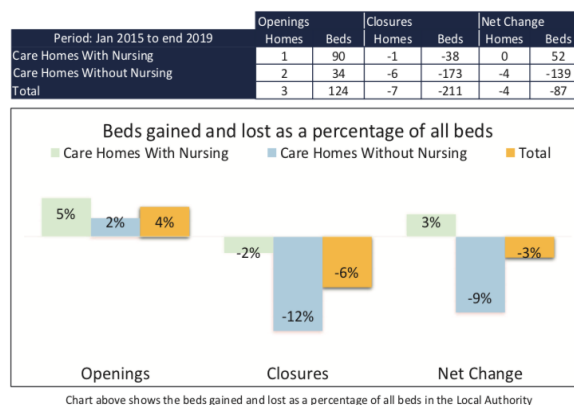
Type care placement	Weekly rate
Residential care	£531.44
Residential with dementia care	£582.54
Nursing care	£684.74
Nursing with dementia care	£735.84
Please note:	
<ul style="list-style-type: none"> Our rates exclude Funded Nursing Care (FNC) rates. From April 2021 the new rate for FNC is £187.60 a week These rates apply to new placements only, for placements already in place the following will happen: <ul style="list-style-type: none"> Older Rates below the new ones will get a 2.2% uplift Rates at £450 or below will be automatically raised to £475 per week 	

The future for Shropshire, development opportunities

Learning from our experiences during the pandemic and looking to the future to understand the changing need and demand for residential and nursing care, provides an opportunity for us to engage key stakeholders in focused conversations towards strengthening and developing the local care home offer, with a greater focus on wholistic 'outcomes' for individuals rather than 'episodes of care'.

We are currently building data sources to provide a more accurate picture of where care homes are situated, their occupancy levels and specialisms and will share more detail about this in our next update. This information will be key in supporting our future commissioning decisions in addition to informing the plans of developers and the wider care

Openings & Closures Care Homes for Older People



market. Further information gathering will help us to understand the accommodation needs of the population and opportunities to explore potential extra care, live in care and mixed schemes in people's own homes as well as within residential settings.

We are working with healthcare partners to maximise the accessibility of existing services across the system available to support care homes and the people who live in them. We are in the process of mapping out what existing support is available, how things link up and how we communicate this offer to providers. Cross-organisational reflection and dialogue will help to forge and strengthen existing links between ourselves, health services and the market, to better understand how well integrated our local arrangements are currently, to make improvements where necessary and help providers to maximise use of what is already available across the county.

The reduced demand for 'standard' residential care provides an impetus for progression, working with residential home providers to develop a shared vision for a new model for residential care in Shropshire. We will work together to understand what level and type of residential care we will need and the kind of specialist support we may require in future, including minimising unnecessary hospital admissions or stays (discharge to assess), designated settings, high level dementia care, outcome based reablement, complex care, diabetes care etc. We want to work with providers to understand what the market can offer, how we can all adapt to work differently and design how this will be delivered in future.

Domiciliary Care



We currently accredit around 90 domiciliary care providers which include 16 specialist (mainly Learning Disability) providers who are all contracted for packages of care via the brokerage system.

Offers are taken based on a rate between £16.86 to £19.62.

Around 75% of domiciliary care is commissioned from small/medium sized local Shropshire businesses.

The Council currently commission domiciliary care for around 1500 people over 65 years of age primarily because of age related conditions or disability.

The Council also commission domiciliary care for around 600 people under the age of 65 due to needs mainly arising from their disability or long-term conditions.

Shropshire Council currently spend around £80,000 per week on reablement with external providers and around £800,000 per week on long term domiciliary care.

Over the coming year we will be reviewing the 'Two Carers in a Car service' prior to the end of the current contracts in May 2022; this will include possible widening of the geographic area covered and involvement of the CCG.



During the height of the pandemic there were in the region of 1800 available hours a week which was unprecedented. In the main this was due to the fact that there was a lower level of demand for care than we would normally expect.

Current Market availability, which normally at this time of year would be at a reasonable level is limited. One of the main reasons appears to be that recruitment has become more difficult than usual due to other sectors opening up after lockdown.

Through the recent DHSC workforce grant we have been able to offer all domiciliary care providers a 1 year licence to use a recruitment app which enables their carers to refer like-minded people to apply for new positions in their care agency and earn bonuses for doing so.

Supported Living Services

Shropshire Council has a strong focus on providing opportunities for people with disabilities to live as independently as they are able, and the commissioning of Supported Living accommodation facilitates this as an alternative to residential care. Supported Living is also an option for those transitioning from their family home, residential care or college placements into their own homes.



Commissioning Care and Support in Shropshire

We have undertaken a process to completely redesign how we commission care and support for adults with Learning Disabilities, Mental Health needs and Autism. Within this approach we have redesigned the tender and accreditation questions that we are asking providers when they apply to be accredited to deliver this support. We have done this piece of work collaboratively with individuals, carers and other stake holders fully coproducing the accreditation questions and model answers. This new accreditation process is called 'a flexible contracting arrangement (FCA)'. The successful care and support providers accredited will be used by both Shropshire, Telford & Wrekin Local Authorities and the Clinical Commissioning Group (CCG).

Once the individuals who wish to live together have been matched and the appropriate accommodation has been identified, the process for procuring the care and support for these individuals will involve the individual, where they have capacity, developing additional questions that they would like to ask potential care providers who are accredited on the FCA, to see if they are able to support those individuals and meet their specific needs. This will be supported with their circle of support and any advocacy and multidisciplinary staff working with them including health colleagues.

The Flexible contracting arrangement remains open for applications. New provider applications are evaluated 6 monthly. The next set of applications will be evaluated in September 2020 and any new providers will be added to the FCA in October 2020 Please click on the below link to apply:

<https://www.shropshire.gov.uk/doing-business-with-us/current-opportunities-for-tendering/view-and-apply-for-current-tenders/>

Shropshire Council and Telford and Wrekin will also be holding 6 monthly learning events with providers to see how the process is working and ensure services are working well, we will use this opportunity to work collaboratively with all stake holders to look at training needs and other development opportunities

Shropshire Council has adopted CareCubed and see this as a great opportunity to collaborate and work closely with our providers in an open, transparent, and consistent way. We believe that CareCubed will facilitate collaborative working and allow us to develop strategic partnerships to shape our local market with our providers. Using this tool will give us a robust, data driven and consistent methodology to ensure pricing of complex care placements is fair and sustainable for all and supports our care providers.



CareCubed is used to support the day-to-day commissioning process, and as a strategic tool to model changes to existing services, new provision and to feed into financial business cases. This tool is used by both over 50 commissioning authorities and 25 care providers to ensure fair, equitable and sustainable pricing on complex adults, children's and health placements.

Working with Registered Social Landlords and Housing Developers

When working with developers and Registered Social Landlords (RSL's) to support new schemes, there are a few challenges that need to be overcome, firstly is the response of the local community to the development of supported accommodation. Early engagement with community groups and local parish councillors is key to the success of these schemes.

We have now progressed to a stage of commissioning Support Accommodation intuitively, by responding to need rather than large scale commissioning and block purchasing. This model of commissioning proves more successful and is able to flex to changing needs, accommodation is commissioned in a bespoke way and this ultimately means that individuals can remain in the community for longer with the right support around them, at the right time.

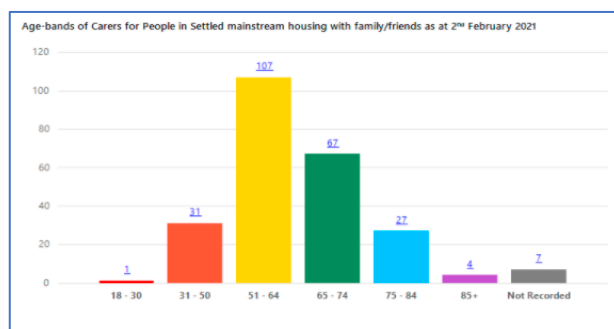
For our local accommodation needs, we have developed a Property Platform for internal use, allowing us to capture and hold all information on the properties currently in use in Shropshire, including voids and new developments. It also enables us to collect referral information for those needing supported living accommodation, so we are able to identify what type of accommodation we need and where in the county. For the full version of the Supported Living Market Position Statement please contact us.

This helps to inform our future commissioning intentions by examining the need for accommodation across the towns in Shropshire.

Future Plans for Respite

There are a number of individuals living in their own accommodation, either independently or supported, which reduces the need for respite placements but it is recognised that there are still a number of individuals living with their families, though they are able to access commissioned respite through block contracts, currently 70 placements per year are available, there is also a need to consider future planning for these families.

The diagram below demonstrates the age ranges of the families/friends continuing to provide support to individuals in their family home.



There are 94 informal carers looking after loved ones at home who are over the age of 64, and it is recognised, that, although a number of these families will be accessing respite services, there is an anxiety amongst some of these family cares over who will support their loved ones if they are no longer able to.

In Summary

Adult Services has a robust offer of accommodation and support to individuals with Mental Health and / or a Learning Disability / Autism, but recognises the need to continue to work with families and other stake holders to identify any service gaps and ensure that the right services are available to support individuals at the right time and in the right place for them and their families, to ensure that individuals are able to have choice and maximise their independence as much as they are able, whilst preventing carer breakdown.

We are continuing to look for innovative ways to provide respite support, particular to those with complex needs. We continue to develop our provider market for supported living and our accommodation offer, in particular we recognise there is a lack of accommodation for adults with Mental Health needs, where there is a requirement for single service accommodation. We are working closely with our preparing for adult hood team, to ensure we have the information about young people well in advance of them requiring Supported Living accommodation so that we have time to plan ahead for these individuals. In contrast, as detailed above, we also want to focus on further developing our supported living offer for individuals still living in their family homes and looking for their next move, regardless of their age.

