



Enhancing the Business Capacity of AAAs

AIRS Aging and Disability I&R/A Summit

May 27, 2015





- Decreases in traditional funding sources has led to more AAAs diversify their funding
- Over time, AAAs have been serving broader populations, i.e. an expanded market base
- Demand for services and supports increasing.
Needs more complex.
- Prior to ACA, AAAs were already expanding their lines of business to become more involved in evidence-based programs and transition/diversion programs

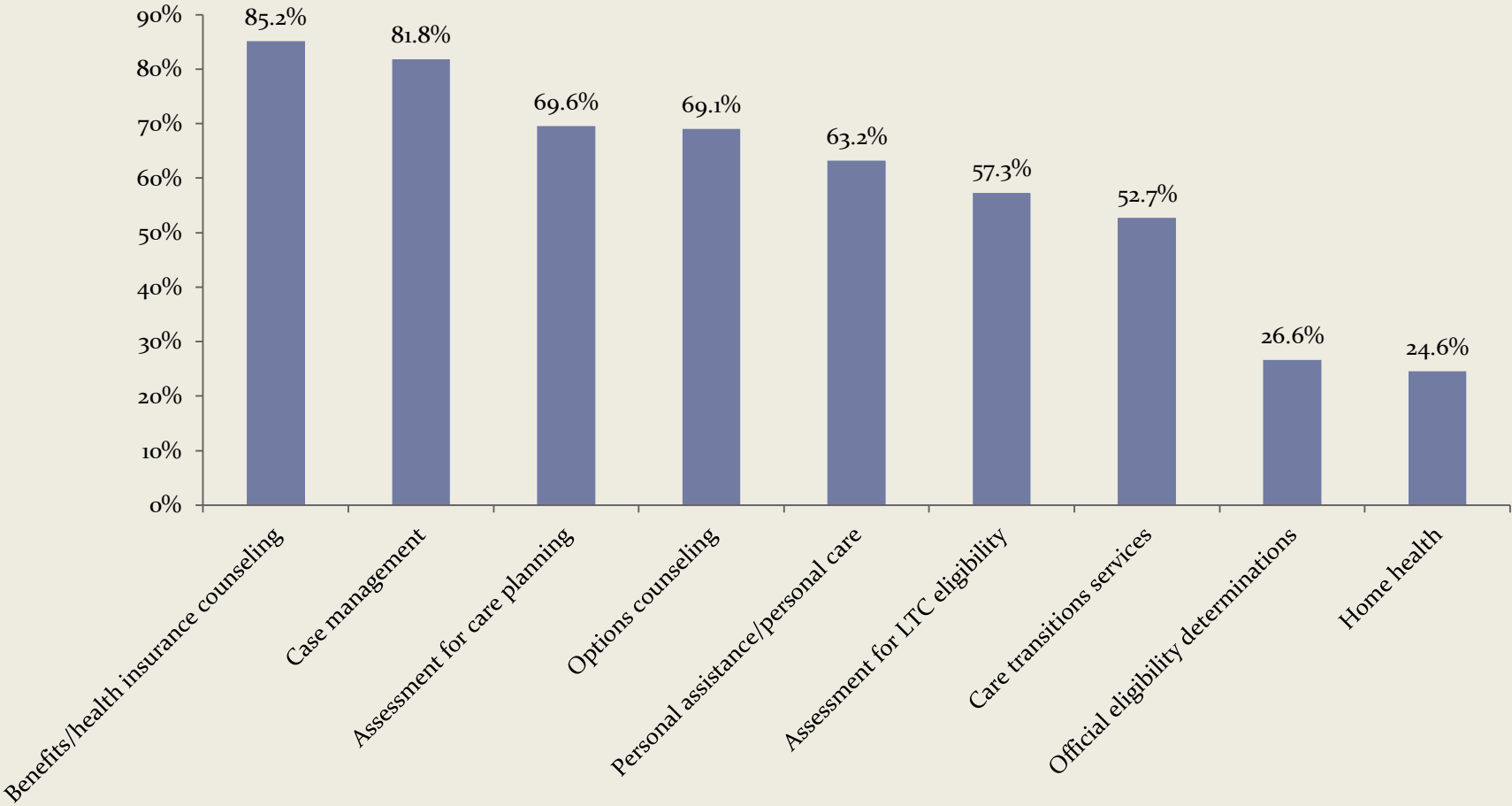
- ACA provided AAAs with new and expanded opportunities for involvement in integrated care initiatives
- To control and predict Medicaid costs more and more states are moving to Medicaid Managed Care for Long-term Services and Supports
- Major request for training and technical assistance from AAAs is focused on business acumen to enable them to contract with MCOs, Medicare Advantage providers, hospitals, and ACOs.



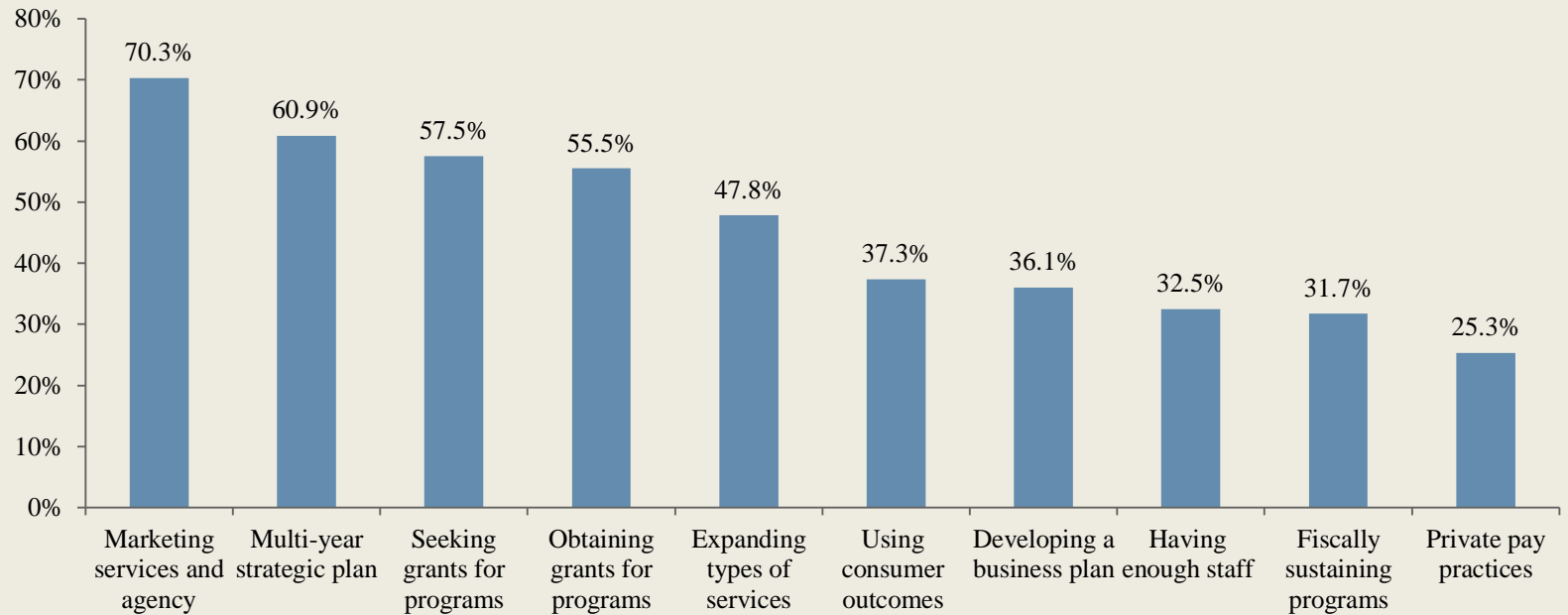
Greater Involvement in Health Care Delivery

- Significant Growth in Involvement in Evidence-based Health Programs
 - **2007 – 53%**
 - **2013 – 90.5%**
- In 2013 **55.2%** of AAAs were involved in at least one integrated care initiative
- In 2013 **24.6%** of AAAs were involved in a CMS 3026 Community-based Care Transitions Program (CCTP)
- In 2013 **30.9%** of AAAs were involved in planning or implementing Medicaid Managed Care
 - In 2012 only 16% of AAAs were involved in MMC activities
 - This represents a 116% increase in the number of AAAs involved in Medicaid Managed Care

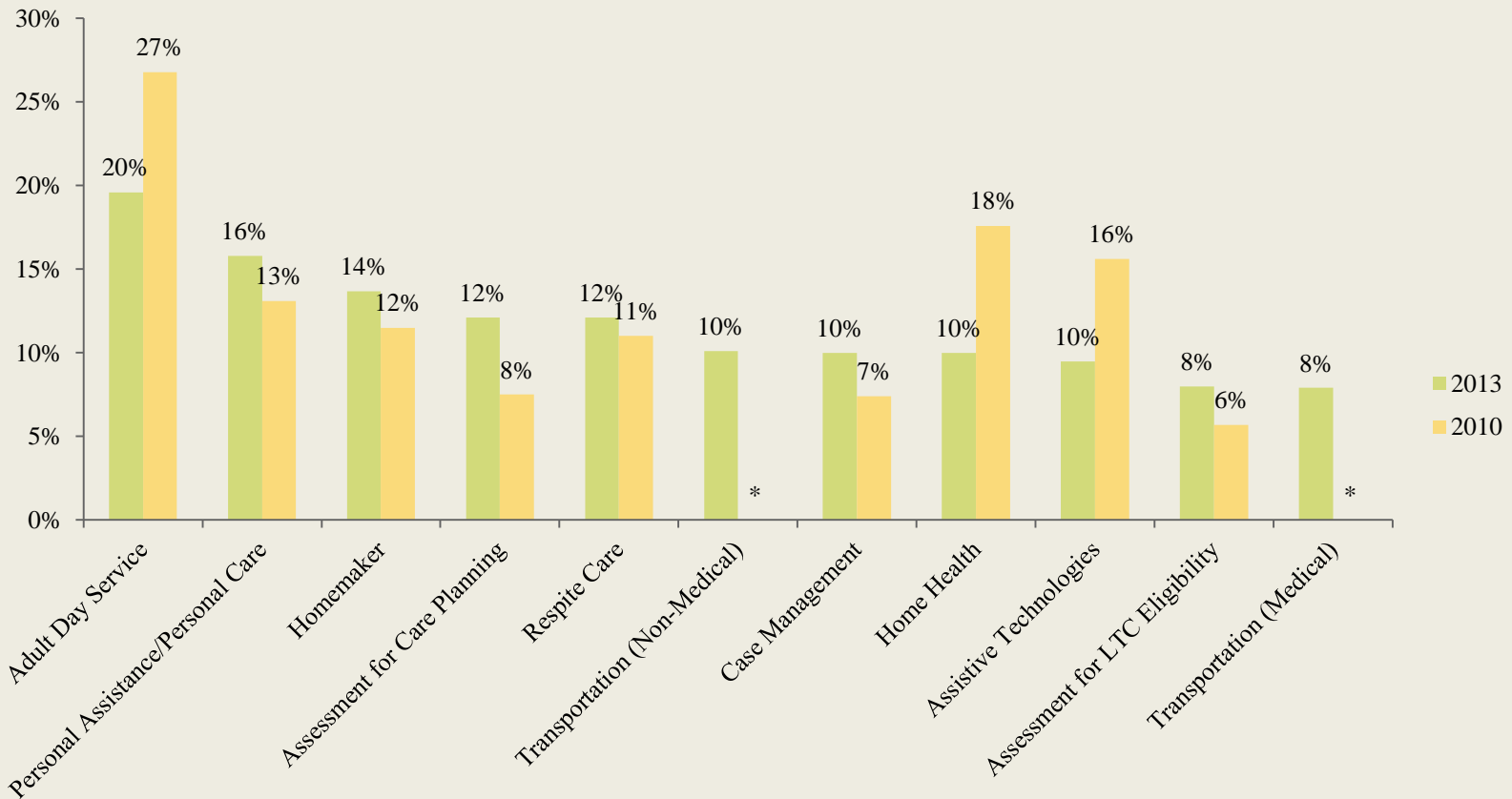
Services Related to Health Care Delivery (2013)



AAA Strategies for Business Development and Sustainability



AAAs Receiving Private Pay Funding for Specific Services



**CHANGING LANDSCAPE
MEANS CHANGING OPPORTUNITIES**

What Will New Opportunities Require



- **Determining Our Market Niche = Doing What We Do Best!**
- **Exploring New Partnerships Setting Up New Contracting Arrangements Establishing New Pricing/Billing Systems**
- **Marketing What You Do**
- **Looking at Organizational Structures and,**
- **Changing the Culture but NOT Changing the Mission**

n4a is here to help



- **Ageing and Disability Partnership: ACL MLTSS Technical Assistance Grant**
 - ✓ MLTSS Website, Toolkit,
 - ✓ Newsletter
 - ✓ ACL Learning Collaborative Partner
 - ✓ 101/201 Business Acumen Trainings for AAAs and Service Providers
 - ✓ Managed Care Advisory Council
- **n4a Consulting Services**
- **n4a Aging Policy Briefing Training/Business Intensive**
- **n4a Annual Conference-Business Acumen Track**
- **n4a Leadership Institute**

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