

Presentation to Senate Medicaid Committee

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Leading Age Ohio

Presenting: Rev. Kenneth Daniel, MPA, President and CEO
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1. Introduction --

Leading Age Ohio -- *LeadingAge* Ohio is a trade association of non-profit long-term services and supports providers, representing an estimated 400,000 elder Ohioans and employing approximately 35,000. Our non-profit senior living providers, typically faith-based, fraternal or community founded organizations, operate with a 'difference' – they utilize any margin generated to serve a range of needs. They serve individuals with and without financial resources and do so with passion for innovation ... finding new ways to provide higher quality across all service lines.

United Church Homes – founded in 1916 by predecessors of today's United Church of Christ. Today serves over 3500 seniors and persons with disabilities in 13 states and on 2 Native American reservations. Provides an array of services including affordable housing, housing with services, full scale retirement communities, assisted living, and skilled nursing and rehab care. With our headquarters in Marion, United Church Homes serves both urban and rural areas of Ohio including Canton, Sandusky, Wyandot County, Dayton, Columbus, Jackson County and suburban Cincinnati. Our Ohio facilities serve about 1900 people and employ about 800 staff.

2. Background

- UCH reflects the evolution of senior living services—more diverse, more focused on the delivering the right service, at the right place, and at the right time in each person's life.
- Moving in two directions—pre-acute and post-acute care
- Means providing services to frail elders in our affordable housing and retirement communities to delay or avoid transfer to more costly nursing home settings.
- Means partnering with hospitals, physicians, allied health service providers, and home health care to manage programs of post-acute convalescence and rehabilitation.

3. Post-Acute Care Bundled Payment Initiative

- UCH has led the formation of a group of over 30 post-acute providers in a Medicare post-acute bundled payment initiative.
- Known as BPCI, program is designed to bend the cost curve downward by providing coordinated care across multiple settings managing a patient's post hospital recovery.
- Access Innovations, an Ohio company founded originally by UCH, is our convener.
- Collaborate to establish care pathways based on MCO research based Milliman protocols.

- Create systems to coordinate health care information and intercompany collaboration to assure that the patients' care is properly coordinated and their needs addressed.
- Members of the BPCI group have agreed to take risk in managing patients. Meaning we accept payment, coordinate the services, and share in any surpluses or losses incurred in managing care.
- Goal is to reduce institutional based care and promote care pathways to assisted living and ideally back to home with services.
- UCH will participate in 48 bundles, however, there are about 5 that account for about 80% of our experience—2 types of orthopedic care post joint replacement, pneumonia and COPD, cardiac disease, and sepsis.
- Using data from CMS and consultant research we believe UCH and our collaborators are positioned to assume this level of risk, but actually project profitable results and most assuredly better outcomes for our patients.
- Goal was to get in early, develop capabilities and infrastructure, care pathways; find good partners committed to quality at a lower cost.
- Other Leading Age Ohio members have formed similar groups for managed care contracting and future ACO relationships across the state, Age Net and Ohio Aging Services Network. Other providers are forming post-acute collaboratives in the greater Cincinnati area.

4. Housing with Services

- Affordable housing also provides opportunities to create new pathways for seniors and the persons with disabilities.
- Leading Age members like National Church Residences have pioneered efforts to deliver services to homeless veterans, nursing home eligible frail elders, and others.
- UCH beginning to provide some localized collaborations—visiting nurse associations, local doctors, clinics, hospitals, and others provide services.
- Challenges of transportation, nutrition, medication management and supporting people with activities of daily living like bathing and dressing all with the goal of keeping people from prematurely seeking care in a nursing facility.
- Real opportunity for state and providers of senior affordable housing.
- Leading Age represents the full continuum of services. Its members touch 400,000 lives each day across its numerous settings of care. Our organizations are accountable to communities and religious organizations through volunteer boards representing many more thousands of prominent business and professional leaders across Ohio.
- We are committed to being part of the solution. Leading by innovating, as we have as is the case with UCH for over 100 years!