

The Aging and Disability Business Institute and an Ohio Case Study

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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.

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RESOURCES ASSESSMENT TOOLS PARTNERSHIPS IN ACTION NEWS AND EVENTS ABOUT BLOG

Getting Started

Everyone needs some help with taking that first step. For aging and disability community-based organizations, *Getting Started* provides a collection of business acumen resources to help those beginning their journey toward partnerships and contracts with the health care sector. Start here if you are looking for the basics, or if you need a refresher on health care contracting fundamentals.

01
02
03

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Featured Content

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Our work



Training



Technical Assistance



Resource Development



Information Gathering

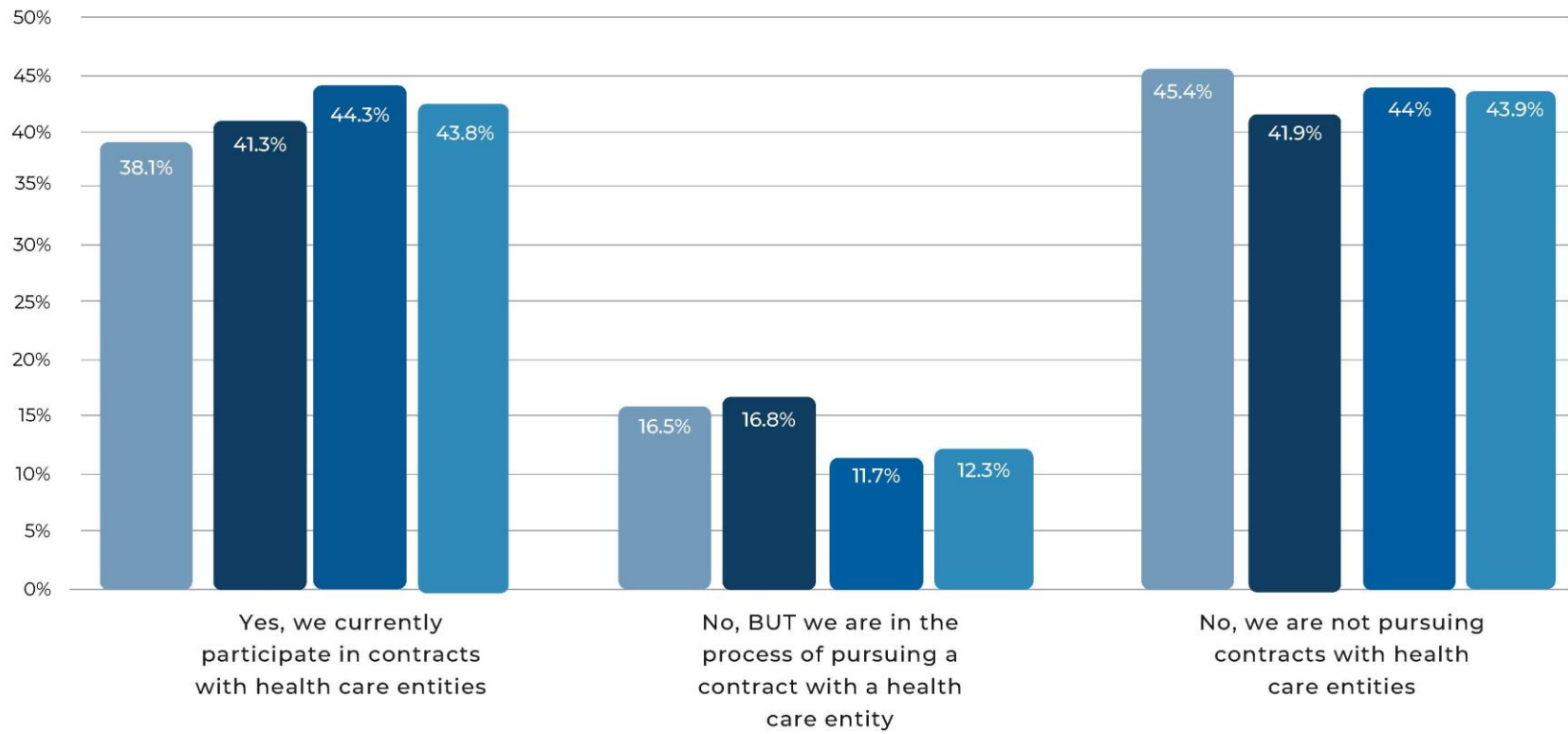


Consulting Services



Thought Leadership

Overall Contracting Status by Year

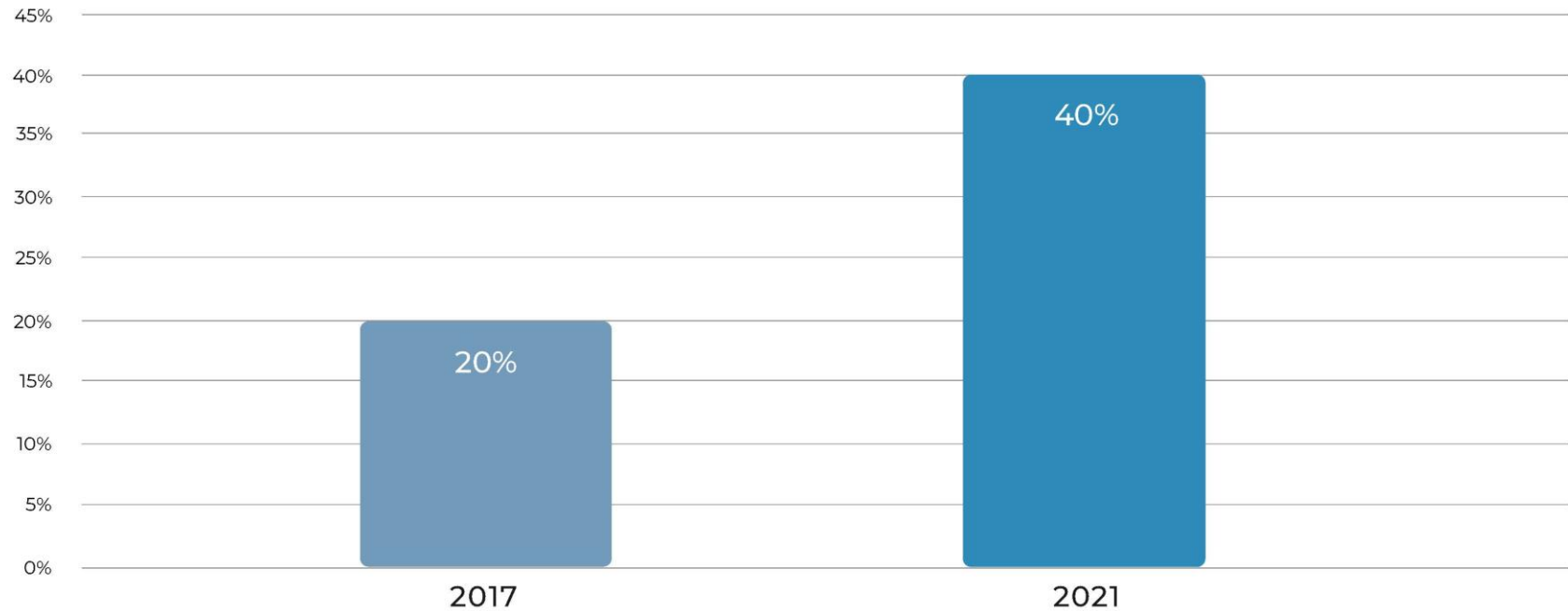


The data used in this graph was collected through a survey conducted by Scripps Gerontology Center at Miami University on behalf of the Aging and Disability Business Institute, led by USAgings. For more information, visit <http://ow.ly/842K50IsrYA>

■ 2017 ■ 2018 ■ 2020 ■ 2021

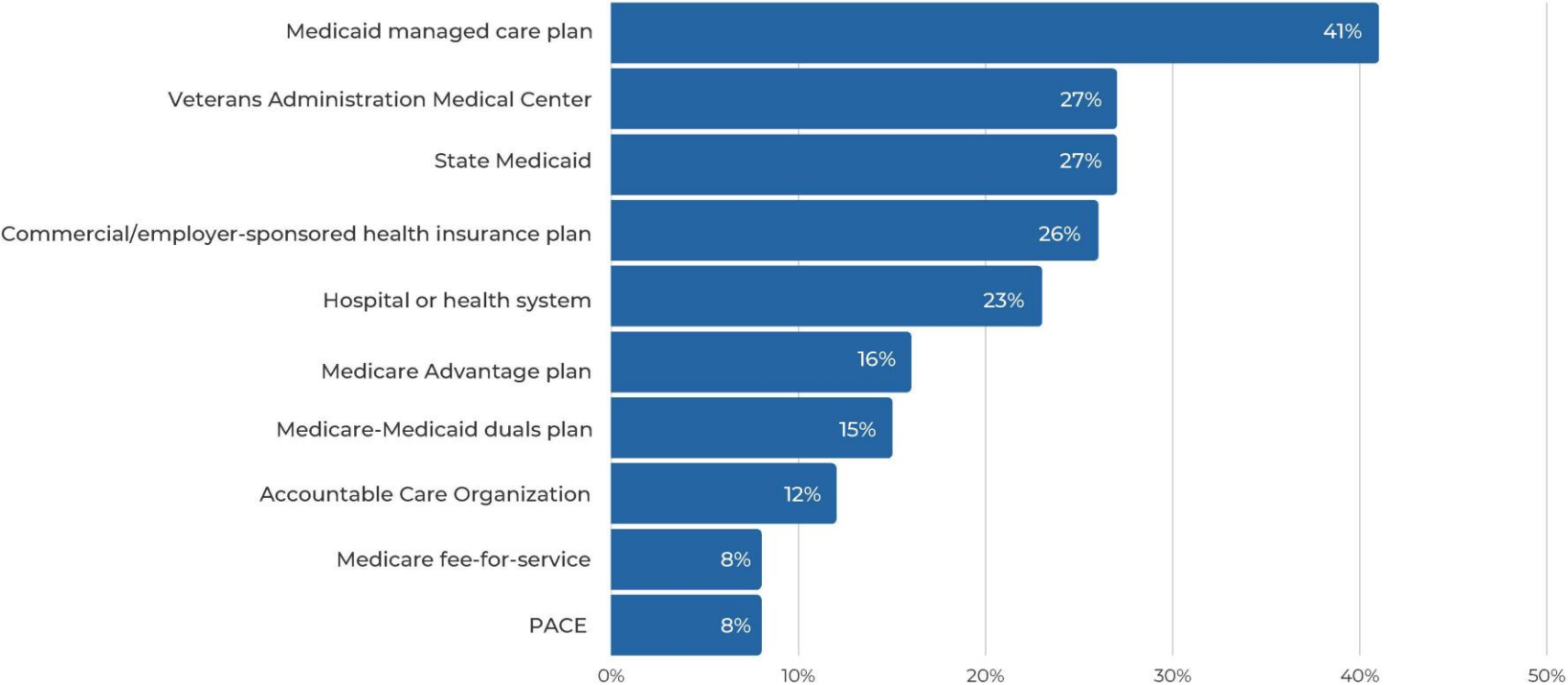


CBOs Contracting Through Networks by Year



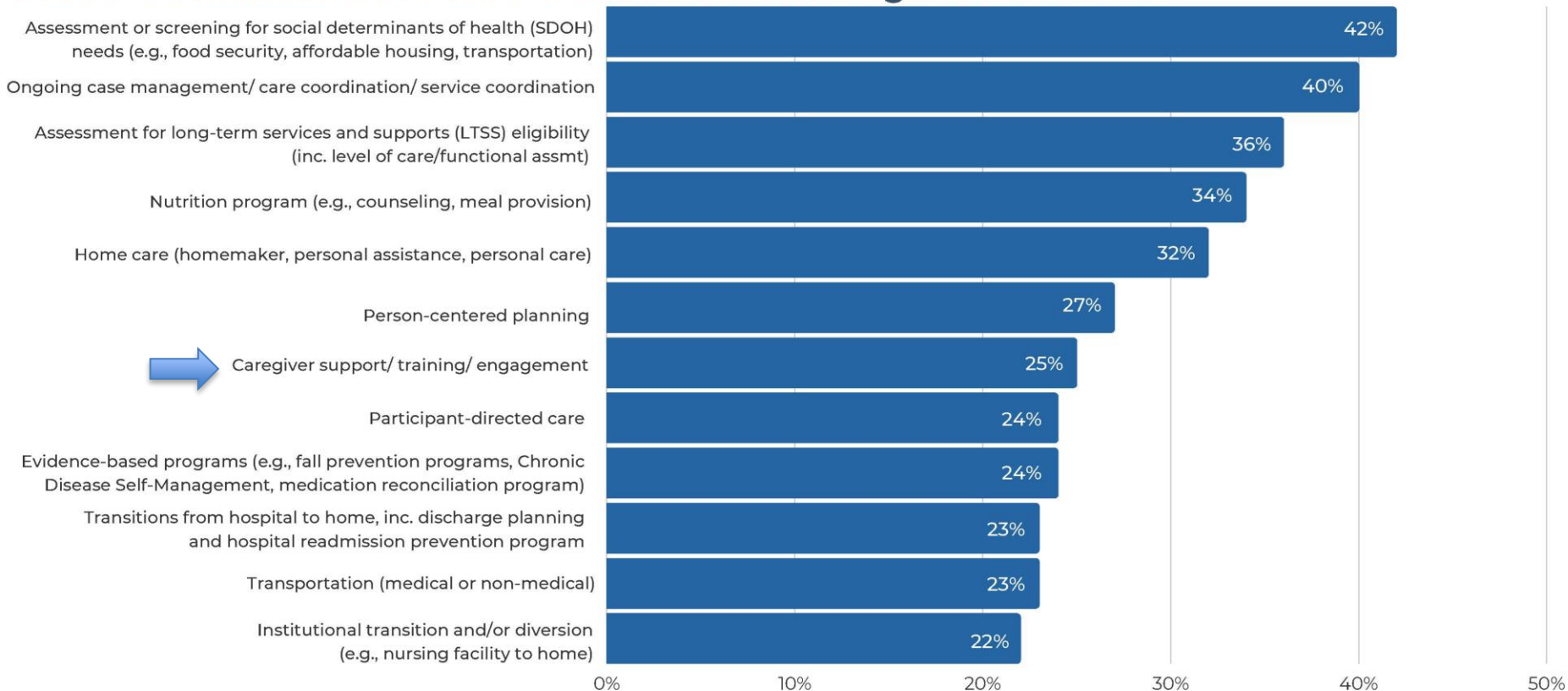
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Most Common Health Care Partners for CBOs with Contracts



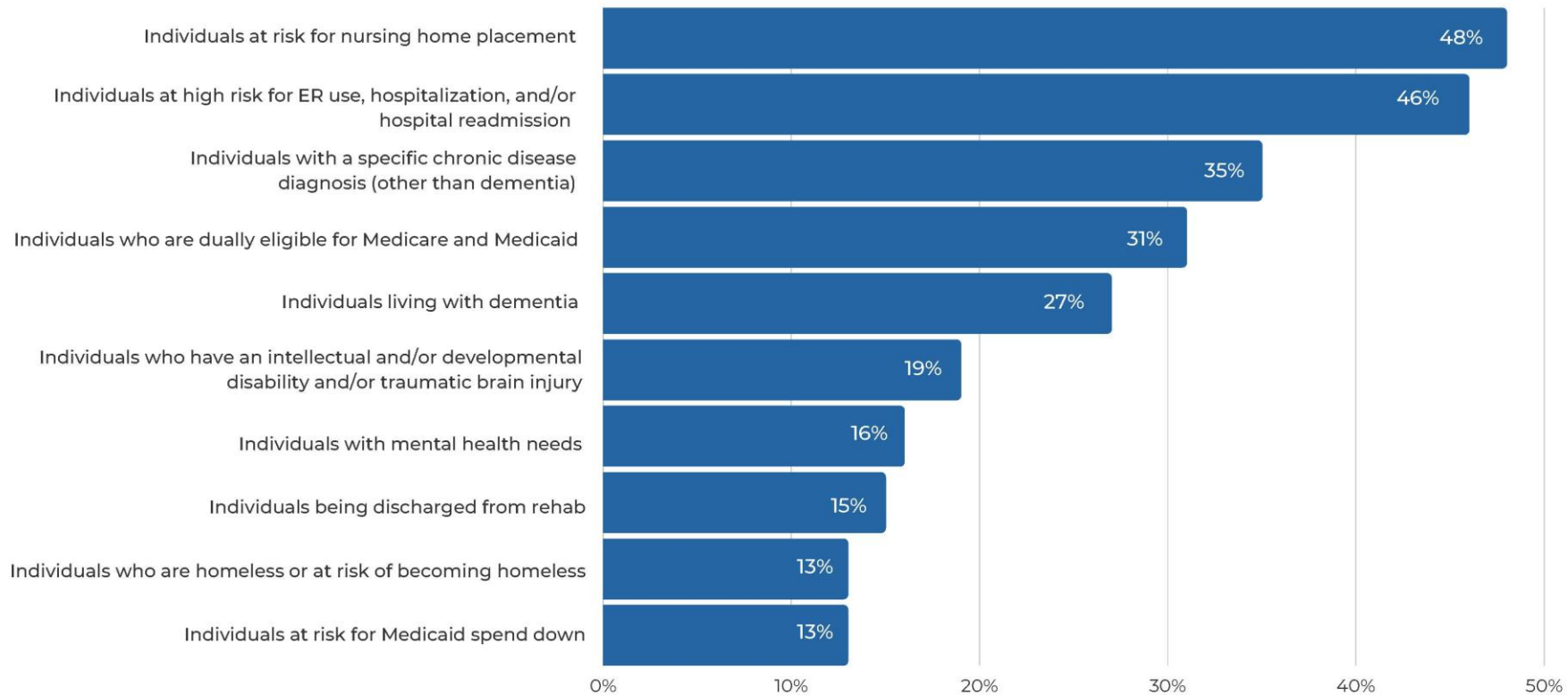
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Most Common Services Provided Through Contracts



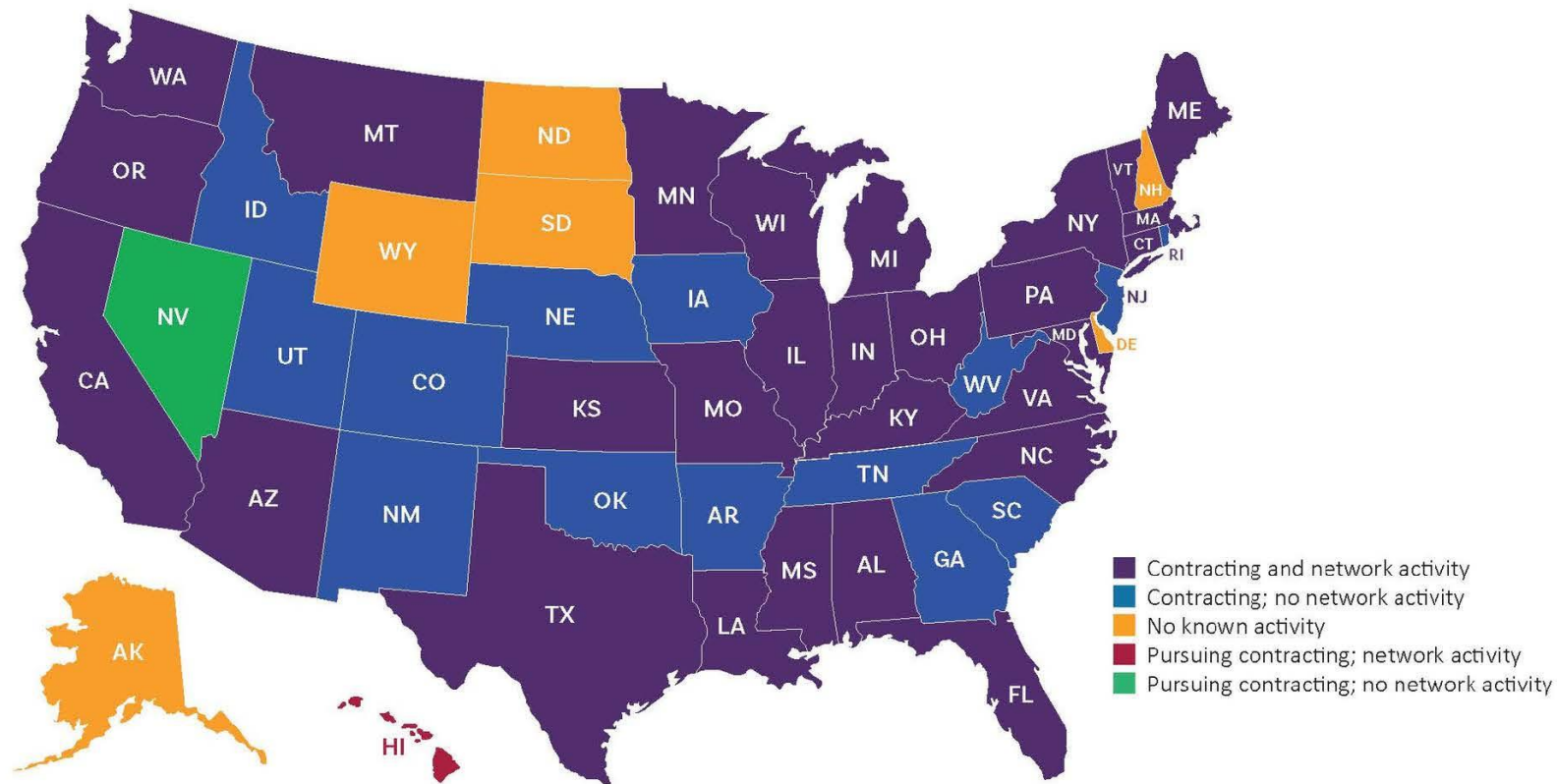
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High-Risk, High-Need Groups Targeted in Contracts



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CBO Contracting and Network Activity by State



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Spotlight on OH



- 8 of 12 AAAs responded to our survey
- 100% of responding AAAs reported one or more contracts with health care entities
- **Most common health care partners:** Commercial or employer-sponsored health plan, Medicaid managed care plan, Medicare-Medicaid plan (e.g., Financial Alignment Initiative/duals demonstration)
- **Most common services provided under contract:** Care transitions; care management/care coordination; institutional transitions/diversion; , LTSS assessment; person-centered planning; participant-directed care; provider network development/management; SDOH assessment/screening; locating hard-to-reach beneficiaries.

Spotlight on OH (continued)



- **Most common benefits to contracting:** Increased number of people served; enhanced our organization's sustainability; increased staff size; increased agency net revenue; positioned the agency as a valuable health care partner; obtained funding from new sources; expanded the type of populations served
- **Most common challenges:** Negotiation of price or contract terms; willingness of health-care partners to share data; lack of contract specificity regarding scope of work, responsibility, and accountability

Medicare Advantage & Non-Medical Benefits: Opportunities for AAAs and CBOs

- Before 2019, Medicare Advantage (MA) plans could provide additional benefits over the basic Medicare Part A & B benefits.
 - But these benefits had to be primarily health-related and available uniformly (i.e., to all plan members).
- Expanded authorities now allow plans to offer a broader variety of supplemental benefits and to target benefits to specific groups of beneficiaries.
- These benefits (including expanded authorities) are all financed through rebates and premium dollars.

Sources: ATI Advisory, 2023 Expanded Primarily Health-Related Benefits in Medicare Advantage, <https://atiadvisory.com/wp-content/uploads/2022/10/Chartbook-2023-Expanded-Primarily-Health-Related-Benefits.pdf>

	Expansion of Definition of ‘Primarily Health Related’ Supplemental Benefits	Special Supplemental Benefits for the Chronically Ill (SSBCI)
Must be health related?	Yes	No
Examples of Benefits:	<ul style="list-style-type: none"> • Adult Day Care Services • Home-Based Palliative Care • In-Home Support Services • Support for Caregivers of Enrollees • Medically-Non-Opioid Pain Management • Stand-alone Memory Fitness Benefit • “Home & Bathroom Safety Devices & Modifications” • Transportation • Over-the-Counter Benefits 	<ul style="list-style-type: none"> • Meals (beyond a limited basis) • Food and Produce • Transportation for Nonmedical Needs • Pest Control • Indoor Air Quality Equipment and Services • Social Needs Benefits • Complementary Therapies • Services Supporting Self-Direction • Structural Home Modifications • General Supports for Living
How many Medicare Advantage plans are offering these benefits in Calendar Year 2022?	1,034 (1,438 in 2023)	1,292

Sources: ATI Advisory, New, Non-Medical Supplemental Benefits in Medicare Advantage in 2022, <https://atiadvisory.com/wp-content/uploads/2022/01/Plan-Year-2022-Medicare-Advantage-New-Non-Medical-Supplemental-Benefits.pdf>; CMS’ Memo ‘Reinterpretation of “Primarily Health Related” for Supplemental Benefits’ (April 2018) and CMS’ Memo ‘Implementing Supplemental Benefits for Chronically Ill Enrollees’ (April 2019)

Caregiver Support & MA Plans 2023

How does CMS define “Caregiver Support?”

“Respite care provided through a personal care attendant or the provision of short-term institutional-based care, as appropriate...Respite care should be for short periods of time (e.g., a 3 few hours each week, a two-week period, a four-week period) and may include services such as counseling and training courses for caregivers of enrollees.”¹

Where are these benefits being offered?

**24 states and
Puerto Rico**

have plans offering Caregiver Support in at least one county in PY 2023²

How many plans are offering Caregiver Support in PY 2023?

293 Plans

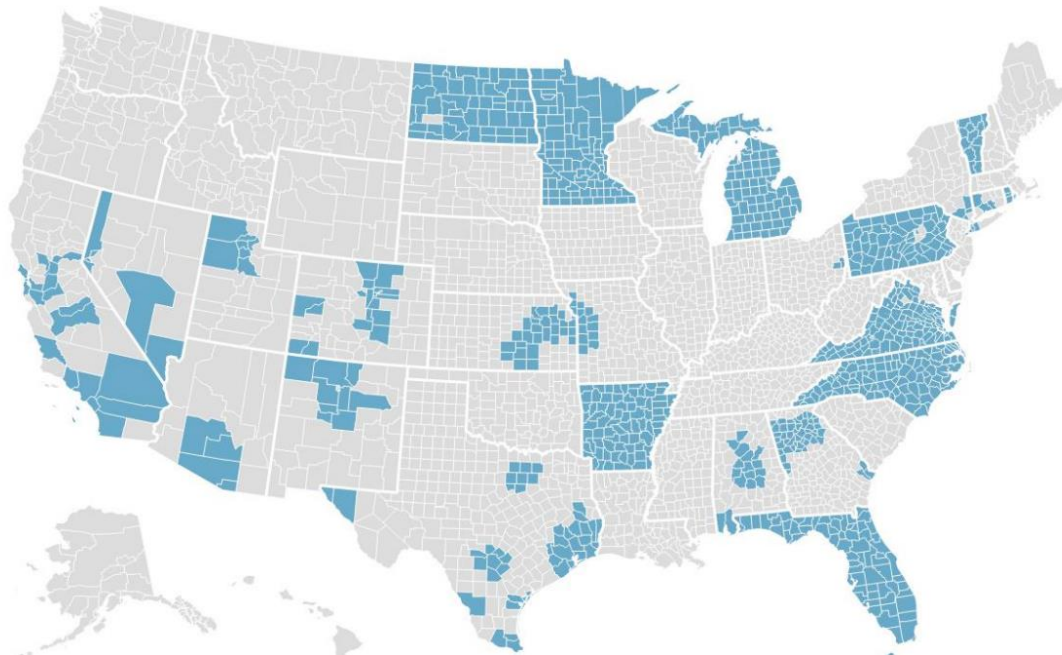
Offering Caregiver Support in PY 2023

*In PY 2022, offered by 160 Plans
(83% Increase)*

Which organizations offer the most plans with Caregiver Support?

- ✓ Alignment Healthcare USA, LLC
- ✓ CIGNA
- ✓ BSHS System
- ✓ Blue Cross Blue Shield of Kansas
- ✓ Blue Cross Blue Shield of Michigan Mutual Ins. Co.
- ✓ Blue Cross and Blue Shield of North Carolina
- ✓ Guidewell Mutual Holding Corporation
- ✓ SCAN Group
- ✓ UCare Minnesota
- ✓ UPMC Health System

Sources: ATI Advisory, 2023 Expanded Primarily Health-Related Benefits in Medicare Advantage, <https://atiadvisory.com/wp-content/uploads/2022/10/Chartbook-2023-Expanded-Primarily-Health-Related-Benefits.pdf>



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Aging and Disability
BUSINESS INSTITUTE
Connecting Communities and Health Care

Your Value to MA Plans

- Knowledge of members' SDOH needs
- Trusted relationships with their members and their caregivers (and reputation in the communities in which they live)
 - Retention value
- Engagement in population health management
- Early detection and intervention
- HCBS and SDOH resource expertise

Learn More About the Business Institute

- Visit our website to learn more about the Business Institute:
[aginganddisabilitybusinessinstitute.org](https://www.aginganddisabilitybusinessinstitute.org)
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<https://www.aginganddisabilitybusinessinstitute.org/about/consulting-services/>
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