

# PACE

Program of **All-Inclusive Care** for the **Elderly**



**Living at Home.**  
**Your Goal. Our Priority.**

Call us at 877-2MI-PACE to learn more!

PACE  
*Association of*  
Michigan



# Michigan is aging and fast.

## Both America and Michigan are aging, and we are not prepared.

Michigan has more than 2 million residents over age 60, representing about 25% of the state's population, and 37% of Michigan residents are 50 and older. Michiganders 85 and older are the fastest-growing age group of all. The state ranks among the top 15 in having one of the oldest populations in the U.S.

Our ability to serve and pay for this population will be challenged by an array of issues, including financial constraints, workforce limitations, customer perceptions and others. How and where we will serve an aging population will change. And there are some models that it do differently – and frankly better – than others.

## PACE is just one example. And we need to do more of it – as soon as possible.

### Here's why:

#### #1: Financial Imperatives

The financial burden of caring for an aging population, both at the state and national levels, presents a formidable challenge. Expenditures on Medicare, Medicaid, and Social Security are anticipated to escalate alongside population growth, placing incessant pressures on federal and state budgets. The projected cost of caring for the aging population is estimated to reach nearly \$15 trillion by the end of the coming decade. A consistent trend in studies conducted over the last two decades converges on the alarming prediction that by 2050, the government will face a severe shortfall in revenue to meet its entitlement and debt obligations. This fiscal predicament would leave virtually nothing for other essential state and federal programs. The potential bankruptcy of our nation due to the escalating costs of caring for an aging America is an unsustainable prospect that demands urgent attention.

#### #2: Shifting Customers

Conventional care models, characterized by a continuation of established practices, prove to be impractical. Traditional approaches such as nursing homes or similar facilities pose operational challenges, and a considerable number of seniors exhibit little interest in such settings. The majority of seniors, along with their families, express a strong inclination toward receiving care within the comfort of their homes or communities. Extensive studies and surveys conducted over the past two decades consistently underscore this preference for in-home care:

- Among those aged 50 or older, 70% express a preference for in-home care as they age, with 77% desiring to stay in their homes for the long term.
- Adults aged 40 and older show a similar inclination, with 77% preferring to receive care for themselves at home, and 67% expressing a preference for their loved ones to receive care in home settings.

#### #3: Changing Workforce

The anticipated demand for services will be substantial, yet our capacity to meet it will face significant challenges. In 2010, there were seven potential senior caregivers available for every individual aged 80 and older in America. However, this ratio is projected to decrease to three to one by 2050. The recent Covid-19 pandemic has only exacerbated the long-term challenges associated with workforce issues in senior care. As the workforce landscape evolves, there is a pressing need for a corresponding shift in approaches to older adult care and services.

#### #4: Caregivers In Crisis

A significant portion of the care and service for the aging population is predominantly shouldered by family caregivers, including spouses, siblings, adult children, and neighbors. The desire to keep loved ones close to family and as independent as possible is a common preference among families. In 2021, family caregivers contributed to over \$600 billion worth of unpaid care and service for others in America, and this figure is expected to increase in the future. Providing additional support for caregivers is imperative to effectively address the challenges associated with aging.

It is a compelling set of issues. Population growth, fiscal limitations, changing customers, and workforce all highlight that traditional thinking – more of the same – isn't likely to fix the problem. We need to think differently about where people will receive care and service as they age, how we will pay for it, and which approaches are the most efficient at addressing the identified issues.

**PACE is one of Michigan's best options to address and respond to these challenges.**

# Rising to the Challenge

PACE is uniquely capable of addressing many of the challenges noted earlier.

1

**Community Based** As a community-based model, PACE is more readily scalable than traditional models or approaches that often depend on a building or institutional setting. As the rate of population explodes over the next two decades, PACE can respond more rapidly than most.

2

**Coordinated Care** PACE provides coordinated, comprehensive care that is delivered at our full-service Primary Care Clinic, our adult Day Center, and through a network of community providers.

3

**High Quality** By tackling healthcare fragmentation head on and leveraging team-based care, PACE generates results- both financially and qualitatively. Taking on the health-related needs of frail, older adults, PACE programs also give family members the space and time to be more of a loved one – rather than a caregiver.

4

**Capitated Payment** PACE combines both Medicare and Medicaid funds to cover ALL costs for an enrollee. Organizations who operate a PACE program are paid a capitated payment arrangement – the funds provided to the program are fixed on a per- participant basis. This offers precise actuarial predictability for states who support and grow PACE.

**PACE is the ideal solution. And we need to do more of it-as soon as possible.**



That's the goal for many Michigan seniors today. Lessons learned during COVID bear out the fact that, for many older adults, it's better to remain independent and stable in a familiar setting.

The more our state leaders can do to help residents at all income levels and walks of life maintain their independence, the better. It's a matter of dignity, equity, and personal freedom.

That is why Michigan's PACE programs (Programs of All-Inclusive Care for the Elderly) offer such a valuable alternative for our state's residents. PACE supports older adults and their families with comprehensive physical, psychological, and social-emotional support that ensures they can remain safe and well-cared for at home, regardless of income level.

But today, there are obstacles. Our state's leaders must help address these challenges to give all Michiganders the ability to take advantage of PACE programs in their own communities.

## HERE'S WHAT'S NEEDED:

### INVEST in Michigan's Seniors

#### *PACE as a Clear Alternative to Managed Care*

- **ISSUE:** Michiganders eligible for Medicaid are among the state's most vulnerable which is why providing fully integrated, quality care to those who need it is more important than ever. Michigan's current program has resulted in lower beneficiary satisfaction and quality of life, and higher costs for the state's Medicaid program.
- **SOLUTION:** As Michigan considers using managed care organizations to care for individuals needing LTSS, it is important that PACE is clear option. PACE provides coordinated, comprehensive care that empowers 96% of PACE participants to live in their own communities.
  - PACE included in ALL beneficially communications
  - PACE participants will be exempt from mandatory enrollment in managed care organizations
  - Conflict free options counseling

### IMPROVE Access to PACE Eliminate Barriers to Enrollment

#### *Timely Access to Services*

- **ISSUE:** There are many unnecessary regulatory barriers that make it difficult for someone to enroll in PACE. Prospective PACE enrollees must wait until the first day of the month following the date a PACE organization receives a signed agreement to enroll in PACE. If the enrollment is not received and approved by the state within a certain timeframe, it is deferred until the next month – sometimes delaying access to service as much as 45 days.
- **SOLUTION:** Include language that would deploy an interim billing structure to allow for PACE services as soon as an application is completed. Afterall, it should be as easy to enroll in PACE as it is in other long-term care settings.

**For the past several years, Michigan lawmakers have been seeking opportunities to expand PACE services in areas with high levels of need.** These investments can help prompt critical expansion and allow more seniors to live in the ways they choose.

As our senior population—which was extraordinarily hard-hit during the pandemic—continues to grow and heal, the ability to meet them safely at home with valuable PACE programming is more essential than ever.

**The time is right. The solution is clear. It's time for Michigan's policy leaders to act.**



## Helping Michigan Seniors Live Well At Home

PACE provides coordinated, comprehensive care that empowers 96% of PACE participants to live in their own home or with family, rather than being placed in a nursing home or other facility.

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**P**rogram of  
**A**ll-inclusive  
**C**are for the  
**E**lderly

### Who is eligible?

- ✓ Be certified to need nursing home care
- ✓ Be at least 55 years old
- ✓ Be able to live safely in the community with our services
- ✓ Live within a PACE service area

# PACE Participants

## are in Good Company!

Participation in PACE has increased **470%** from **2012-2022** – showing how vital the Michigan PACE program is to our state and its people!



**PACE**  
Association of  
**Michigan**

**PACE Association of Michigan**  
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**Stephanie M. Winslow, Executive Director**  
Direct: (989) 798-2994  
E: [swinslow@pacemichigan.com](mailto:swinslow@pacemichigan.com)

# Find a PACE Program in your Community

Michigan has 14 independent PACE organizations that serve 25 locations throughout the state.

**1 PACE NORTH**  
2325 N. Garfield Rd, Traverse City, MI 49686 • T: (833) 410-2086

**2 COMMUNITY PACE AT HOME**  
231 West Pine Lake Drive, Newaygo, MI 49337 • T: (231) 652-4618

**3 PACE CENTRAL MICHIGAN**  
1750 E. Bellows, Mt. Pleasant, MI 48858 • T: (989) 953-5800

**4 GREAT LAKES PACE**  
3378 Fashion Square Blvd., Saginaw, MI 48603 • T: (989) 272-7610

**5 LIFECIRCLES-PACE**  
**Muskegon**  
560 Seminole Rd., Muskegon, MI 49444  
T: (231) 733-8686 or (888) 204-8626  
**Holland**  
12330 James St., Holland, MI 49424 • T: (616) 582-3100

**6 CARE RESOURCES**  
4150 Kalamazoo Ave. SE, Grand Rapids, MI 49508  
T: (616) 913-2006 or (800) 610-6299

**7 VOANS SENIOR COMMUNITY CARE OF MICHIGAN**  
1921 E. Miller Road, Lansing, MI 48911 • T: (517) 319-0700

**8 ASCENSION LIVING PACE MICHIGAN**  
412 E. First Street, Flint, MI 48502 • T: (810) 236-7500

**9 PACE SOUTHEAST MICHIGAN**  
**Clinton Township Center**  
19700 Hall Road, Clinton Township, MI 48038  
**Dearborn Center**  
15401 N. Commerce Dr., Dearborn, MI 48120 • T: (855) 445-4554  
**Detroit Center**  
17330 Greystone Ave., Detroit, MI 48219 • T: (855) 445-4554  
**Eastpointe Center**  
17401 East 10 Mile Rd., Eastpointe, MI 48021 • T: (855) 445-4554  
**Pontiac Center**  
823 Golf Drive, Pontiac, MI 48341 • T: (855) 445-4554  
**Southfield Center**  
24463 W. 10 Mile, Southfield, MI 48033 • T: (855) 445-4554  
**Sterling Heights Center**  
35501 Mound Road, Sterling Heights, MI 48310 • T: (855) 445-4554  
**Thome Rivertown PACE Center**  
250 McDougall St., Detroit, MI 48207 • T: (855) 445-4554

**10 HURON VALLEY PACE**  
2940 Ellsworth Rd., Ypsilanti, MI 48197 • T: (855) 483-7223

**11 THOME PACE**  
2282 Springport Rd., Jackson, MI 49202 • T: (517) 768-9791

**12 SENIOR CARE PARTNERS PACE**  
**Battle Creek**  
200 West Michigan Ave., Ste. 103 Battle Creek, MI 49017  
T: (269) 441-9300 or (877) 284-4071

**Kalamazoo**  
445 W. Michigan Ave., Kalamazoo, MI 49001  
T: (269) 488-5460 or (800) 488-5860

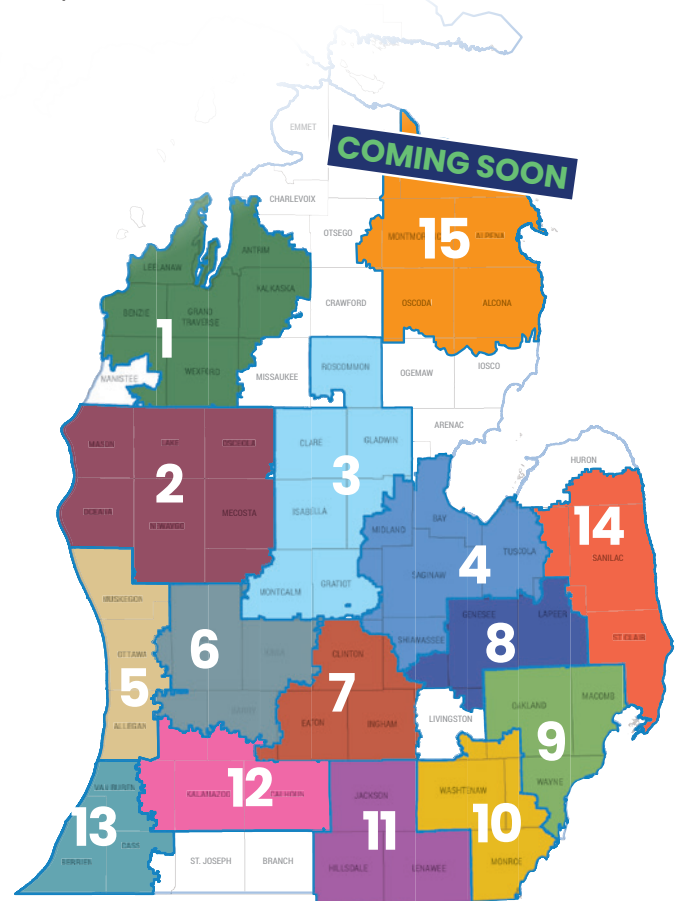
**Portage**  
800 E. Milham St., Portage, MI 49002 • T: (269) 280-9560

**Albion**  
290 B Drive North, Albion, MI 49224  
T: (517) 680-4410 or (800) 400-1435

**13 PACE OF SOUTHWEST MICHIGAN**  
2900 Lakeview Ave., St. Joseph, MI 49085 • T: (855) 243-8876  
60 East Main Street, Niles, MI 49120 • T: (855) 243-8876

**14 SUNRISE PACE**  
5229 Lakeshore Road, Fort Gratiot, MI 48059 • T: (810) 258-3097

**15 PACE NORTHEAST MICHIGAN**  
Alpena, MI 49707



P.O. Box 13193  
Lansing, MI 48933  
Email: [info@pacemichigan.com](mailto:info@pacemichigan.com)  
**877-2MI-PACE**

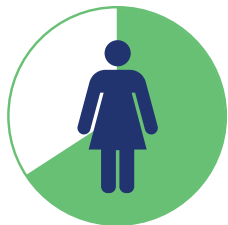
[pacemichigan.com](http://pacemichigan.com)

# Who does PACE serve?

In short, everyone! The coordinated, comprehensive care provided by PACE benefits the elderly population and **saves money for the State of Michigan** – enabling 96% of eligible participants to live in the community, rather than being placed in a higher-cost institution.

Average Age:

# 78



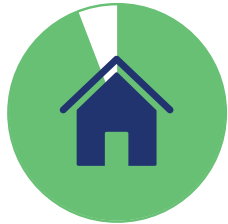
**66%** Female



**33%** Male



**14%** Under Age 65



**96%** Live in the Community



**93%** Have dual eligibility for Medicare & Medicaid



**46%** Living with Dementia



Average amount of transportation

# 15

## TRIPS PER PARTICIPANT PER MONTH





# How We Help

## All-Inclusive Program

Care is delivered at our full-service Primary Care Clinic, our adult Day Center, and through a network of community providers.



## Components of PACE's supportive, comprehensive care

Our services include, but are not limited to:

- Lab and diagnostic services
- Medical equipment
- Personal care aides
- Medical specialists
- Occupational therapy
- Physical therapy
- Speech therapy
- Hospitalizations
- Primary medical and nursing care
- Skilled nursing care
- End-of-life comfort care
- Transportation

### Home care and daily activities



Dressing



Bathing



Eating



Wellness



Meals



Medications & Prescriptions

# PACE SERVES OUR SENIORS

**96%** of PACE participants live in the community.

## PACE SAVES TAXPAYER DOLLARS



States pay PACE programs  
**12% LESS**  
than the cost of other  
Medicaid services



LESS THAN  
**1 PER VISIT**  
PER YEAR

## PACE PROVIDES HIGH-QUALITY OUTCOMES

### Lower Hospitalization Rate:

A **24 percent lower** hospitalization rate than dually-eligible beneficiaries who receive Medicaid nursing home services.



### Decreased

### Rehospitalizations:

**16 percent less** than the national rehospitalization rate of 22.9 percent for dually-eligible beneficiaries age 65 and over

**1/3** the rate of COVID cases and deaths compared to Nursing Homes



# Connect With Us

## PACE Association of Michigan

**PACE Association of Michigan**

P.O. Box 13193

Lansing, MI 48933

E: [info@pacemichigan.com](mailto:info@pacemichigan.com)

**Stephanie M. Winslow, Executive Director**

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E: [swinslow@pacemichigan.com](mailto:swinslow@pacemichigan.com)

### Contacting a PACE Program

Each of the 14 PACE organizations in Michigan are independent organizations, with their own enrollment and assessment process. Please contact the PACE site that serves your geographical area, and ask to speak to an enrollment specialist.



NATIONAL  
**PACE**  
ASSOCIATION



Find a **PACE** Program in  
Your Neighborhood at:  
[www.npaonline.org/pace-you/pacefinder®-find-pace-program-your-neighborhood](http://www.npaonline.org/pace-you/pacefinder®-find-pace-program-your-neighborhood)

**National PACE Association**  
675 North Washington Street, Suite 300  
Alexandria, Virginia 22314  
Phone: (703) 535-1565  
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