



Business Case for Paradigm Change for AAA/ADRC Services

American Society on Aging 2014
San Diego, CA
March 12, 2014

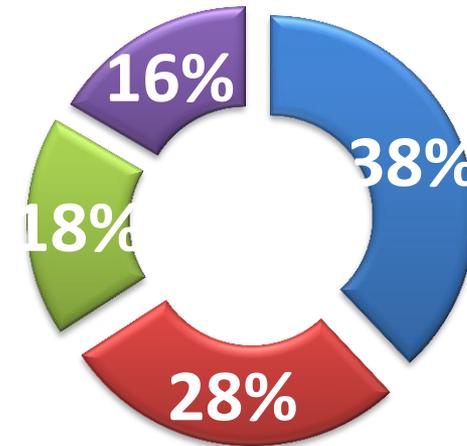
Presented by:
G. Joseph Sample, M.P.A., M.A.
Aging & Disability Resource Center Project Director
Iowa Department on Aging

Objectives

- Recognize Iowa's state of the State for AAAs/ADRCs
- Understand Iowa's model for ADRC as no-wrong door to long-term supports and services
- Describe methods to calculate ADRC services costs

The State of the State

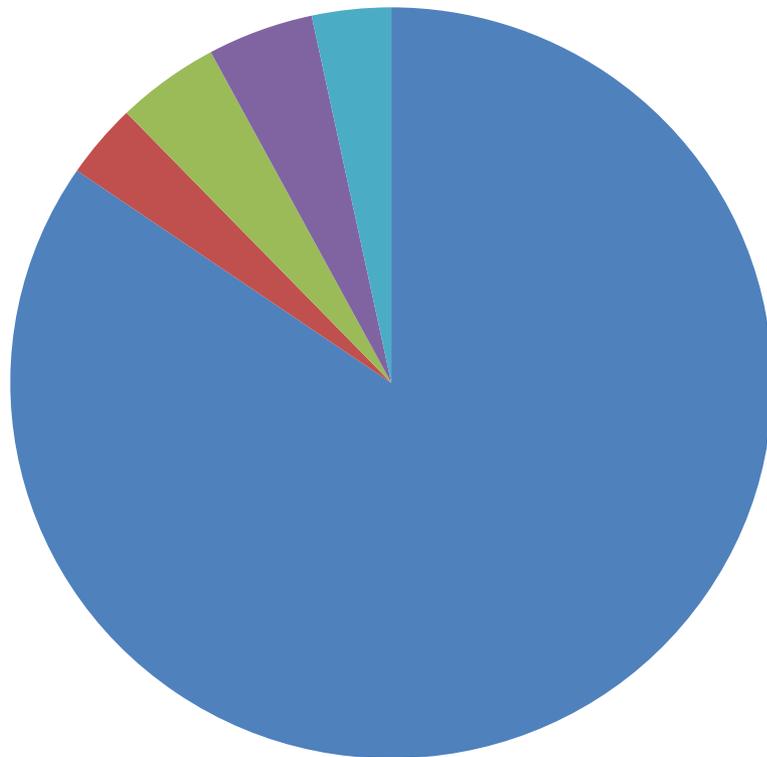
- Iowa Department on Aging is Iowa's SUA
- Funding



Total Aging Network: \$42,795, 677

The State of the State

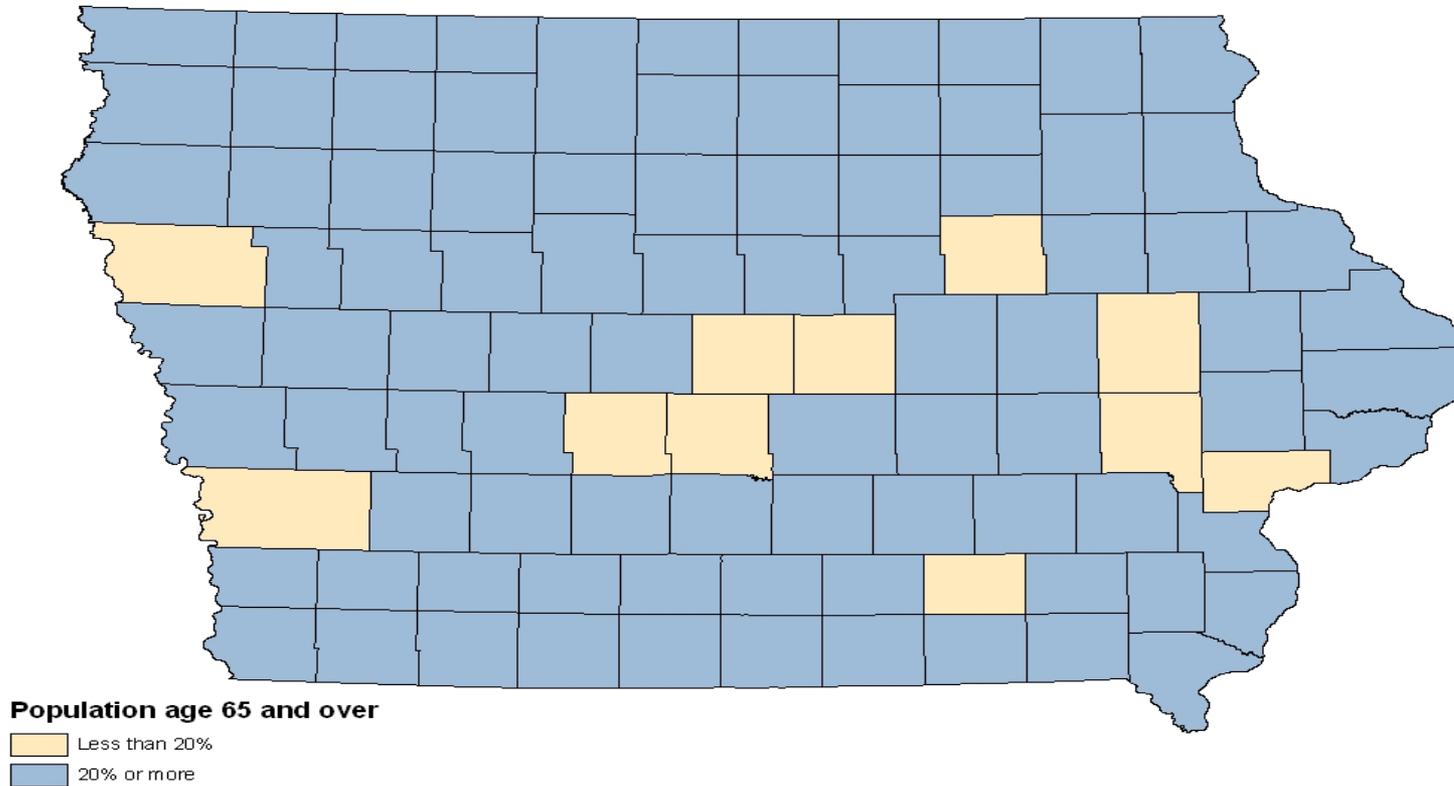
SFY 2015 DHS Proposed Budget = Approx \$6,148,349, 624



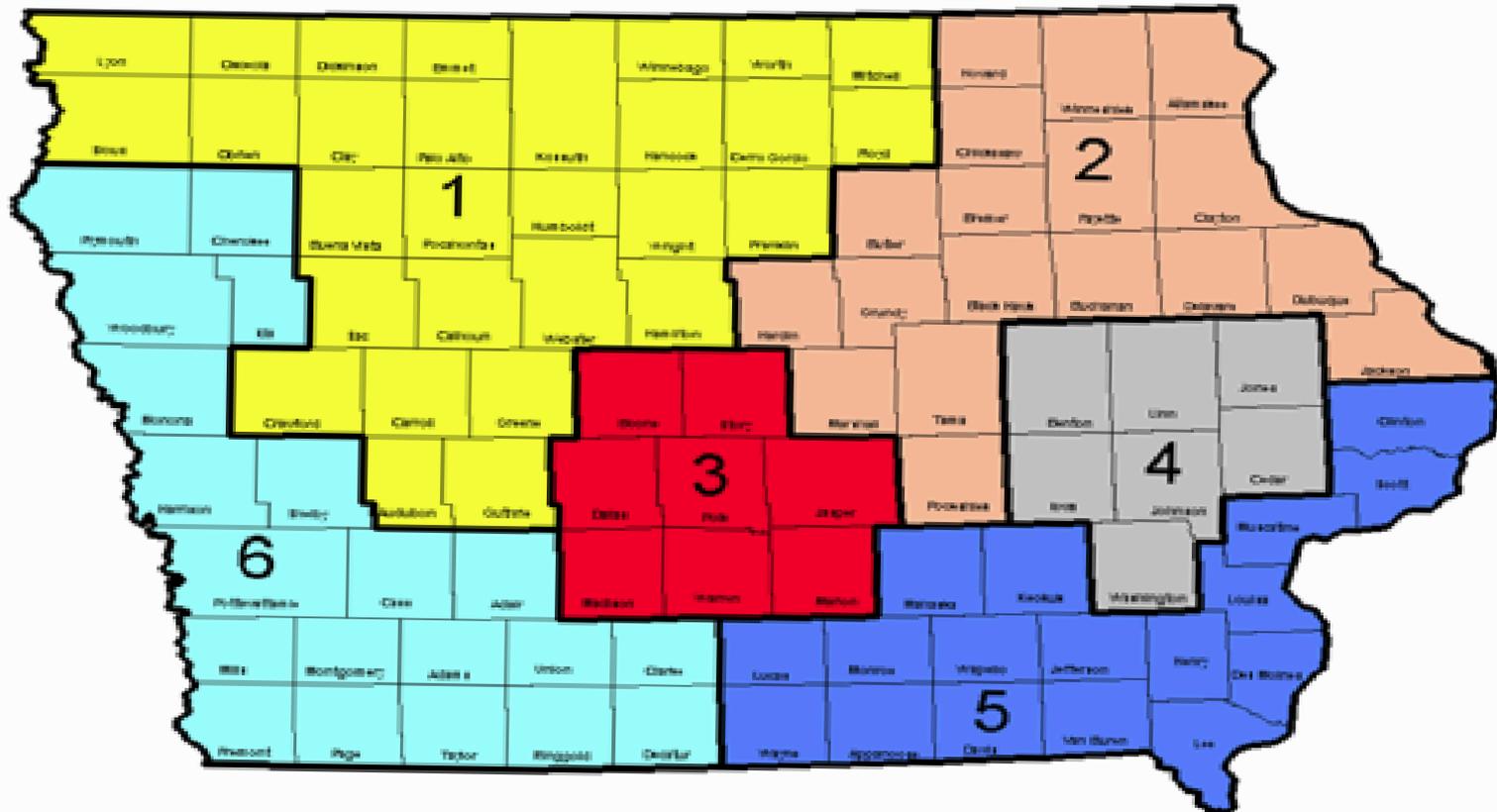
- Health Programs (Medicaid) 85%
- Behavioral & Disability 3%
- Child Safety/Well-being 4%
- Employment & Econ Security 5%

The State of the State

2030



The State of the State



The State of the State

637,470

Estimated number of people age 60 and over

2012 INAPIS

336,139

Iowans with disabilities

Iowans with Disabilities Report, 2011

167,621

Iowans with disabilities age 18-64

Iowans with Disabilities Report, 2011

139,313

Iowans with disabilities age 65+

Iowans with Disabilities Report, 2011

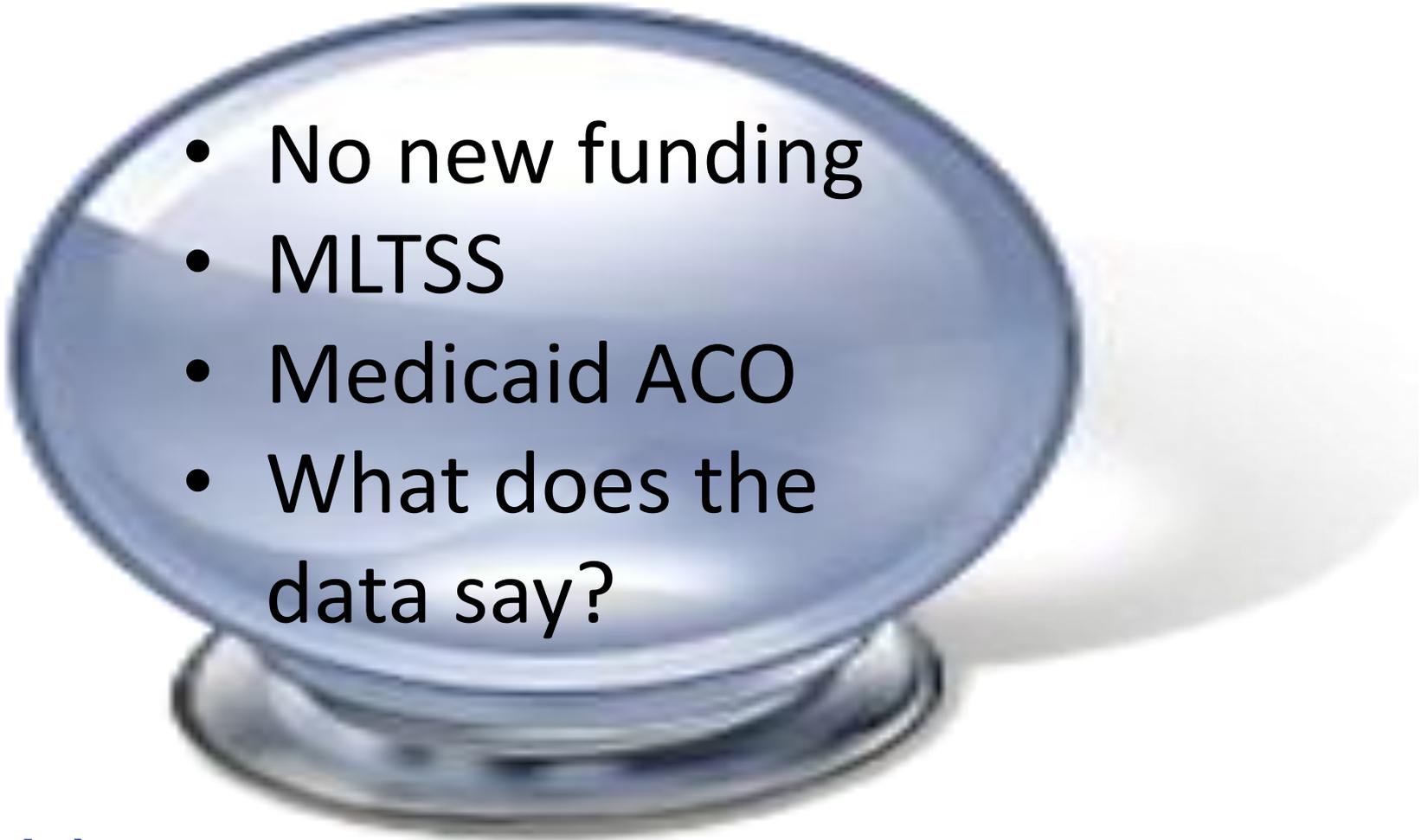
The State of the State

93%



of Iowans 50+ say it is extremely or very important to be able to stay in their own homes as they age

Crystal Ball

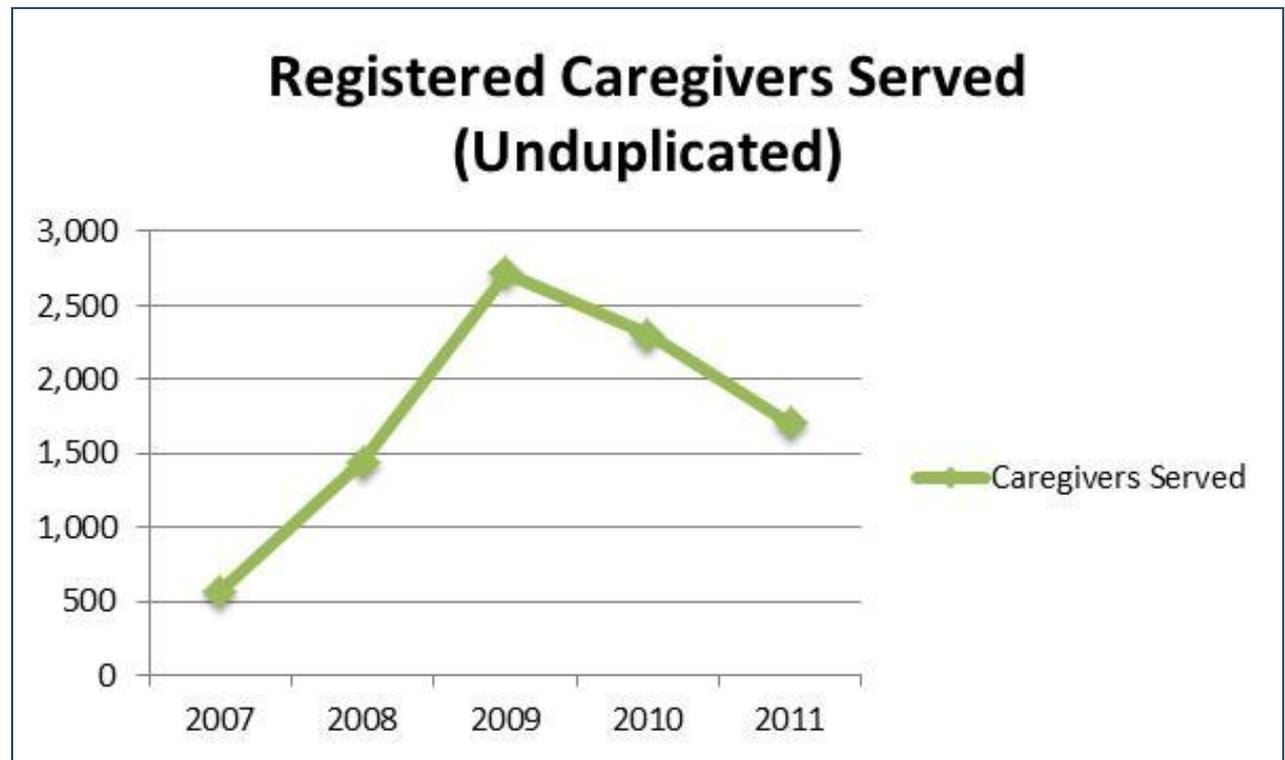
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- No new funding
 - MLTSS
 - Medicaid ACO
 - What does the data say?

Iowa Data: Caregivers

Potential Population

The AARP Public Policy Institute's 2011 Update - *The Growing Contributions and Costs of Family Caregiving* report estimates Iowa has **540,000** caregivers providing 353 million hours of care.

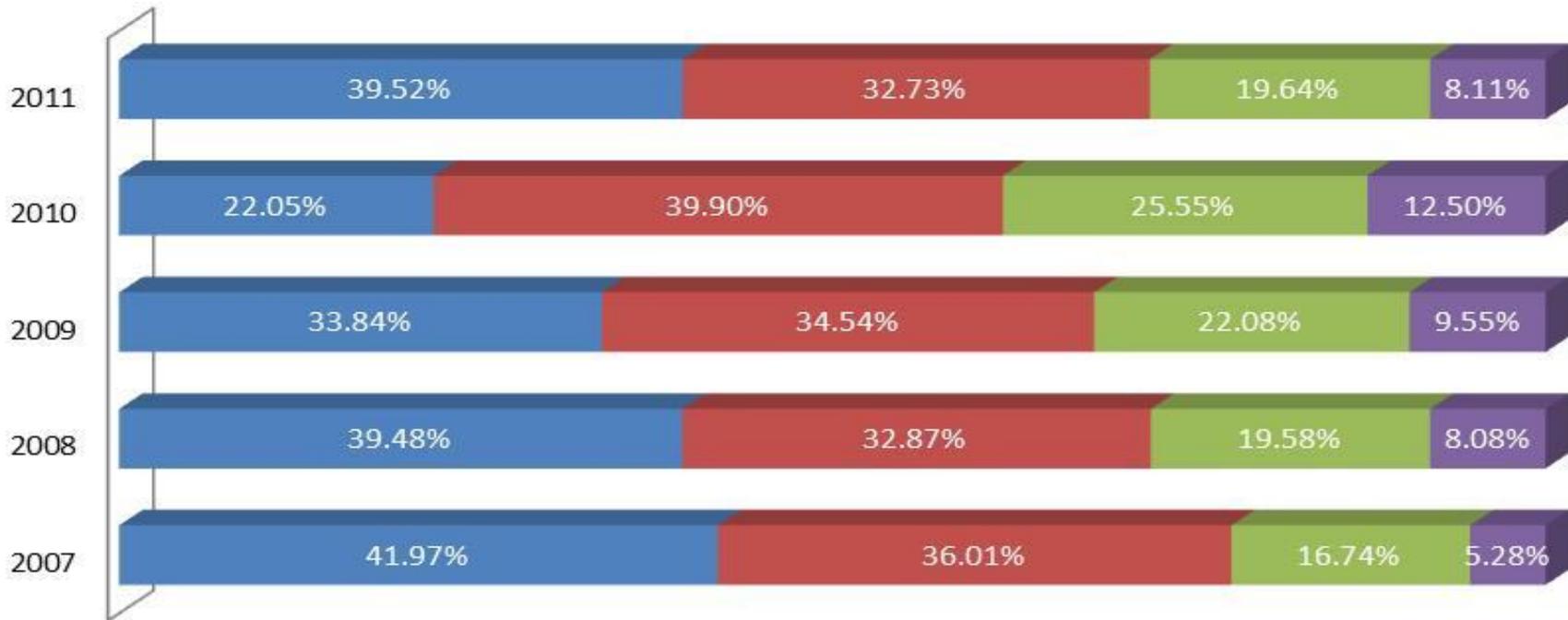
Population Served



Iowa Data: Caregivers

Caregivers Served by Age Group (percentage)

■ Under 60 ■ Age 60-74 ■ Age 75-84 ■ Age 85+



Iowa Data: Caregivers

Caregiver By Relationship

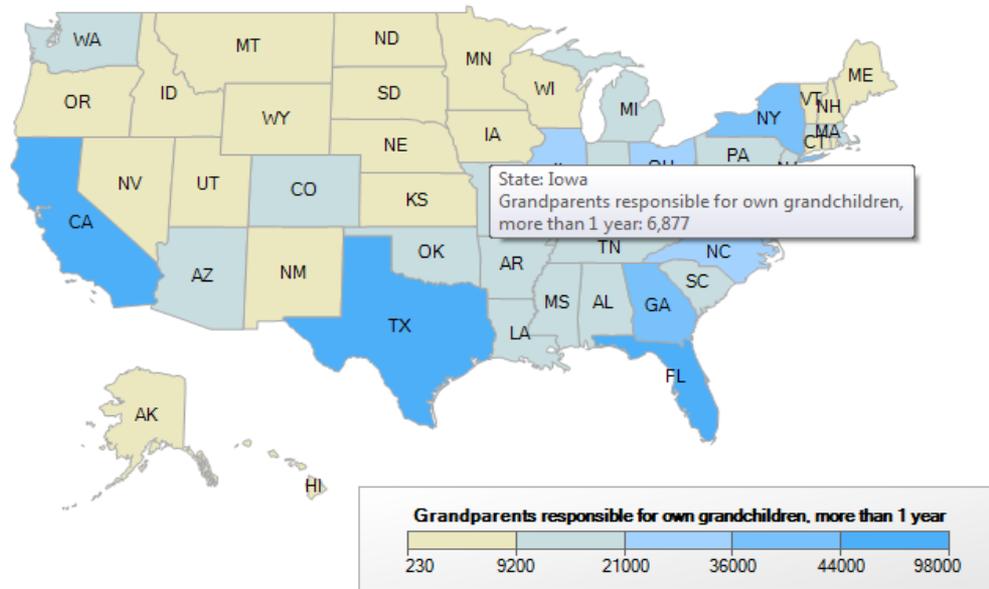
■ Husband ■ Wife ■ Son ■ Daughter ■ Other Relative ■ Non-Relative



Iowa Data: Caregivers

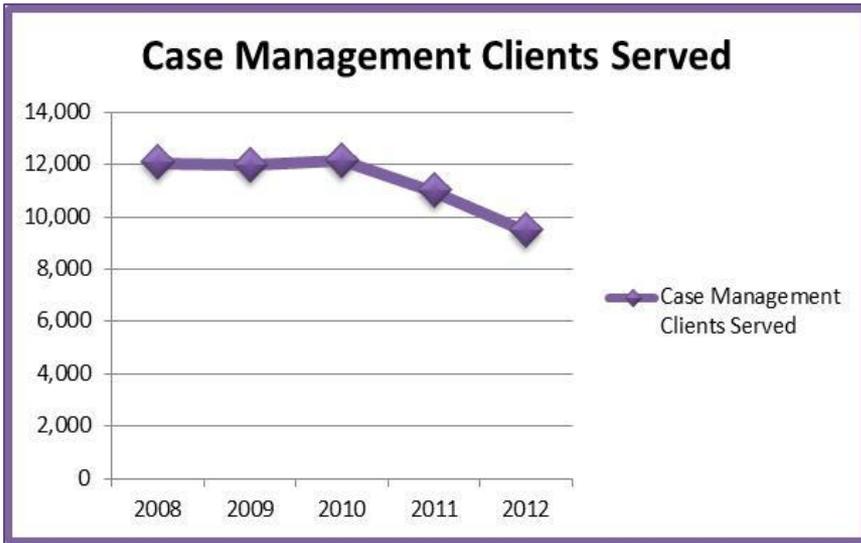
Potential Population: Estimates on Grandparent Caregivers in Iowa & Grandchildren

ACS 2011, Grandparents Responsibility
Total Counts: Grandparents responsible for own grandchildren, more than 1 year
60 and Above, Total, Total Non-Institutionalized Population



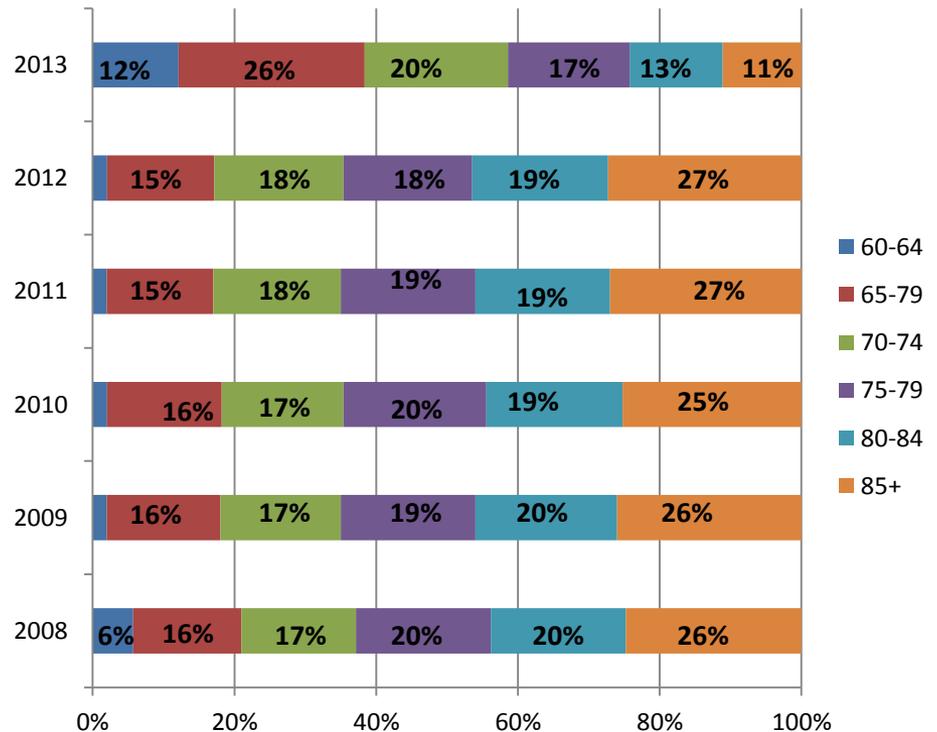
The number of grandparent's aged 60 and older responsible for grandchildren under 18 years of age is **4,601**. Of those households, 59.5 percent have no parent of the grandchild present. Forty-six percent of grandparents responsible for grandchildren are in the labor force. The number of children under 18 years and living with a grandparent is 15,297. Of those, **6,043** have no parent present in the household.
(American Community Survey)

Iowa Data: Caregivers



The number of case management clients served has decreased by 22 percent since 2010.

Age demographic for Iowans served has remained consistent with approximately 65% served are 70 or older.



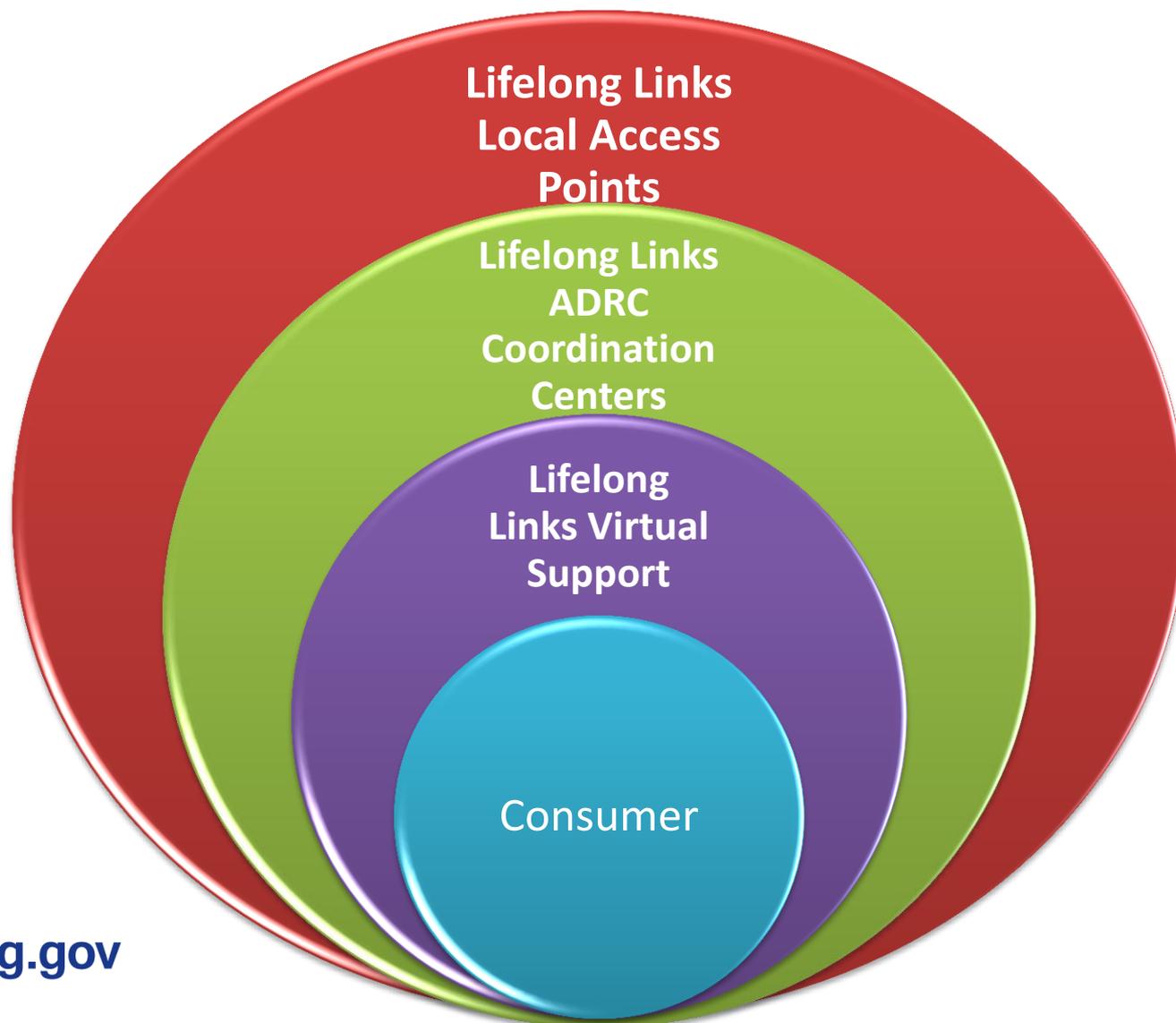
Iowa Data: Caregivers

A relatively small number of Iowans 65 and older receive public assistance from needs based programs (SSI, Cash Public Assistance, SNAP).

- 8,595 Iowans were receiving services under the Elderly Waiver in June, 2012.
- This number represents **1.91** percent of Iowans aged 65 and older.

Medicaid Statistical Reports, IAMM4600-R002--Elderly Waiver Summary by County (06/30/2012) ;
http://www.dhs.state.ia.us/Partners/Reports/PeriodicReports/Medicaid_B1/MedicaidB1Current.html

LifeLong Links ADRC Model



LifeLong Links Pillar Programs

ADRC Pillar Programs

Information-
Referral &
Access

Eligibility
Assistance

Options
Counseling

Independent
Living

Care
Transition
Support

Quality
Advisory
Board

ADRC Pillar Program

- Options Counseling
 - Short-term Intervention
 - Immediate need for services
 - More than I/R&A...less than Case Management
 - Person-directed planning
 - Prevent premature spend-down
 - Plan for consumers as well as family caregivers
 - Planning for future long-term care needs

Potential Funding Structures

Fee-for-service

	Wage	Ben @28.4 %	Total/hr (based on 50% productivity	Travel (20 mi round trip @ .565)	Training (\$750/2080 hrs...includes potential cert cost)	Base Cost (includes Direct Sup)	Overhead (@ 20% include marketing, materials, non-direct contact activities, liability, internal training, cost to keep doors open)	Base + Overhead	Unk Expen (@ 10%)	Base + Ovrhd + UNK	Margin (@ 10%)	Total Base Cost
OC	\$17.20	\$4.88	\$44.16	\$11.30	\$0.36	\$63.14	\$12.63	\$75.77	\$7.58	\$83.34	\$8.33	\$91.68
Direct Sup			\$7.32									

Potential Funding Structures

Fee-for-service with sliding scale fee

Poverty Rate	Base Rate of 91.68	Base Rate of \$125
< 10%	\$0.00	\$0.00
10-24%	\$9.17	\$12.50
25-49%	\$22.92	\$31.25
50-99%	\$45.84	\$62.50
>100%	\$91.68	\$125.00

Potential Funding Structures

Package of services

- Tailor to customer
- Best Option First

Package	List of Services	Cost
Gold		\$\$\$
Silver		\$\$
Bronze		\$

- Marketing
 - You didn't know you needed an IPAD until Apple told you that you needed an IPAD

Potential Funding Structures

Medicaid

- Limited to only IME members
- I/R&A Intake
 - Level I (?)
- Outreach
- Short-term stabilization
- Case Review
- LTC Needs and Resource Assessment
- OC as part of eligibility determination

Thank you!

Joe Sample

Lifelong Links Aging and Disability Resource Center Director

Jessie Parker Building

510 E. 12th St., Ste. 2 | Des Moines, IA 50319

515-725-3335 | 800-532-3213

Joseph.sample@iowa.gov