The Business Institute

The mission of the Aging and Disability Business Institute (Business Institute) is to:

- successfully build and strengthen partnerships between community-based organizations (CBOs) and the health care system
- so older adults and people with disabilities will have access to services and supports that will enable them
- to live with dignity and independence in their homes and communities as long as possible.

Policy and Payment Changes Moving Toward Integrated Care

Integrated Care Trends

Health Care Moving Toward CBOs, But With Risks Inherent

- Payment reform, away from FFS and toward VALUE, potentially "liberates" resources from delivery system and traditional payment systems
- Focus on outcomes, and social determinants of health, has taught delivery system and MCOs that CBOs/AAAs exist and are useful
- They are under intense cost pressures, and are afraid of risk of new populations and incentive schemes, so contract carefully
- New payment models demand that payers assume financial risk so they will want CBOs to take on risk also

Why Should PCMHs Focus on Older Adults?

- Majority of older adults receive care from primary care teams without formal training in the needs of older adults
- Historically, the bulk of high need patients in primary care practices are older
- Primary care is increasingly the focus of health reform to reduce risk, improve outcomes, and reduce costs (in programs mostly known as Patient-Centered Medical Homes or Advanced Primary Care)

Why a CBO Focus on Primary Care?

- They are under intense cost pressures, and are afraid of risk of new populations and incentive schemes, so contract carefully
- New payment models demand that payers assume financial risk so they will want CBOs to take on risk also

The Critical Role of Community-Based Organizations In Delivery System Reform

CBO-Health Care Successes

- Chronic disease self-management
- Diabetes self-management
- Nutrition programs (diet counseling & meal provision)
- Education about Medicare preventive benefits
- Peer supports
- Transfers from nursing facility to home/community
- Personalized planning

ACO Success

- Transitions from nursing facility to home/community
- Person-centered planning
- Self-direction/self-advocacy
- Assessment/pre-admission review
- Information, referral & assistance/system navigation
- Environmental modifications
- Caregiver support
- LTSS transitions
- Transportation
- Housing assistance
- Personal assistance

Contracting Opportunities for CBOs

- Health Plans
  - Medicaid Managed Care Organizations, Managed Long-Term Services and Supports (MLTSS), Duals Plans
  - Special Needs Plans (SNPs), Medicare Advantage, Commercial
- Merit-Based Incentive Systems (MIPS) and Advanced Alternative Payment Models (APMs)
  - Hospitals, hospital systems
  - Primary Care
    - Physicians, Physician Groups, Patient-Centered Medical Homes (PCMH)
  - Accountable Care Organizations
- Medicare
- State Medicaid Departments
- Veterans Administration Medical Centers
- Skilled Nursing Facilities and Post-Acute Care Providers

Community Care Transitions Program Success

Community-Based Integrated Care

Access to Health Care
- Health Disparities
- Medication management and reconciliation
- Compliance and adherence to care and self-management
- Patient-centered care coordination, navigation, assessment

Social Determinants of Health

- Employment
- Income
- Housing
- Food
- Medical care

Social Determinants

- Access to Transportation and Living Environment
- LTSS Care Transitions
- Level of independence, caregiver and/or social supports
- Financial stability and access to benefits

Population Health

Patient Health

Patient Activation Engagement

- Behavioral Health Supports
- Motivational Interviewing
- Chronic Disease Management Programs
- Patient and Caregiver Activation and Engagement

Business Institute Partners

A national initiative designed to provide community-based organizations with the tools and resources to:

- successfully adapt to a changing health care environment,
- enhance their organizational capacity, and
- capitalize on emerging opportunities to diversify funding.

Business Institute Funders

aginganddisabilitybusinessinstitute.org