

Navigating Medi-Cal's Billion Dollar Capacity Building Grants Program (PATH CITED): What CBOs Need to Know

April 27, 2023

A webinar from
Archstone Foundation &
The SCAN Foundation



Logistics

- The webinar is being recorded.
- Please submit your questions through the Zoom Q&A function at the bottom of your screen at any time.
- The presenters will select questions to be answered live during the webinar as time allows.
- Webinar materials will be made available on the Archstone Foundation website after the webinar.



Agenda

- Introductions
- The Unique Opportunity of CalAIM
- CalAIM Context and Background
- Health Plan Perspective – *CalOptima Health*
- Experience in Contracting and Obtaining a Letter of Attestation
 - *Dayle McIntosh Center*
 - *Alzheimer's Los Angeles*
- Responses
 - *The SCAN Foundation*
 - *California Health Policy Strategies, LLC*
- Q&A and Discussion

Today's Speakers



Danielle Cameron
Director, Program Development,
Medi-Cal and CalAIM
CalOptima



Jennifer Schlesinger
Vice President, Healthcare Services &
Professional Training
Alzheimer's Los Angeles



Brittany Zazueta
Executive Director
Dayle McIntosh Center



Christopher Langston
President & CEO
Archstone Foundation



Erin Westphal
Program Officer
The SCAN Foundation



David Panush
President
California Health Policy Strategies, LLC



Jane Ogle
Senior Advisor
California Health Policy Strategies, LLC



MISSION

To improve the health and well-being of older Californians and their caregivers.



ARCHSTONE
FOUNDATION

VISION



All older Californians have access to high-quality coordinated care that effectively integrates health and social services.

Unique Opportunity of CalAIM

Targeting High Cost/High Needs Medi-Cal Beneficiaries with Complex Needs Using:

- **Enhanced Care Management** - systematic coordination of services and comprehensive care management that is community based, interdisciplinary, high touch and person centered for people w/ the most complex medical and social needs
- **14 Community Supports** e.g.,
 - Medically Supportive/Tailored Home-Delivered Meals
 - Nursing Facility Transition/Diversion to Lower Intensity Options
 - Community Transition Services/Nursing Facility Transition to a Home
 - Caregiver Respite
 - Environmental Accessibility Adaptations (Home Modifications)
- **Coordinated Managed Care** (D-SNP Offerings)
- **Comprehensive Data Exchange**

Unique Opportunity of CalAIM

- **PATH – Providing Access and Transforming Health**
 - 5 year, \$1.8 Billion *upfront*

- **Capacity and Infrastructure Transition, Expansion and Development**
(CITED) funding to enable the transition, expansion and development of Enhanced Care Management (ECM) and Community Supports capacity and infrastructure

- **Collaborative Planning and Implementation (CPI)**
 - County level efforts to reduce barriers and improve coordination

- **TA Marketplace**

Unique Opportunity of CalAIM

Priority Populations:

- #1A #1B Homeless, #3 SMI/SUD, #4 Leaving Incarceration, #7 Foster Children
- #2 Individuals At Risk for Avoidable Hospital or ED Utilization
 - Formerly “High Utilizers”
(≥ 5 ED visits or ≥ 3 hospitalizations/short-term SNF stays within 6 months)
- #5 Adults Living in the Community and At Risk for LTC Institutionalization
 - Meet SNF level of care OR lower acuity skilled nursing + ≥ 1 social or environmental factor + can stay home safely with wraparound supports
- #6 Adult Nursing Facility Residents Transitioning to the Community



Unique Opportunity of CalAIM

1.4 Million Duals / 1 Million Older Adult (65+) Duals + ~300k Medi-Cal Only

~20% Dementia

40% Diabetes

20% Heart Failure

44% Older Adult Duals Report Fair or Poor Health

40% ≥ 2 ADL Limitations

42% Older Adult Dual Annual Hospitalization Rate

32% Older Adult Duals Discharged from Hospital to SNF/ICF

45% Food Insecure

38% < High School Education

58% Don't Drive Themselves to MD Appointments

Equity and Justice - 2X More likely to be non-white than over all Older Adult population

Key Points

CalAIM presents a unique opportunity for aging services organizations:

- Older Adults in Medi-Cal face serious challenges to maintain health and well-being
- 100,000 – 200,000 Older Adults in Medi-Cal may be eligible for new CalAIM services
- Aging Services organizations specialize in many of the critical services that CalAIM calls for and needs to succeed
- Where to Start: A Contract or Letter of Attestation from a MCP

Navigating Medi-Cal's Billion Dollar Capacity Building Grants Program (PATH CITED): What CBOs Need to Know

Erin Westphal
Program Officer

Mission and Vision

Vision



We envision a society where **every older adult** has the **choices** and opportunity to **age well**

Mission



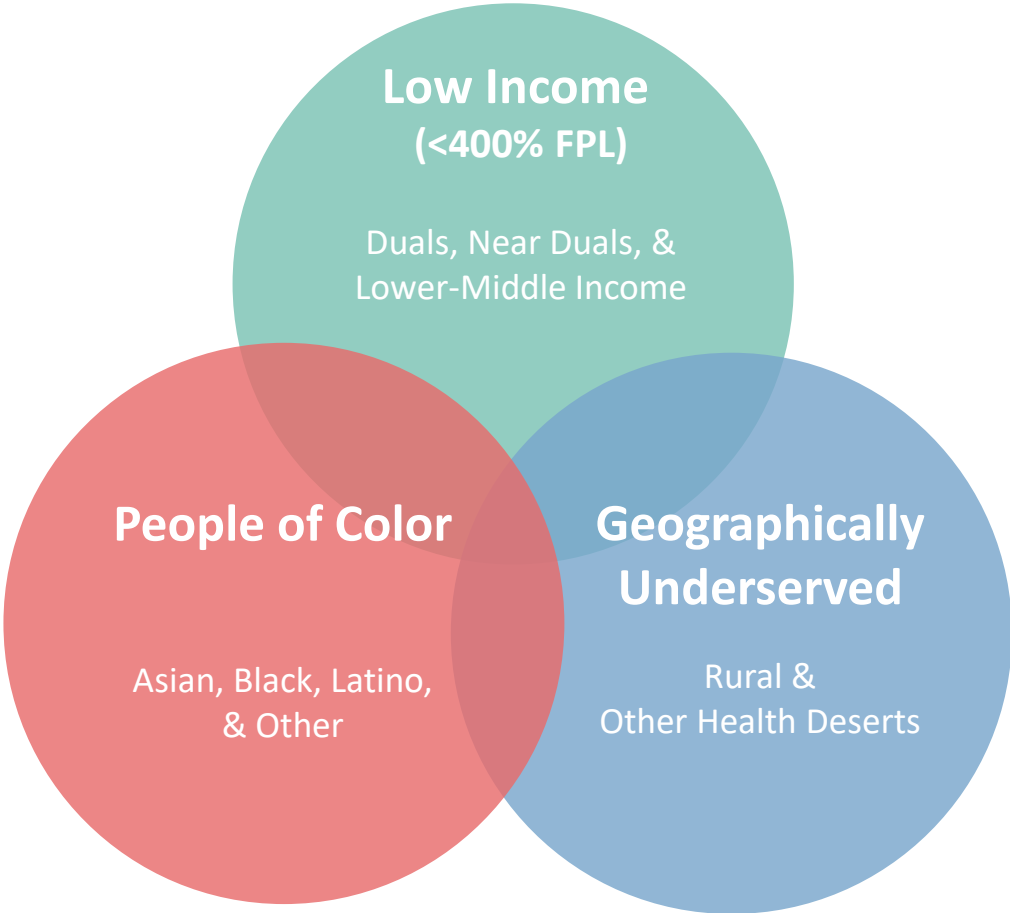
We pursue this vision by igniting **bold and equitable changes** in how older adults **age in both home and community**

Values

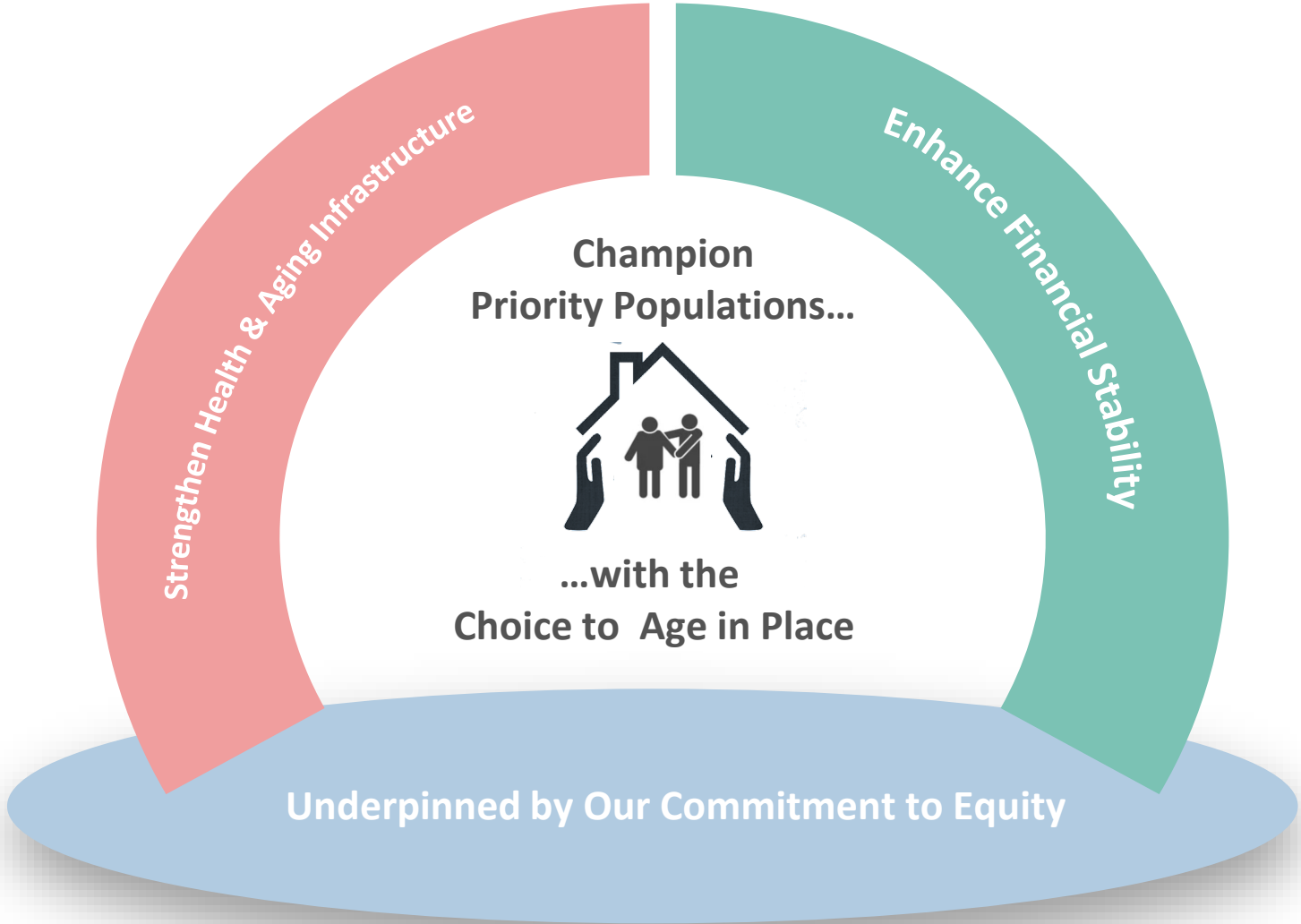


Leadership & Innovation
Inclusion & Equity
Empathy & Humility

The SCAN Foundation: Priority Populations



How The SCAN Foundation Drives Impact



The SCAN Foundation Investments in Integrated Care

Building CBO Networks in CA

- Building business acumen for CBOs in CA
- 3 collaboratives to support the development of networks of CBOs
- Led by USAging/Aging and Disability Business Institute

MLTSS and Duals Integration Learning Collaborative

- Bi-monthly meetings
- Focus on CalAIM implementation – community supports and ECM
- Led by the California Association of Health Plans

Non-medical Benefits in Medicare Advantage

- Tracking and monitoring benefits offering
- Policy changes
- Led by ATI Advisory



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Context for CalAIM

Jane Ogle, Senior Advisor

California Health Policy Strategies, LLC



CalAIM: Partnership & Funding Opportunities for CBOs

April 28, 2023

Danielle Cameron, Director of CalAIM Program Development

Our Mission

To serve member health with excellence and dignity, respecting the value and needs of each person.

Our Vision

By 2027, remove barriers to health care access for our members, implement same-day treatment authorizations and real-time claims payments for our providers, and annually assess members' social determinants of health.

CalAIM Overview

- CalAIM establishes the framework to address the **social determinants of health** and improve **health equity** statewide
 - CalAIM is moving Medi-Cal toward a population health approach that prioritizes prevention and whole person care
- Our goal is to extend supports and services beyond hospitals and health care settings directly into California communities
 - Enhanced Care Management (ECM)
 - Community Supports

Enhanced Case Management & Community Supports



Resources:

[Fact Sheet](#)

[Policy Guide for ECM](#)

[Policy Guide for CS](#)

Populations of Focus (POFs)

January 1, 2022

- Adults and their families experiencing homelessness
- Adult at risk for avoidable hospital or Emergency Department utilization
- Adults with serious mental illness (SMI) or substance use disorder (SUD) needs
- Adults with Intellectual or Developmental Disabilities
- Adult pregnant or postpartum individuals at risk for adverse perinatal outcomes

Populations of Focus (POFs)

January 1, 2023	<ul style="list-style-type: none">• Adults living in the community and at risk for long-term care institutionalization• Adult nursing facility residents transitioning to the community
July 1, 2023	<ul style="list-style-type: none">• Children and youth POFs
January 1, 2024	<ul style="list-style-type: none">• Pregnant and postpartum individuals at risk for adverse perinatal outcomes who are subject to racial and ethnic disparities
2024 (Date TBD)	<ul style="list-style-type: none">• Individuals transitioning from incarceration

CalOptima Health: Forming Partnerships

- CalAIM represents an opportunity to partner with CBOs and support services they are already providing to our members.

Partnership Exploration & Attestations

- Review policy guide, initial conversation
- Survey to collect key information

Contracting

- CalOptima Health staff to support
- Set-up within internal systems (e.g. CalOptima Connect)

Onboarding & Ongoing Support

- Initial Training/Academy
- CalAIM Liaisons
- Ongoing Support

CalAIM Funding Opportunities

- Incentive Payment Program

- Managed Care Plans (MCPs) earn dollars that they can use to strategically invest to increase member connection to services.

- Housing and Homeless Incentive Program

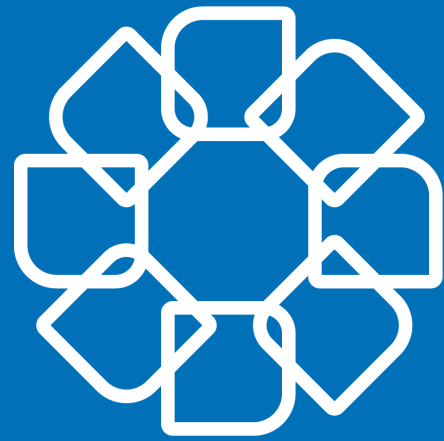
- MCPs can earn that they can use to strategically invest to better connect their members to housing.

- PATH CITED

- Does not flow through Managed Care Plans; the only connection is the attestation or contract. Concept is to build the capacity of the system to continue and/or expand providing these community-based services.

PATH Opportunities

- Direct Application for funding through Capacity and Infrastructure Transition, Expansion and Development (CITED)
- Local PATH Collaborative
 - Los Angeles: Transform Health, LApath@transformhc.com
 - Orange County and Inland Collaboratives: Institute for Healthcare Improvement, Eddie Turner, eturner@ihi.org
- TA Marketplace



CalOptima Health

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www.caloptima.org

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DAYLE MCINTOSH
— CENTER —

Dayle McIntosh Center for the Disabled

Brittany Zazueta (she/her)
Executive Director

Experience in Contracting

Pros:

- In line with existing core services
- Opportunities for consumers
- Sustainability as other funding sources end/change
- Capacity building grant

Biggest Considerations:

- Learning to work within the system and “medical model” language
- Pay structure and sustainability through a fee for service model





**Alzheimer's
LOS ANGELES**

The Alzheimer's Los Angeles ECM Experience

Jennifer Schlesinger, MPH, CHES
VP, Healthcare Services & Professional Training
Alzheimer's Los Angeles
jeschlesinger@alzla.org

Alzheimer's Los Angeles

- Locally focused CBO, but nationally & internationally recognized
- Active stakeholder in Cal MediConnect/ CalAIM
 - Advocacy
 - Technical assistance
 - Dementia Care Specialist Training
 - Support to families



Why Become an ECM Provider?



Goals:

- Increase our reach and support to families affected by Alzheimer's/dementia
- Strengthen quality dementia care by integration into health plans' model of care
- Program sustainability
- Advocacy

Foundational Aspects that Positioned the Organization to Pursue ECM

- Development & cultivation of relationships with health plans
- HIPAA compliance
- Board and senior management team buy-in



Strategic Consideration

- What was the “right” intervention for our organization that was mission-aligned AND of value to a health plan partner?



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THE ONLY WAY
TO MAKE SENSE OUT OF CHANGE
IS TO PLUNGE INTO IT,
MOVE WITH IT,
AND JOIN THE DANCE.

ALAN WATTS

CaAIM: Opportunities



Response

Erin Westphal, Program Officer
The SCAN Foundation



Response



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David Panush, President
California Health Policy Strategies, LLC

Discussion



Webinar Part 2:

CalAIM Funding Opportunity to Build Capacity & Infrastructure Webinar

April 28 at 2pm PT



Thank you!

