

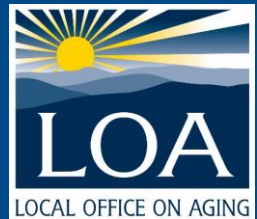


Joint Commission on Health Care
MAY 18, 2021

Area Agencies on Aging (AAAs) A Healthcare Solution for the Commonwealth

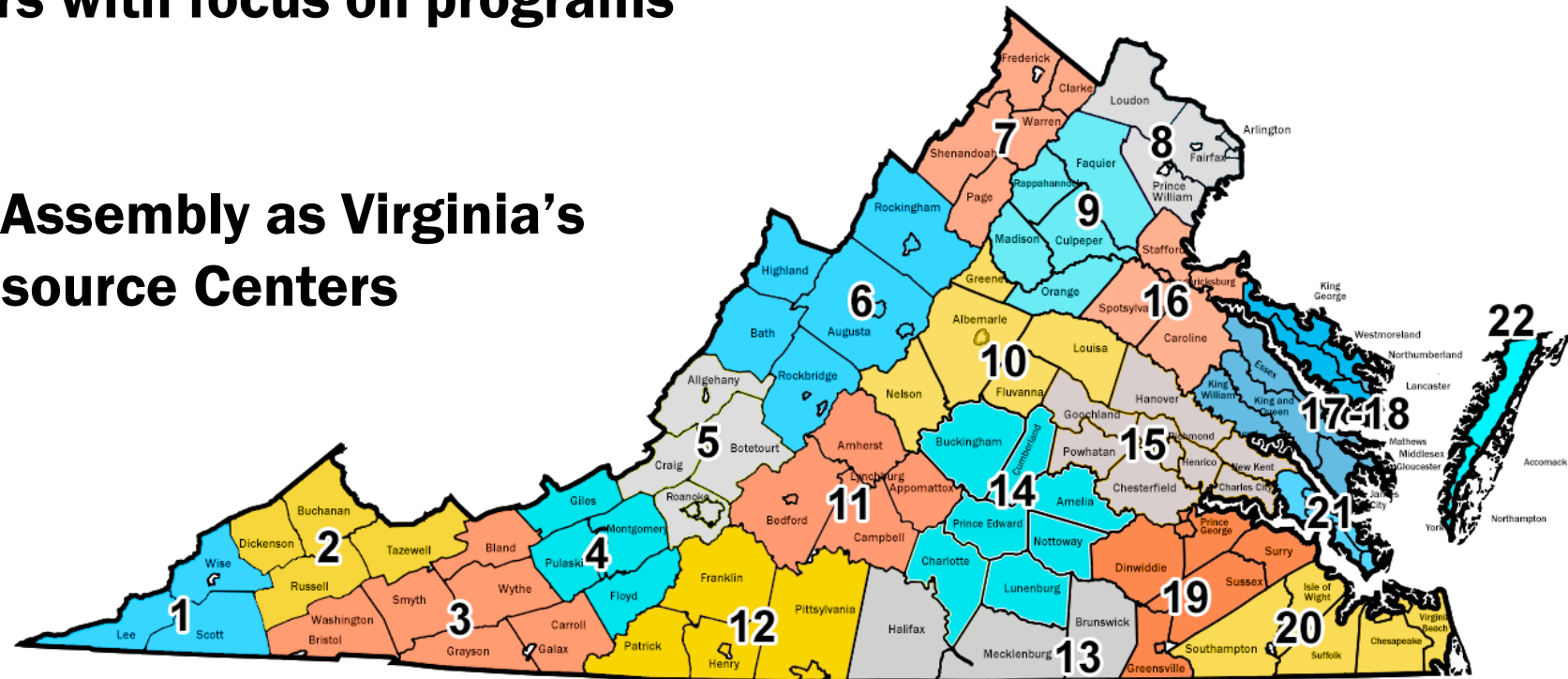
Ron Boyd
President/CEO, Local Office on Aging
President, V4A

Kathy E. Vesley, President/CEO
Bay Aging/VAAACares®



Virginia Area Agency on Aging Network

- **Mandated by Federal Older Americans Act**
- **Providing statewide coverage since 1974**
- **Serving adults 18+ years with focus on programs for older adults 60+**
- **Designated by General Assembly as Virginia's Aging and Disability Resource Centers**



Virginia Area Agency on Aging Network cont.

- **Provide Home and Community Based Services and Supports.**

To list a few:

- **In-home Care**
- **Hospital to Home Care Transitions**
- **Transportation**
- **Chronic Disease Self Management**
- **Fall Protection**
- **Nutrition, including Meals on Wheels**
- **In Home Health Assessment and Care Coordination**
- **And Many, Many More**



AAAs Providing Health Services

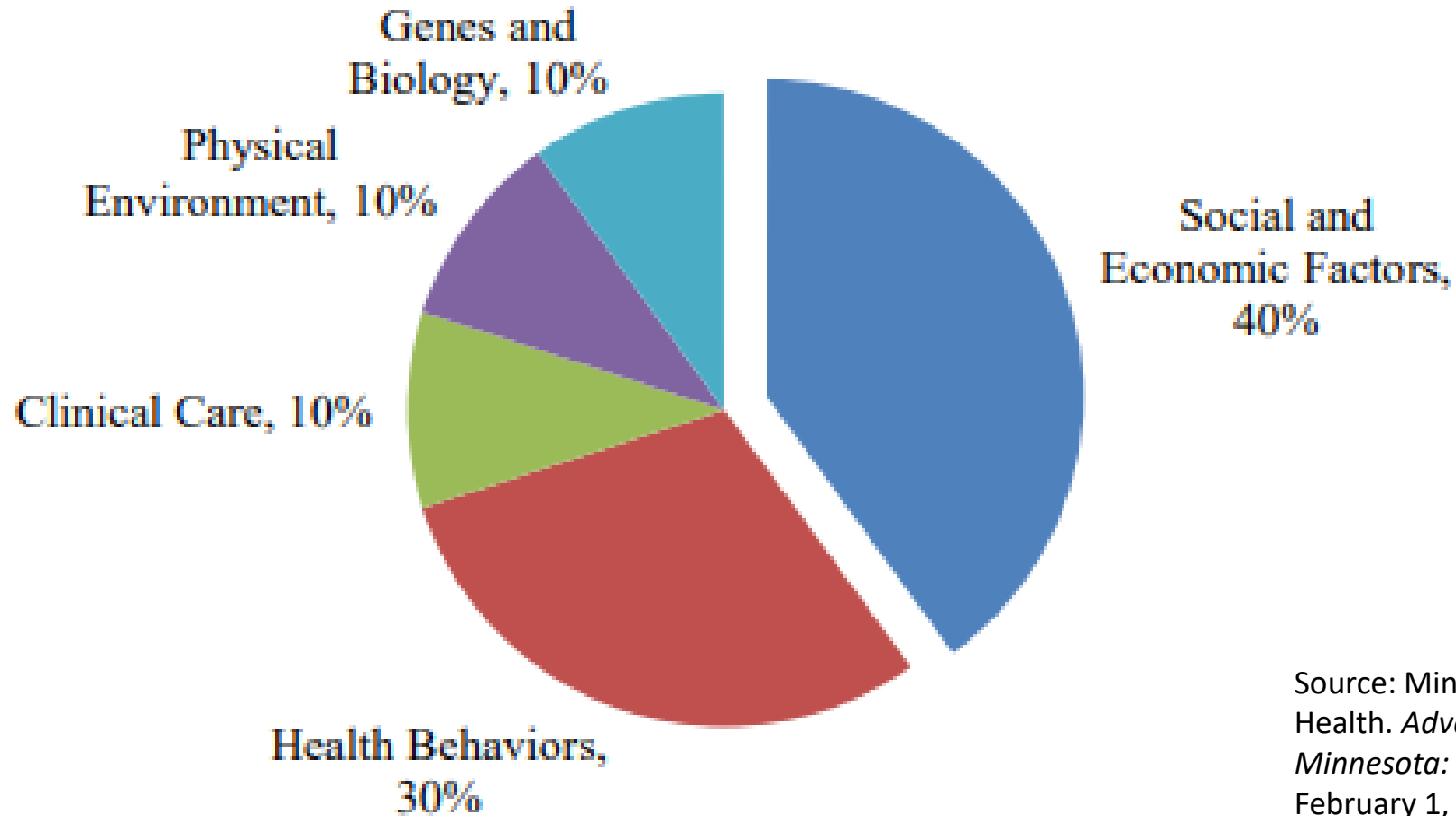
- **LEAST EXPENSIVE** services
- **MOST EFFECTIVE** in delaying need for clinical care
- **MOST PERVASIVE** in every community
- **MOST OVERLOOKED/UNDER VALUED** partner in continuum.

But It's a New Day! Healthcare is moving more services into the home.

Quantifying Social Determinants of Health

Researchers have proposed numerous models of the impact of SDoH:

The Determinants of Health



Source: Minnesota Department of Health. *Advancing Health Equity in Minnesota: Report to the Legislature*. February 1, 2014, page 12.

Social Determinants of Health

Incorporating social determinants critical to overall wellness

What happens in the home...Where people spend most of their time is key

- housing, transportation, meals, home and personal care, respite and adult day health services

Health is about more than what happens at the doctor's office



VAAACares® Healthcare Solutions: *Healthcare to Home*

Coordination of Social Determinants of Health (AAA Services)

Nutrition / Meals on Wheels
Transportation
Housing Services
Personal and Companion Care
Emergency Services
Adult Day Health Services
Hospice, Insurance Counseling, Employment
... More

Include as Needed: Evidence-Based Prevention & Education

Chronic Disease Self-Management Education
Fall Prevention Education
Advance Care Planning
Caregiver and Dementia Supports and Education
Support Engagement and Use of Telemonitoring

Core Components (Care Transitions)

Patient Activation
Home Assessment & Environmental Scan
Medication Management
Follow-Up Appointment Assurance
Address Star Ratings & HEDIS Measures

Care Transitions Outcomes

Readmission Reduction Rates



Expected Readmissions



Actual Readmissions

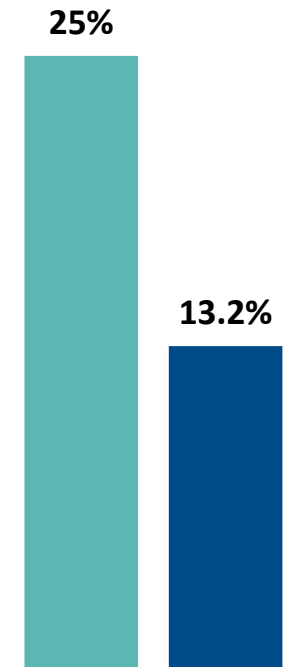
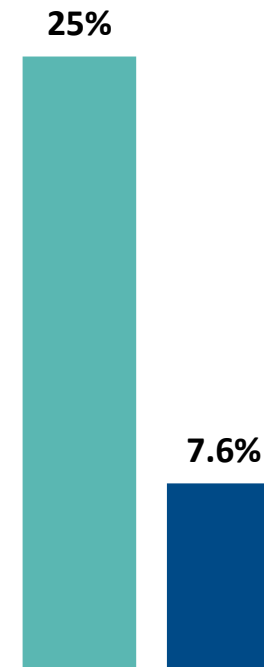
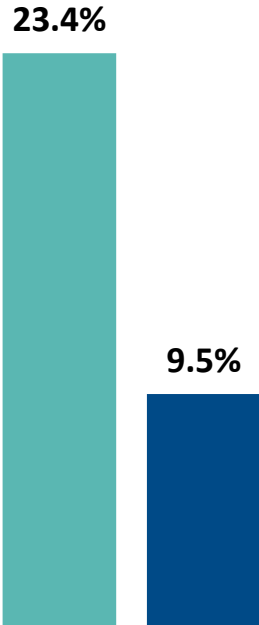
**CMS Medicare
Demonstration**
2/2013 - 1/2016
23,278 participants

**Other
Medicare**
2/2016 - 12/2017
3,474 participants

**General Assembly
Funded Medicaid Pilot**
7/2016 - 6/2017
1,046 participants

**MCO
Duals**
4/2016 - 12/2017
893 participants

**VAAACares[®]
MLTSS**
11/2017 - 3/2021
8,476 participants



**Readmissions
Avoided:
3,226**

**Readmissions
Avoided:
668**

**Readmissions
Avoided:
222**

**Readmissions
Avoided:
155**

**Readmissions
Avoided:
1,001**

Value Proposition

General Assembly Funded Pilot to test AAA intervention (SDoH, CTI) effectiveness with Medicaid chronically ill, high utilizers

General Assembly Investment: \$250,000

Net savings for VA: \$1,082,000

4:1 Return on Investment

Investment - \$250,000

Readmissions Avoided – 222

Average cost of readmission - \$12,000

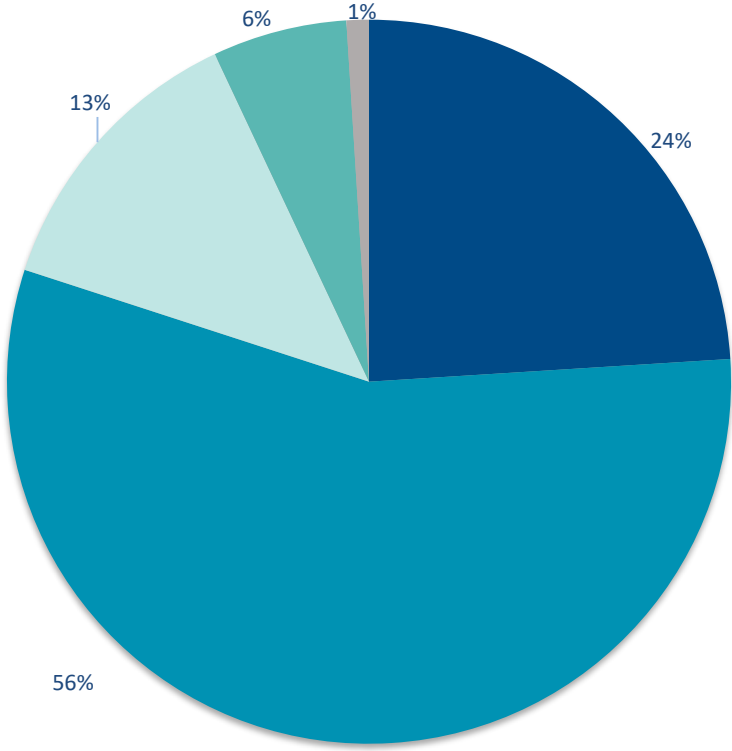
$\$12,000 \times 222 = \$2,664,000$

$\$2,664,000 \times \0.50 (state share) = \$1,332,000 saved

$\$1,332,000 - \$250,000 = \$1,082,000$ net savings

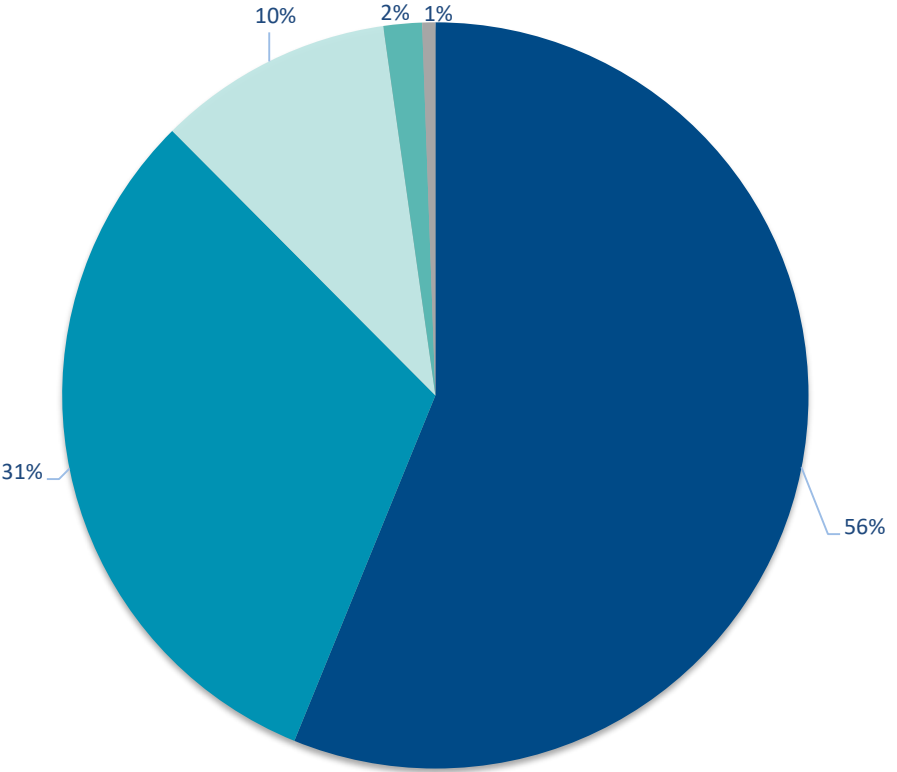
Revenue Trends: Sample AAA

2012



■ Fee for Service ■ Federal ■ State ■ Local ■ Contributions

2021



■ Fee for Service ■ Federal ■ State ■ Local ■ Contributions

Recommendations

ELEVATE Aging!

INVEST in the existing AAA infrastructure to address SDoH/HCBS

ENACT General Assembly mandate for utilization of AAA's network in MLTSS as is being done in other states

Better Health Outcomes

... Better Quality of Care

.... Lower Cost



Area Agencies on Aging (AAAs)
A Healthcare Solution for the
Commonwealth

THANK YOU
QUESTIONS? COMMENTS?

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