PACE 2.0
Expanding the Reach of a Proven Integrated Care Model for Older Adults

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Our Speakers

Amy Herr
Director, Health Policy, West Health Policy Center

Peter Fitzgerald
Executive Vice President, Policy and Strategy, National PACE Association

Ursula Robinson
Executive Director, PACE of the Triad

Tom Reiter
Executive Director, Gary and Mary West PACE
Discussion Objectives

LEARN
about the PACE model of integrated care and plans for its growth

HEAR
from a PACE organization that piloted PACE 2.0 growth strategies and tools

DISCUSS
opportunities for philanthropic involvement
The PACE Model of Care and Plans for Growth

Peter Fitzgerald, MSc
Executive Vice President, Policy and Strategy
National PACE Association
Program of All-Inclusive Care for the Elderly (PACE®)

PACE is a Successful Integrated Care Model

250 PACE CENTERS IN 31 STATES

WITH PACE WITHOUT PACE

NEED NURSING HOME LEVEL OF CARE

45,000 PARTICIPANTS AGE 55+

100%

NEED

WITH ACTIVITIES OF DAILY LIVING

Dressing Bathing Transferring Toileting Eating Walking

1-2: 26% 3-4: 25% 5-6: 35%

Average number of ADLs with which participants need assistance

Program of All-Inclusive Care for the Elderly (PACE®)
PACE Supports Participants and Caregivers

Care and services primarily covered by Medicare and Medicaid

Provides care and services in the home, the community, and the PACE center

Offers caregiver training, support groups, and respite care for families

- Primary care
- Adult day care
- Prescription drugs
- Physical & occupational therapy
- Meals
- Dentistry
- Transport
- Nutritional counseling
- Hospital care
- Additional services
Improving Lives, Reducing Costs

95% OF PACE PARTICIPANTS REMAIN IN THEIR HOMES

IN GENERAL, PARTICIPANTS HAVE:

**FEWER**
- Hospitalizations
- Emergency Room Visits
- Unmet Needs

**BETTER / MORE**
- Years of Life
- Quality of Life
Meet PACE Participant Phyllis Benning

https://vimeo.com/289955281/a22bb38859
PACE Can Help MANY More People

ONLY 2% of 2 million people who could be helped by PACE are currently enrolled.

19 STATES have no PACE program; in 13 STATES there is only one PACE program.

Many people who could be served are NOT ELIGIBLE (e.g. < age 55 with a disability)
The PACE 2.0 Plan to Expand Access

PACE 2.0 WILL GROW THE PROGRAM TO SERVE

200,000
by 2028

EXPAND current PACE organizations to serve more people

OPEN PACE organizations in new service areas

ENCOURAGE PACE eligibility for new populations

Serve 100K Participants by 2021
Tools to Facilitate PACE Growth

Modeled after high-performing programs achieving net monthly enrollment of 10-15 people and market penetration of 20% or more

Field-tested guidance for PACE centers to plan and execute growth

Technical assistance and learning collaboratives

Additional resources (e.g., relationships with potential funders, peer mentoring)
Field Testing With PACE of the Triad

Ursula Robinson, MHA, MSW
Executive Director
PACE of the Triad
Field Testing with PACE of the Triad

Location

Service Areas

- Guilford and Rockingham Counties
  Established in 2011

Eligible residents

- 5,000+

Current Census

- 224
2018 Field Testing Timeline and Results

Net Enrollment (outcome)

Testing Period

September net enrollment was 4X June net enrollment.
Lessons Learned and Next Steps

Sowing the seeds of change
• Innovation in our values
• Leadership support for quality improvement
• Cultural fabric supports change
• Front-line ownership for change and improvement

Growing right is important – and what is right can be different for each organization
West Health’s PACE Engagement

Amy Herr, MHS
Director, Health Policy,
West Health Policy Center

Tom Reiter
Executive Director,
Gary and Mary West PACE
West Health Supporting PACE 2.0

$800,000 investment with The John A. Hartford Foundation

IDENTIFIED essential elements of high-performing PACE organizations

DEVELOPMENT of growth campaign and strategy testing

PARTICIPANT testimonials and other structured outreach

ACCELERATING growth through sharing of best practices
Gary and Mary West Foundation funded the development of a new PACE center in northern San Diego.

20-MILE RADIUS SERVICE AREA
3,000 ELIGIBLE INDIVIDUALS

GOAL IS TO SERVE 600 PEOPLE

OPENING IN 2019
What Might West PACE Do That’s Different?

- Opportunity for research
- Target behavioral health
- End-stage renal disease
- Co-locate dental center
- Telehealth
How Can Grantmakers Engage with PACE?

Local PACE Organizations

Regional Learning Collaboratives

National PACE Association

For more information about funding a PACE organization:

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