

# CalPACE

## Board of Directors Meeting

February 25, 2020 | 3:15 PM – 4:30 PM

The California Endowment, 1414 K Street, 1<sup>st</sup> Floor “Adelante Room”, Sacramento, CA 95814  
Conference Line (267) 930-4000 | Participant Code 177-134-261

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## A G E N D A

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1. Welcome
2. Approval of minutes from February 6, 2020 board meeting – *discussion and action item*
3. Approval of six-month financials – *discussion and action item*
4. CalPACE Affiliates program update – *discussion and action item*
5. CalPACE proposals for Medi-Cal Healthier CA for All – *discussion and action item*
6. Other business
7. Adjourn

### Attachments

- A. Draft minutes of January 14, 2020 board meeting
- B. Statement of Financial Position and Statement of Activities for Dec 31, 2019 (3 documents)
- C. CalPACE Affiliate Program Outreach – one pager for board members
- D. CalPACE Proposals for Medi-Cal Healthier CA for All (4 documents)

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## Board Members

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| •AltaMed PACE, Maria Zamora                            | • Innovative Integrated Health, Phil Tsunoda | •St. Paul's PACE, Cheryl Wilson        |
| •Brandman Centers for Senior Care, Arnold Possick      | •On Lok Lifeways, Eileen Kunz                | •Sutter SeniorCare PACE, Julie Erdmann |
| •CalOptima, Elizabeth Lee                              | •Redwood Coast PACE, Joyce Hayes             | •Welbe Health, Elizabeth Carty         |
| •Center for Elders' Independence, Linda Trowbridge     | •San Diego PACE, Kevin Mattson               | •West PACE, Tim Lash                   |
| •Family Health Centers of San Diego, Fran Butler-Cohen |  |  |



## Minutes of CalPACE Board Meeting

February 06, 2020

The Waterfront Beach Resort, Huntington Beach, CA

### Attendees

#### Board members:

Arnold Possick, Brandman Centers for Senior Care  
Cheryl Wilson, St. Paul's PACE  
Eileen Kunz, On Lok Lifeways  
Elizabeth Carty, WelbeHealth  
Kevin Mattson, San Diego PACE  
Linda Trowbridge, Center for Elders' Independence  
Julie Erdmann, Sutter SeniorCare PACE  
Tim Lash, Gary and Mary West PACE  
Phil Tsunoda, Fresno PACE

#### CalPACE staff:

Peter Hansel, Chief Executive Officer  
Jennifer Blankenship, Senior Director of Operations  
Fred Main, CalPACE Counsel

#### Other CalPACE Officers:

Bing Isenberg, Center for Elders' Independence

#### Guests:

Barbara LaHaie, Redwood Coast PACE  
Bev Dahan, InnovAge  
Carol Hubbard, St. Paul's PACE  
Grace Li, On Lok Lifeways  
Jackie Mark, CalOptima PACE  
Jeff Gering, Family Health Centers of San Diego  
Pamela Ansley, Sutter SeniorCare PACE  
Susie Fishenfeld, Brandman Centers for Senior Care

#### Board members absent:

Elizabeth Lee, CalOptima PACE  
Fran Butler Cohen, Family Health Centers of San Diego  
Joyce Hayes, Redwood Coast PACE  
Maria Zamora, AltaMed PACE

**Note: These minutes are confidential and privileged and should not be circulated outside of the CalPACE Board.**

Board Chair Linda Trowbridge welcomed members and convened the meeting at 4:00 P.M.

### DECISIONS

**Minutes of January 4, 2020 meeting.** The minutes of the January 4, 2020 meeting as corrected to note the absence of Linda Trowbridge, were adopted (Mattson/Erdman; 9-0; Tsunoda abstaining).

**2020 legislative and policy priorities.** Peter Hansel provided an overview of the CalPACE 2020 legislative and policy priorities, as adopted by the board at its January 04, 2020 meeting. Four items were designated by the board as high priority areas for CalPACE advocacy in 2020 – seeking amendments to the Medi-Cal Healthier CA for All proposal, adoption of goals that promote access to PACE in the Master Plan for Aging, seeking changes to streamline and improve the PACE level of care review process, and supporting DHCS staffing for oversight of PACE and implementation of AB 1128. Four additional areas have been designated as lower priority areas in which CalPACES focus will be to support other organizations’ proposals and efforts. Two areas require further board review – PACE rate setting, which the board did not have sufficient time to discuss at its January 04 board meeting, and seeking changes to the PACE contract, for which proposed changes by DHCS are still pending.

The board discussed extensively whether to prioritize developing legislation to make changes to the PACE rate methodology or to send a letter with concerns to DHCS pointing out problems with the application of the methodology and seeking a meeting with Mercer, DHCS and Optumas to discuss adjustments. Some board members expressed concern that getting changes made to the Medi-Cal Healthier CA for All proposal is a high priority for CalPACE for 2020 and CalPACE should limit its efforts on rate setting to sending the letter to DHCS. Board members discussed the timing and level of effort that would be required to seek legislative changes to the Medi-Cal Healthier CA for All proposal and the rate methodology. Cheryl Wilson stated that proceeding with both efforts legislatively would be possible and that CalPACE should move forward with legislation to revise the rate methodology. After extensive discussion, a motion to send a letter expressing concerns with the application of the rate methodology and to seek legislative changes to ensure that PACE is included as, and better promoted as, an option in the Medi-Cal Healthier CA for All was adopted (Kunz/Lash; 9 – 1; Wilson voting no).

**CalPACE Champion Award.** After brief discussion, the board adopted a motion to present Joseph Billingsley with a PACE Champion award at the CalPACE Day in the Capitol (Wilson/Mattson; 10-0).

**CalPACE 2021 retreat.** Jennifer Blankenship reviewed location options for the 2021 retreat. Board members discussed a number of options but noted that it is fairer to southern CA POs to hold the retreat in southern California because the CalPACE quarterly meetings are generally in Sacramento.

**Other business.** There being no further business to discuss, the meeting was adjourned

Adjourned at 4:55 P.M.

Respectfully submitted,

Eileen Kunz, Secretary

Prepared by: Peter Hansel, Chief Executive Officer  
Jennifer Blankenship, Vice President of Operations

# CalPACE Financial Narrative

July 1, 2019 thru December 31, 2019

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## Statement of Financial Position as of December 31, 2019

- Cash – \$522,926, which is an increase of \$185,366 over prior year. This increase is primarily related to advance payments of membership dues by several members.
- Receivables – increased by \$63,778. This balance represents the member receivables due.
- Prepaid Expenses – increase of \$2,404 for prepaid insurance and event deposits.
- Accounts Payable – at \$25,086 is \$54,650 lower than prior year. The balance of this account is primarily due to LeadingAge CA for payroll and services.
- Deferred revenue – \$245,000 are amounts collected for member dues that are not yet earned.
- **Net Assets are \$305,675, an increase of \$92,158 from June 30, 2019.**

## Statement of Activities for July thru December 2019

- **Revenues** – 3% better than budget overall. The primary purpose of the better than budgeted result was the higher than budgeted revenue for the PACE2.0 program which was not included in the approved budget.
- **Expenses** – Overall operating expenses are 230% better than budget year to date. We expect expenses to level out throughout the year; most variances are related to timing of the expenses.
  - Salary and Fringe Benefits – (6%) \$9,292 under budget due to the savings from certain employee benefits that were anticipated in the budget.
  - Contractual – (23%) \$31,888 savings year to date. As follows:
    - Website Design (\$16,320) redesign of member page has been put on hold for now.
    - Legal \$14,750 incurred for the legal opinion on corporate practice.
    - Actuarial (\$6,506) less has been spent on the 2020 rate analysis than was anticipated.
    - Consultant – Other (\$29,000) technical assistance work delayed.
    - Strategic planning - Consultant (\$6,750) lower than budget due to post retreat planning delayed.
    - Strategic planning – Brand Development \$13,676 cost to be offset by supplemental dues.
  - Travel and Training – 6% \$830 over budget related primarily to higher than anticipated staff travel costs for the DC conference.
  - General office and Administration – (14%) \$5,439 under budget to date due to primarily related to the timing of expenditures for the affiliate meeting.
  - Other expenses- (35%) \$5,152 better than budget due less than anticipated catering costs and timing of gifts and contributions.
- **Net Surplus at \$92,158 for the year.**

**CalPACE**  
**STATEMENT OF FINANCIAL POSITION**  
**For the Six Months Ended December 31, 2019**

|  | <u>12/31/2019</u> | <u>6/30/2019</u>      |                  |              |
|--|-------------------|-----------------------|------------------|--------------|
|  | <u>UNAUDITED</u>  | <u>Prior Year End</u> | <u>CHANGE</u>    | <u>%</u>     |
| <b>ASSETS</b>                            |                   |                       |                  |              |
| Cash                                     | \$522,926         | \$337,560             | \$185,366        | 55%          |
| <b>TOTAL CASH &amp; CASH EQUIVALENTS</b> | <b>522,926</b>    | <b>337,560</b>        | <b>185,366</b>   | <b>55%</b>   |
| Receivable - Dues                        | 63,778            |                       | 63,778           |              |
| Receivable - Other                       |                   | 2,264                 | (2,264)          | -100%        |
| Prepaid Expenses & Deposits              | 3,097             | 693                   | 2,404            | 347%         |
| <b>TOTAL CURRENT ASSETS</b>              | <b>66,875</b>     | <b>2,957</b>          | <b>63,918</b>    | <b>2162%</b> |
| <b>FIXED ASSETS</b>                      |                   |                       |                  |              |
| Computers and Office Furniture           | 11,792            | 6,020                 | 5,772            | 96%          |
| Accumulated Depreciation                 | (4,100)           | (4,054)               | (46)             | 1%           |
| <b>TOTAL FIXED ASSETS</b>                | <b>7,692</b>      | <b>1,966</b>          | <b>5,726</b>     | <b>291%</b>  |
| <b>TOTAL ASSETS</b>                      | <b>\$597,493</b>  | <b>\$342,483</b>      | <b>\$255,010</b> | <b>74%</b>   |
| <b>LIABILITIES</b>                       |                   |                       |                  |              |
| Accounts Payable - Trade                 | 25,086            | 79,736                | (54,650)         | -69%         |
| Accrued Expenses                         | 21,732            | 21,732                |                  |              |
| Deferred Revenue                         | 245,000           | 27,500                | 217,500          | 791%         |
| <b>TOTAL LIABILITIES</b>                 | <b>291,818</b>    | <b>128,968</b>        | <b>162,850</b>   | <b>126%</b>  |
| <b>NET ASSETS</b>                        |                   |                       |                  |              |
| Unrestricted                             | 213,517           | 173,215               | 40,302           | 23%          |
| Net Surplus Unrestricted                 | 92,158            | 40,302                | 51,856           | 129%         |
| <b>TOTAL NET ASSETS</b>                  | <b>305,675</b>    | <b>213,517</b>        | <b>92,158</b>    | <b>43%</b>   |
| <b>TOTAL LIABILITIES AND NET ASSETS</b>  | <b>\$597,493</b>  | <b>\$342,483</b>      | <b>\$255,010</b> | <b>74%</b>   |

**CaIPACE**  
**STATEMENT OF ACTIVITIES**  
**For the Six Months Ended December 31, 2019**

|  | <b>CURRENT YTD<br/>ACTUAL</b> | <b>YTD<br/>BUDGET</b> | <b>VARIANCE</b> |             | <b>ANNUAL<br/>BUDGET</b> |
|--|-------------------------------|-----------------------|-----------------|-------------|--------------------------|
| <b>REVENUES:</b>                                   |                               |                       |                 |             |                          |
| Membership   | \$245,000                     | \$245,000             |                 |             | \$490,000                |
| Associate membership                               | 20,000                        | 16,250                | \$3,750         | 23%         | 24,375                   |
| Affiliate membership                               | 55,000                        | 55,000                |                 |             | 55,000                   |
| ISAT fee   |                               | 3,000                 | (3,000)         | -100%       | 6,000                    |
| Sponsorships                                       | 4,575                         | 5,500                 | (925)           | -17%        | 11,000                   |
| Event registration - Meet and Greet                | 58,650                        | 57,000                | 1,650           | 3%          | 57,000                   |
| Event registration - Retreat                       | 1,200                         | 2,667                 | (1,467)         | -55%        | 7,600                    |
| Strategic planning - SNP Feasibility               |                               |                       |                 |             |                          |
| Strategic planning - Brand Development<br>PACE 2.0 | 13,256                        |                       | 13,256          |             |                          |
| <b>TOTAL OPERATING REVENUE</b>                     | <b>397,681</b>                | <b>384,417</b>        | <b>13,264</b>   | <b>3%</b>   | <b>650,975</b>           |
| <br>   |                               |                       |                 |             |                          |
| <b>TOTAL SALARY &amp; FRINGE BENEFITS</b>          | <b>143,066</b>                | <b>152,358</b>        | <b>(9,292)</b>  | <b>-6%</b>  | <b>304,716</b>           |
| <br>   |                               |                       |                 |             |                          |
| <b>CONTRACTUAL SERVICES:</b>                       |                               |                       |                 |             |                          |
| Accounting   | 4,380                         | 4,380                 |                 |             | 8,760                    |
| Administrative services                            | 2,550                         | 2,550                 |                 |             | 5,100                    |
| Audit/Tax  | 1,500                         | 2,000                 | (500)           | -25%        | 2,000                    |
| Public relations                                   | 2,305                         | 2,500                 | (195)           | -8%         | 25,000                   |
| Lobbying   | 44,322                        | 44,500                | (178)           | 0%          | 89,000                   |
| Website Design                                     | 180                           | 16,500                | (16,320)        | -99%        | 24,500                   |
| Legal  | 27,000                        | 12,250                | 14,750          | 120%        | 24,500                   |
| Actuarial  | 3,494                         | 10,000                | (6,506)         | -65%        | 20,000                   |
| I-SAT/Other  | 2,735                         | 3,600                 | (865)           | -24%        | 3,600                    |
| Consultant - Other                                 |                               | 29,000                | (29,000)        | -100%       | 58,000                   |
| Strategic planning - Consultant                    | 3,250                         | 10,000                | (6,750)         | -68%        | 20,000                   |
| Strategic planning - Brand Development             | 13,676                        |                       | 13,676          |             |                          |
|  | 105,392                       | 137,280               | (31,888)        | -23%        | 280,460                  |
| <br>   |                               |                       |                 |             |                          |
| <b>TRAVEL &amp; TRAINING:</b>                      |                               |                       |                 |             |                          |
| Travel and Entertainment                           | 11,828                        | 9,000                 | 2,828           | 31%         | 18,000                   |
| Training and Conferences                           | 1,802                         | 3,800                 | (1,998)         | -53%        | 7,600                    |
|  | 13,630                        | 12,800                | 830             | 6%          | 25,600                   |
| <br>   |                               |                       |                 |             |                          |
| <b>TOTAL PROGRAM &amp; TRAVEL EXPENSE</b>          | <b>119,022</b>                | <b>150,080</b>        | <b>(31,058)</b> | <b>-21%</b> | <b>306,060</b>           |
| <br>   |                               |                       |                 |             |                          |
| <b>GENERAL OFFICE &amp; ADM EXPENSE</b>            |                               |                       |                 |             |                          |

|  | <b>CURRENT YTD</b> | <b>YTD</b>      |                 |             | <b>ANNUAL</b>     |
|--|--------------------|-----------------|-----------------|-------------|-------------------|
|  | <b>ACTUAL</b>      | <b>BUDGET</b>   | <b>VARIANCE</b> |             | <b>BUDGET</b>     |
| Office rent                                    | 5,460              | 5,610           | (150)           | -3%         | 11,220            |
| Facility rent                                  |                    |                 |                 |             | 4,500             |
| Supplies                                       | 1,370              | 800             | 570             | 71%         | 1,600             |
| Telephone                                      | 2,379              | 2,370           | 9               | 0%          | 4,740             |
| Insurance                                      | 1,404              | 1,500           | (96)            | -6%         | 3,000             |
| Fees and licenses                              | 1,912              | 850             | 1,062           | 125%        | 1,700             |
| Board retreat                                  |                    |                 | 0               |             | 40,000            |
| IT services                                    | 2,801              | 1,900           | 901             | 47%         | 3,800             |
| Dues and subscriptions                         | 6,227              | 6,050           | 177             | 3%          | 12,100            |
| Printing                                       | 161                | 250             | (89)            | -36%        | 500               |
| Affiliate meeting expense                      | 12,177             | 20,000          | (7,823)         | -39%        | 20,000            |
| <b>TOTAL GENERAL OFFICE &amp; ADM EXPENSES</b> | <b>33,891</b>      | <b>39,330</b>   | <b>(5,439)</b>  | <b>-14%</b> | <b>103,160</b>    |
| <b>OTHER EXPENSES:</b>                         |                    |                 |                 |             |                   |
| Catering                                       | 9,306              | 12,250          | (2,944)         | -24%        | 24,500            |
| Depreciation                                   | 46                 | 1,020           | (974)           | -95%        | 2,040             |
| Postage  | 22                 | 25              | (3)             | -12%        | 50                |
| Contributions and Gifts                        | 169                | 1,400           | (1,231)         | -88%        | 2,800             |
| <b>TOTAL OTHER EXPENSES:</b>                   | <b>9,543</b>       | <b>14,695</b>   | <b>(5,152)</b>  | <b>-35%</b> | <b>29,390</b>     |
| <b>TOTAL OPERATING EXPENSES</b>                | <b>305,522</b>     | <b>356,463</b>  | <b>(50,941)</b> | <b>-14%</b> | <b>743,326</b>    |
| <b>NET SURPLUS (DEFICIT)</b>                   | <b>\$92,158</b>    | <b>\$27,954</b> | <b>\$64,204</b> | <b>230%</b> | <b>(\$92,351)</b> |



## **CalPACE Proposals for Medi-Cal Healthier CA for All Tasks, Timelines, and Member Involvement**

### **Overall CalPACE 2020 Policy Priorities**

1. Seek amendments to the Medi-Cal Healthier CA for All proposal to ensure that managed care beneficiaries are aware of PACE and how to access it at the point of enrollment and when they reach PACE eligibility and for dual beneficiaries, when they have options to make Medicare plan choices.
2. Seek inclusion of goals in the Master Plan for Aging to promote and improve statewide access to PACE, including adoption of a more robust statewide information and assistance system to counsel and advise persons on LTSS options, development of a plan to develop the statewide infrastructure of HCBS programs and services, adoption of a new LTSS financing program, and development of demonstrations to test new models of integrated care for the broader population of seniors and persons with disabilities.
3. Provide recommendations to DHCS to better streamline the PACE level of care review process to achieve efficiencies and reduce administrative burdens on DHCS.
4. Support proposals to increase staffing for PACE oversight and implementation of AB 1128 within DHCS and monitor and provide input to DHCS on its implementation plan for AB 1128 and establishment of a dedicated PACE unit.

### **CalPACE POLICY PROPOSALS FOR MEDI-CAL HEALTHIER CA FOR ALL: TASKS, TIMELINES AND MEMBER INVOLVEMENT**

1. Ensure that managed care beneficiaries are aware of PACE and how to access it at the point of enrollment and when they reach PACE eligibility and for dual beneficiaries, when they have options to make Medicare plan choices. Subtopics: PACE as an enrollment choice in Medi-Cal plan enrollment process, accurate and up-to-date information about PACE in outreach and enrollment materials, auto-referral system, identification of PACEeligibles in health plan screening and risk assessment processes, PACE as a Medicare plan option, use of brokers.

#### **Tasks:**

- 1A. Develop legislative language and present and advocate to legislative budget and policy committees.

Timeline: February – March 2020. Note: Budget hearings on Medi-Cal Healthier CA for All proposal are scheduled for April 13 in Assembly and April 23 in Senate.

1B. Review and comment on outreach and enrollment materials as they are developed.

Timeline: TBD

**Member Involvement: PO senior staff to review and provide recommendations on draft legislative language. Each member to send representatives to budget and policy committee hearings in which the legislative language will be discussed or presented.**

2. Establish an auto referral system as part of the Medi-Cal managed care choice process to refer beneficiaries to PACE who appear to be eligible for PACE.

**Tasks:**

2A. Establish a technical work group to develop criteria for auto referral system, including prior enrollment in waiver programs and nursing home stays and other utilization criteria.

Timeline: February - March 2020 for initial auto referral criteria. Propose initial auto referral criteria to DHCS in March 2020.

**Resources:**

- Potential criteria for auto-referral to PACE document

**Member Involvement: Each PO designates appropriate staff to participate in technical work group.**

3. Require health plans to notify beneficiaries who become PACE eligible after enrollment, based on health plan risk stratification and risk assessments, that they are eligible for PACE.

**Tasks:**

3A. Create technical workgroup to develop recommendations for modifications to health plan risk stratification and risk assessment tools to identify potential PACE eligibles.

**Resources:**

- DHCS Cal-MediConnect Policy Letter 17-0001: HRA and risk stratification requirements
- LA Care Pilot PACE referral project 2018

**Member Involvement: Each PO designates appropriate staff to participate in technical work group.**

Timeline: February – April 2020. Propose initial modifications to health plan risk stratification and risk assessment tools to DHCS by April 2020.

DRAFT

**Designation of dual eligibles who are subject to mandatory enrollment in Medi-Cal managed care (Target date: January 1, 2023)**

\_\_\_\_\_. A dual eligible who is enrolled in PACE organization with a contract with the department pursuant to Chapter 8.75 (commencing with Section 14591) is exempt from mandatory enrollment in a Medi-Cal managed care plan.

\_\_\_\_\_. In areas where a PACE plan is available, the PACE plan shall be presented as an enrollment option, included in all enrollment materials, enrollment assistance programs, and outreach programs, and made available to beneficiaries whenever enrollment choices and options are presented. Outreach and enrollment materials shall enable beneficiaries to understand what PACE provides; that, if eligible, they may be assessed for PACE eligibility and enroll in PACE; and how they can receive additional information and request to be assessed for PACE eligibility. Persons meeting the age qualifications for PACE and who choose PACE shall not be assigned to a managed care health plan for the lesser of 60 days or until they are assessed for eligibility for PACE and determined not to be eligible for a PACE plan. Persons enrolled in a PACE plan shall receive all Medicare and Medi-Cal services from the PACE program pursuant to the three-way agreement between the PACE program, the department, and the Centers for Medicare and Medicaid Services.

\_\_\_\_\_. As part of the managed care enrollment process for dual eligible beneficiaries, the department shall establish an auto referral system to refer beneficiaries to PACE organizations who appear to be eligible for PACE, based on age, residence, and prior use of services. People meeting the age qualifications for PACE who are auto referred to PACE shall not be assigned to a managed care plan for the lesser of 60 days or until they are assessed for eligibility for PACE and determined not be eligible of a PACE plan.

\_\_\_\_\_. Health plan risk stratification and health risk assessment processes completed by Medi-Cal managed care plans shall include criteria to identify and refer to PACE beneficiaries who appear to be eligible for PACE based on age, condition, functional impairment and use of services.

\_\_\_\_\_. In areas where a PACE plan is available, PACE shall be identified and presented as a Medicare plan option in any mailings or notices to dual eligible beneficiaries regarding their options to enroll in a Medicare plan and shall provide information about how they can receive additional information and be assessed for PACE eligibility.

**Designation of non-dual eligible beneficiaries who are subject to mandatory enrollment in managed care (Target date: January 1, 2021)**

\_\_\_\_\_. These provisions shall not apply to persons enrolled in the Program of All-Inclusive Care for the Elderly (PACE) pursuant to Chapter 8.75 (commencing with Section 14591).

\_\_\_\_\_. In areas where a PACE plan is available, the PACE plan shall be presented as an enrollment option, included in all enrollment materials, enrollment assistance programs, and outreach programs, and made available to beneficiaries whenever enrollment choices and options are presented. Outreach and enrollment materials shall enable beneficiaries to understand what PACE provides; that, if eligible, they may be assessed for PACE eligibility and enroll in PACE; and how they can receive additional information

and request to be assessed for PACE eligibility. Persons meeting the age qualifications for PACE and who choose PACE shall not be assigned to a managed care health plan for the lesser of 60 days or until they are assessed for eligibility for PACE and determined not to be eligible for a PACE plan. Persons enrolled in a PACE plan shall receive all Medicare and Medi-Cal services from the PACE program pursuant to the three-way agreement between the PACE program, the department, and the Centers for Medicare and Medicaid Services.

\_\_\_\_\_. As part of the managed care enrollment process for dual eligible beneficiaries, the department shall establish an auto referral system to refer beneficiaries to PACE organizations who appear to be eligible for PACE, based on age, residence, and prior use of services. People meeting the age qualifications for PACE who are auto referred to PACE shall not be assigned to a managed care plan for the lesser of 60 days or until they are assessed for eligibility for PACE and determined not be eligible of a PACE plan.

\_\_\_\_\_. Health plan risk stratification and health risk assessment processes completed by Medi-Cal managed care plans shall include criteria to identify and refer to PACE beneficiaries who appear to be eligible for PACE based on age, condition, functional impairment and use of services.

DRAFT

## Potential Criteria for Auto-Referral to PACE

- Enrolled in a 1915(c) waiver within the past 6-12 months
  - Individuals enrolled in a 1915(c) waiver must also be nursing home eligible so this is a comparable population
  - Should the criteria include beneficiaries who are currently enrolled in a 1915(c) waiver program
- Individuals with six or more hospital admissions within the last 6-12 months
- Individuals with three or more ED visits within the last 6-12 months
- Individuals with a SNF admission within the last 6-12 months

NOTE: The data the department has on hospital, ED, and SNF admissions may be limited due to mandatory managed care enrollment. In these cases, the department may be able to look at encounter data. The data points would likely have to be service or utilization based as the department has limited data on number of chronic conditions or other general demographics that may indicate PACE eligibility.

### 1915(c) Home and Community-Based Services (HCBS) Waivers

AIDS Medi-Cal Waiver Program (expires 2021)

Assisted Living Waiver (ALW) (expires 2024)

Home and Community-Based Alternatives (HCBA) Waiver (formerly NF/AH Waiver)

Home and Community-Based Services Waiver for the Developmentally Disabled (HCBS-DD) Waiver (expires 2025)

In-Home Operations (IHO) (expires 2023)

Multipurpose Senior Services Program (MSSP) (expires 2024)

Self-Determination Program (administered by DDS)

**Recommended Legislators to Sponsor CalPACE Amendments to  
Medi-Cal Healthier CA for All Proposal**

Note: A formal sponsor is needed for stakeholder requests in the Assembly Budget Committee

**Top 3**

Brian Maienschein (West/St. Paul's)  
Petrie-Norris (CalOptima)  
Susan Eggman (WelBe)

**Next 3**

Nazarian (Brandman)  
Gomes Reyes (Innovage)  
Chiu (OnLok)