



PACE 2.0

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

JANUARY 29, 2019



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

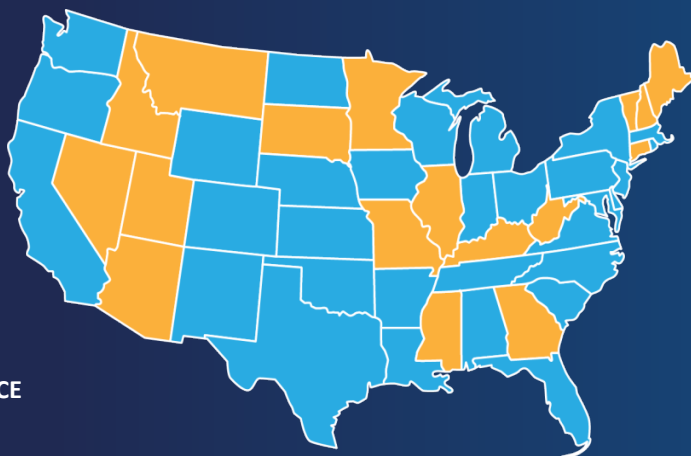
National PACE Association

PACE is a Successful Integrated Care Model

250

PACE CENTERS
IN 31 STATES

 WITH PACE  WITHOUT PACE



45,000

PARTICIPANTS
AGE 55+

100%

NEED
NURSING HOME
LEVEL OF CARE

NEED HELP

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

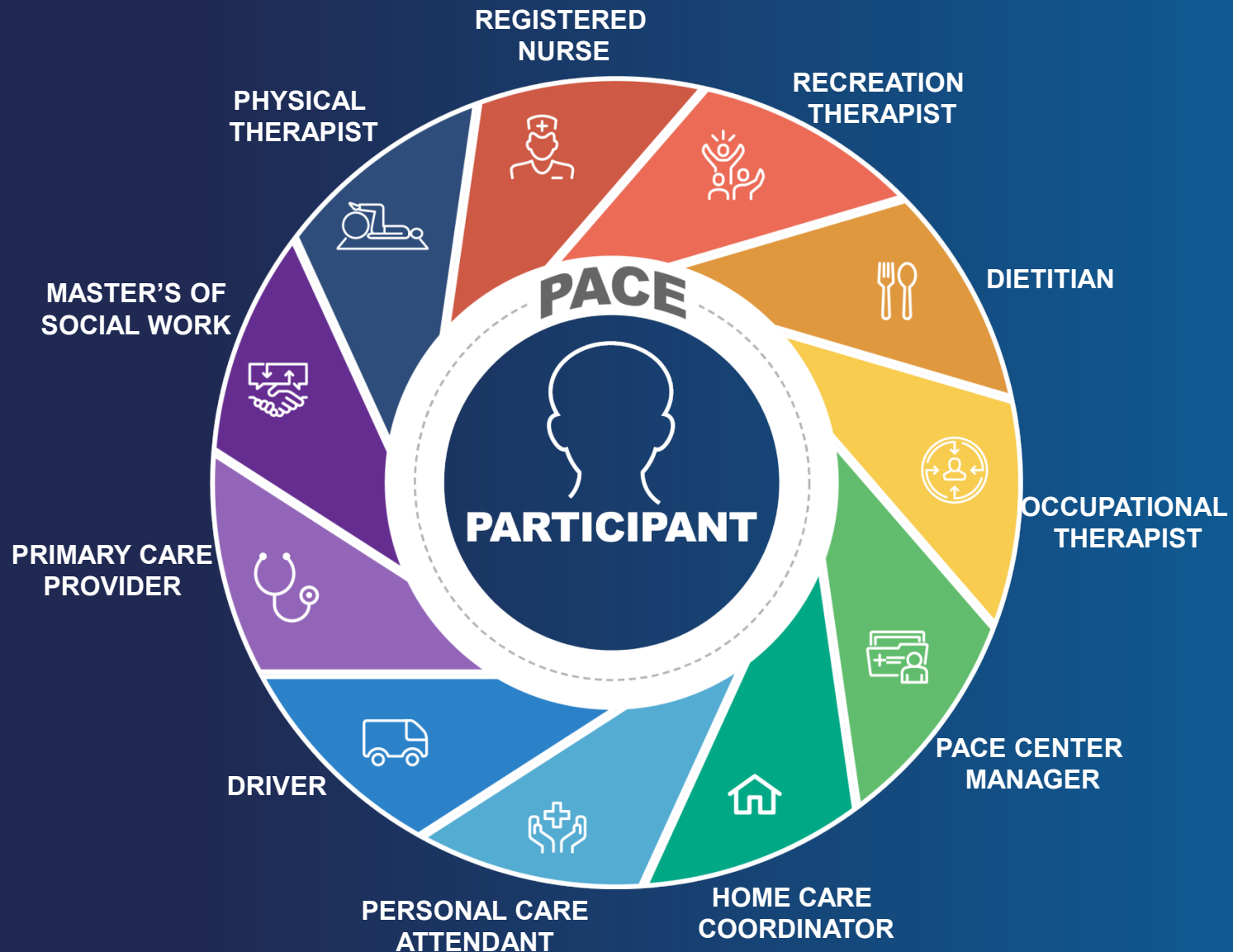


Hospital care




Additional services

The PACE Interdisciplinary Team



Improving Lives, Reducing Costs

95% 

OF PACE PARTICIPANTS
REMAIN IN THEIR HOMES

IN GENERAL, PARTICIPANTS HAVE:

FEWER



Hospitalizations
Emergency Room Visits
Unmet Needs

Years of Life
Quality of Life



**BETTER /
MORE**

Meet PACE Participant Phyllis Benning

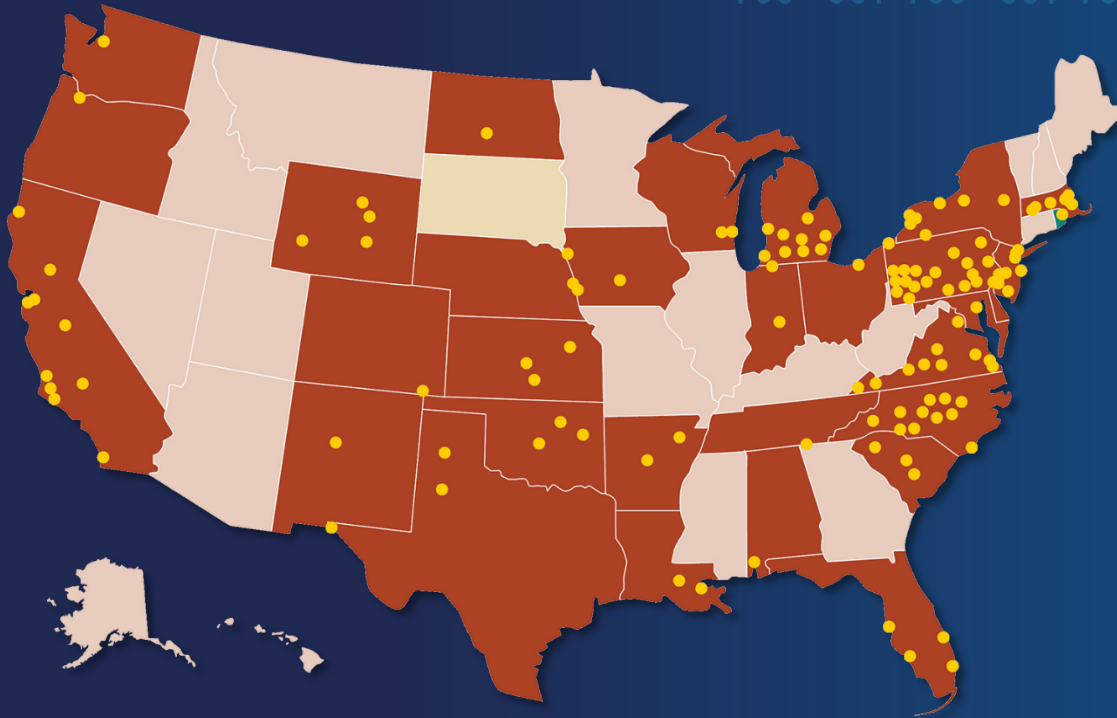


<https://vimeo.com/289955281/a22bb38859>

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)



WITH PACE

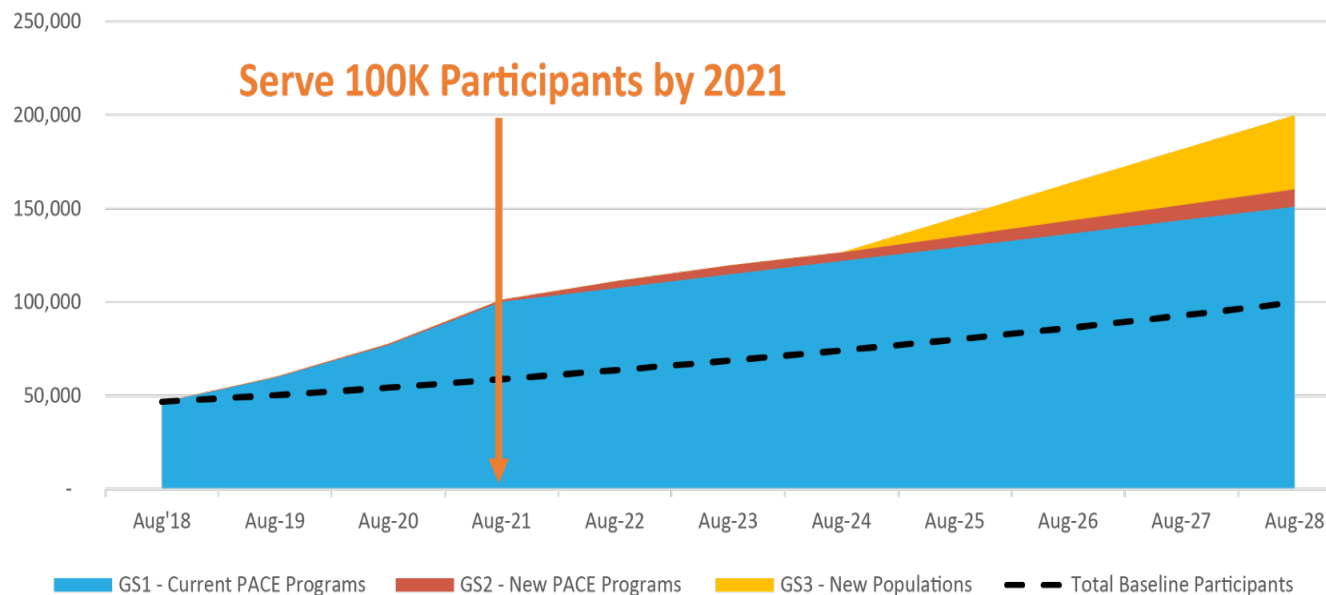


WITHOUT PACE

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

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)



PACE 2.0

PACE 2.0 Ready to Grow: Setting Your PACE Organization's Growth Aim

Prepared for [PACE] on January [x], 2019

Logos for PACE, WestHealth, and National Learning Collaborative.

Using Market Penetration to Assess Growth Potential

Where on this chart could your organization be?

Model	2015	2016	2017	2018	2019	2020
PACE 2.0 - Standard	~100	~200	~300	~400	~500	~600
PACE 2.0 - Enhanced	~100	~200	~300	~400	~500	~600
PACE 2.0 - Full-Service	~100	~200	~300	~400	~500	~600

Logos for PACE and PACE 2.0.

There is Significant Opportunity for PACE to Serve More Frail Elderly in Need

Estimated Eligible Population - Current Service Area By Zip Code

Logos for PACE and PACE 2.0.

State Growth Factors Checklist

Designed to help PACE organizations to assess state factors that could impact growth

- Supports assessment across four domains:
 - State Policy
 - State Operations
 - State Resources
 - State Perceptions

[Link to online file]
The file contains further detail & instructions

Logos for PACE and PACE 2.0.

Additional Growth Driver Tools & Templates From the Collaborative

- Growth Driver Diagram (Change Package)
- Measure Strategy Template
- Change Package Self-Assessment
- Action Plan Template
- Growth Tactic Test Tracker (Plan, Do, Study, Act [PDSA] Library)

Logos for PACE and PACE 2.0.



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+



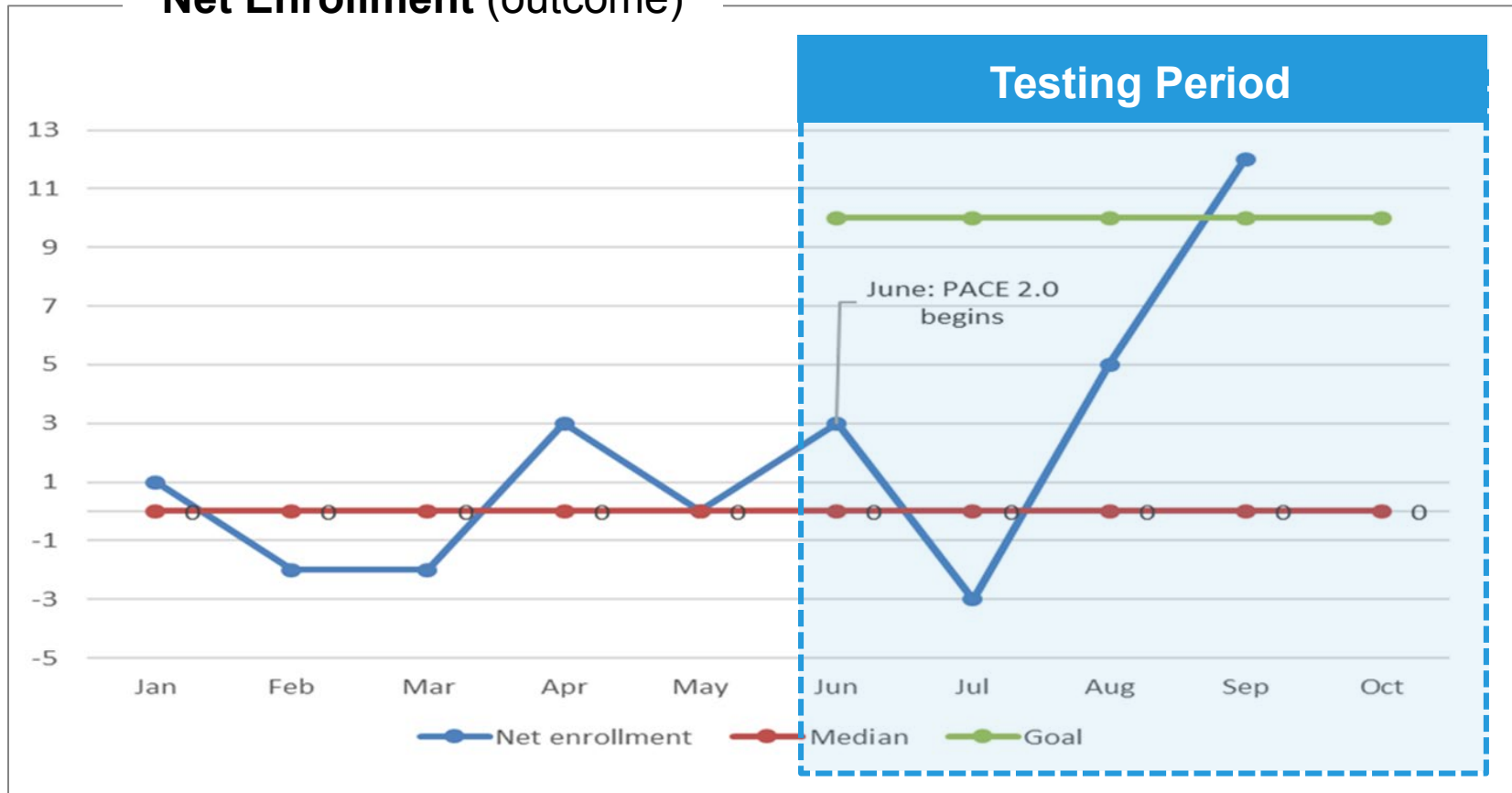
Current Census

224

An icon consisting of four blue silhouettes of people, arranged with three in the back row and one in the front row.

2018 Field Testing Timeline and Results

Net Enrollment (outcome)



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,
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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

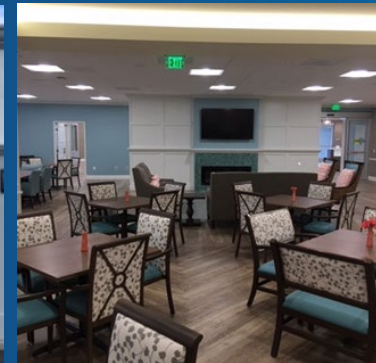
PARTICIPANT
testimonials and
other structured
outreach

ACCELERATING
growth through
sharing of best
practices



The John A. Hartford
Foundation

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?



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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Questions?



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