

**USAging**

**Aging Policy Briefing  
& Capitol Hill Day**

WASHINGTON, DC

**March 29–30, 2022**

**Tweet from the #USAgingAPB!**

**@theUSAging**

# Pathways Forward in Measuring and Paying for SDOH Needs and Services

Aging Policy Briefing

March 29, 2022

# The Business Institute

The mission of the Aging and Disability Business Institute (Business Institute) is to successfully build and strengthen partnerships between community-based organizations (CBOs) and the health care system so older adults and people with disabilities will have access to services and supports that will enable them to live with dignity and independence in their homes and communities as long as possible.

[aginganddisabilitybusinessinstitute.org](https://aginganddisabilitybusinessinstitute.org)

# Business Institute Funders



The  
John A. Hartford  
Foundation



# Business Institute Partners



# Setting the Stage: Policy Pathways for SDOH Referrals and Payment

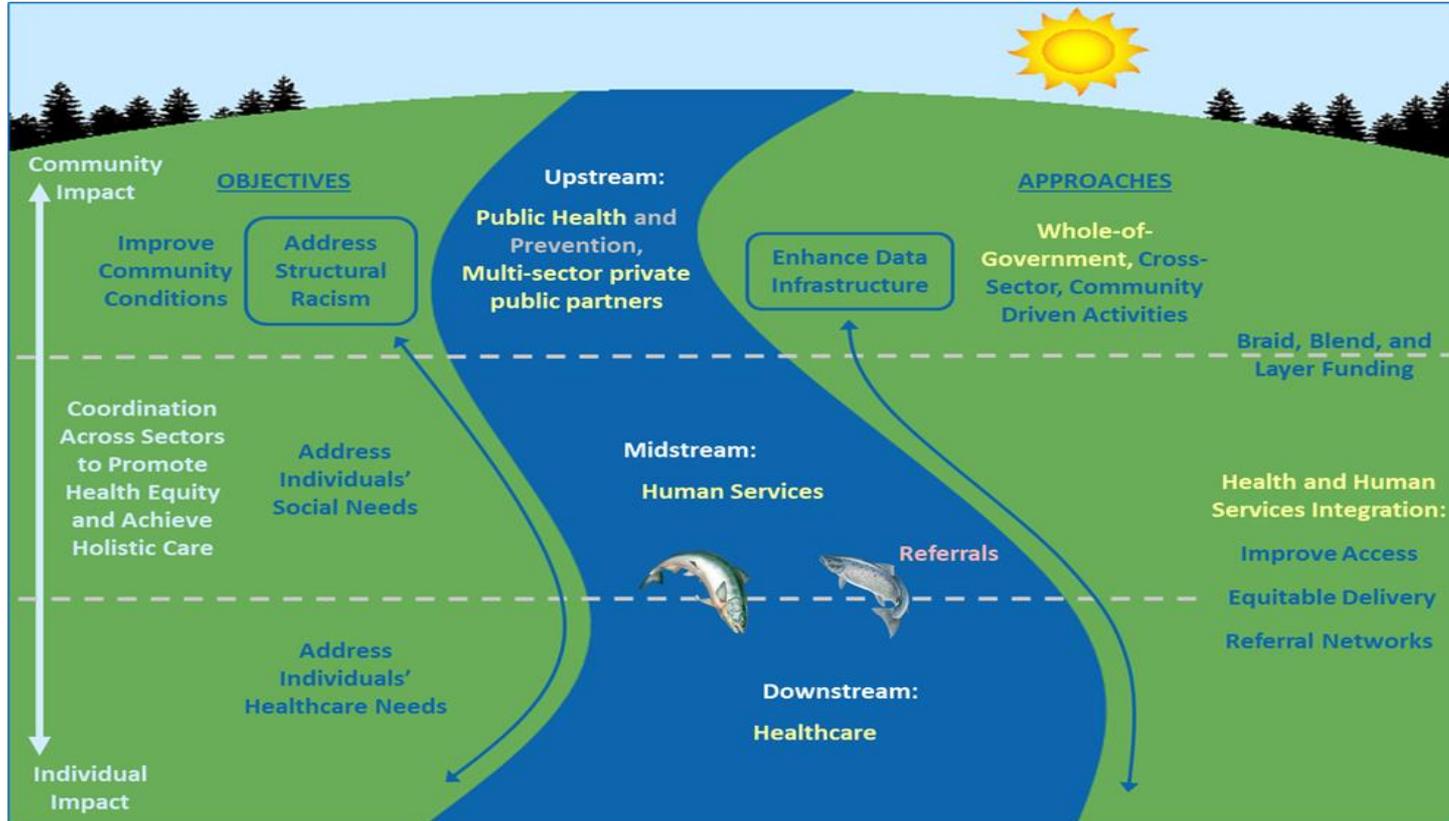
*Kelly Cronin, Deputy Administrator, Center for Innovation and Partnership, Administration for Community Living*

*Brian Handspicker, Chief Technology Officer, Open City Labs*

*Dora Hughes, Chief Medical Officer, Center for Medicare and Medicaid Innovation, Centers for Medicare & Medicaid Services*

*Abigail Morgan, Chief Operating Officer, Direction Home Akron Canton Area Agency on Aging and Disabilities*

# SDOH Ecosystem



Adapted from Castrucci B, Auerbach J. Meeting Individual Social Needs Falls Short of Addressing Social Determinants of Health. Health Affairs Blog. January 16, 2019

# HHS Strategic Approach

- Whole-of-government, multi-sector strategy to address the underlying systemic and environmental factors that affect health status
  - Goal 1: Enhance data infrastructure and utilization of data
  - **Goal 2: Improve access to and affordability of health care services, and support partnerships between health care providers and CBOs to address social needs**
  - Goal 3: Align cross-government approaches, public-private partnerships, and leverage community engagement to address SDOH and enhance population health

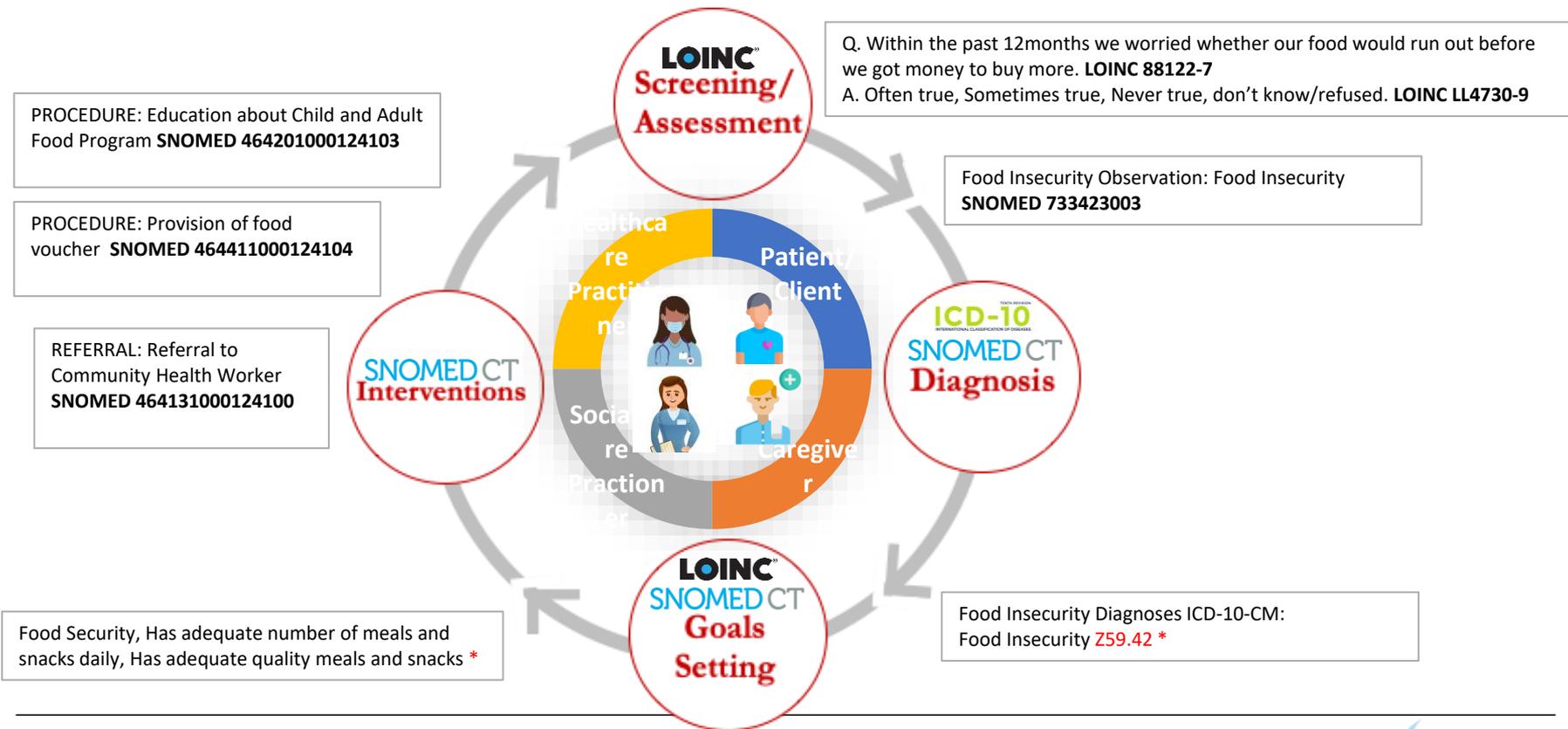
# Moving Toward the “Ideal State”

- Collaborative model with an emphasis on:
  - Shared community level governance, with meaningful role for CBOs
  - Interoperability and access to data
  - Sustainable approaches for financing social care services
    - Braiding of publicly funded health and human service programs

# Roles and Responsibilities for Social Care

- Leverage the best capabilities and workforce across health care, CBOs and IT organizations through shared governance at community level
- Health care – identify high need individuals to refer to CBOs; contract for CBO service delivery (MA, MMC, ACOs, etc.)
- CBO network (Hub/lead entity) – enables contractual relationships for multiple CBOs with health plans/systems, delineates role and responsibilities of health care and CBOs, braid funding to finance services, manage/support CBO network
- Technology Solutions – integrate tech into health care and CBO workflows, EHRs or I&R/case management systems to enable closed loop referrals and facilitate reporting to state and health care organizations

# SDOH Assessment, Diagnosis, Goals, Interventions Model



# CMS Home and Community-Based Services (HCBS)

---

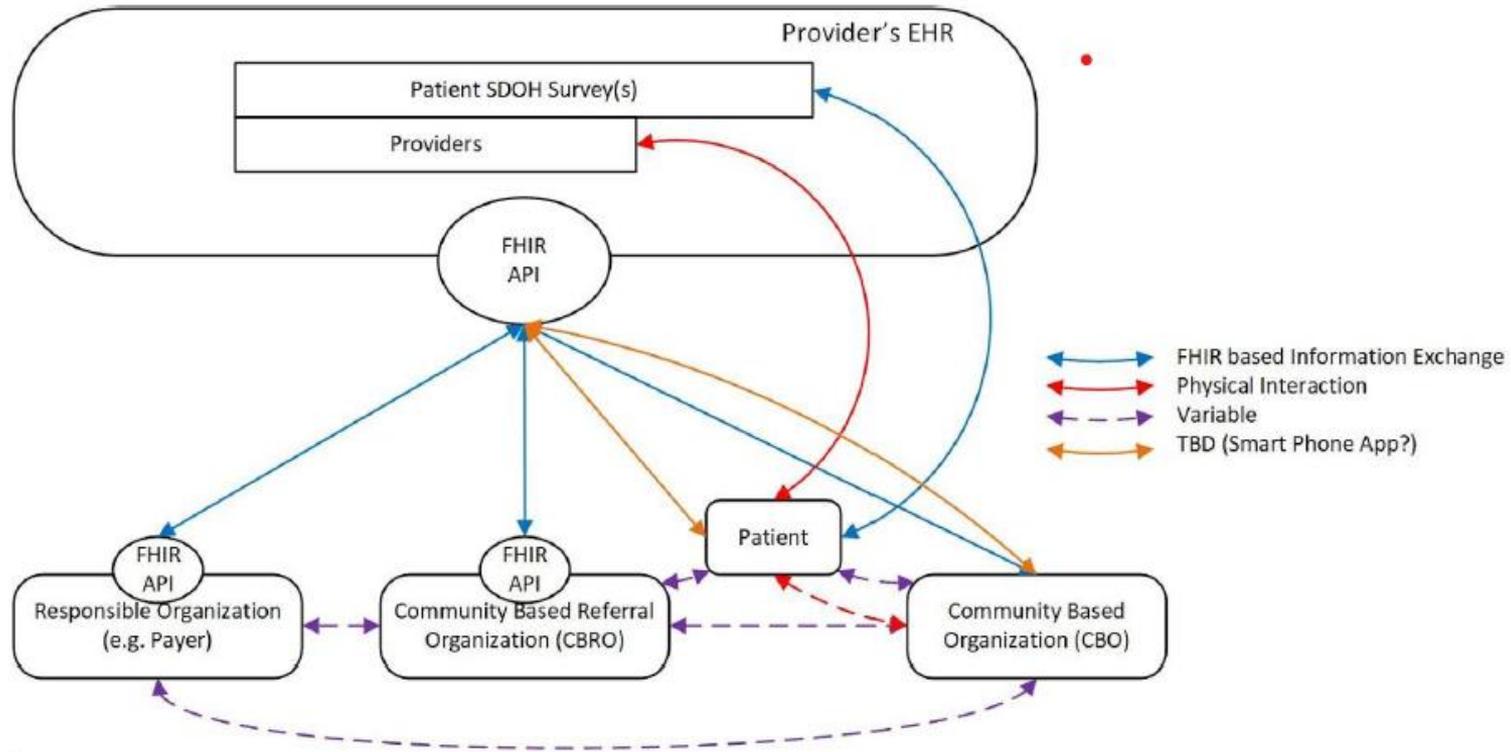
## **Health Services meet medical needs:**

- Home health care, such as:
  - Skilled nursing care
  - Therapies: Occupational, speech, and physical
  - Dietary management by registered dietician
  - Pharmacy
- Durable medical equipment
- Case management
- Personal care
- Caregiver and client training
- Health promotion and disease prevention
- Hospice care (comfort care for patients likely to die from their medical conditions)

## **Human Services support daily living:**

- Senior centers
- Adult daycares
- Congregate meal sites
- Home-delivered meal programs
- Personal care Transportation and access
- Home repairs and modifications
- Home safety assessments
- Homemaker and chore services
- Information and referral services
- Financial services
- Legal services, such as help preparing a will
- Telephone reassurance

# Enabling SDOH Interactions/ Workflow (Initial exchanges)



# Discussion Questions

1. How are referral technology systems or platforms helping or hindering your agency and your service providers to address your client's social care needs and the SDOH issues in the communities you serve?
2. When referrals come to your agency (regardless of the source),  
a) how important is it for service provision to have diagnostic health information for the client being served; and b) if such referrals do not include an accurate and/or complete social care needs assessment, what is missing? (Please provide examples if possible.)

**USAging**

**Aging Policy Briefing  
& Capitol Hill Day**

WASHINGTON, DC

**March 29–30, 2022**

**Tweet from the #USAgingAPB!**

**@theUSAging**

# The Evolution of Assessment and Quality Measurement: Measuring SDOH Needs and Responses

*Rachel Harrington, Research Scientist, National Committee for Quality Assurance*

*Jennifer Raymond, Chief Strategy Officer, AgeSpan*

*Kimberly Smathers, Managing Director, ATI Advisory*

# Discussion Questions

1. How do (or could) you evaluate assessment and service quality today and how do (or could) you incorporate HEDIS or other measures? If you currently work with health care payers, how do these relationships impact your performance management/quality improvement processes?
2. What system improvements are needed (if any) to help AAAs/CBOs leverage technology more effectively and support your agency's efforts to increase the efficiency and quality of the services and supports you offer to your clients?

# Learn More About the Business Institute

- Visit our website to learn more about the Business Institute:  
[aginganddisabilitybusinessinstitute.org](https://aginganddisabilitybusinessinstitute.org)
- Still have questions? Email us:  
[BusinessInstitute@usaging.org](mailto:BusinessInstitute@usaging.org)
- Stay up-to-date on our events calendar. New webinars added regularly:  
[aginganddisabilitybusinessinstitute.org/events](https://aginganddisabilitybusinessinstitute.org/events)
- Stay connected, sign up for our bi-monthly newsletter:  
[eepurl.com/gg2JGL](https://eepurl.com/gg2JGL)

**USAging**

**Aging Policy Briefing  
& Capitol Hill Day**

WASHINGTON, DC

**March 29–30, 2022**

**Tweet from the #USAgingAPB!**

**@theUSAging**