

Investing in Our Future

Participating in a Medicare APM

**Community Health Best Practices Annual Meeting
March 2023**

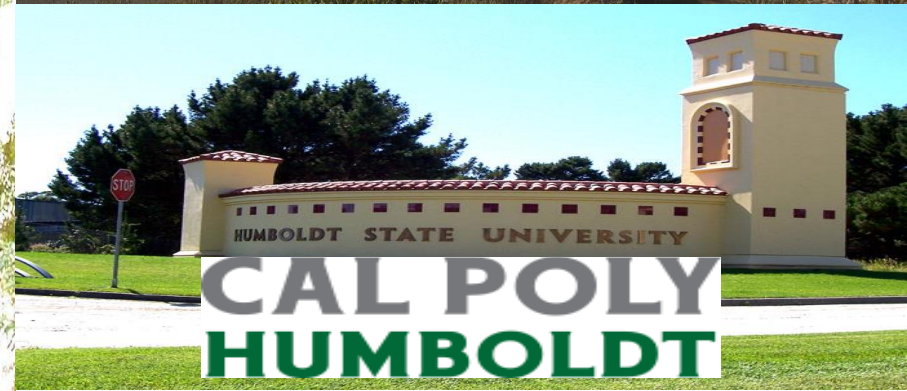
**Tory Starr, MSN,PHN,RN
President/ Executive Officer
Open Door Community Health Clinics**



opendoor
Community Health Centers



1971 52 2023
YEARS



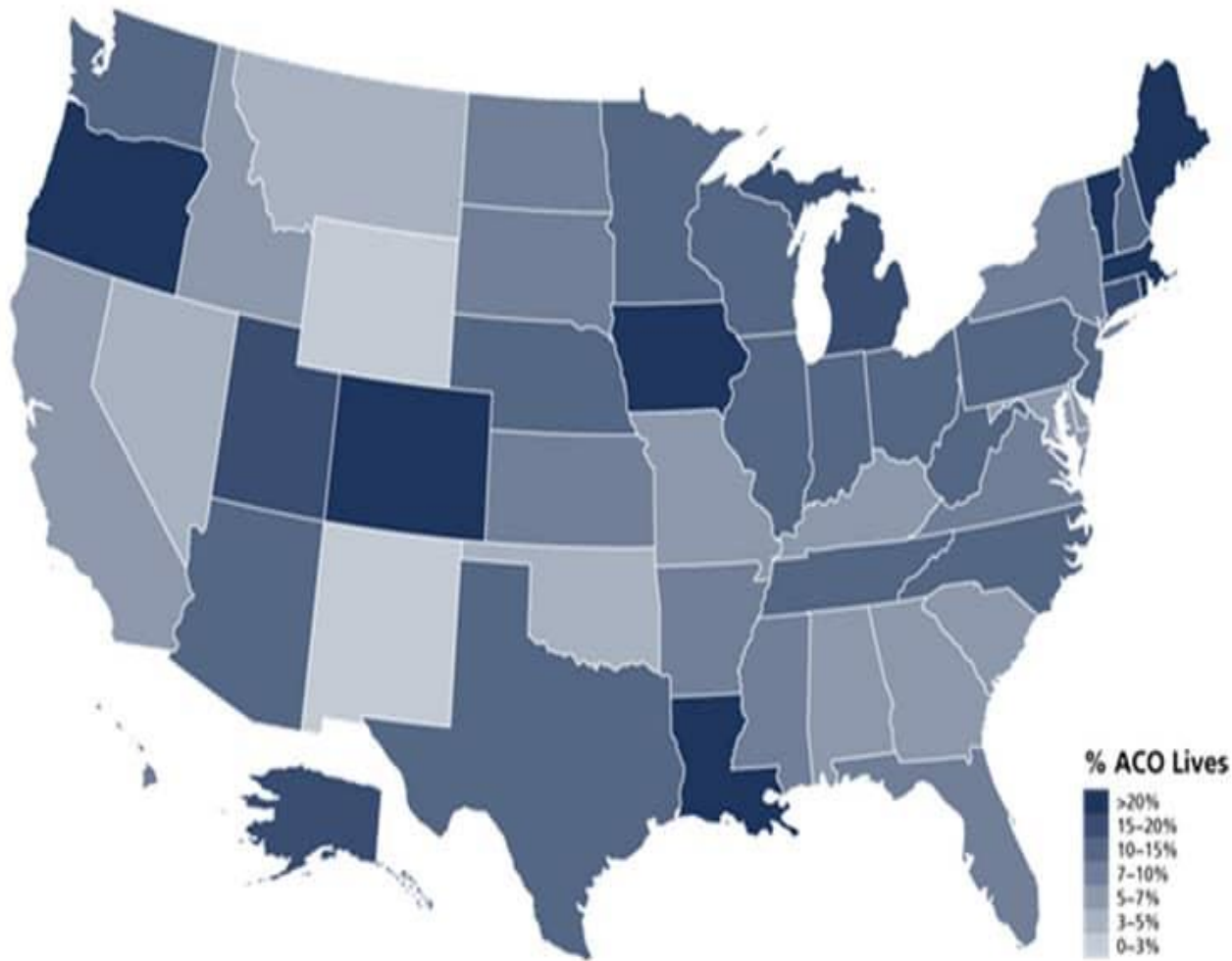
CAL POLY
HUMBOLDT

Medicare: Insolvency Projections



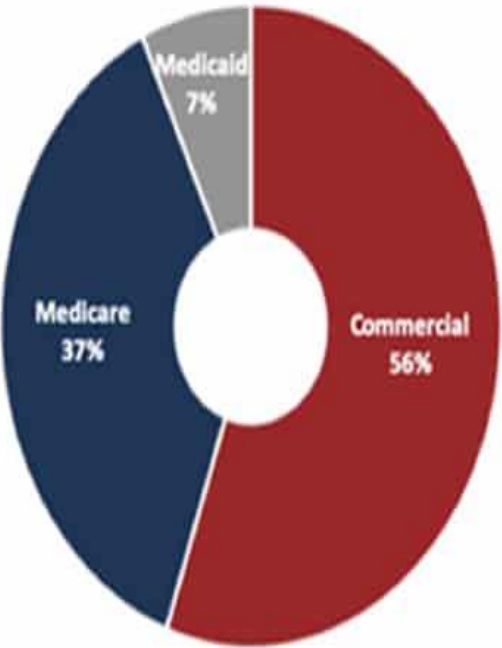
2028!!!

CMS Pivot to VBC

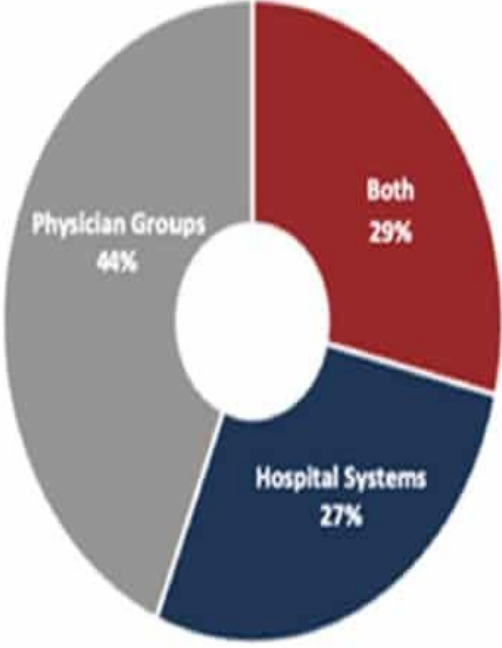


Total ACOs: 993

Contract Type



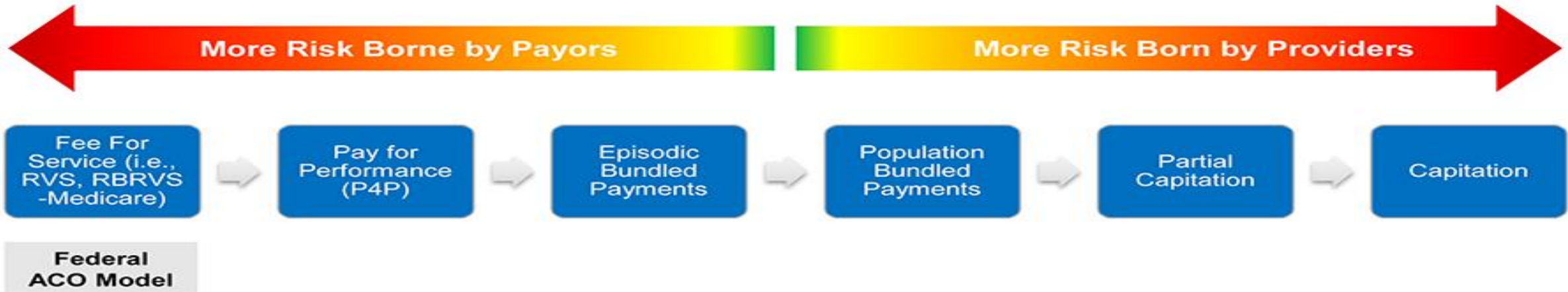
Provider Type



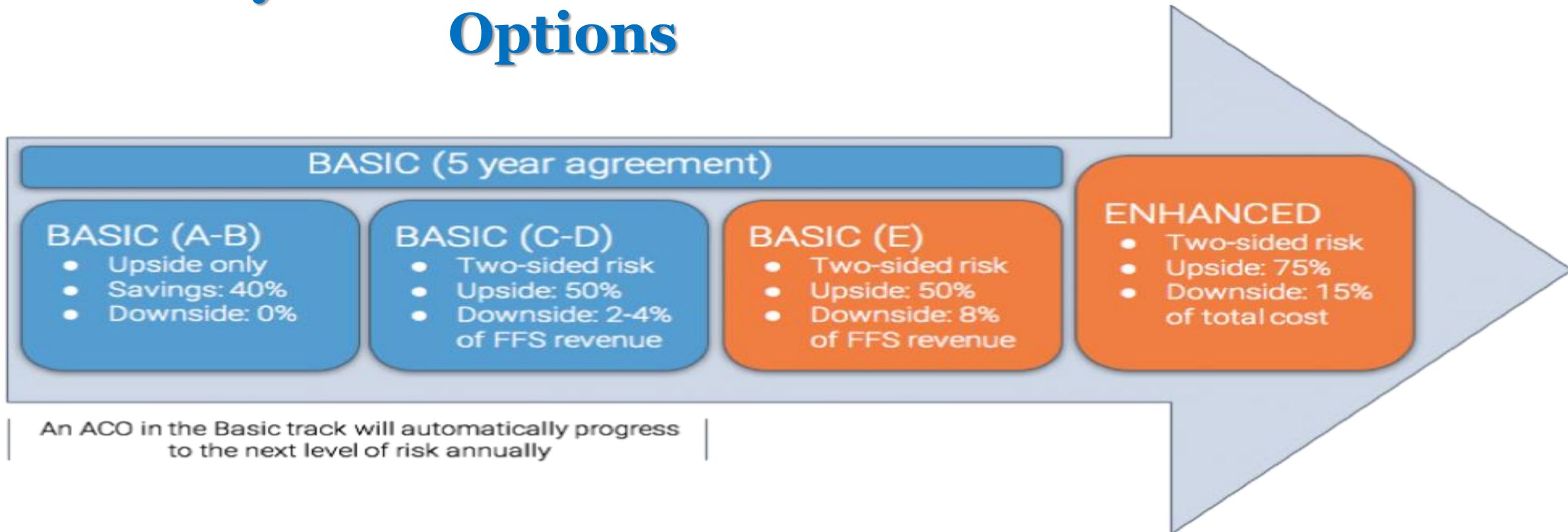
Medicare Risk Models Evolution



- **MSSP**
- **REACH**



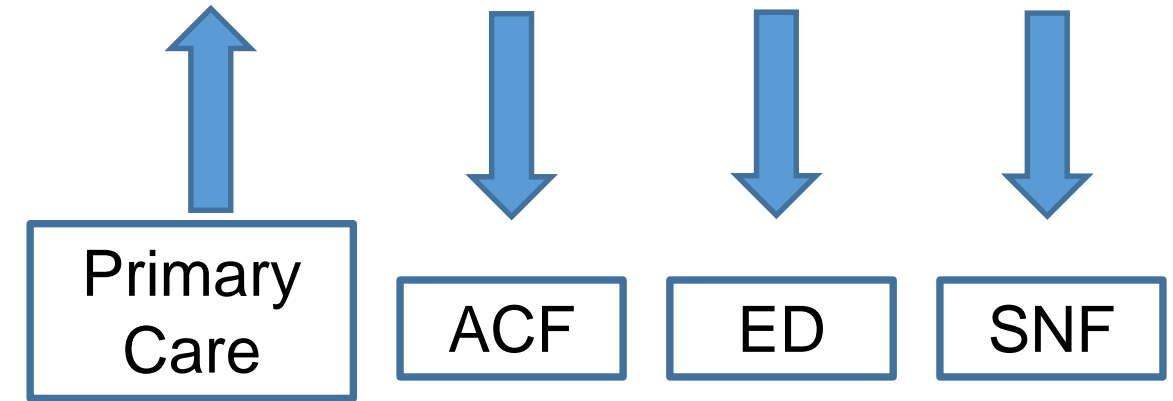
Pathways BASIC & ENHANCED ACO Options



VBC/ACO Fundamentals



opendoor
Community Health Centers



The Rural Perspective

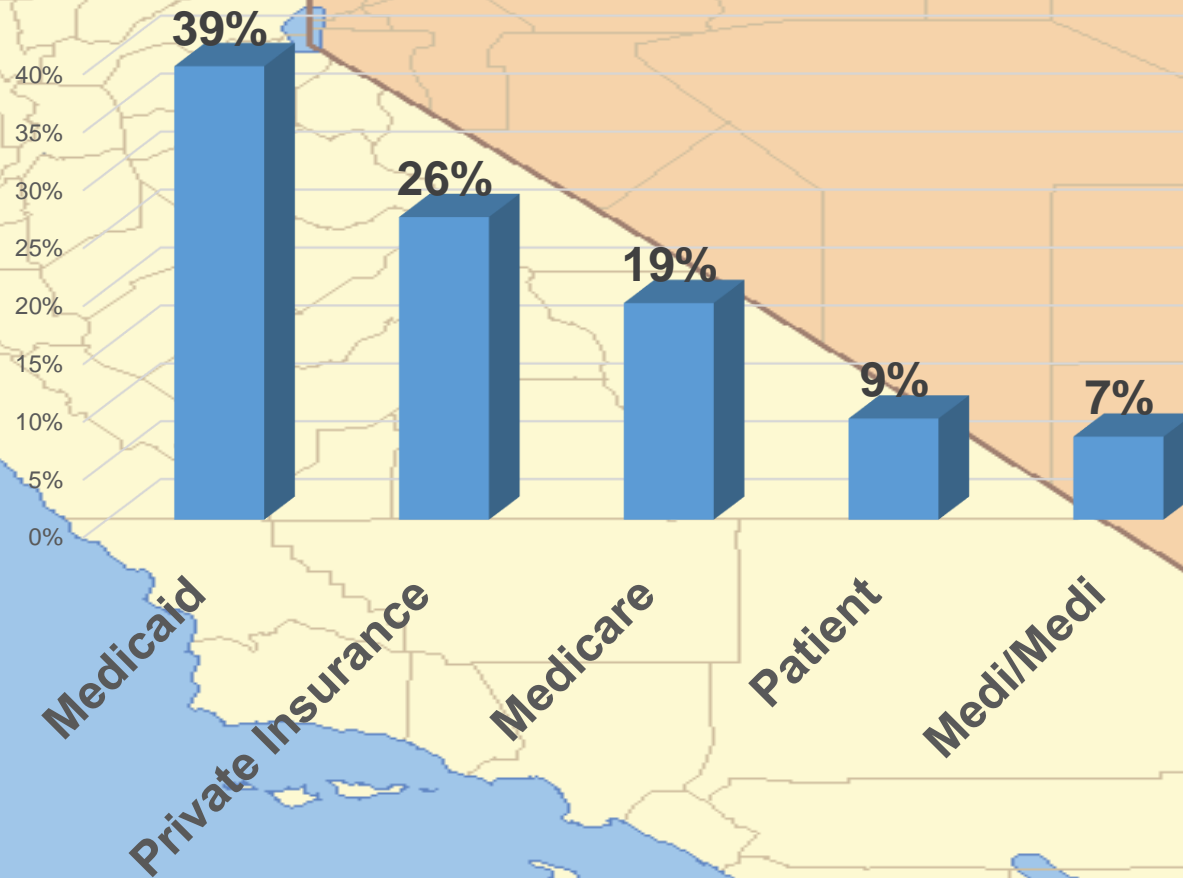
opendoor
Community Health Centers



The Redwood Curtain

opendoor
Community Health Centers

ODCHC Payer Mix 2022



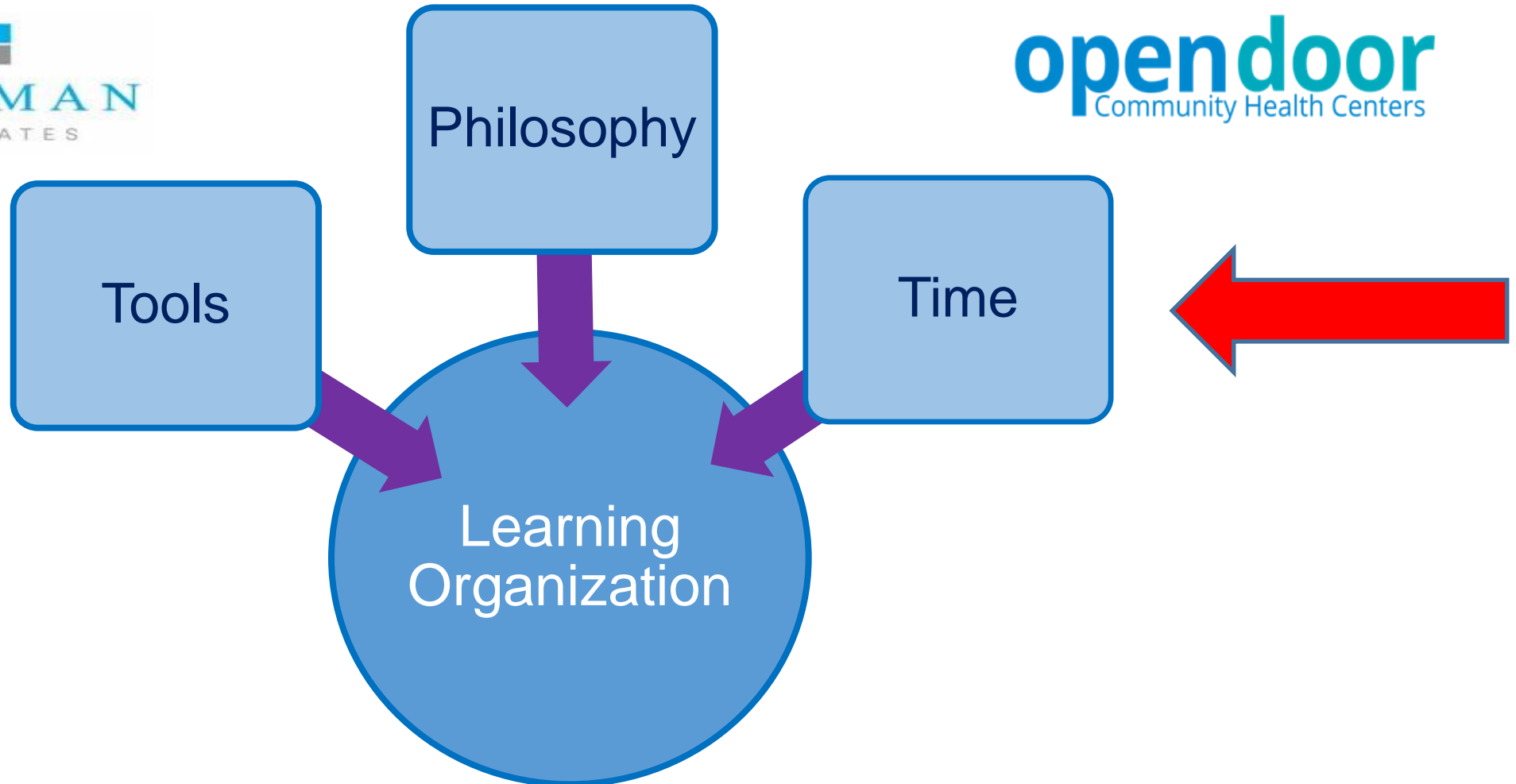
Cultural Transition and Development



opendoor
Community Health Centers

Our Journey: Cultural Transition

“Being a Learning Organization”



“Learning Better Together”

Why are we doing this?

Reason 1

- **Increasing Meaning and Joy in our Work.**

Reason 2

- **Increasing Access to Care.**

Reason 3

- **Improving Quality.**

Population Health Focus



Population Health Pyramid



ACO Success Factors

- ✓ Size/scale
- ✓ Care management
- ✓ EHR Functionality
- ✓ Effective partnerships
- ✓ Patient/ family engagement
- ✓ Measurement standardization and transparency



Conveners or Aggregators

Traditional Medicare ACO Financial Model

Pop Health Revenues



340B Revenue



MIPS APM Bonus Payments



Shared Savings



CARAVANHEALTH.



signifyhealth.



Conveners or Aggregators

Responsibilities:

- CMS contract management
- Compliance
- Legal, financial & insurance
- Network development
- Governance support
- Data & analytics
- Practice transformation
- Performance Improvement
- Direct service: high risk patient management



ACOs Generate Savings by Focusing on Key Clinical Quality Initiatives



➤ Risk level and acuity identification



➤ Annual wellness visits

➤ Transition and chronic care management



➤ Advanced directive completion and fidelity



Our ACO Journey



Community Clinic Contracting Network

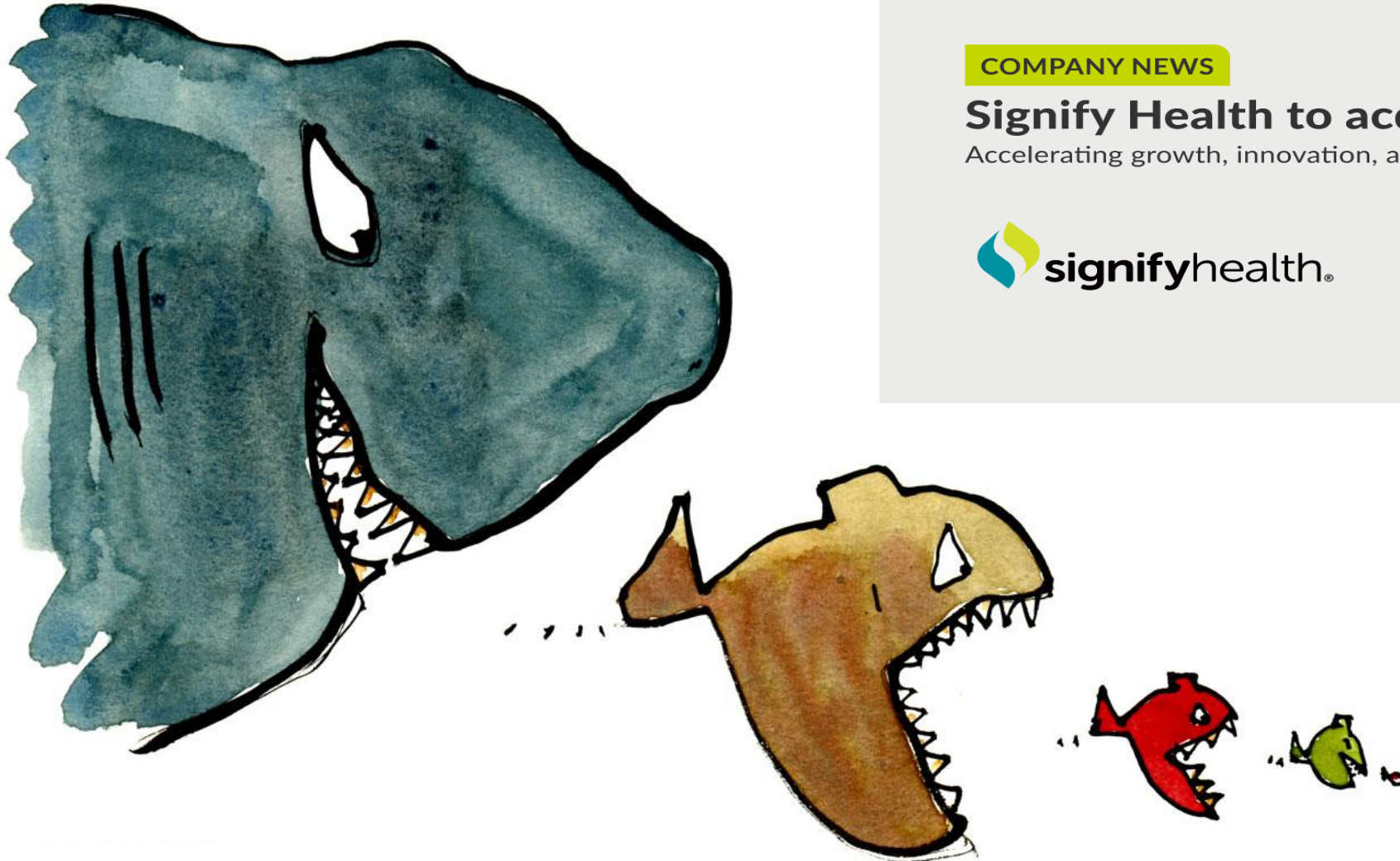


The Ever Evolving Healthcare Landscape

COMPANY NEWS

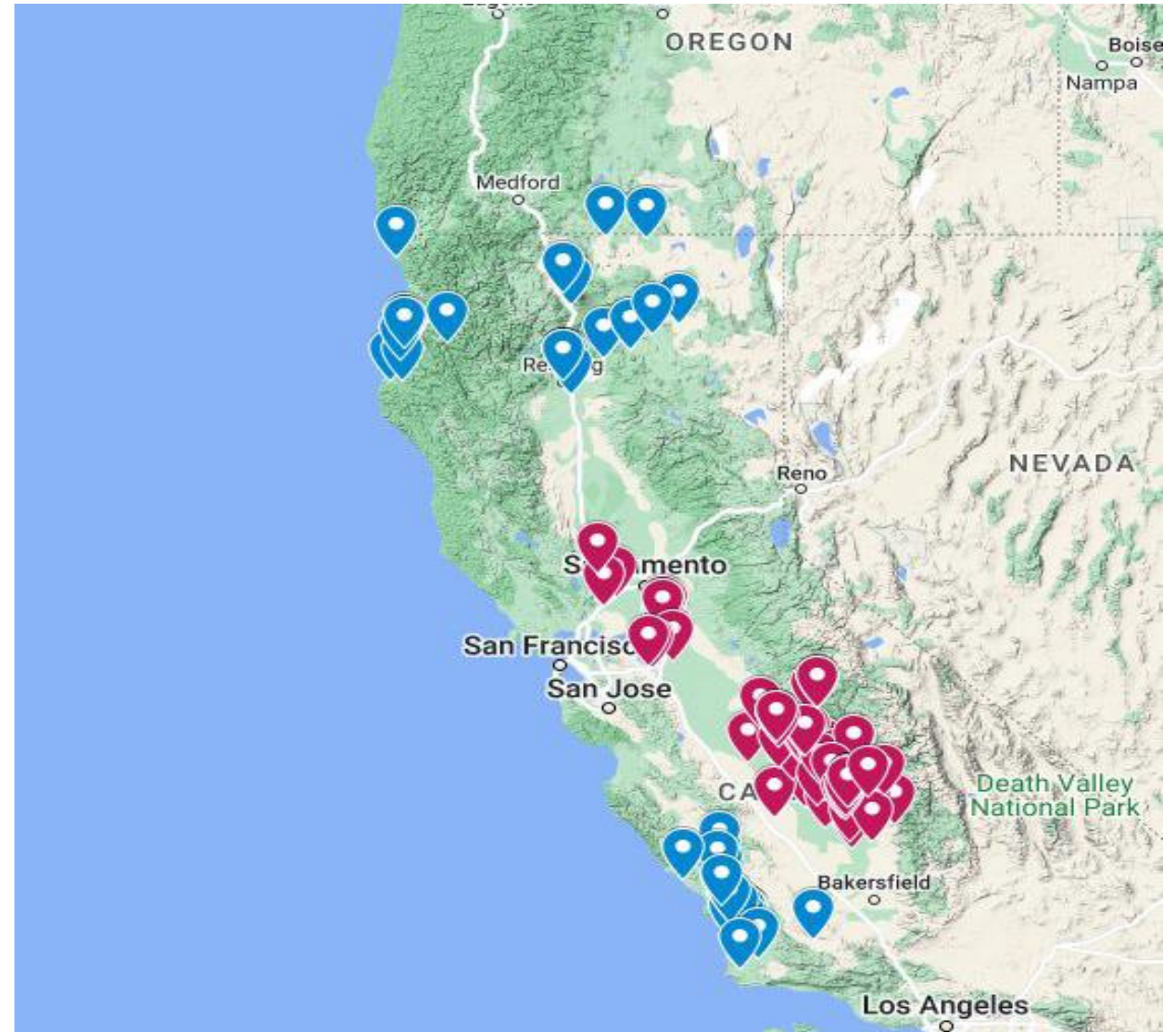
Signify Health to acquire Caravan Health

Accelerating growth, innovation, and the shift to value-based care



Aledade California FQHC Cohort

1. **Altura Centers for Health**
2. **Camerena Health**
3. Community Health Centers of the Central Coast
4. **Community Medical Center**
5. **Family HealthCare Network**
6. Hill Country Community Clinic
7. Mountain Valley Health Centers
8. Open Door Community Health Centers
9. Shasta Community Health Center



What we learned

- Contracting is easy
- Vendor integration
- Cultural fit
- Trust building is critical
- Their employees are yours
- California is different
- Patient adjustment to new modality
- Special needs population: pediatrics
- Provider experience drives adoption



What's Next?



CVS,
OPTUM,
WALMART,
Hospitals



Thank You!

Happy Trails To You.