Position, Power, Potential and Proof
Trends & New Directions
in the AAA Network
Sandy Markwood, n4a
Highlights

• Position and Power of the AAA Network
• Potential of OAA Reauthorization to Reinforce the Network
• Potential of Healthcare Discussions/Contracts to Further Position the Network
• Potential of Emerging Issues/Partnerships to Enhance/Strengthen the Network
• Demonstrating Our Value
Goal of the Aging Network

To Ensure that Everyone Can Age Successfully with Dignity, Independence and Purpose
Position of the Aging Network
National Association of Area Agencies on Aging

National Aging Services Network

 Consumers

 President

 DHHS AoA Regional Offices

 State Units on Aging

 Governors & State Legislatures

 National Aging Organizations

 Indian Organizations

 State Advisory Councils

 Area Advisory Councils

 Area Agencies on Aging

 Units of Local Government

 Research Institutions

 Education Institutions

 Multipurpose Senior Centers

 Access Services

 Community Based Services

 Local Service Providers

 In-Home Services

 Institutional Services

 Legal Assistance

 Nutrition Services

 Voluntary Organizations

 Consumers

 Congress

 Consumers

 Consumers

 Consumers

 Aging and Disability Services (Seattle-King County AAA) March 2013
You Have a 50+ Year Track Record of Success
Power of the Aging Network

- Demographics
- Reach into the Community
- Trust in the Community
- Healthcare and CMS’s Realization of the Value of the Social Determinants of Health
An Aging Nation
Projected Number of Children and Older Adults

For the First Time in U.S. History Older Adults Are Projected to Outnumber Children by 2035

Projected percentage of population

- Adults 65+:
  - 22.8% in 2016
  - 23.5% in 2060
- Children under 18:
  - 15.2% in 2016
  - 19.8% in 2060

Projected number (millions)

- 2016:
  - 49.2 (Adults), 73.6 (Children)
- 2035:
  - 78.0 (Adults), 76.4 (Children)
- 2060:
  - 94.7 (Adults), 79.8 (Children)

Note: 2016 data are estimates not projections.

Source: National Population Projections, 2017
www.census.gov/programs-surveys/popest.html
"The Older Americans Act clearly affirms our Nation’s sense of responsibility toward the well-being of all our older citizens."

President Lyndon B. Johnson
July 14, 1965

#OAA50
Older Americans Act: The Foundation for the Future of Aging Services

THE OLDER AMERICANS ACT:

- Over 130 million rides to doctors’ offices, grocery stores, and other essential places
- More than 1 billion meals served
- Over 60 million hours of homemaker services
Challenges for OAA and the Aging Network
National Association of Area Agencies on Aging

Potential of the 2019 (?) OAA Reauth
Potential of Healthcare Discussions

CONNECTING HEALTHCARE TO YOUR COMMUNITY
Creating Age Friendly Health Systems

Introducing The 4Ms Framework for an Age-Friendly Health System
Reality of AAA/Healthcare Contracting
Overall Contracting Status by Year

<table>
<thead>
<tr>
<th>Category</th>
<th>2017 %</th>
<th>2018 %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Yes, currently have one or more contracts</td>
<td>38.1%</td>
<td>41.3%</td>
</tr>
<tr>
<td>No contracts, but pursuing</td>
<td>16.5%</td>
<td>16.8%</td>
</tr>
<tr>
<td>No contracts and not pursuing</td>
<td>45.4%</td>
<td>41.9%</td>
</tr>
</tbody>
</table>

RFI 2017 (n= 593), RFI 2018 (n= 726)

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 the National Association of Area Agencies on Aging (n4a). For more information, visit [http://bit.ly/cbo_contracts](http://bit.ly/cbo_contracts).
Most Common Health Care Partners for CBOs with Contracts

- Medicaid Managed Care Organization: 41.6%
- State Medicaid (not a pass through via an MCO): 28.5%
- Hospital or Hospital System: 26.5%
- Veterans Administration Medical Center: 21.3%
- Commercial Health Insurance Plan: 17.9%
- Medicare/Medicaid Duals Plan: 17.5%
- Accountable Care Organization (ACO): 12.7%
- Medicare Fee for Service: 8.9%
- Medicare Advantage Plan [including Special Needs Plan (SNP)]: 8.9%

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High-Risk, High-Need Groups Targeted in Contracts

- Individuals at high risk for nursing home placement: 58%
- Individuals at high risk for ER use, hospitalization & readmission: 54.8%
- Individuals who are dually eligible: 38.9%
- Individuals with a specific diagnosis: 29%
- Individuals who have ID/DD or TBI: 23%
- Individuals with mental health needs: 17.7%
- Individuals being discharged from rehab: 17.3%
- No targets: 14.5%

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## Top 5 Challenges in Contracting by Contracting Status

<table>
<thead>
<tr>
<th></th>
<th>Organizations with one or more contracts (n=274)</th>
<th>Organizations with no Contracts but pursuing (n=122)</th>
<th>Organizations with no contracts and not pursuing (but tried and were unsuccessful) (n=28)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Time it takes to establish a contract</td>
<td>33.9%</td>
<td>39.3%</td>
<td>42.9%</td>
</tr>
<tr>
<td>2 Common understanding of proposed programs/services</td>
<td>33.6%</td>
<td>38.5%</td>
<td>35.7%</td>
</tr>
<tr>
<td>3 Referrals and volume</td>
<td>27.4%</td>
<td>34.4%</td>
<td>32.1%</td>
</tr>
<tr>
<td>4 Attitudes of health care professionals toward your organization</td>
<td>25.9%</td>
<td>27.9%</td>
<td>32.1%</td>
</tr>
<tr>
<td>5 Integration of your organization’s services into health care system workflow</td>
<td>24.8%</td>
<td>27.0%</td>
<td>28.6%</td>
</tr>
</tbody>
</table>
Most Common Experiences of Contracting

- Obtained new funding from new sources: 54.9%
- Positioned the agency as a valuable health care partner: 46.5%
- Expanded or enhanced the types of services offered: 34.4%
- Expanded visibility of our organization in the community: 33%
- Increased number of people served: 29.3%
- Expanded the type of populations served: 26.4%
- Enhanced our organization's sustainability: 25.3%
- Increased agency net revenue: 24.5%
- Increased focus on continuous quality improvement: 18.3%

RFI 2018 (n=270)

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Potential of Emerging Issues/Partnerships
Living with Chronic Conditions

Older Adults Are More Likely To Have Multiple Chronic Conditions

- The prevalence of multiple chronic conditions increases with age.
- Among people age 80 and older (data not shown), 93 percent have at least one chronic condition and 78 percent have two or more.

U.S. Seniors More Likely to Be Sick and Have Trouble Affording Care Than Those in Peer Nations

- Older adults with three or more chronic conditions
- Older adults having problems getting care because of cost

Source: 2017 Commonwealth Fund International Health Policy Survey of Older Adults

Notes: Chronic conditions: joint pain or arthritis; asthma or chronic lung disease; cancer; diabetes; heart disease, including heart attack; hypertension or high blood pressure, and/or stroke. Cost-related access problem in past year, including: 1) Did not see doctor when sick; 2) skipped medical test or treatment recommended by doctor; and/or 3) did not fill prescription or skipped doses because of the cost in past year.
Living with Dementia
Numbers of People Living with Dementia is Growing

Projected changes between 2014 and 2025 in Alzheimer’s Disease Prevalence by State

- 14.3% - 23.5%
- 23.6% - 28.5%
- 28.6% - 40.0%
- 40.1% - 49.9%
- 50.0% - 80.3%
Living with Serious Illness
Family Members of Someone with Serious Illness Report

- Need Help More Often 44%
- Have Had Trouble Getting Help 27%
- Don’t Get Needed Help Due to $ 18%

Services Family Members Provide

- Transportation 67%
- Everyday Activities 57%
- Coordinated Care 55%
- Managing Finances 43%
- Medical Nursing Tasks 42%

Kaiser Family Foundation Survey
Serious Illness in Late Life
Being Socially Isolated
SOCIAl ISOLATION
is associated with
$6.7 Billion
in additional Medicare
spending each year.
Being Malnourished
Being Abused
Being a Caregiver and Needing Help

By 2050 there will be fewer than 3 caregivers for every person over the age of 80.
Growing Demands on Caregivers

![Bar chart showing average hours of care provided each week by caregivers of different age groups.]

- **75+**: 34.5 hours
- **65-74**: 30.7 hours
- **55-64**: 25.3 hours
- **45-54**: 25.8 hours
- **25-44**: 19.3 hours
- **15-24**: 14.8 hours

National Association of Area Agencies on Aging
Proof of Concept - Demonstrating Our Value

Mission.
Model.
Measure.
• Jumping In
• Establishing Core Competencies and Standards
• Adopting Quality and Outcome Measures
• Benchmarking Our Success
• Addressing Our Weaknesses
• Strengthening Our Network Development
Missouri Aging Network is Already On It’s Way!
Going from the 4 P’s to the 3 B’s

• Be Bold!
• Be Brave!
• Be Brilliant!
Millions of Older Adults are Counting on You!
“What fits your busy schedule better, exercising one hour a day or being dead 24 hours a day?”
Growing Realization of the Value of Social Services
In a survey of 1,000 physicians:

• 85% say unmet social needs directly leading to worse health
• 85% say social needs as important to address as medical conditions
• 80% not confident in their ability to address social needs
• 76% wish the health system would cover the costs associated with connecting patients to services that met their social needs
• 1 in 7 prescriptions would be for social needs
