

Pacific PACE  
(Program of All  
Inclusive Care for  
Elderly)  
Partnership Discussion  
with:  
American Association of  
Service Coordinators

November 16, 2020



# Agenda



WelbeHealth introduction



**PACE overview and photo**  
site tour



Opportunities to work together



Questions, next steps



## Our mission

Our mission is to unlock the **full potential** of our most vulnerable seniors with empathy and love.

# Our current locations and we intend to grow!

We operate three PACE programs in California:



 **Stockton PACE**  
Program of All-Inclusive Care for the Elderly



Serving the Stockton-Modesto area  
(San Joaquin and Stanislaus Counties)

 **Pacific PACE**  
Program of All-Inclusive Care for the Elderly

Serving Pasadena, Glendale, Burbank,  
and surrounding communities

 **LA Coast PACE**  
Program of All-Inclusive Care for the Elderly

Serving Long Beach and the South  
Bay Area



*Fresno "Sequoia" PACE Center opened November 2020!*

# Our values guide everything we do



## **Courage to love**

Human connection is the essence of our work. We value every precious life we touch.



## **Pioneering spirit**

We're relentless, resourceful, and creative in the pursuit of our seniors' health and independence.



## **Shared intention**

We work as a team with a common purpose. We listen, promote and contribute diverse perspectives, and support team decisions.

# PACE is an insurer, provider, and care site



## Insurer

- Medicare plan
- Covers all specialists, procedures, hospitalizations, long-term care



## Provider

- Primary care
- Social services
- Care plan & IDT support team



## Care Site

- Primary care clinic
- PT/OT
- Socialization
- Nutrition and personal care

## Nationwide PACE data show clear results in clinical outcomes and quality of life

**33%**

Increase in life expectancy, from 3.9 to 5.2 years for the same population without PACE services

**16%**

Reduction in re-hospitalization rate

**80%**

Participants assessed as depressed no longer scored as depressed

**\$10k**

Taxpayer savings per participant

**97.5%**

Family caregivers who would recommend PACE to someone in similar circumstances

**4.1**

Participant satisfaction rating on a 1-5 scale

# Program of All-Inclusive Care for the Elderly (PACE)

- **Developed over 40 years ago** in San Francisco
- **Cares for elderly** (Medicare-eligible), socioeconomically **vulnerable** (Medicaid-eligible), and **frail** (nursing home-eligible)
- **Consists of health insurance and long-term care insurance** – fully at risk for the total cost of care
- **Provides all medical and social services** needed to stay out of the hospital and safely in the home

**6+**  
Chronic  
conditions

**46%**  
Dementia

**95%**  
Live in  
community





## Our day center is a hub for participant care



Participants visit the PACE day center an average of 2 days per week, depending on need

The day center is supplemented by care in participants' homes and other community locations





## Typical participant profile

- **Medically complex:** Often ~8 chronic conditions
- **Frail:** 2-3 “activity of daily living” (ADL) limitations
- **Elderly:** Average age of ~80
- **Behavioral health challenges:** Roughly half with dementia and many more with diagnosed behavioral health issues
- **Limited social capital:** Virtually all qualifying for Medicaid





## What is “nursing facility level of care”?

A patient with *one or more* of these health challenges may be eligible for nursing facility level of care:

- Compromised ADLs and IADLs
- Cognitive impairment or behavioral health concerns
- Non-compliance/adherence with medications
- Risk for falls due to mobility issues
- Poorly controlled diabetes mellitus
- Dialysis
- 80 years of age or older

# We partner directly with DHCS to determine eligibility

The goal of PACE is to allow frail elderly to obtain high-quality care while continuing to live safely in their community, providing an alternative to nursing facility care for those who do not need it. PACE is not intended to be a replacement for nursing facility care for those who need that level of care.

DHCS's eligibility criteria are designed to achieve that goal:

- |   |  |   |  |
|---|--|---|--|
| 1 | Age 55 or older  | → | Obtained during enrollment process   |
| 2 | Reside in the approved PACE service area   | → | Obtained during enrollment process   |
| 3 | Meet CA nursing facility of care requirements                                    | → | Determined by DHCS through program's fact-based assessments                    |
| 4 | Able to live safely in the community with PACE support at the time of enrollment | → | Determined per state-approved safety eligibility criteria and reviewed by DHCS |

## How much does PACE cost?

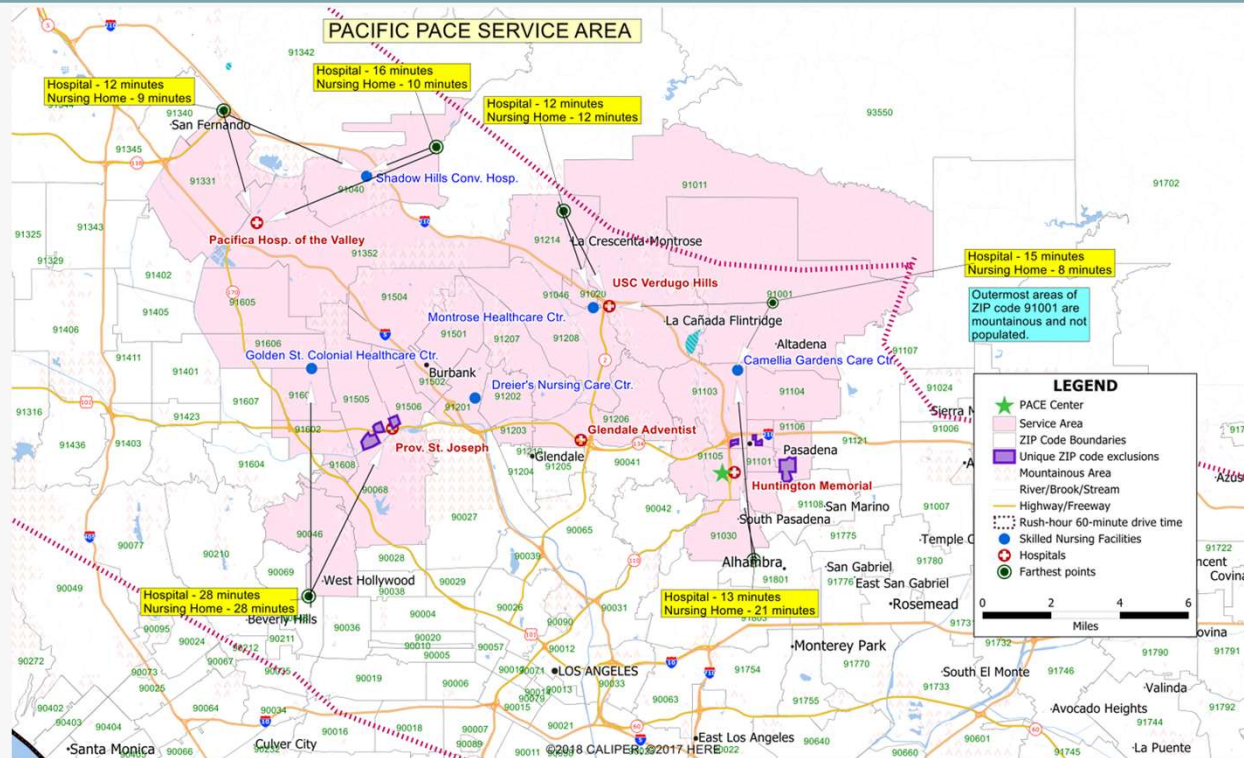
### Dual Eligible or Medi-Cal only

- If eligible for Medi-Cal with no share of cost, **PACE services are free**
- If eligible for Medi-Cal with a share of cost, PACE costs are equal to share of cost

### Medicare Only

- Pay a monthly premium to participate in PACE
- Responsible for a premium for Medicare Part D drugs

Our service area includes Pasadena, Glendale, Burbank, North Hollywood, and surrounding communities



## So what's next?

- Schedule activities for your seniors with our outreach specialist. We have a virtual catalog.
- IF you have a senior struggling, consider Pacific PACE to refer them to, we can help them stay independent.
- Thank you for considering Pacific PACE as a partner in the community!