

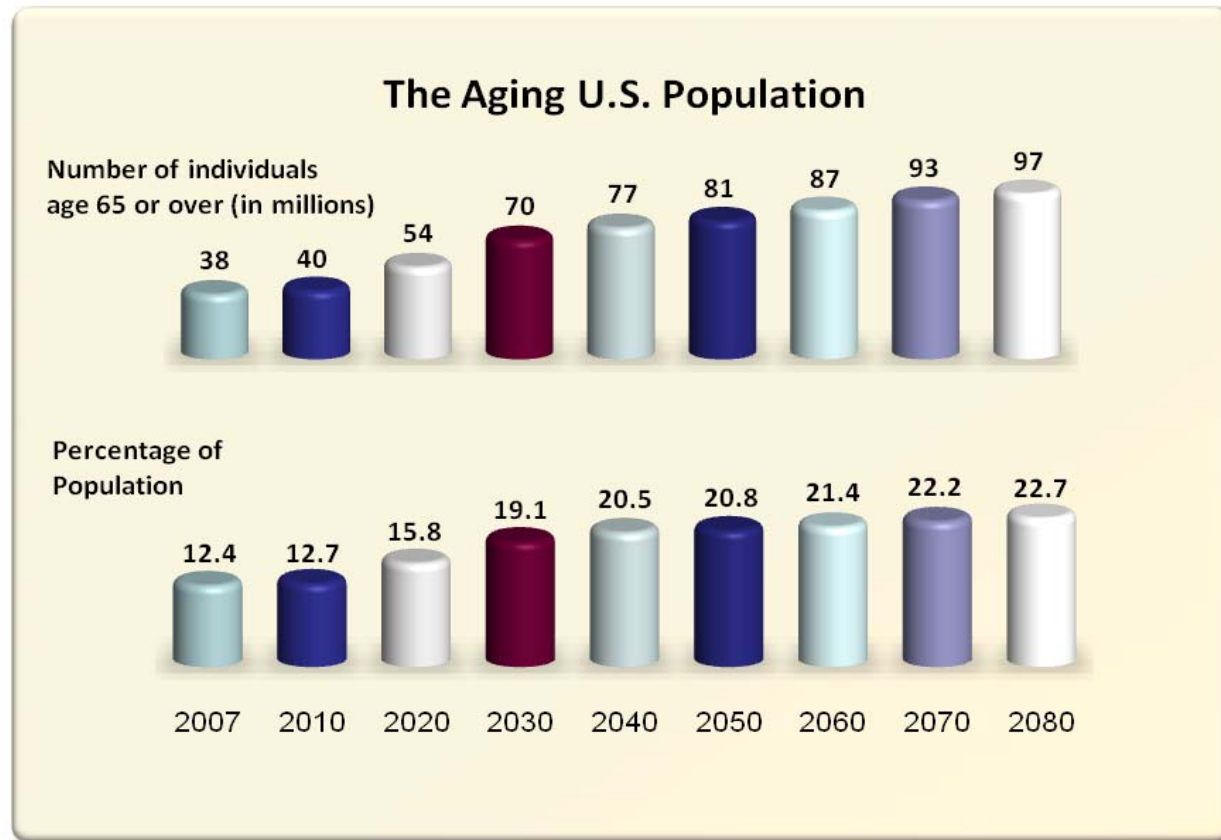
# Housing and Services: Promoting Independence – Using Partnerships to Meet the Needs of Youth and Seniors

Housing Colorado Luncheon

August 21, 2009

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Development, Total Community Options

# Aging Trends, the Tsunami



Source: U.S. Social Security Administration  
2007 OASDI Trustees Report (April 2007), Table V.A.2

Individuals over the age of 65 will double in 32 years—from 38 million to 77 million

# Aging Trends, Colorado

- **Seventh** fastest growing aging population in the U.S.
- By 2010, there will be more than **770,000** seniors over age 60
- 600 Coloradans 100 years old or older, by 2010, 700

## **National/International Trend:**

- By the year 2050, over 850,000 Centenarians in the United States, two million in the world

# Aging Trends & Disabilities, CO

- 28% have a condition that limits daily activities  
In Colorado this represents 172,236 people
- 13% have a major physical health problem  
In Colorado represents 80,000 people
- 18% (113,687) have a significant hearing loss
- 9% (53,596) are blind or have a significant vision loss

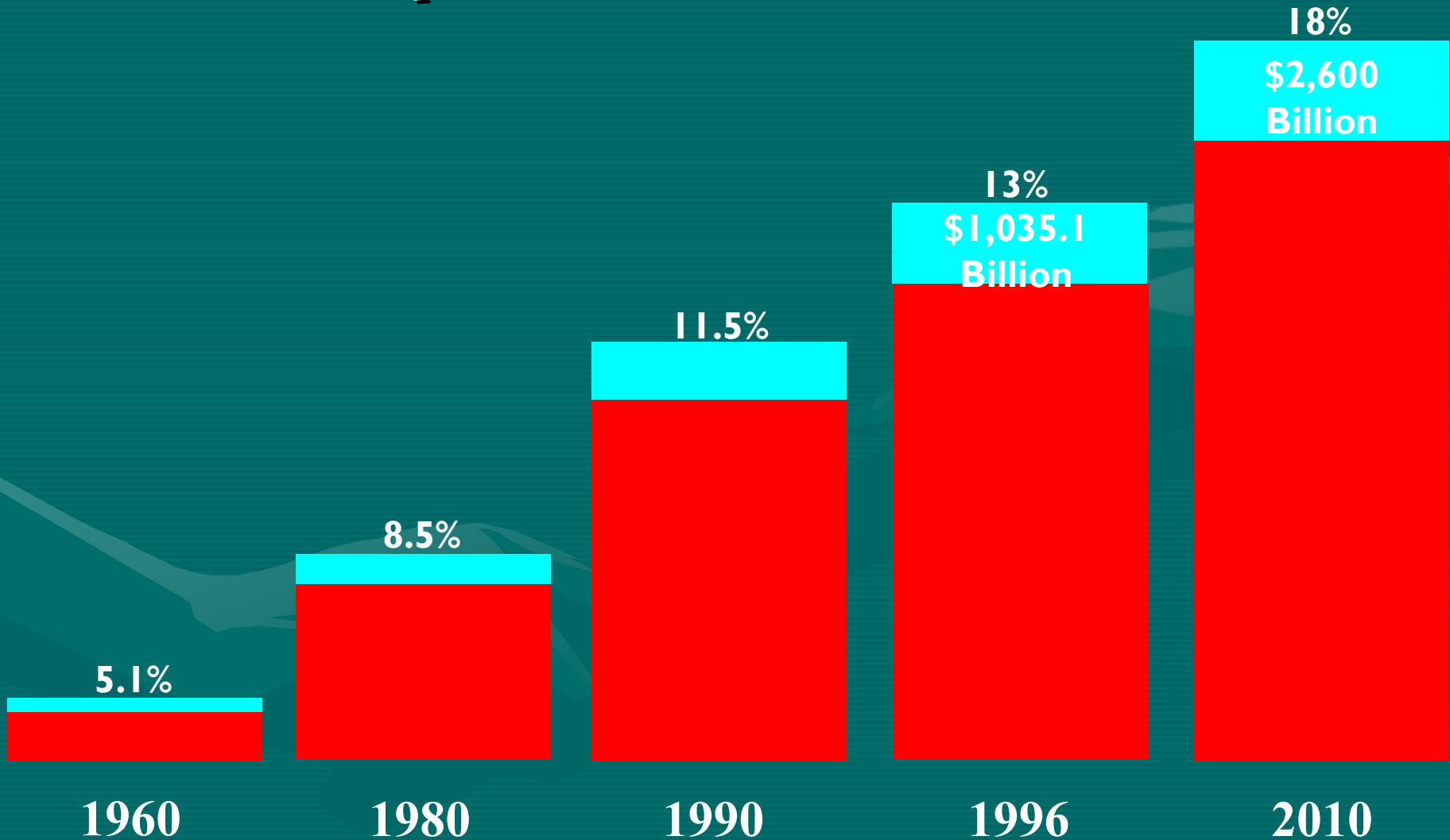
# Aging Trends and Disabilities, CO

- 20% (134,000) feel isolated and are depressed
- 19% (120,000) provide care for one or more family member
- 18.5% (114,791) need transportation services for shopping, medical trips, personal errands and recreational/social trips

# Funding Challenges

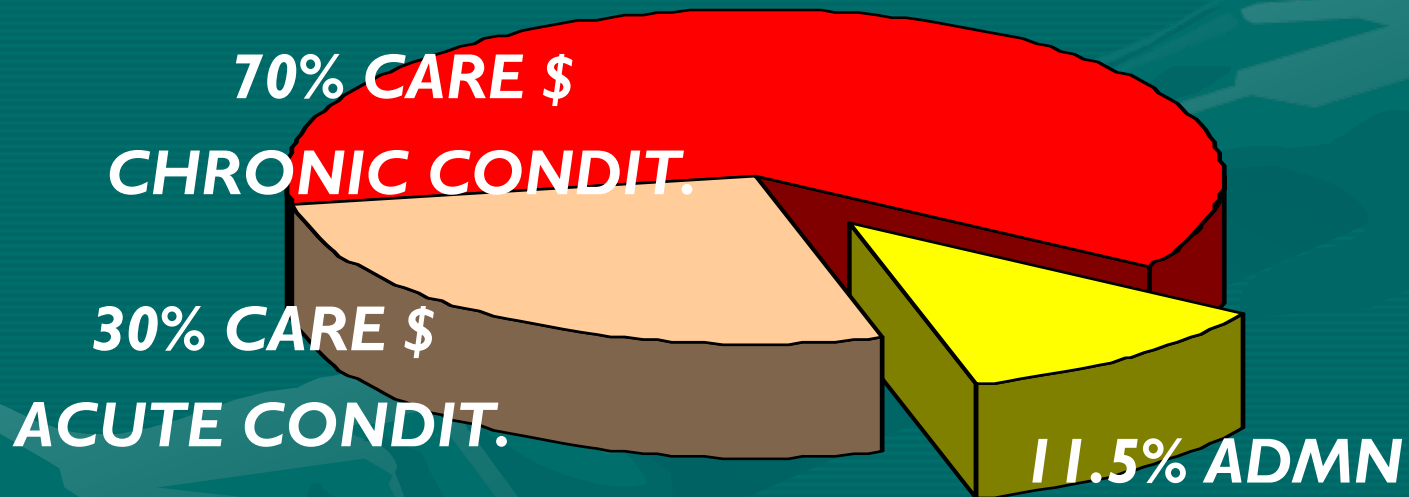
- 2009-10 State budget shortfall \$320 million
- 1.5% Reduction in Health Care Provider Medicaid Rates
- Medicare bust – 2036, Medicaid 2019

# *% Gross Domestic Product Spent on Health Care*

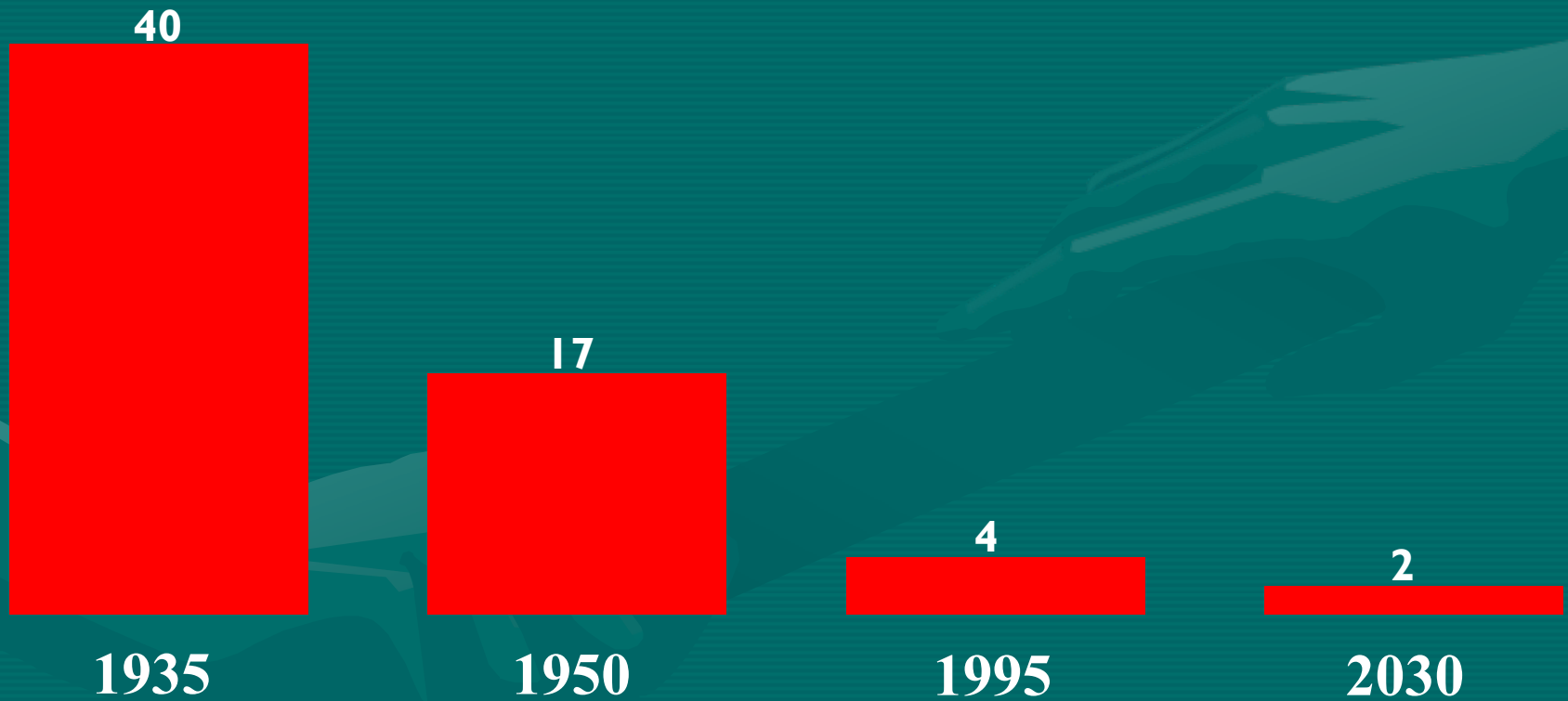


# The Health Care Pie (2007)

Estimated \$2.3 Trillion Total



# *Number of Working Taxpayers per Senior*



# Ratio of Caregivers to Those Most in Need



11% of All Nursing Positions are open on the Front Range –

Healthcare jobs low-paying, not attractive

Next generation choosing technology and non-human service related fields

Family migration and Care-giver stress

# Housing Gap at Total Long Term Care

- 40% of the 1400 individuals we serve live in Assisted Living
- 1/3 of that 40% could live independently in the community with services
- Challenged to find available units in the community
- Average income for our population is \$982 a month average, fair market rent for a one-bedroom apartment at \$667 per month

# *Gap for Housing Providers*

**Acute  
Events  
Trigger**

**Access to  
Services**



# Aging Mega Trends

↑ Chronic Illness/Living Longer

↓ \$\$

↓ Caregivers

↑ Family Stress

Disaster

or

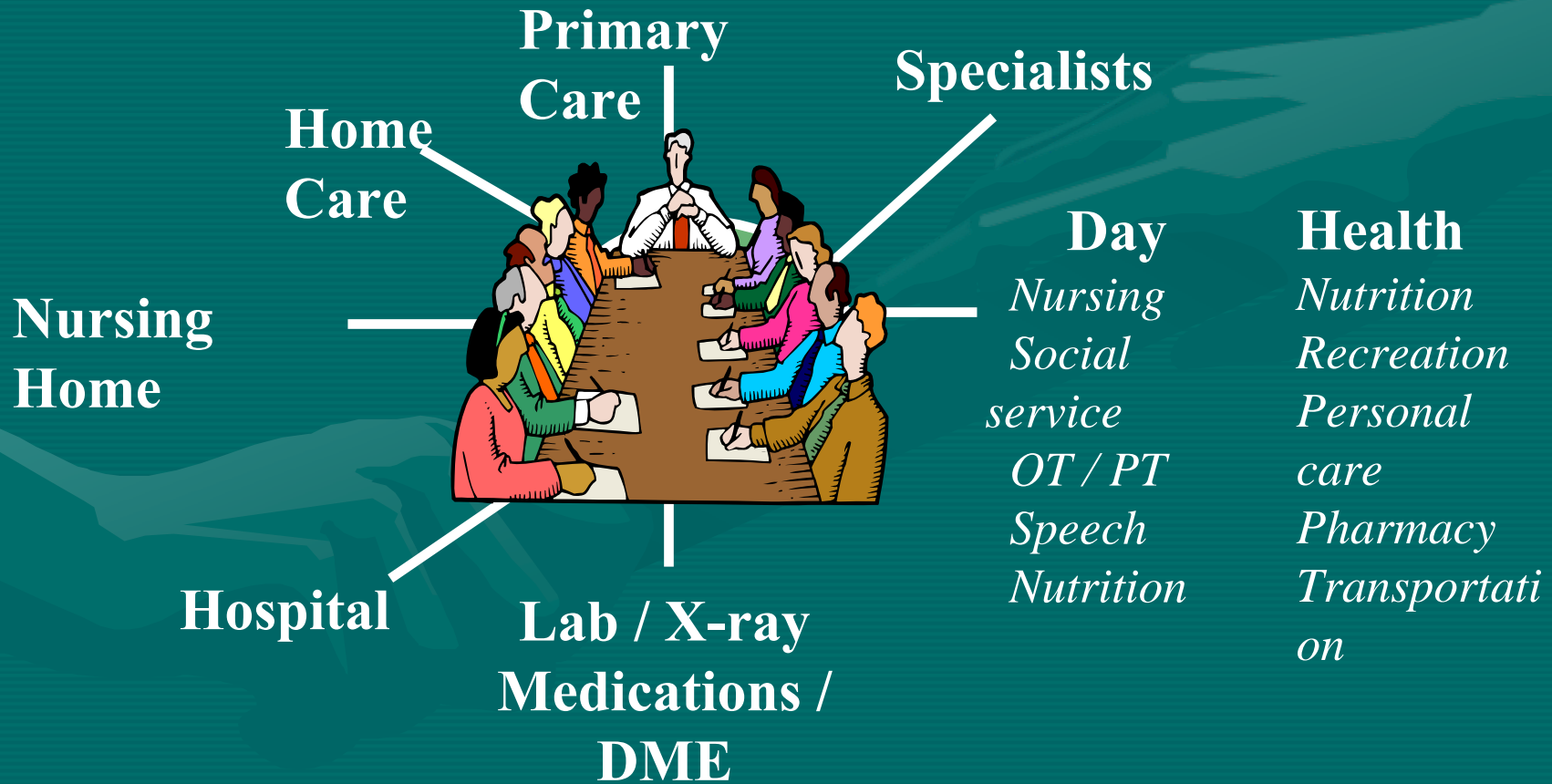
OPPORTUNITY

# Total Community Options Continuum

- PACE (Program of All-Inclusive Care for the Elderly)
- Seniors Inc – Private Duty Home Care/HCBS
- Johnson Adult Day Program
- Pinewood Lodge

# *The PACE Model*

## *Integrated and Interdisciplinary Managed Care*



# *The PACE Model*

## *Focus on the Frail*

- 55 years of age or older
- Living in a PACE service area
- Certified as meeting State's criteria for nursing facility frailty
- Majority low income

*PACE Programs receive approximately 2/3 of their revenue from Medicaid and 1/3 from Medicare*

# Seniors Inc

- Non-skilled home based services
- Grant Funded programs
- Fee for Service & HCBS
- 3 hours to 24 hour care in home

# Johnson Adult Day Program

- Adult Day Specializing in Care for Elders with Dementia
- Day time respite for care-giver
- Augment for Housing
- Health Programs
- Community Leadership / Strong Partnership with Alzheimer, Stroke and Parkinson's Associations

# Pinewood Lodge



- Partnering between TCO & Pinewood benefits both organizations
  - Decreases costs for both – rent allowance
  - Allows residents to “age in place” WITHOUT having to move, i.e. with dignity

# Other Informal Partnerships

- Denver Housing Authority
- Partnerships Under Consideration
- Libby Bortz

# Denver Housing Authority, the Plan

- Educational Plan for Staff  
Why? Managers – Tenant/Lease relationship  
Increase awareness of Aging in Place issues
- Increase TLC referrals

## What we Missed:

- Trust factor – the sell vs build relationship
- Role of Housing manager vs Resident Service Coordinators –  
new training plan
- Gather basic demographic data to know your population
- The invitation back should come from residents
- Measure results – share in investment

# Emerging Housing Partnerships

1. Partner with non-profit housing provider to grow more affordable housing:

Synergies: TCO – Financial Resources

Housing Provider – Political Clout, Debt Leverage and Management Expertise

2. Expand service model (PACE) on an existing housing campus – to create successful aging in place
3. Create relationships with occupancy challenged housing settings - potential to increase occupancy by supplementing rent

# Libby Bortz, Group Clinic Model in Assisted Living

- GNP hold group clinic for residents

## Outcomes:

- Increase Participant satisfaction
- Increased communication with partner provider
- Reduced clinic visits by 20 per month
- Falls reduced by 10 per month
- Reduced E/R visits by 6 per month
- Hospitalizations reduced by 2 per month

# Highlights of the Group Clinics

## Topics

- Hydration
- Insomnia
- Diabetes
- Restless legs
- Chest Pain
- OTC Medications
- Dementia & Memory Loss
- Insects
- Relaxation
- Blood Draws
- Dizziness
- Nausea
- Fall Prevention
- Body changes in aging
- Depression
- New Years Resolutions
- Prostate/ Ovarian Cancer
- Skin Issues

# Stories

Eva

- Stroke left Eva in a Nursing Home for the last 3 years
- Through partnership with local law firm, Wells Fargo, and Seniors Inc, EVA is going home
- Loan Officer even cleaned up her yard personally so appraisal would meet requirements for reverse mortgage and home owners insurance.

Community Partnerships come in many forms...think about the possibilities!!!

# Stories

## Dottie

- 60 years, widowed
- Depressed, socially withdrawn
- Self care decline
- Risk for losing housing

### One Year Following Enrollment in PACE:

- “Regained my life”
- Housing is stable
- Social and self care deficit rebounded

# Stories

## Carol

- In the hospital monthly due to falls
- Housing at risk
- In three years since enrollment, hospitalized twice
- The difference has been the team support, adaptive equipment in the home, and physical therapy.

# Partnership Criteria to Consider

- Synergistic Mission and Business Purpose
- Opportunity to position or reposition housing and health care services based on market trends and consumer expectations
- Meet Industry Benchmarks and Profitability Standards
- Enhances Recruitment and Retention of Staff
- Common Quality and Risk Management Standards
- Strong Memorandum of Understanding to start and due diligence process



Imagine the Possibilities!  
Be Creative in Intersecting  
Industries!  
Have FUN doing it!