



Maryland PACE Expansion

Update to the Maryland Medicaid Advisory Committee

Medicaid Office of Innovation, Research and Development

July 28, 2022

Presentation Overview

- Background: The Program of All-Inclusive Care of the Elderly (PACE) Nationwide and in Maryland
- Solicitation Process: Expanding PACE to Additional Marylanders
- New PACE Organizations

Maryland and the U.S.

PACE Overview

Purpose

PACE provides comprehensive medical and social services to eligible individuals to empower them to remain living in the community, including:

- Primary care
- Prescription drugs
- Adult day health care
- Home and personal care
- Nutrition services
- Hospital and nursing care
- Transportation

Philosophy

- Voluntary
- Individually-tailored
- Uses an interdisciplinary team responsible for authorizing and providing a wide range services
- Integrates acute and long-term care services in a community setting
- Avoids costly and often preventable nursing facility and hospital stays

National PACE Statistics

- As of March 2021, 30 states operate 138 PACE programs
- Net enrollment increased 55% in 2019
- 89% of new enrollments were at PACE organizations operating during the previous year
- Programs serve an estimated 55,000 participants
- The average participant is 77 years old
- Approximately 90% of participants are dually-eligible for Medicare and Medicaid
- 95% of participants live at home
- 98% of family caregivers would recommend PACE

<https://www.npaonline.org/policy-and-advocacy/pace-facts-and-trends-0>

PACE in Maryland

- Individuals must meet the following criteria:
 - Be at least 55 years old
 - Be certified to need a nursing facility level of care (NFLOC)
 - Agree to receive all health and long-term care services from the PACE provider
 - Have income of no more than 300% of the Supplemental Security Income (SSI) benefit level
 - Live in the PACE service area
 - Be able to live in a community setting with PACE services without jeopardizing their health and safety

2021 Competitive Solicitation

PACE Expansion

Rationale

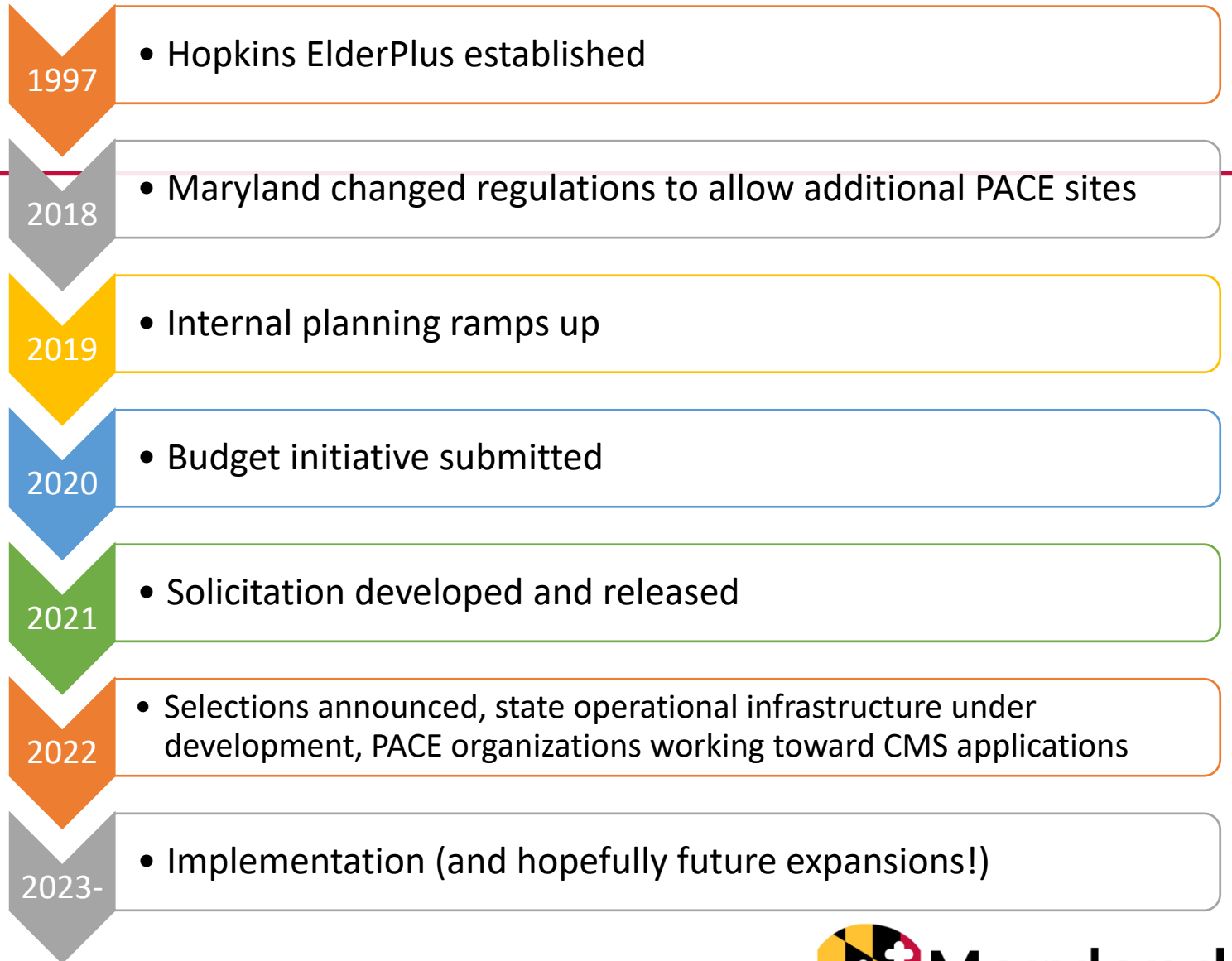
PACE expansion is a key part of Maryland's strategy for improving care for individuals dually-eligible for Medicare and Medicaid.

- Fully-integrated, capitated program
- Existing authority
- Precedent in Maryland

Hopkins ElderPlus

- Located on the campus of Johns Hopkins Bayview Medical Center
- Participants must live within the 20 ZIP codes within the Baltimore City vicinity
- Current enrollment of approximately 150 participants
- Can serve up to 200 participants

History of PACE in Maryland



Expansion Regions

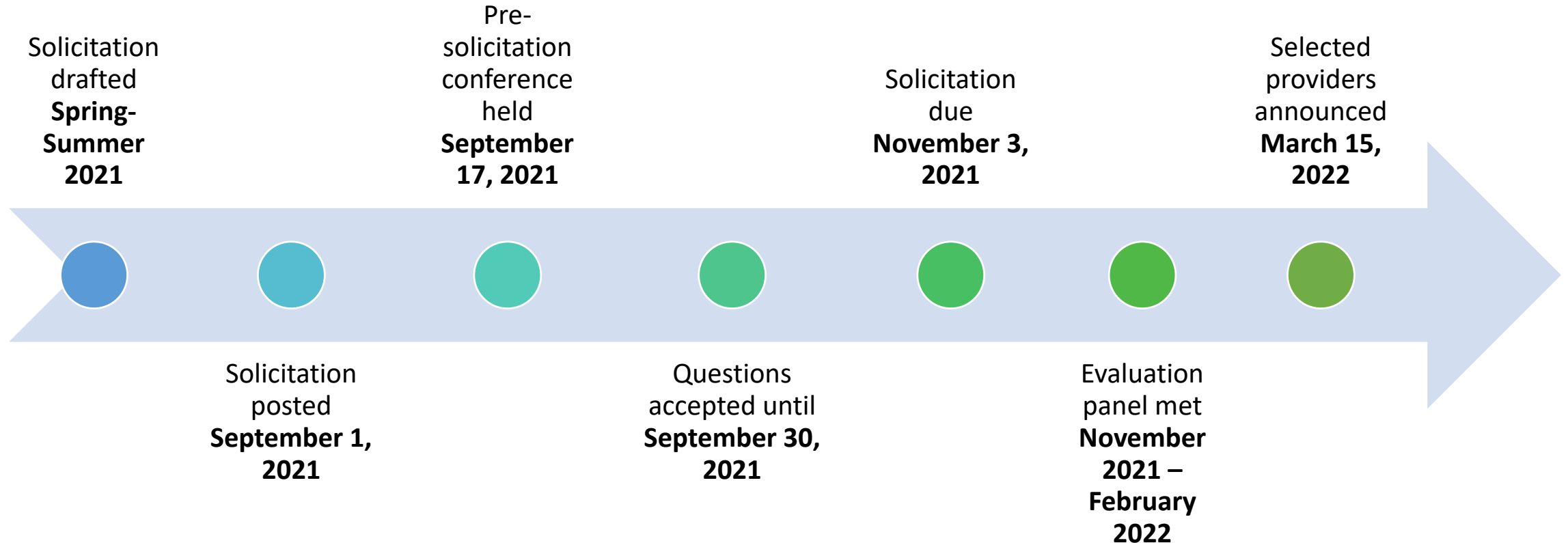
- MDH sought to increase populations served by expanding to 3* more service areas with an initial cap of 200 individuals each:
 - Baltimore Metro (excluding zip codes served by Hopkins ElderPlus)
 - Montgomery County
 - Prince George's County
- *Rural*
 - *Initial cap of 100 participants*
 - *Applicants to propose zip codes intending to cover; indicating jurisdictions*

Overview of Process

1. Letter of Intent (LOI)
2. Request for Additional Information (RAI)
3. CMS PACE Application
4. Maryland Adult Medical Day Care Facility License
5. State Readiness Review
6. PACE Agreement



Competitive Letter of Intent: Process



Competitive Letter of Intent: Contents

Four principal sections, plus a cover letter:

1. Details experience developing/operating a PACE organization and/or directly providing home- and community-based services
2. Demonstrates familiarity with the service area (or a similar service area)
3. Provides a detailed plan for service delivery
4. Outlines financial capability and readiness to assume risk, including a fiscally-sound financial plan for implementing a new program

Request for Additional Information



We are
here!

- Selected applicants must submit response to RAI within six months of receipt.
- Contents:
 - Providing specific applicant information (proof of legal status, identification of key leadership and their roles and responsibilities, org chart, job descriptions, etc.)
 - Identifying target populations for Selected Service Area including barriers to enrollment and strategies for overcoming these barriers
 - Service delivery arrangements including pharmaceutical and transportation services
 - Proposing the PACE Physical Plant (location, description, potential problems, alternate care sites, construction/renovation needs)
 - Planning for marketing and enrollment
 - Demonstrating financial capacity (fiscal soundness, financial projections, provisions for insolvency)
 - Preparation for Quality Improvement Activities and data collection
 - PACE Technical Assistance Center information (if used)
 - Provide a PACE Development Timetable

New PACE Organizations and Next Steps

Implementation

West Baltimore

Selected Provider: West Baltimore PACE Community Collaborative

- Partnership between:
 - Edenbridge Health
 - Element
 - Keswick
 - Catholic Charities

Prince George's County

Selected Provider: Volunteers of America National States (VOANS) Senior CommUnity Care

- Partnership between:
 - VOANS
 - Volunteers of America Chesapeake and the Carolinas
 - CCI Health and Wellness

Montgomery County

Selected Provider: Trinity Health

- Partnership between:
 - Trinity Health PACE
 - Holy Cross Health

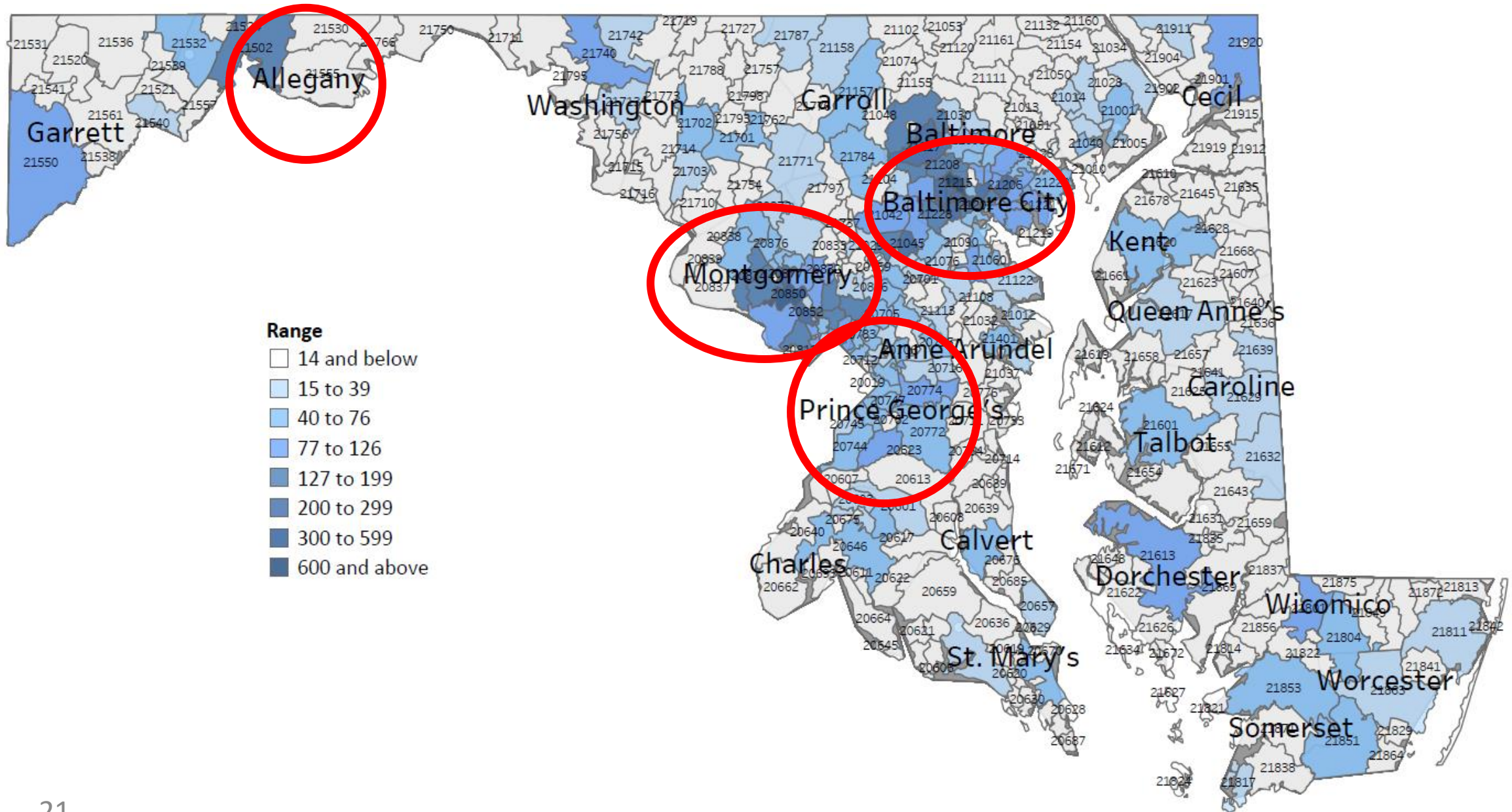
Expanding to Rural Counties

Maryland's 2021 solicitation focused on population centers but welcomed applications from potential rural sites.

- Selected Provider: Community LIFE for Allegany County
- Currently operates PACE programs in contiguous counties in western Pennsylvania
- Aligned with University of Pittsburgh Medical Center



Potentially Eligible Individuals by ZIP Code



Next Steps

PACE Organizations

- RAI Completion
- CMS Application Preparation

Onboarding

- Eligibility Workflows
- Marketing and Enrollment

Data Collection and Systems

- Encounter Data Workgroup
- MMIS Updates and Rate-Setting

Staffing

- Identification of Roles
- Funding

Questions?



Contact

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<https://health.maryland.gov/mmcp/waiverprograms/Pages/PACE.aspx>

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