

## Business Acumen Network Profile

### Network Location

Shelburne, VT

### Network Name

Vermont Association of Area Agencies on Aging (v4a) and the Vermont Community-Based Collaborative

### Network Structure Type

The Vermont Business Acumen collaborative is an informal coalition of home- & community-based service providers and advocacy organizations serving elderly and disabled Vermonters, including the Area Agencies on Aging, Adult Day Service providers, Senior Centers, the Vermont Center for Independent Living, and the Vermont Disability Rights organization. There is, as yet, no formal structures or MOUs binding the parties, although the AAAs have formed a statewide association (v4a) through which they jointly contract. The Adult Day center have also formed a statewide association (VADSA), as have Vermont's senior centers (VASC).

### Contract Prospects

Vermont currently has three Medicare Accountable Care Organizations, initiated two years ago as part of the CMS Innovation Center ACO Demonstration, though one of these – OneCare, owned by the two large academic medical centers in the region – dominates the marketplace. The State of Vermont has developed a Medicaid ACO program that mirrors the CMS demo. OneCare also participates in the Medicaid ACO. At present, the Vermont ACO programs are still fee-for-service, and do not include LTSS. Depending on the fate of Vermont's ACO demonstrations, individual regional hospitals, such as University of Vermont Medical Center in Burlington, Rutland Regional Hospital, Northeastern Vermont Regional Hospital, Central Vermont Hospital and Brattleboro Memorial Hospital may also be potential contract targets.

### Potential Target Population

For seniors, the target population includes frail and high risk patients, many with chronic conditions, dementia or age-related infirmities who are at substantial risk of hospitalization, institutionalization or readmission. This population is targeted also because it can benefit from organizations with a well-developed service delivery network and professionals skilled & experienced in case management / care coordination for a geriatric population.

For younger adults with disabilities – although VCIL and VDR do not currently offer case management / service coordination services – the target population includes adults with disabilities who would benefit from access to professionals skilled in communicating with and assisting disabled consumers to live independently in the community. Moreover, other members of the Vermont collaborative, including the AAAs and Adult Day programs, provide services to adults with disabilities, including case management / service coordination under Vermont's 1115 Medicaid waiver.

Vermont has a highly developed, though not yet comprehensive, medical home system – the Blueprint for Health – with 124 primary care practices across the state. More than 50% of Vermonters are now enrolled in a Blueprint medical home. The Vermont TA collaborative also envisions contractual relationships with these primary care practices.

### Potential Service(s) and/or Service Package

- Wellness / prevention / risk assessment & mitigation, including evidence-based medication, nutrition and falls prevention programs
- Case management / care & service coordination, in partnership with ACOs, hospitals, medical home / Blueprint primary care practices
- Hospital / nursing facility transitions

### Collaborative Partners

- v4a—Vermont Association of Area Agencies on Aging
- VAADS—Vermont Association of Adult Day Services
- VASC—Vermont Association of Senior Centers
- VCIL—Vermont Center for Independent Living
- DRV—Disability Rights Vermont

### Site Lead/ACL Liaison

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