

PACE Senior Transportation

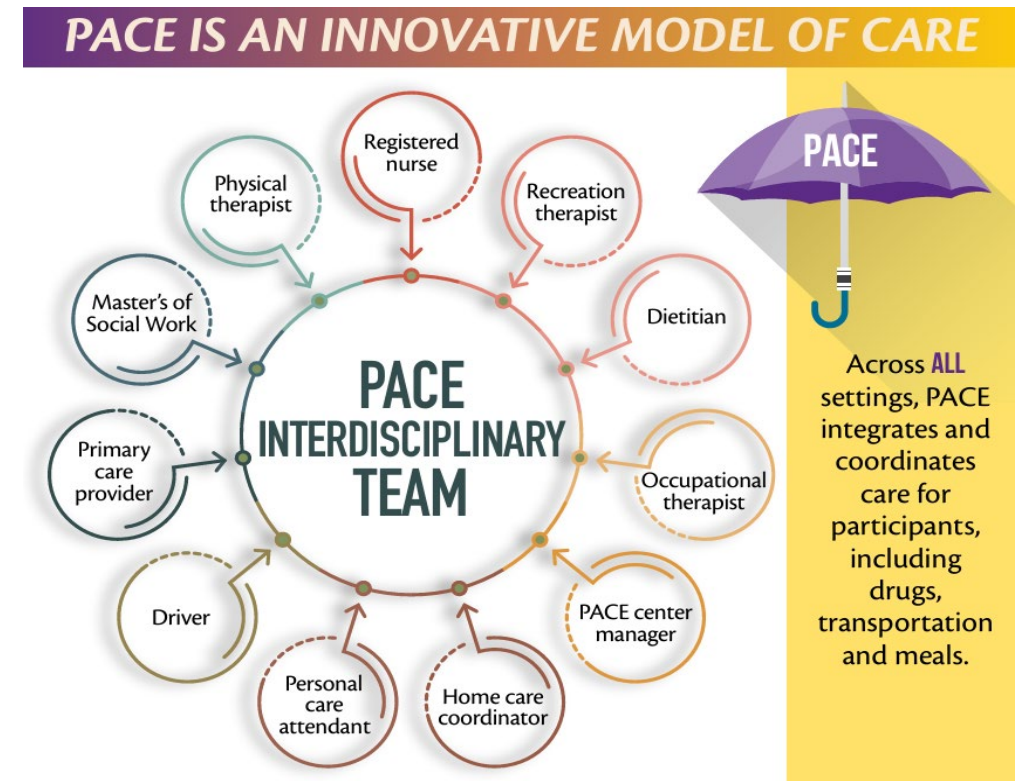
Foundations of MultiCare | PNW PACE Partners

October 16, 2024

What is PACE?

PACE (Program of All-Inclusive Care for the Elderly) is a Medicare and Medicaid model of care that focuses on providing comprehensive, coordinated health care for seniors, enabling them to live independently in their communities.

- **Comprehensive Health Plan:** Provides all essential medical care such as primary, specialty, hospital care, prescription drugs, therapy, dental, social support, mental health, and **transportation**.
- **Coordinated Care:** Care is delivered by the PACE Interdisciplinary Team, which includes doctors, nurses, social workers, and therapists, who collaborate to create individualized care plans that prioritize the unique needs of each participant.
- **Prevention and Proactivity:** The model emphasizes preventive care and early intervention to manage chronic conditions effectively, reducing the need for emergency services and hospitalizations.
- **Community Focus:** PACE emphasizes staying in the community rather than nursing homes. Most seniors want to live at home (age in place) for as long as possible, and PACE helps them achieve that goal.



Research has highlighting just how successful programs were at avoiding COVID-19 deaths compared to other care settings. A [UC Berkley study](#), from July 2021, showed the national PACE COVID-19 death rate was 4%, compared to 12% in nursing homes.

PACE Reduces ED Visits By

↓ 41.0%

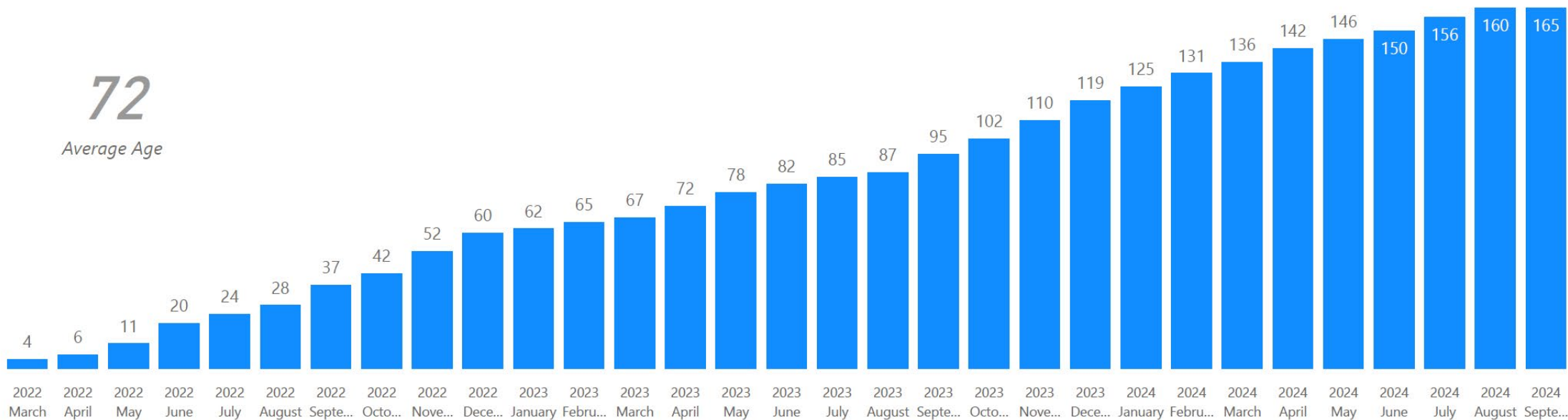
PACE Reduces Inpatient Visits By

↓ 17.3%

Who is PNW PACE Partners?

- Wholly -owned subsidiary of MultiCare and opened in March 2022.
- First and only PACE Organization in Pierce County.
- Service area includes 60 zip codes in Pierce and south King County.
- 1 of 3 PACE Organizations in Washington State.
- 50 employees as of September 2024.
- Fastest growing PACE Organization in the Country who opened in 2022.

PACE Enrollment By Month



Transportation

The Problem:

- Transportation is a significant barrier to seniors in our community. Most participants cannot personally drive to appointments which places significant burden on family members, community supports, or other transportation options such as Pierce Transit if they were not in PACE.

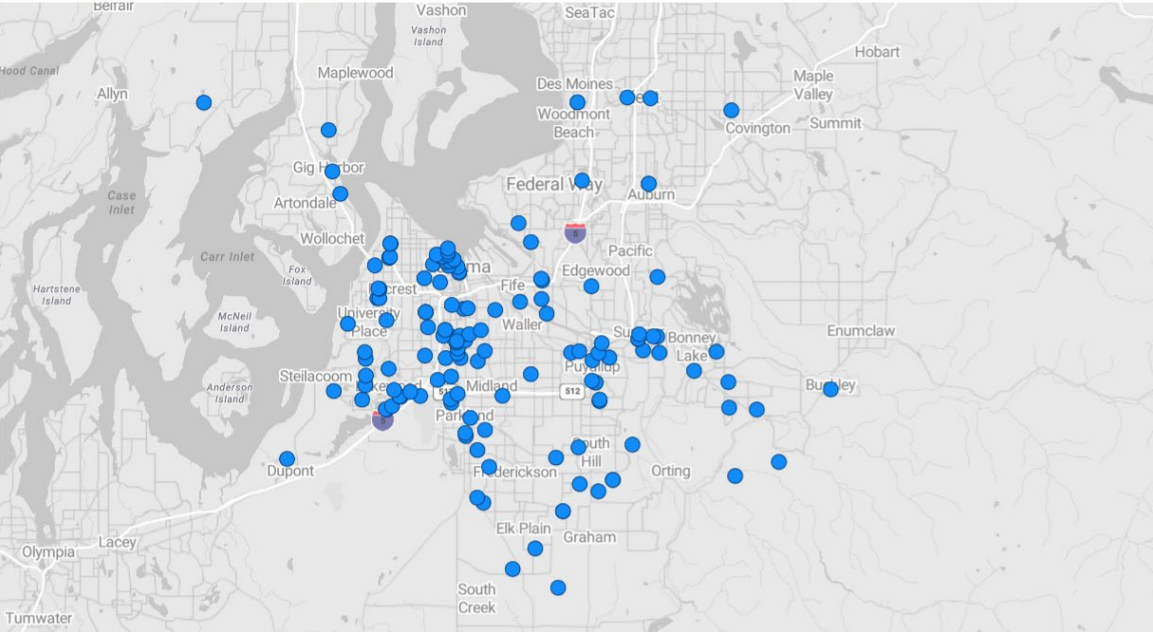
The Solution:

- Transportation is a benefit of PACE, and we’ve established a robust partnership with Around the Sound (ATS) to deliver essential paratransit services to our participants.

Once a Pierce County PACE participant enrolls, they cease using Pierce Transit for medical appointments and appointments approved by PACE.

Period	Transportation Trips	Trips Per Member Per Month (PMPM)	Year-End Census	Member Months	YOY Growth %
2022	3,145	11	60	284	N/A
2023	10,435	10	119	1,024	261%
2024	18,342	10	182	1,800	76%
2025	27,392	10	268	2,688	49%
2026	39,131	10	364	3,840	43%
2027	50,871	10	460	4,992	30%

PNW PACE Participant By Location



Grant Request

- There is no cost for seniors enrolled in PACE (fully funded by Medicare and Medicaid).
- Our funding for transportation does not fully meet the transportation needs of our participants.
- We've experienced a -65% loss related to transportation since we began in March 2022.
- We project a July 2025 – June 2027 loss of \$1,835,798 related to transportation.

Our grant request of \$1,800,000 would help subsidize our loss from transportation and would be instrumental in supporting future growth serving more members in the community.

Historical Financials

Period	Transportation Revenue (From Medicaid)	Transportation Expenses (ATS)	Loss	Loss %
2022	\$ 103,713	\$ 179,638	\$ (75,925)	-73%
2023	\$ 335,603	\$ 574,554	\$ (238,952)	-71%
2024 YTD	\$ 424,864	\$ 667,619	\$ (242,755)	-57%
SINCE INCEPTION	\$ 864,180	\$ 1,421,812	\$ (557,632)	-65%

Projected Financials

Period	Projected Census	Projected Transportation Revenue (From Medicaid)	Projected Transportation Expenses (ATS)	Projected Loss Without Grant	Projected Loss % Without Grant	Allocation of Requested Grant
Jul-2025	233	\$ 80,61	\$ 133,276	\$ (52,658)	-65%	\$ 51,652
Aug-2025	241	\$ 83,38	\$ 137,852	\$ (54,466)	-65%	\$ 53,426
Sep-2025	248	\$ 85,80	\$ 141,856	\$ (56,048)	-65%	\$ 54,978
Oct-2025	256	\$ 88,57	\$ 146,432	\$ (57,856)	-65%	\$ 56,751
Nov-2025	263	\$ 90,99	\$ 150,436	\$ (59,438)	-65%	\$ 58,303
Dec-2025	270	\$ 93,42	\$ 154,440	\$ (61,020)	-65%	\$ 59,855
Jan-2026	280	\$ 96,88	\$ 160,160	\$ (63,280)	-65%	\$ 62,071
Feb-2026	290	\$ 100,34	\$ 165,880	\$ (65,540)	-65%	\$ 64,288
Mar-2026	300	\$ 103,80	\$ 171,600	\$ (67,800)	-65%	\$ 66,505
Apr-2026	310	\$ 107,26	\$ 177,320	\$ (70,060)	-65%	\$ 68,722
May-2026	320	\$ 110,72	\$ 183,040	\$ (72,320)	-65%	\$ 70,939
Jun-2026	330	\$ 114,18	\$ 188,760	\$ (74,580)	-65%	\$ 73,156
Jul-2026	340	\$ 117,64	\$ 194,480	\$ (76,840)	-65%	\$ 75,372
Aug-2026	350	\$ 121,10	\$ 200,200	\$ (79,100)	-65%	\$ 77,589
Sep-2026	360	\$ 124,56	\$ 205,920	\$ (81,360)	-65%	\$ 79,806
Oct-2026	370	\$ 128,02	\$ 211,640	\$ (83,620)	-65%	\$ 82,023
Nov-2026	380	\$ 131,48	\$ 217,360	\$ (85,880)	-65%	\$ 84,240
Dec-2026	390	\$ 134,94	\$ 223,080	\$ (88,140)	-65%	\$ 86,457
Jan-2027	402	\$ 139,09	\$ 229,944	\$ (90,852)	-65%	\$ 89,117
Feb-2027	414	\$ 143,24	\$ 236,808	\$ (93,564)	-65%	\$ 91,777
Mar-2027	426	\$ 147,39	\$ 243,672	\$ (96,276)	-65%	\$ 94,437
Apr-2027	438	\$ 151,54	\$ 250,536	\$ (98,988)	-65%	\$ 97,097
May-2027	450	\$ 155,70	\$ 257,400	\$ (101,700)	-65%	\$ 99,758
Jun-2027	462	\$ 159,85	\$ 264,264	\$ (104,412)	-65%	\$ 101,681
TOTALS		\$ 2,810,551	\$ 4,646,356	\$ (1,835,798)	-65%	\$ 1,800,000

Thank You!

Vision statement

PNW PACE will offer the highest value, compassionate, and equitable health care for eligible seniors in our community with our goal to put participants first and create systems and services that help them stay at home safely.

