

Santa Cruz – Monterey – Merced – San Benito – Mariposa Managed Medical Care Commission

Special Meeting Agenda

Wednesday, May 22, 2024

4:30 p.m. – 5:00 p.m.



Special Meeting at the call of the Chairperson

Location: **In Santa Cruz County:**
Central California Alliance for Health, Board Room
1600 Green Hills Road, Suite 101, Scotts Valley, CA
 In Monterey County:
Central California Alliance for Health, Board Room
950 East Blanco Road, Suite 101, Salinas, CA
 In Merced County:
Central California Alliance for Health, Board Room
530 West 16th Street, Suite B, Merced, CA
 In San Benito County:
Community Services & Workforce Development (CSWD)
CSWD Conference Room
1161 San Felipe Road, Building B, Hollister, CA
 In Mariposa County
Mariposa County Health and Human Services Agency

1. Members of the public wishing to observe the meeting remotely via online livestreaming may do so as follows. Note: Livestreaming for the public is listening/viewing only.
 - a. Computer, tablet or smartphone via Microsoft Teams:
[Click here to join the meeting](#)
 - b. Or by telephone at:
United States: +1 (323) 705-3950
Phone Conference ID: 905 032 033#
2. Members of the public wishing to provide public comment on items not listed on the agenda that are within jurisdiction of the commission or to address an item that is listed on the agenda may do so in the following way.
 - a. In person, from an Alliance County office, during the meeting when that item is announced.
 - i. State your name and organization prior to providing comment.
 - ii. Comments are limited to three minutes.

1. **Call to Order by Vice Chairperson Pedrozo. 4:30 p.m.**
 - A. Roll call; establish quorum.
 - B. Supplements and deletions to the agenda.

HEALTHY PEOPLE. HEALTHY COMMUNITIES.

Special Agenda Item: (2.): 4:30 p.m.

2. Consider and take action on request for Letter of Support for Program of All-Inclusive Care for the Elderly (PACE). (4:30 – 5:00 p.m.)

- A. Mr. Marwan Kanafani, Health Services Officer, will discuss and Board will review, consider and take action on request for letter of support from GoldenPACE Health to develop PACE to serve Santa Cruz, Monterey and San Benito counties.
 - Reference materials: Staff report on above topic; Attachment A: Criteria for Assessment of PACE Letter of Support by Central California Alliance for Health; Attachment B: Letter of Support request received from GoldenPACE Health dated April 12, 2024; and Attachment C: Letters of Concern from Community Bridges/Elderday Adult Day Health Care and La Casa Adult Day Health Center, Inc.
- Pages 2-01 to 2-40

Announcements:

Meetings of Advisory Groups and Committees of the Commission

The next meetings of the Advisory Groups and Committees of the Commission are:

- Finance Committee
Wednesday, June 26, 2024; 1:30 – 2:45 p.m.
- Member Services Advisory Group
Thursday, August 8, 2024; 10:00 – 11:30 a.m.
- Physicians Advisory Group
Thursday, June 6, 2024; 12:00 – 1:30 p.m.
- Whole Child Model Clinical Advisory Committee [*Remote teleconference only*]
Thursday, June 20, 2024; 12:00 – 1:00 p.m.
- Whole Child Model Family Advisory Committee [*Remote teleconference only*]
Monday, July 8, 2024; 1:30 – 3:00 p.m.

The above meetings will be held in person unless otherwise noticed.

The next regular meeting of the Commission, after this May 22, 2024 meeting, unless otherwise noticed:

- Santa Cruz – Monterey – Merced – San Benito – Mariposa Managed Medical Care Commission
Wednesday, June 26, 2024; 3:00 – 5:00 p.m.

Locations for the meeting (linked via videoconference from each location):

In Santa Cruz County:

Central California Alliance for Health
1600 Green Hills Road, Suite 101, Scotts Valley, CA

In Monterey County:

Central California Alliance for Health
950 E. Blanco Road, Suite 101, Salinas, CA

In Merced County:

Central California Alliance for Health
530 West 16th Street, Suite B, Merced, CA

In San Benito County:

Community Services & Workforce Development (CSWD)
1161 San Felipe Road, Building B, Hollister, CA

In Mariposa County:

Mariposa County Health and Human Services Agency
5362 Lemee Lane, Mariposa, CA

Members of the public interested in attending should call the Alliance at (831) 430-5523 to verify meeting date and location prior to the meeting.

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The complete agenda packet is available for review on the Alliance website at <https://thealliance.health/about-the-alliance/public-meetings/>. The Commission complies with the Americans with Disabilities Act (ADA). Individuals who need special assistance or a disability-related accommodation to participate in this meeting should contact the Clerk of the Board at least 72 hours prior to the meeting at (831) 430-5523. Board meeting locations in Salinas and Merced are directly accessible by bus. As a courtesy to persons affected, please attend the meeting smoke and scent free.



DATE: May 22, 2024
TO: Santa Cruz – Monterey – Merced – San Benito – Mariposa Managed Medical Care Commission
FROM: Marwan Kanafani, Health Services Officer
SUBJECT: Request for Letter of Support for Program of All-Inclusive Care for the Elderly

Recommendation. Staff recommend the Board review, consider and take action on the request for a Letter of Support (LOS) from GoldenPACE Health to develop a Program of All-Inclusive Care for the Elderly (PACE) to serve Santa Cruz, Monterey and San Benito counties.

Background. The PACE model of care provides a comprehensive medical and social service delivery system, using an interdisciplinary team approach, within a PACE Center that provides and coordinates all needed preventive, primary, acute, and long-term care services. Services are provided to older adults who would otherwise reside in nursing facilities. The PACE model allows eligible individuals to remain independent and in their homes for as long as possible.

Many PACE enrollees are dually eligible for Medicare and Medi-Cal and the PACE program becomes the sole source of Medicare and Medi-Cal benefits for PACE participants. In a Medi-Cal managed care county, dually eligible Medicare/Medi-Cal PACE enrollees are disenrolled from the Medi-Cal managed care plan and are instead enrolled in the PACE program where they receive all necessary medical care.

To be eligible for PACE, participants must be at least 55 years old, reside in a service area or zip code served by a PACE program, and be determined to be eligible for nursing home level of care. The comprehensive service package of the PACE model of care enables individuals to remain living independently within their home and community, rather than receiving care in a nursing home.

In 2016, the California Legislature passed the PACE Modernization Act (Sections 31-36 of SB 833, Chapter 30, Statutes of 2016), which included updates to the payment and regulatory structure of PACE. The updated California PACE statutes, in part, removed the cap on the number of PACE Organizations (POs) that could operate in the state, and allowed for-profit entities to become POs.

In late 2017, the Department of Health Care Services (DHCS) developed guidance regarding its review and approval of PACE for dually eligible Medicare/Medicaid beneficiaries. DHCS subsequently issued PACE Policy Letter (PL 19-01 – superseded by PL 23-01 issued April 14, 2023), documenting this guidance. The purpose of PACE PL 23-01 is to inform POs and potential applicant organizations of DHCS' application review process and timeline for new PO applications and PO Expansion applications. Among other things, this guidance requires that a PO seeking to commence or expand operations in a county served by a County Organized Health System (COHS) must obtain an LOS from the COHS which includes a statement that the COHS supports the establishment of the independent PO in the county, and verification of the COHS' concurrence with the applicant's proposed service area.

Full approval of a PO requires both State and Federal approvals through a defined application process, which begins with the POs submission of a Letter of Intent to DHCS. Based on the information provided by the PO, DHCS will decide whether to move forward with a non-COHS

PACE application in a COHS county. If DHCS approves operation of a non-COHS PO in a COHS county, the non-COHS PO must contract directly with DHCS and Centers for Medicare & Medicaid Services (CMS) as the PACE entity in a three-way program agreement. DHCS does not allow a COHS to contract with DHCS and CMS as the PACE entity in the three-way program agreement, whereby the COHS would delegate operation of the PO to a separate entity.

Discussion. Pursuant to Alliance policy, the Alliance's Board is required to consider and determine a request for an LOS which has either a potential or actual financial/business impact on the Alliance. The Alliance has been asked by representatives of GoldenPACE Health to provide an LOS for their development of a PACE organization to operate a PACE center in Salinas intended to serve eligible beneficiaries within its catchment area (i.e., 60 minute travel time) which includes zip codes in Santa Cruz, Monterey and San Benito counties. This report provides a review of relevant issues for the Board's consideration and determination regarding this request.

The Alliance's offer of support for a third-party PACE means that the Alliance would forego the exclusivity of its contracting authority for a defined set of Alliance eligible members, thereby having both a financial and business impact to the Alliance.

Staff previously identified criteria to inform the Board's consideration of such a request and shared this with GoldenPACE Health for response. See the full list of criteria in Attachment A of this report.

Staff corresponded with GoldenPACE Health representatives to obtain information responsive to the criteria. Key criteria and responsive information submitted by GoldenPACE Health are outlined in the attached letter dated April 12, 2024 from GoldenPACE Health requesting an LOS for operations of a PO within the Alliance's service area to include specified zip codes in Monterey, San Benito and Santa Cruz counties.

Since GoldenPACE Health is not yet operational, nor providing services to members, staff are unable to review areas such as fiscal viability, quality, program integrity, encounter and claims data submission, or contractual compliance which may affect the Board's decision related to the request for support. However, staff will provide the Board with an assessment of the materials provided by GoldenPACE Health at the Board's May 22, 2024 meeting to support the Board's evaluation of the request for a letter of support.

Notably, GoldenPACE Health proposes to begin operations, upon DHCS and CMS approval, on January 1, 2026, which coincides with the anticipated start of operations of the Alliance's Dual Eligible Special Needs Plans (D-SNP) which will also offer coordinated, integrated care for dually eligible Alliance members. Additionally, PACE offers adult day health care services to enrolled individuals. Thus, a PACE center operating in Salinas could conceivably have an impact on existing Community Based Adult Services (CBAS) centers currently operating in Salinas and Watsonville.

Fiscal Impact. While the Alliance would lose the revenue associated with the individuals that elect to enroll in GoldenPACE Health, the plan would also not incur the medical costs for these individuals.

Attachments.

1. Attachment A: Criteria for Assessment of PACE Letter of Support by Central California Alliance for Health
2. Attachment B: Letter of Support request received from GoldenPACE Health dated April 12, 2024
3. Attachment C: Letters of Concern from Community Bridges/Elderday Adult Day Health Care and La Casa Adult Day Health Center, Inc.

Attachment A: Criteria for Assessment of PACE Letter of Support

1. Whether the requesting organization is local with established history of providing services to Alliance members and/or low income residents of the community.
2. Whether the requesting organization has provided a description of the member experience for delivery of services including addressing the following, and any other relevant factors.
 - Which services will to be made available to members within the county in which the member resides and for which services members would be required to travel out of area for services (longer than a 30 minute drive).
 - A description of how transportation will be facilitated for members to services in the county in which the member resides and out of the area.
 - Identification of the physical site at which the PACE will operate and the defined service area.
 - Whether services will be provided by subcontractors to the requesting organization, rather than directly provided by the requesting organization itself.
 - A description of the marketing activities targeting members for enrollment.
3. Whether the requesting organization, if contracted with the Alliance, is in good standing with the Alliance.
 - This includes, but is not limited to, having no identified potential quality issues, no potential issues of fraud, waste or abuse, and, no open quality or fraud waste and abuse investigations.
 - Additionally, the organization must not currently be engaged in contract negotiations with the Alliance or pursuing litigation or arbitration against the Alliance at the time of application.
 - The Alliance Chief Executive Officer or designee may determine that the requesting organization is not in good standing based on the considerations identified above or other business concerns including a record of not providing encounter data or claims submissions in a timely manner.
4. Whether the requesting organization has agreed to establish an MOU with the Alliance addressing:
 - The transition of members out of the managed care plan into the PACE;
 - The transition of members back into managed care should the member determine they no longer want to be enrolled in the PACE; and,
 - A process to resolve and address any issues or conflicts between the PACE and the managed care organization.
5. The requesting organization's provision of its Market Feasibility Study or other data or analyses indicating that entry of the PACE into the market will not disrupt existing delivery systems on which Medi-Cal members rely for community based services.

6. Copies of all necessary Letters of Support obtained, and an identification of any objection raised by a required supporter.

April 12, 2024

Central California Alliance for Health
1600 Green Hills Road, Suite 101
Scotts Valley, CA 95066

Dear Members of the Board,

GoldenPACE Health is requesting your support of our application to the Department of Health Care Services (DHCS) to establish a Program of All-Inclusive Care for the Elderly (PACE) in Monterey, San Benito, and Santa Cruz counties.

PACE is a comprehensive healthcare model designed to provide coordinated medical and social services for low-income seniors who meet the criteria for nursing home care so that they may continue living in their own homes and communities. Through PACE, participants receive personalized care plans, including medical, therapeutic, and social services, all aimed at improving their quality of life while maintaining independence. PACE is considered the gold standard of care for dual-eligible, nursing-home qualified seniors, resulting in improved outcomes for key metrics such as: increased life expectancy by an average of three years, reduced hospitalizations, reduced readmission rates, and reduced ER visits. PACE collaborates with existing healthcare providers and community-based organizations to deliver cost-effective, fully integrated care. PACE provides these services at no cost to the participant, their family, or the community.

Both our federal and state governments have been encouraging the expansion of PACE to areas that do not currently offer PACE. However, due to the rigorous application process, which includes a significant capital investment and a lead time of 18 to 24 months, few organizations have been willing or able to establish new PACE programs. In response, in 2015, the federal government removed the non-profit requirement, to reduce barriers to establishing new PACE programs.

GoldenPACE Health is a mission-driven business that functions in the framework of a public-private partnership, with no religious affiliation. Accountability and oversight are inherent in establishing and operating our PACE program. Throughout the application review process, GoldenPACE Health's plans will be examined by DHCS to determine program experience, technical and regulatory expertise, and financial viability. Upon approval and acceptance by the state, GoldenPACE Health's application will be forwarded to the Centers for Medicare & Medicaid Services (CMS) for two ninety-day review periods and a required review of the PACE facility by DHCS in between these review periods. Finally, once the application is approved by both DHCS and CMS, GoldenPACE Health will enter into a three-way contract between CMS, DHCS, and GoldenPACE Health.

Today, PACE exists in 27 of California's 58 counties, but it is not available in Monterey, San Benito, and Santa Cruz counties. The areas without PACE are California's traditionally underserved and rural

40 Penny Lane, Suite 207B, Watsonville, CA 95076

communities, and GoldenPACE Health is committed to advancing health equity and access in these areas. GoldenPACE Health's mission is to *protect, promote, and enhance the quality of life for seniors and their caregivers in California's traditionally underserved and rural communities.*

GoldenPACE Health's mission aligns with CCAH's mission to provide *accessible, quality health care* to residents within its service area, and supports the CCAH vision of healthy people, healthy communities. Additionally, GoldenPACE Health will further CCAH's strategic priorities of Health Equity and Person-Centered Healthcare Delivery. GoldenPACE will advance Health Equity by providing low-income, medically complex, elderly residents in the CCAH service area access to comprehensive and culturally appropriate care. GoldenPACE Health shares CCAH's priority to extend Person-Centered Healthcare Delivery and embodies the "4 M's" of Age-Friendly Health Systems (AFHS), by addressing what Matters, improving Mobility, managing Medications, and conducting routine cognitive assessments to support healthy Mentation for participants and their caregivers.

GoldenPACE Health will support existing CCAH partners in coordinating care and managing risk for their most frail and chronically ill patients in a fully integrated, home and community-based care model that coordinates primary, acute, and long-term care services. Our leadership team has been meeting with local providers, community-based organizations, and government leaders to discuss GoldenPACE Health and our goal to bring PACE services to the area. From these conversations it is clear the community understands the need and is eager for us to move forward quickly. You will see in our responses to the assessment criteria (Attachment A) that we have a great deal of support already; for example, we have received letters of support from the cities of Santa Cruz, Monterey, Salinas, and Seaside, as well as from local providers such as Dientes Community Dental, Salinas Valley Health, and the Blind & Visually Impaired Center of Monterey County, and community-based organizations including Alliance on Aging, Community Health Trust of the Pajaro Valley and the Alzheimer's Association of Northern California. All of these letters will accompany our application packet to DHCS.

As the County Organized Health System in these counties, your support is key, and a letter of support from the CCAH is the only element keeping us from moving forward with our application. In the spirit of removing barriers to health equity for our most vulnerable populations, we respectfully request a letter of support from the CCAH Board.

To meet the DHCS timelines and begin providing PACE services in January 2026, GoldenPACE Health requests this letter by May 15.

Sincerely,



Alicia Rodriguez
CEO, GoldenPACE Health

Attachment A: GoldenPACE Health Response to Criteria for Assessment of PACE Letter of Support

1. Whether the requesting organization is local with established history of providing services to Alliance members and/or low income residents of the community.

GoldenPACE Health, headquartered in Watsonville, actively participates with numerous local service organizations and efforts to support low-income seniors and their caregivers in our communities. These include the Seniors Commission of Santa Cruz County, the Area Agency on Aging for Monterey County, the Santa Cruz & San Benito Seniors Council, and San Benito County Aging and Long-Term Care Commission.

While GoldenPACE Health does not provide services to Alliance members, its founder has extensive experience in community health, including twelve years of leadership in one of California's largest Federally Qualified Health Centers (FQHC), where she implemented multiple Medicaid-specific programs for low-income seniors, such as the Home & Community Based Waiver Program and Comprehensive Care Management (CCM), now Enhanced Care Management (ECM) under CalAIM. She also set up the first FQHC-operated, now the largest PACE program, in San Diego County, San Diego PACE.

GoldenPACE Health has developed relationships with city and county government leaders, service providers, and community-based organizations throughout the service area. These alliances position GoldenPACE Health to collaborate with existing service providers in the region as GoldenPACE Health establishes its PACE program to serve at-risk, nursing home qualified seniors in the tri-county area.

2. Whether the requesting organization has provided a description of the member experience for delivery of services including addressing the following, and any other relevant factors.

o Which services will be made available to members within the county in which the member resides and for which services members would be required to travel out of area for services (longer than a 30 minute drive).

GoldenPACE Health will establish the initial PACE Center in Salinas, which is centrally located in the proposed PACE service area. The PACE Center location was selected to minimize the travel time for participants on transportation vans. All required PACE Interdisciplinary Team services will be administered at the PACE Center, and GoldenPACE Health will contract with providers in all three counties to minimize the travel time for services not offered on-site at the PACE Center, such as medical specialists, hospitals, and skilled nursing facilities. As GoldenPACE Health grows, additional PACE Centers or Alternative Care Settings will be implemented to further reduce the routine travel times for participants coming to the PACE Center.

o A description of how transportation will be facilitated for members to services in the county in which the member resides and out of the area.

The zip codes in the service area for GoldenPACE Health were selected to ensure the participants can reach the PACE Center from their residence within the sixty (60) minute travel time mandated by CMS and DHCS. GoldenPACE Health will begin PACE operations using a hybrid model of directly providing transportation services and contracting with a local transportation service. When possible GoldenPACE Health will

Attachment A: GoldenPACE Health Response to Criteria for Assessment of PACE Letter of Support

utilize its own transportation vans and employ drivers to transport participants to and from their residences and to appointments. When this demand cannot be met using GoldenPACE Health vans and drivers, a local contracted vendor will be used to transport participants. All employees of the contracted vendor will be treated as directly employed transportation drivers and will be held to the same standards of experience, background checks, immunizations, and PACE specific training before providing transportation to PACE participants. The vans of the contracted vendor will be maintained at the same level as the directly owned transportation vans and the maintenance records and daily inspection reports will be available to GoldenPACE Health as requested.

o Identification of the physical site at which the PACE will operate and the defined service area.

GoldenPACE Health is evaluating commercial properties that are available in Salinas for a facility. The defined service area, detailed in Attachment B, includes Monterey, San Benito, and Santa Cruz counties.

o Whether services will be provided by subcontractors to the requesting organization, rather than directly provided by the requesting organization itself.

GoldenPACE Health will directly employ the Interdisciplinary Team and supporting staff members. The use of subcontractors in the service area may include transportation drivers, in-home care aides (skilled and unskilled), medical specialists, routine specialists, and arrangements with skilled nursing facilities, assisted living facilities, and inpatient hospitals. For a list of PACE services GoldenPACE Health will provide please see the following table:

Required Services	D=Direct C=Contract
Physician services	Directly Provided by GoldenPACE Health
Nursing services	Directly Provided by GoldenPACE Health
Social work	Directly Provided by GoldenPACE Health
Physical therapy	Directly Provided by GoldenPACE Health
Occupational therapy	Directly Provided by GoldenPACE Health
Speech therapy	Directly Provided by GoldenPACE Health
Services in the home	Hybrid of Directly Provided and Contracted
Personal care and supportive services	Directly Provided by GoldenPACE Health
Nutritional counseling	Directly Provided by GoldenPACE Health
Recreational therapy	Directly Provided by GoldenPACE Health

Attachment A: GoldenPACE Health Response to Criteria for Assessment of PACE Letter of Support

Transportation	Hybrid of Directly Provided and Contracted
Meals	Contracted for by GoldenPACE Health
Medical specialty services including but not limited to:	
Anesthesiology	Contracted for by GoldenPACE Health
Audiology	Contracted for by GoldenPACE Health
Cardiology	Contracted for by GoldenPACE Health
Dentistry	Contracted for by GoldenPACE Health
Dermatology	Contracted for by GoldenPACE Health
Gastroenterology	Contracted for by GoldenPACE Health
Gynecology	Contracted for by GoldenPACE Health
Internal medicine	Contracted for by GoldenPACE Health
Nephrology	Contracted for by GoldenPACE Health
Neurosurgery	Contracted for by GoldenPACE Health
Oncology	Contracted for by GoldenPACE Health
Ophthalmology	Contracted for by GoldenPACE Health
Oral surgery	Contracted for by GoldenPACE Health
Orthopedic surgery	Contracted for by GoldenPACE Health
Otorhinolaryngology	Contracted for by GoldenPACE Health
Plastic surgery	Contracted for by GoldenPACE Health
Pharmacy consulting services	Contracted for by GoldenPACE Health
Podiatry	Contracted for by GoldenPACE Health
Psychiatry	Contracted for by GoldenPACE Health
Pulmonary disease	Contracted for by GoldenPACE Health
Radiology	Contracted for by GoldenPACE Health
Rheumatology	Contracted for by GoldenPACE Health
Surgery	Contracted for by GoldenPACE Health
Thoracic and vascular surgery	Contracted for by GoldenPACE Health
Urology	Contracted for by GoldenPACE Health
Laboratory tests, x-rays and other diagnostic procedures	Contracted for by GoldenPACE Health
Drugs and biologicals	Contracted for by GoldenPACE Health
Prosthetics and durable medical equipment, corrective vision devices such as eyeglasses and lenses, hearing aids, dentures, and repairs and maintenance for these items	Contracted for by GoldenPACE Health
Acute inpatient care	Contracted for by GoldenPACE Health
Nursing facility care,	Contracted for by GoldenPACE Health

Attachment A: GoldenPACE Health Response to Criteria for Assessment of PACE Letter of Support

- o A description of the marketing activities targeting members for enrollment.

GoldenPACE Health will utilize a combination of digital and traditional marketing to reach seniors in the service area. Examples include social media posts, a company website, event participation, earned media, and vehicle wrapping. Referrals will be processed by GoldenPACE Health marketing staff who will be trained according to DHCS and CMS requirements.

3. Whether the requesting organization, if contracted with the Alliance, is in good standing with the Alliance.

- o This includes, but is not limited to, having no identified potential quality issues, no potential issues of fraud, waste or abuse, and, no open quality or fraud waste and abuse investigations.

GoldenPACE Health has not had any contractual arrangements with the Alliance to date.

- o Additionally, the organization must not currently be engaged in contract negotiations with the Alliance or pursuing litigation or arbitration against the Alliance at the time of application.

GoldenPACE Health has not had any contractual arrangements with the Alliance to date.

- o The Alliance Chief Executive Officer or designee may determine that the requesting organization is not in good standing based on the considerations identified above or other business concerns including a record of not providing encounter data or claims submissions in a timely manner.

4. Whether the requesting organization has agreed to establish an MOU with the Alliance addressing:

- o The transition of members out of the managed care plan into the PACE;
- o The transition of members back into managed care should the member determine they no longer want to be enrolled in the PACE; and,
- o A process to resolve and address any issues or conflicts between the PACE and the managed care organization.

GoldenPACE Health intends to enter into an MOU with CCAH to include the points described in this section.

5. The requesting organization's provision of its Market Feasibility Study or other data or analyses indicating that entry of the PACE into the market will not disrupt existing delivery systems on which Medi-Cal members rely for community based services.

Based on the market analysis, using the average PACE market penetration rate of 10%, GoldenPACE Health would enroll an estimated 283 participants. This number across all three counties would result in minimal impact to existing Medi-Cal service providers. Please see Attachment B for details.

Attachment A: GoldenPACE Health Response to Criteria for Assessment of PACE Letter of Support

6. Copies of all necessary Letters of Support obtained, and an identification of any objection raised by a required supporter.

GoldenPACE Health has obtained all necessary Letters of Support required by DHCS. Copies of the letters are included in Attachment C, and include:

- **City of Santa Cruz**
- **City of Monterey**
- **City of Salinas**
- **City of Seaside**
- **Community Health Trust of Pajaro Valley**
- **Alliance on Aging**
- **Dientes Community Dental**
- **Salinas Valley Health**
- **Blind & Visually Impaired Center of Monterey County**
- **Alzheimer's Association of Northern California**

No objections have been identified.

PACE DEMOGRAPHIC MARKET ANALYSIS

This analysis evaluates the potential for operating a PACE program to serve portions of Santa Cruz, Monterey and San Benito Counties. The map below represents the forty-three (43) zip codes contained within the service area (mapped below) that will be referred to in this report as the Golden PACE Service Area.



A PACE demographic market analysis estimates the number of PACE eligibles in a specific geographic service delivery area and focuses on three primary data sets in the Golden PACE Service Area:

- (1) **Age:** total households age 65 and over,
- (2) **Medi-Cal eligibility:** total households age 65 and over with household income less than \$35,000, and,
- (3) **Clinical eligibility:** an estimate of those persons aged 65 and over who would self-report at least one self-care limitation **and** at least one mobility limitation.

The **age** category focuses on those persons and households in the Golden PACE Service Area 65 years of age and older. While PACE eligibility begins at age 55, national PACE experience has demonstrated most persons enrolled in PACE are 65 years of age and over, primarily because 65 years of age is when Medicare eligibility is attained for most beneficiaries. Although **Medi-Cal financial eligibility** is not an eligibility requirement for enrollment in PACE, currently most PACE enrollees across the country are eligible for both Medicare and Medi-Cal/Medi-Cal (“dual eligible”). Those not eligible for Medi-Cal must pay the monthly Medi-Cal capitation and Medicare Part D cost-share privately, which potential enrollees view as cost prohibitive under most circumstances. Therefore, this demographic analysis focuses on a low-income population - those individuals who are currently Medi-Cal eligible or those who are likely to spend down quickly to meet financial eligibility criteria.

The **clinical eligibility** category is determined based on the self-reported health status of persons living in the defined PACE service area. U.S. Census Bureau estimates for 2020 provide information on persons aged 65+ who self-report mobility and self-care limitations. Although such reporting does not ensure that these individuals will meet California Medi-Cal’s criteria for nursing home placement, it does represent a reasonable proxy for nursing home eligibility. Because PACE most often enrolls a low-income population where the likelihood of poor health and functional impairment is greater than among the older population in general, an approach that uses these data points should result in a moderately conservative estimate of the actual number of frail elderlies in the targeted geographic area. The two categories used in the final analysis to calculate PACE eligible estimates are:

- Self-Reported, *Self-Care limitation*; this category results in a more conservative estimate for PACE eligibility in a service area;
- Self-Reported, *Independent Living Difficulty limitation*; this category results in a more aggressive estimate for PACE eligibility in a service area;

**Estimated PACE Eligibles
Golden PACE Service Area
Conservative and Aggressive Estimates**

	65+	65+ Households	65+ Households, less than \$35,000 Annual Household Income	Estimated Clinically Eligible	Estimated PACE Eligible Households Range (Conservative – Aggressive)
Golden PACE Service Area	109,784	64,986	15,946	8,079 – 13,519	2,132 – 3,528 (“mid-point” of 2,830)

Golden PACE Service Area Zip Codes (43)

Zip Code		PACE Eligible Households (Mid-Point Estimate)
93901	Salinas	205
93905	Salinas	233
93906	Salinas	306
93907	Salinas	57
93908	Salinas	20
93921	Carmel by the Sea	16
93923	Carmel	86
93924	Carmel Valley	16
93925	Chualar	2
93926	Gonzales	15
93927	Greenfield	44
93930	King City	46
93933	Marina	108
93940	Monterey	119
93943	Monterey	0
93944	Monterey	0
93950	Pacific Grove	45
93953	Pebble Beach	8
93954	San Lucas	0
93955	Seaside	197
93960	Soledad	27
93962	Spreckels	0
95003	Aptos	75
95004	Aromas	1
95005	Ben Lomond	12
95007	Brookdale	0
95010	Capitola	56
95012	Castroville	19

GoldenPACE Health: Attachment B

	Davenport	1
95018	Felton	13
95019	Freedom	70
95023	Hollister	167
95039	Moss Landing	2
95041	Mount Hermon	0
95045	San Juan Bautista	10
95060	Santa Cruz	180
95062	Santa Cruz	192
95064	Santa Cruz	0
95065	Santa Cruz	21
95066	Scotts Valley	52
95073	Soquel	16
95075	Tres Pinos	0
95076	Watsonville	395
	TOTALS	2,830

Please refer to **Appendix 1** for detailed demographic PACE eligible tables for the Golden PACE Service Area.

Please refer to **Appendix 2** for the color-coded density map of PACE eligibles in the Golden PACE Area based on the mid-point estimate.

Market Penetration Analysis
Golden PACE Service Area
Based on the Mid-Point Clinical Eligibility Estimate

Estimated PACE Eligible Base (Clinically Eligible and Financially Eligible for Medi-Cal)	2,830
If the assumed demographic penetration is:	PACE enrollment:
4%	113
6%	170
8%	226
10%	283

General market conclusions:

- Based on the **conservative** clinical eligibility estimate, the Golden PACE Service Area is estimated to contain at least **2,132 PACE eligible households**; based on the **aggressive** clinical eligibility estimate alone the Golden PACE Service Area could contain as many as **3,528 PACE eligible households**;
- Based on estimated current market penetration rates for operational PACE programs, the number of projected PACE eligible households would appear to lie closer to the average of the conservative and aggressive estimates. For the Golden PACE Service Area, the average or mid-point of the conservative and aggressive estimate is **2,830 PACE eligible households**.
- The number of PACE eligibles in the service area would appear to necessitate an initial PACE Center of approximately 15,000 square feet with the ability to support a maximum census of 283 participants and a maximum average daily attendance of 110 participants.
- Assuming census growth and referral trends support program expansion, planning for additional PACE Center(s) would need to occur and there are possible secondary markets within in the service area that could support the expansion of PACE Centers or Alternative Care Settings.

Source: 2022 US Census Bureau

[illegible]

Page 1

PACE Eligibles by ZIP Code



Demographic Market Assessment by Zip Code for Golden PACE Service Area

Zip Code/ County		Clinical Eligibility Estimate				Income Eligibility Estimate			Estimated Clinically Eligible Population		Estimated Clinically and Financially Eligible Population	
		Self-Care	%	Independent Living Difficulty	%	Total 65+ Households	65+ Households below income level	%	Self-Care	Independent Living Difficulty	Self-Care	Independent Living Difficulty
93901	4228	569	13.46%	705	16.67%	2584	832	32.20%	569	705	183	227
93905	3816	605	15.85%	638	16.72%	1721	645	37.48%	605	638	227	239
93906	7121	815	11.45%	1138	15.98%	3816	1197	31.37%	815	1138	256	357
93907	3904	143	3.66%	411	10.53%	2084	429	20.59%	143	411	29	85
93908	2414	141	5.84%	191	7.91%	1365	163	11.94%	141	191	17	23
93921	1218	56	4.60%	130	10.67%	862	150	17.40%	56	130	10	23
93923	5313	280	5.27%	626	11.78%	3279	622	18.97%	280	626	53	119
93924	2133	43	2.02%	118	5.53%	1245	241	19.36%	43	118	8	23
93925	110	0	0.00%	11	10.00%	57	20	35.09%	0	11	0	4
93926	634	19	3.00%	41	6.47%	335	173	51.64%	19	41	10	21
93927	1328	53	3.99%	148	11.14%	655	284	43.36%	53	148	23	64
93930	1555	175	11.25%	161	10.35%	758	206	27.18%	175	161	48	44
93933	3569	332	9.30%	525	14.71%	2092	526	25.14%	332	525	83	132
93940	6549	416	6.35%	687	10.49%	4193	902	21.51%	416	687	89	148
93943	0	0	0.00%	0	0.00%	0	0	0.00%	0	0	0	0
93944	0	0	0.00%	0	0.00%	0	0	0.00%	0	0	0	0
93950	4012	146	3.64%	299	7.45%	2713	543	20.01%	146	299	29	60
93953	1743	65	3.73%	125	7.17%	1148	95	8.28%	65	125	5	10
93954	28	0	0.00%	0	0.00%	10	10	100.00%	0	0	0	0
93955	4265	695	16.30%	857	20.09%	2438	619	25.39%	695	857	176	218
93960	1566	61	3.90%	97	6.19%	655	222	33.89%	61	97	21	33
93962	160	0	0.00%	0	0.00%	95	26	27.37%	0	0	0	0
95003	5685	243	4.27%	605	10.64%	3531	625	17.70%	243	605	43	107

**MidPoint
for
Projected
PACE
Eligibility**

205
233
306
57
20
16
86
16
2
15
44
46
108
119
0
0
45
8
0
197
27
0
75

Demographic Market Assessment by Zip Code for Golden PACE Service Area

Zip Code/ County		Clinical Eligibility Estimate				Income Eligibility Estimate			Estimated Clinically Eligible Population		Estimated Clinically and Financially Eligible Population		MidPoint for Projected PACE Eligibility
		Self-Care	%	Independent Living Difficulty	%	Total 65+ Households	65+ Households below income level	%	Self-Care	Independent Living Difficulty	Self-Care	Independent Living Difficulty	
95004	650	0	0.00%	22	3.38%	334	20	5.99%	0	22	0	1	1
95005	1494	59	3.95%	90	6.02%	920	143	15.54%	59	90	9	14	12
95007	0	0	0.00%	0	0.00%	0	0	0.00%	0	0	0	0	0
95010	2127	221	10.39%	263	12.36%	1376	317	23.04%	221	263	51	61	56
95012	998	66	6.61%	132	13.23%	515	101	19.61%	66	132	13	26	19
95017	170	6	3.53%	6	3.53%	98	18	18.37%	6	6	1	1	1
95018	1215	66	5.43%	97	7.98%	825	128	15.52%	66	97	10	15	13
95019	924	20	2.16%	176	19.05%	608	436	71.71%	20	176	14	126	70
95023	6638	455	6.85%	945	14.24%	3777	899	23.80%	455	945	108	225	167
95039	381	41	10.76%	41	10.76%	116	7	6.03%	41	41	2	2	2
95041	138	0	0.00%	0	0.00%	72	8	11.11%	0	0	0	0	0
95045	830	30	3.61%	103	12.41%	453	70	15.45%	30	103	5	16	10
95060	7636	523	6.85%	892	11.68%	4814	1224	25.43%	523	892	133	227	180
95062	6811	440	6.46%	876	12.86%	4379	1279	29.21%	440	876	129	256	192
95064	39	10	25.64%	10	25.64%	12	0	0.00%	10	10	0	0	0
95065	1476	59	4.00%	159	10.77%	1020	195	19.12%	59	159	11	30	21
95066	3106	161	5.18%	345	11.11%	2070	422	20.39%	161	345	33	70	52
95073	2307	60	2.60%	92	3.99%	1543	322	20.87%	60	92	13	19	16
95075	127	0	0.00%	7	5.51%	68	6	8.82%	0	7	0	1	0
95076	11366	1005	8.84%	1750	15.40%	6350	1821	28.68%	1005	1750	288	502	395
TOTALS	109784	8079		13519		64986	15946		8079	13519	2132	3528	2830

Attachment C: GoldenPACE Health Letters of Support



BOARD OF DIRECTORS

Brandon Hill, *President*
Tina Del Piero, *Vice President*
Joel Jancsek, *Treasurer*
Mary Brusuelas, *Secretary*
Susan Gibbons
Carmen Gil
Steve Ish
Vic Johnson
Liz Lorenzi
Vearl Gish, *Emeritus*

Thursday, March 28, 2024

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DIRECTOR OF PROGRAMS

Tamara McKee

DIRECTOR OF FINANCE

Tony McFarlane

DIRECTOR OF MARKETING

Nicki Pasculli

DIRECTOR OF HUB & FACILITIES

Jody Rogers

PROGRAMS

Community Outreach & Education
Medicare Information & Counseling
(HICAP)
Nursing Home Information & Advocacy (OMBUDSMAN)
Senior Peer Counseling
Tax Counseling for the Elderly
Transportation Assistance
Benefits Checkup
The HUB



Joseph Billingsley
California Department of Health Care Services
P.O. Box 997437; MS 0018
Sacramento, CA 95899

Re: Letter of Support for GoldenPACE Health

Dear Mr. Billingsley:

On behalf of the Alliance on Aging, I am writing to express support for GoldenPACE Health's application to establish a Program of All-Inclusive Care for the Elderly (PACE) in our region. We are the oldest non-profit in Monterey County serving the needs of seniors.

GoldenPACE Health will bring high-quality, affordable health care services to low-income seniors in our region, with sensitivity and care for our diverse communities. GoldenPACE Health is driven by a mission to protect, promote, and enhance the quality of life for seniors and their caregivers in California's traditionally underserved and rural communities. They have the high level of cultural competency and the PACE expertise our communities need. PACE is renowned as a high-touch, team-based model of care, and considered the gold standard of care delivery for community-dwelling, nursing home-qualified seniors. GoldenPACE Health will bring this model of care to Santa Cruz, San Benito, and Monterey Counties, bridging a critical gap between living independently at home and entering a nursing home facility.

Due to the rapid and ongoing growth in our senior population and the shortage of high-quality, affordable care options to serve their complex health needs, the PACE model is well-positioned to serve and positively impact many eligible area residents and their caregivers. As the Ombudsman for Monterey County, we encounter seniors every day who would have preferred to receive care in their own home if that was an option. Therefore, I strongly support bringing this PACE program to our region, and appreciate your consideration of this letter.

If you have any questions, please feel free to contact me at jmcperson@allianceonaging.org.

Sincerely,

John McPherson
Executive Director

280 Dickman Avenue
Monterey, CA 93940
831-646-1458 Phone
831-646-1232 Fax

247 Main Street
Salinas, CA 93901
831-655-1334 or 831-758-4011 Phone
831-655-8781 Fax

Spirals Consignment
& Benefit Shop
570 Lighthouse Avenue
Pacific Grove, CA 93950
831-383-5030 Phone

AllianceOnAging.org

April 11, 2024

Joseph Billingsley
California Department of Health Care Services
P.O. Box 997437; MS 0018
Sacramento, CA 95899

Re: Letter of Support for GoldenPACE Health

Dear Mr. Billingsley:

On behalf of the Alzheimer's Association Northern California and Northern Nevada Chapter, I am writing to express support for GoldenPACE Health's application to establish a Program of All-Inclusive Care for the Elderly (PACE) services in our region. Since its founding in 1980, the Alzheimer's Association's Northern California and Northern Nevada Chapter has grown into one of the largest in an 80-chapter network serving more than 25,000 individuals through our 24/7 Helpline, one-on-one care consultations, community and caregiver education classes, and more than 150 support groups. Our vision of improving health equity, access and care is paramount to the community, especially in the Monterey/Santa Cruz/San Benito region.

GoldenPACE Health will bring high-quality, affordable health care services to low-income seniors in our region, with sensitivity and care for our diverse communities. GoldenPACE Health is driven by a mission to protect, promote, and enhance the quality of life for seniors and their caregivers in California's traditionally underserved and rural communities. They have the high level of cultural competency and the PACE expertise our communities need. PACE is renowned as a high-touch, team-based model of care, and considered the gold standard of care delivery for community-dwelling, nursing home-qualified seniors. GoldenPACE Health will bring this model of care to Santa Cruz, San Benito, and Monterey Counties, bridging a critical gap between living independently at home and entering a nursing home facility.

Due to the rapid and ongoing growth in our senior population and the shortage of high-quality, affordable care options to serve their complex health needs, the PACE model is well-positioned to serve and positively impact many eligible area residents and their caregivers. Accessing a timely and accurate diagnosis, as well as receiving high quality care continue to be drivers in the need for systems change for people living with dementia and their care partners.

I strongly support bringing this PACE program to our region and appreciate your consideration of this letter. If you have any questions, please feel free to contact me at 831.647.9890.

Sincerely,

Philip M. Geiger

Philip M Geiger
Regional Director
Greater Monterey Bay Region
2 Lower Ragsdale Dr., Ste. 150, Monterey, CA 93940



April 11, 2024

Ms. Michelle Baass
Director
California Department of Health Care Services
P.O. Box 997437; MS 0018
Sacramento, California 95899

Re: Letter of Support for GoldenPACE Health

Dear Ms. Baass:

On behalf of The Blind and Visually Impaired Center of Monterey County, I am writing to express support for GoldenPACE Health's application to establish a Program of All-Inclusive Care for the Elderly (PACE) services in our region.

Incorporated in 1971, The Blind and Visually Impaired Center of Monterey County is a 501(c)(3) non-profit agency that has provided free services to Monterey County residents who are visually impaired. The mission of the Center is to empower these individuals toward independent living through education, support services and skills training. We are the only low vision clinic in Monterey County working directly with 400 clients on an annual basis.

GoldenPACE Health will bring high-quality, affordable health care services to low-income seniors in our region, with sensitivity and care for our diverse communities. GoldenPACE Health is driven by a mission to protect, promote, and enhance the quality of life for seniors and their caregivers in California's traditionally underserved and rural communities. They have the high level of cultural competency and the PACE expertise our communities need. PACE is renowned as a high-touch, team-based model of care, and considered the gold standard of care delivery for community-dwelling, nursing home-qualified seniors. GoldenPACE Health will bring this model of care to Santa Cruz, San Benito, and Monterey Counties, bridging a critical gap between living independently at home and entering a nursing home facility.

Due to the rapid and ongoing growth in our senior population and the shortage of high-quality, affordable care options to serve their complex health needs, the PACE model is well-positioned to serve and positively impact many eligible area residents and their caregivers.

I strongly support bringing this program to our region and appreciate your consideration of this letter.

If you have any questions, please feel free to contact me at 831-649-3505 or via email at steven@blindandlowvision.org

Sincerely,

Steven Macias
Executive Director

cc: Alicia Rodriguez
Founder and CEO
GoldenPACE Health



April 11, 2023

Joseph Billingsley
California Department of Health Care Services
P.O. Box 997437; MS 0018
Sacramento, CA 95899

RE: Letter of Support for GoldenPACE Health

Dear Mr. Billingsley,

On behalf of the City of Monterey, I am writing to express support for GoldenPACE Health's application to establish a Program of All-Inclusive Care for Elderly (PACE) services in our region. Approximately 18% of Monterey's residents are over the age of 65 and would benefit from GoldenPACE Health's Program.

GoldenPACE Health will bring high-quality, affordable health care services to low-income seniors in our county, with sensitivity and care for our diverse communities. GoldenPACE Health is driven by a mission to protect, promote, and enhance the quality of life for seniors and their caregivers in California's traditionally underserved and rural communities. They have the high level of cultural competency and the PACE expertise our communities need. PACE is renowned as a high-touch, team-based model of care, and considered the gold standard of care delivery for community-dwelling, nursing home-qualified seniors. GoldenPACE Health will bring this model of care to Monterey County, bridging a critical gap between living independently at home and entering a nursing home facility.

Due to the rapid and ongoing growth in our senior population and the shortage of high-quality, affordable care options to serve their complex health needs, the PACE model is well-positioned to serve and positively impact many eligible area residents and their caregivers.

I strongly support bringing this PACE program to our region and appreciate your consideration of this letter.

If you have any questions, please feel free to contact me at tyller@monterey.gov.

Sincerely,

Tyller Williamson
Mayor, City of Monterey

Cc: Alicia Rodriguez, Founder & CEO of GoldenPACE Health; alicia@goldenpace.org



City of Salinas

OFFICE OF THE CITY MANAGER • 200 Lincoln Ave • Salinas, California

93901 (831) 758-7201 • (831) 758-7368 (Fax) • www.cityofsalinas.org

March 25, 2024

Joseph Billingsley
California Department of Health Care Services
P.O. Box 997437; MS 0018
Sacramento, CA 95899

Re: Letter of Support for GoldenPACE Health

Dear Mr. Billingsley:

On behalf of The City of Salinas, I am writing to express support for GoldenPACE Health's application to establish a Program of All-Inclusive Care for the Elderly (PACE) services in our region.

GoldenPACE Health will bring high-quality, affordable health care services to low-income seniors in our region, with sensitivity and care for our diverse communities. GoldenPACE Health is driven by a mission to protect, promote, and enhance the quality of life for seniors and their caregivers in California's traditionally underserved and rural communities. They have the high level of cultural competency and the PACE expertise our communities need. PACE is renowned as a high-touch, team-based model of care, and considered the gold standard of care delivery for community-dwelling, nursing home-qualified seniors. GoldenPACE Health will bring this model of care to Santa Cruz, San Benito, and Monterey Counties, bridging a critical gap between living independently at home and entering a nursing home facility.

Due to the rapid and ongoing growth in our senior population and the shortage of high-quality, affordable care options to serve their complex health needs, the PACE model is well-positioned to serve and positively impact many eligible area residents and their caregivers.

I strongly support bringing this PACE program to our region and appreciate your consideration of this letter.

If you have any questions, please feel free to contact me at 831-758-7201.

Sincerely,

Jim Pia
Interim City Manager

cc: Alicia Rodriguez, Founder & CEO of GoldenPACE Health; alicia@goldenpace.org



MAYOR AND CITY COUNCIL

809 Center Street, Room 10, Santa Cruz, CA 95060 • (831) 420-5020 • Fax: (831) 420-5011 • citycouncil@cityofsantacruz.com

March 28, 2024

Mr. Joseph Billingsley
California Department of Health Care Services
P.O. Box 997437; MS 0018
Sacramento, CA 95899

RE: Letter of Support for GoldenPACE Health

Dear Mr. Billingsley:

At its meeting on March 12, 2024, the Santa Cruz City Council passed a motion expressing support for GoldenPACE Health's application to establish a Program of All-Inclusive Care for the Elderly (PACE) for Santa Cruz, San Benito, and Monterey Counties.

GoldenPACE Health will bring high-quality, affordable health care services to low-income seniors in our region, with sensitivity and care for our diverse communities. GoldenPACE Health is driven by a mission to protect, promote, and enhance the quality of life for seniors and their caregivers in California's traditionally underserved and rural communities. It has the high level of cultural competency and PACE expertise that our communities need. PACE is renowned as a high-touch, team-based model of care and is considered the gold standard of care delivery for community-dwelling, nursing home-qualified seniors. GoldenPACE Health will bring this model of care to Santa Cruz, San Benito, and Monterey Counties, bridging a critical gap between living independently at home and entering a nursing home facility.

Due to the rapid and ongoing growth in our senior population and the shortage of high-quality, affordable care options to serve their complex health needs, the PACE model is well-positioned to serve and positively impact many eligible area residents and their caregivers. The City of Santa Cruz faces significant challenges in meeting the health care needs of its aging population, including access barriers, limited resources, and disparities in health outcomes among diverse communities. GoldenPACE Health's commitment to culturally competent care and its focus on traditionally underserved and rural areas aligns closely with our community's needs.

Studies have shown that PACE programs lead to improved health outcomes, reduced hospitalizations, and enhanced quality of life for participants. By bringing a PACE program to our region, GoldenPACE Health will not only address the immediate health care needs of our senior residents but also contribute to the overall well-being and vitality of our community.

We strongly support bringing this PACE program to our region and appreciate your consideration of this letter. If you have any questions, please feel free to contact me.

Sincerely,

Fred Keeley
Mayor

cc: Alicia Rodriguez, Founder and CEO of GoldenPACE Health (alicia@goldenpace.org)
City Clerk



OFFICE OF THE MAYOR

440 Harcourt Avenue
Seaside, CA 93955
www.ci.seaside.ca.us

Telephone 831-899-6701
Fax 831-624-5839

March 11, 2024

Joseph Billingsley
California Department of Health Care Services
P.O. Box 997437; MS 0018
Sacramento, CA 95899

Re: Letter of Support for GoldenPACE Health

Dear Mr. Billingsley:

On behalf of City of Seaside, I am writing to express support for GoldenPACE Health's application to establish a Program of All-Inclusive Care for the Elderly (PACE) services in Monterey County. Approximately, 15% of Seaside's residents are between the ages of 60-79 years old, and would benefit from a resident care facility, allowing them to remain in their homes that they've resided in for a majority of their lives.


GoldenPACE Health will bring high-quality, affordable health care services to low-income seniors in our county, with sensitivity and care for our diverse communities. GoldenPACE Health is driven by a mission to protect, promote, and enhance the quality of life for seniors and their caregivers in California's traditionally underserved and rural communities. They have the high level of cultural competency and the PACE expertise our communities need. PACE is renowned as a high-touch, team-based model of care, and considered the gold standard of care delivery for community-dwelling, nursing home-qualified seniors. GoldenPACE Health will bring this model of care to Monterey County, bridging a critical gap between living independently at home and entering a nursing home facility.

Due to the rapid and ongoing growth in our senior population and the shortage of high-quality, affordable care options to serve their complex health needs, the PACE model is well-positioned to serve and positively impact many eligible area residents and their caregivers.

I strongly support bringing this PACE program to our region and appreciate your consideration of this letter.

If you have any questions, please feel free to contact me at loglesby@ci.seaside.ca.us or (831) 899-6703.

Sincerely,



Ian N. Oglesby
Mayor

cc: Alicia Rodriguez, Founder & CEO of GoldenPACE Health; alicia@goldenpace.org



4/11/2024

Joseph Billingsley
California Department of Health Care Services
P.O. Box 997437; MS 0018
Sacramento, CA 95899

Re: Letter of Support for GoldenPACE Health

Dear Mr. Billingsley:

On behalf of the Community Health Trust of Pajaro Valley, I am writing to express support for GoldenPACE Health's application to establish a Program of All-Inclusive Care for the Elderly (PACE) services in our region.

GoldenPACE Health will bring high-quality, affordable health care services to low-income seniors in our region, with sensitivity and care for our diverse communities. GoldenPACE Health is driven by a mission to protect, promote, and enhance the quality of life for seniors and their caregivers in California's traditionally underserved and rural communities. They have the high level of cultural competency and the PACE expertise our communities need. PACE is renowned as a high-touch, team-based model of care, and considered the gold standard of care delivery for community-dwelling, nursing home-qualified seniors. GoldenPACE Health will bring this model of care to Santa Cruz, San Benito, and Monterey Counties, bridging a critical gap between living independently at home and entering a nursing home facility.

Due to the rapid and ongoing growth in our senior population and the shortage of high-quality, affordable care options to serve their complex health needs, the PACE model is well-positioned to serve and positively impact many eligible area residents and their caregivers.

I strongly support bringing this PACE program to our region and appreciate your consideration of this letter.

If you have any questions, please feel free to contact me at djames@pvhealthtrust.org

Sincerely,

A handwritten signature in black ink, appearing to read "DeAndre James".

DeAndre James
Executive Director

cc: Alicia Rodriguez, Founder & CEO of GoldenPACE Health; alicia@goldenpace.org

Joseph Billingsley
California Department of Health Care Services
P.O. Box 997437; MS 0018
Sacramento, CA 95899

Dear Mr. Billingsley:

On behalf of Dientes Community Dental Care, I am writing to express support for GoldenPACE Health's application to establish a Program of All-Inclusive Care for the Elderly (PACE) services in our region. Dientes 30 plus years providing dental services to low-income residents of Santa Cruz County places us in an important role as partner to the PACE program and we highly recommend it be established in our region.

GoldenPACE Health will bring high-quality, affordable health care services to low-income seniors in our region, with sensitivity and care for our diverse communities. GoldenPACE Health is driven by a mission to protect, promote, and enhance the quality of life for seniors and their caregivers in California's traditionally underserved and rural communities. They have the high level of cultural competency and the PACE expertise our communities need. PACE is renowned as a high-touch, team-based model of care, and considered the gold standard of care delivery for community-dwelling, nursing home-qualified seniors. GoldenPACE Health will bring this model of care to Santa Cruz, San Benito, and Monterey Counties, bridging a critical gap between living independently at home and entering a nursing home facility.

Due to the rapid and ongoing growth in our senior population and the shortage of high-quality, affordable care options to serve their complex health needs, the PACE model is well-positioned to serve and positively impact many eligible area residents and their caregivers. Dientes, in partnership with Salud Para La Gente, and Delta Dental Foundation, recently completed a survey of Seniors in our area which showed the significant need for services at home or in a nursing facility. We strongly support bringing this PACE program to our region and appreciate your consideration of this letter.

If you have any questions, please feel free to contact me at laura@dientes.org or 831-252-0120.

Sincerely,



*Laura Marcus, CEO
Dientes Community Dental*

Joseph Billingsley
California Department of Health Care Services
P.O. Box 997437; MS 0018
Sacramento, CA 95899

Re: Letter of Support for GoldenPACE Health

Dear Mr. Billingsley:

On behalf of Salinas Valley Health, I am writing to express support for GoldenPACE Health's application to establish a Program of All-Inclusive Care for the Elderly (PACE) in our region. Salinas Valley Health has served Monterey County since 1953 as a public-district hospital and comprehensive healthcare system providing quality care to everyone in our community.

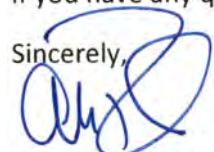
GoldenPACE Health will bring high-quality, affordable health care services to low-income seniors in our region, with sensitivity and care for our diverse communities. GoldenPACE Health is driven by a mission to protect, promote, and enhance the quality of life for seniors and their caregivers in California's traditionally underserved and rural communities. They have the high level of cultural competency and the PACE expertise our communities need. PACE is renowned as a high-touch, team-based model of care, and considered the gold standard of care delivery for community-dwelling, nursing home-qualified seniors. GoldenPACE Health will bring this model of care to Santa Cruz, San Benito, and Monterey Counties, bridging a critical gap between living independently at home and entering a nursing home facility.

Due to the rapid and ongoing growth in our senior population and the shortage of high-quality, affordable care options to serve their complex health needs, the PACE model is well-positioned to serve and positively impact many eligible area residents and their caregivers. A significantly disproportionate percentage of our patient population, 75%, is government insured. In addition, Monterey County is widely recognized as one of the least affordable places to live in the country.

I strongly support bringing this PACE program to our region and appreciate your consideration of this letter.

If you have any questions, please feel free to contact me.

Sincerely,



Allen Radner, MD
Interim CEO

cc: Alicia Rodriguez, Founder & CEO of GoldenPACE Health; alicia@goldenpace.org

Dave Potter

Tuesday, April 16, 2024

Joseph Billingsley
California Department of Health Care Services
P.O. Box 997437; MS 0018
Sacramento, CA 95899

Re: Letter of Support for GoldenPACE Health

Dear Mr. Billingsley:

As the Mayor of Carmel-by-the-Sea, I am writing to express my personal support for GoldenPACE Health's application to establish a Program of All-Inclusive Care for the Elderly (PACE) services in our region.

GoldenPACE Health will bring high-quality, affordable health care services to low-income seniors in our region, with sensitivity and care for our diverse communities. GoldenPACE Health is driven by a mission to protect, promote, and enhance the quality of life for seniors and their caregivers in California's traditionally underserved and rural communities. They have the high level of cultural competency and the PACE expertise our communities need. PACE is renowned as a high-touch, team-based model of care, and considered the gold standard of care delivery for community-dwelling, nursing home-qualified seniors. GoldenPACE Health will bring this model of care to Santa Cruz, San Benito, and Monterey Counties, bridging a critical gap between living independently at home and entering a nursing home facility.

Due to the rapid and ongoing growth in our senior population and the shortage of high-quality, affordable care options to serve their complex health needs, the PACE model is well-positioned to serve and positively impact many eligible area residents and their caregivers. I am personally aware of the challenges faced by our senior community. Given my family's personal experience with my wife's 102-year-old aunt and her 100-year-old mother, we are seeing first-hand the challenges and issues that PACE works with every day.

I strongly support bringing this PACE program to our region and appreciate your consideration of this letter.

If you have any questions, please feel free to contact me at 831-646-9053.

Sincerely,



Dave Potter
Mayor of Carmel-by-the-Sea

cc: Alicia Rodriguez, Founder & CEO of GoldenPACE Health; alicia@goldenpace.org

Post Office Box 4317
Carmel-by-the-Sea, CA 93921

MONTEREY COUNTY



BOARD OF SUPERVISORS ▪ 168 West Alisal Street, 2nd Floor, Salinas, CA 93901
LUIS A. ALEJO, SUPERVISOR ▪ District One ▪ Chief of Staff, Linda J. Gonzalez
Telephone: (831) 755-5011 ▪ Fax: (831) 755-5876 ▪ Email: district1@co.monterey.ca.us

April 12, 2024

Joseph Billingsley
California Department of Health Care Services
P.O. Box 997437; MS 0018
Sacramento, CA 95899

Re: Letter of Support for GoldenPACE Health

Dear Mr. Billingsley:

As a Monterey County Supervisor for District 1 in Salinas and a former State Assemblymember in the Monterey Bay Region, I am writing in support of the GoldenPACE Health's application to establish a Program of All-Inclusive Care for the Elderly (PACE) services in our region.

GoldenPACE Health will bring high-quality, affordable health care services to low-income seniors in our region, with sensitivity and care for our diverse communities. GoldenPACE Health is driven by a mission to protect, promote, and enhance the quality of life for seniors and their caregivers in California's traditionally underserved and rural communities. They have the high level of cultural competency and the PACE expertise our communities need. PACE is renowned as a high-touch, team-based model of care, and considered the gold standard of care delivery for community-dwelling, nursing home-qualified seniors. GoldenPACE Health will bring this model of care to Santa Cruz, San Benito, and Monterey Counties, bridging a critical gap between living independently at home and entering a nursing home facility.

Due to the rapid and ongoing growth in our senior population and the shortage of high-quality, affordable care options to serve their complex health needs, the PACE model is well-positioned to serve and positively impact many eligible area residents and their caregivers. Monterey County's aging population continues to grow with an increase of 11% since 2016.

For these reasons, I support bringing this GoldenPACE Health Care program to our region. I thank you for your time and consideration, should you have any further questions, please do not hesitate to contact me at my district office at (831) 755-5511 or via email at District1@co.monterey.ca.us.

Sincerely,

Luis A. Alejo
Monterey County Supervisor, District 1
State Assemblymember, 30th District (Ret.)
Mayor, City of Watsonville (Ret.)

cc: Alicia Rodriguez, Founder & CEO of GoldenPACE Health; alicia@goldenpace.org



County of Monterey

Board of Supervisors

Luis A. Alejo, District 1
Glenn Church, Chair, District 2
Chris M. Lopez, Vice Chair, District 3
Wendy Root Askew, District 4
Mary L. Adams, District 5

Clerk of the Board
168 West Alisal St. 1st Floor
Salinas, CA 93901
831 755 5066
cob@co.monterey.ca.us

April 15, 2024

Joseph Billingsley
California Department of Health Care Services
P.O. Box 997437; MS 0018
Sacramento, CA 95899

Re: Letter of Support for GoldenPACE Health

Dear Mr. Billingsley:

On behalf of the County of Monterey, I am writing to express support for GoldenPACE Health's application to establish a Program of All-Inclusive Care for the Elderly (PACE) services in our region.

GoldenPACE Health will bring high-quality, affordable health care services to low-income seniors in our region, with sensitivity and care for our diverse communities. GoldenPACE Health is driven by a mission to protect, promote, and enhance the quality of life for seniors and their caregivers in California's traditionally underserved and rural communities. They have the high level of cultural competency and the PACE expertise our communities need. PACE is renowned as a high-touch, team-based model of care, and considered the gold standard of care delivery for community-dwelling, nursing home-qualified seniors. GoldenPACE Health will bring this model of care to Santa Cruz, San Benito, and Monterey Counties, bridging a critical gap between living independently at home and entering a nursing home facility.

Due to the rapid and ongoing growth in our senior population and the shortage of high-quality, affordable care options to serve their complex health needs, the PACE model is well-positioned to serve and positively impact many eligible area residents and their caregivers.

For these reasons, the County of Monterey supports bringing this PACE program to our region. Thank you for your consideration.

Sincerely,

Glenn Church, Chair
Board of Supervisors

cc: Alicia Rodriguez, Founder & CEO of GoldenPACE Health; alicia@goldenpace.org



PO Box 1458
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Capitola, CA 95010
tel 831.479.5466
fax 831.479.5477
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April 9, 2024

Joseph Billingsley
California Department of Health Care Services
P.O. Box 997437; MS 0018
Sacramento, CA 95899

Re: Letter of Support for GoldenPACE Health

Dear Mr. Billingsley:

On behalf of United Way of Santa Cruz County, I am writing to express support for GoldenPACE Health's application to establish a Program of All-Inclusive Care for the Elderly (PACE) services in our region. Since 1941, United Way of Santa Cruz County ignites our community to give, advocate and volunteer so that our youth succeed in school and life, our residents are healthy and our families are financially independent. We believe that we will create a healthy, thriving and safe Santa Cruz County for by focusing on the building blocks of an exceptional life – education, economic mobility, and health.

GoldenPACE Health will bring high-quality, affordable health care services to low-income seniors in our region, with sensitivity and care for our diverse communities. GoldenPACE Health is driven by a mission to protect, promote, and enhance the quality of life for seniors and their caregivers in California's traditionally underserved and rural communities. They have the high level of cultural competency and the PACE expertise our communities need. PACE is renowned as a high-touch, team-based model of care, and considered the gold standard of care delivery for community-dwelling, nursing home-qualified seniors. GoldenPACE Health will bring this model of care to Santa Cruz, San Benito, and Monterey Counties, bridging a critical gap between living independently at home and entering a nursing home facility.

Due to the rapid and ongoing growth in our senior population and the shortage of high-quality, affordable care options to serve their complex health needs, the PACE model is well-positioned to serve and positively impact many eligible area residents and their caregivers.

We know that within 5 years, senior adults will be the largest demographic in Santa Cruz County. It is imperative that we have programs and services in place to address the needs of our senior adults to ensure their quality of life.

We ignite our community to give, advocate and volunteer so that our youth succeed in school and life, our residents are healthy and our families are financially independent

I strongly support bringing this PACE program to our region and appreciate your consideration of this letter.

If you have any questions, please feel free to contact me at kbrowder@unitedwaysc.org

Sincerely,



Keisha Browder
Chief Executive Officer – United Way of Santa Cruz County

cc: Alicia Rodriguez, Founder & CEO of GoldenPACE Health; alicia@goldenpace.org

We ignite our community to give, advocate and volunteer so that our youth succeed in school and life, our residents are healthy and our families are financially independent

To the Alliance Board:

As the only provider of adult day health care (CBAS) services in Santa Cruz County, we have some concerns about the impacts of establishing this PACE center in our community, although PACE is generally an excellent model of care for older adults with complex medical conditions.

First and foremost, there is still capacity at Elderday to provide services to more older adults in our community. Elderday is now licensed for up to 120 participants a day and is currently running an average of about 65 participants a day (although we are quickly adding new participants now that we are settled in our new building in Watsonville). We are not convinced that there is a need for an additional program for older adults at this time in our community and fear that having programs compete will result both in poor outcomes for older adults as well as negative financial issues for both PACE and CBAS, resulting in a total loss scenario for our community.

Secondly, the community is already struggling with a lack of medical providers at all levels, and an additional program could stress the system even further, resulting in a closed system of care that would be inaccessible for participants unless fully enrolled in PACE.

Additionally, we have concerns about the fit of a large organization, with very deep pockets which is opening centers around the state, choosing to locate in our community. The PACE model has its roots in San Francisco and was developed to provide all-inclusive care for a very specific population that was well known to the founders of the PACE program. Since this GoldenPACE has no roots in our community nor any prior experience in opening, operating and maintaining such services, it is hard to understand their ability to operate successfully. We also share a concern that the program has not fully sought partnership from other established older adult partners and oversight entities such as Area Adult on Aging (AAA), Human Service Department of Monterey and Santa Cruz nor engaged in honest partnership discussion with CBAS like us to potentially provide a small segment of the required operations such as the Adult Day Program component. This goes to say that they appear to be unfamiliar with the full and complex web of partners including local leaders or the local community. It would be difficult for them to understand and respond to the particular needs of our community.

Additionally, from a client care perspective, we also share concerns about the transportation time for Santa Cruz clients going to Salinas for care. As you may be aware, there are strict requirements of how long a trip must be for older adults due to federal transportation restrictions. The location itself will place a undue hardship on more than half of all Santa Cruz County residents and therefore not provide fair and equal access to those services.

If GoldenPACE were to establish themselves in our county, they could choose to contract with Elderday to provide the adult day portion of their service, as some PACE centers do with local CBAS

centers. This would, at least, give them a relationship with a long-standing provider who knows the community.

Again, although we are not opposed to PACE as a concept, we are not certain this PACE program would be the best choice for our community.

Thank you for the opportunity to share our thoughts.

A handwritten signature in blue ink, appearing to read 'R. Cancino'.

Raymon Cancino, CEO
Community Bridges

A handwritten signature in blue ink, appearing to read 'Lois E. Sones'.

Lois Sones, Program Director
Elderday, Community Bridges

May 13, 2024

Alliance Board,

Upon reviewing the information pertaining to the potential introduction of a PACE program in our county, we have concluded that it would have adverse implications for our CBAS/ADHC center.

I have a query - will PACE now fall under managed care? If so, wouldn't this also impact CCAH? If it does, then it will consequently have implications for us. Therefore, we do not support the notion of a PACE program being introduced in our county.

Respectfully,

La Casa Adult Day Health Center, Inc.

909 B Blanco Circle, Suite B

Salinas, CA 93901

T: (831) 998-8130 | F: (831) 676-0189

Website: <http://www.lacasaadhc.com/>

