



# **2017 SMP/SHIP National Conference**

**JULY 10–13, 2017 AUSTIN, TX**

## **Like Tacos and the Two Step: Working in Harmony to Close the Enrollment Gap**

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# Session Outline

- MIPPA Accomplishments
- MIPPA Reporting Requirements
- Benefit Enrollment Center Overview
- SHIP/BEC Collaboration

# National MIPPA Successes

	2009 (JUN- DEC)	2010 (JAN- DEC)	2011 (JAN- DEC)	2012* (JAN- SEPT)	2014 (JAN- DEC)	2015 (JAN- DEC)	2016 (JAN- DEC)	2017 (JAN- MAR)	Application Total	Value of Benefits
<b>MSP</b>	31,594	84,559	108,998	99,232	107,146	118,875	119,074	32,496	<b>701,974</b>	<b>\$1.14 B</b>
<b>LIS</b>	46,028	111,249	120,874	73,004	94,526	102,046	91,962	23,812	<b>663,501</b>	<b>\$2.65 B</b>
<b>Total</b>	<b>77,622</b>	<b>195,808</b>	<b>229,872</b>	<b>172,236</b>	<b>201,672</b>	<b>220,921</b>	<b>211,036</b>	<b>56,308</b>	<b>1,365,475</b>	<b>\$3.79 B</b>

Benefits applications submitted by state MIPPA grantees & their value

# Great Job!!



# Closing the Enrollment Gap

- Research commissioned by NCOA to estimate the current enrollment gap for:
  - MSP
  - LIS
- Preliminary results expected June 30

# MIPPA Reporting Requirements – Why?

- We need to consistently report and share the work being done with MIPPA nationally.
- Reporting is necessary to:
  - Illustrate quantitatively how we are doing
  - “Tell the story” of the great work being done
  - Hold each other accountable
  - If it’s not reported it didn’t happen and doesn’t count

# What is the current MIPPA State Grant reporting requirement?

- Final Narrative progress reports and final cumulative SF 425 for the 2014-2016 MIPPA State Grant are due 90 days after the end of the project period.
  - **Due December 29<sup>th</sup>, 2017**
  - Must report progress made toward the goals, outcomes, key objectives and other major tasks or actions established in your state plan.
  - May use ACL's template:  
[http://www.acl.gov/Funding\\_Opportunities/Grantee\\_Info/docs/PPR-Instructions\\_ACL\\_OMB.pdf](http://www.acl.gov/Funding_Opportunities/Grantee_Info/docs/PPR-Instructions_ACL_OMB.pdf)
  - Submit by email to:
    - [MIPPA.Grants@acl.hhs.gov](mailto:MIPPA.Grants@acl.hhs.gov) and
    - Your ACL Project Officer (Identified in your NOA)

# MIPPA Reporting Requirements – What is the 2017 Reporting Requirement?

- **Data**

- Submitted monthly through SHIP NPR
  - # LIS Applications assisted with
  - # MSP Applications Assisted with
  - # Disease Prevention and Wellness Benefit Outreach Events

- **Narrative Progress Reports and SF 425**

- Submitted as a “Note” in GrantSolutions
  - Semi-annual
    - September 30th, 2017 through March 31st, 2018 – due April 30<sup>th</sup>, 2018
  - Final Report
    - April 1, 2018 through September 29, 2018 – due December 29<sup>th</sup>, 2018



# MIPPA Reporting Requirements – What are the expectations?

- Grantees that have access to the SHIP National Performance Reporting (NPR) tool should use NPR for MIPPA reporting.
- Grantees that do not have SHIP NPR system access must work with their ACL Project Officer to request a data reporting waiver annually and ensure the required data is submitted accurately and on time.
  - Contact your ACL Project Officer if you do not have access to NPR.

# MIPPA Grantees and Benefit Enrollment Centers (BECs) Working Together toward a Common Goal

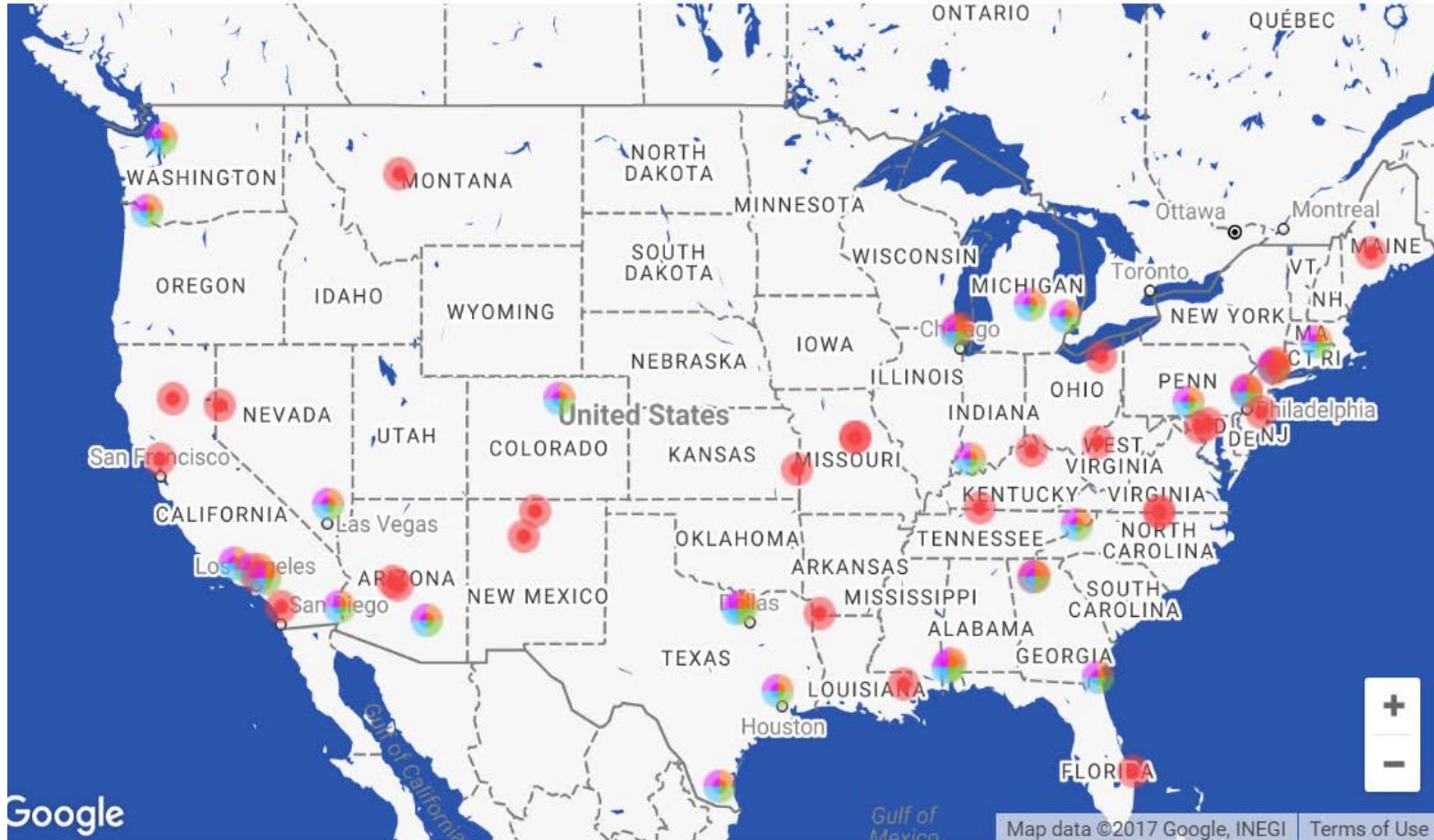
# BEC Overview

- Benefit Enrollment Centers (BECs)
- Background
- Data Reporting
- Value of Partnerships

# Benefit Enrollment Centers (BEC)

- Benefits Enrollment Centers (BECs)
  - BECs help low-income seniors and persons with disabilities find and enroll in all the benefits programs for which they are eligible (holistic approach)
  - 59 BECs in 31 states
    - Selected through a competitive RFP process
    - We estimate that 41% of the country's low-income Medicare population is within the geographic areas served by the BECs

# BEC Locations



# BECs: What do they do?

- BECs help individuals identify and apply for all benefits for which they are eligible but focus on 5 core benefits:
  1. Medicare Part D Extra Help/Low-Income Subsidy (LIS)
  2. Medicare Savings Programs (MSPs)
  3. Medicaid
  4. Supplemental Nutrition Assistance Program (SNAP – formerly known as Food Stamps)
  5. Low-Income Home Energy Assistance Program (LIHEAP)
- BECs also help with Supplemental Security Income (SSI), State Pharmaceutical Assistance Programs (SPAP), local transportation assistance, tax relief, and more.

# BEC Data Reporting

- Report prior months' data around the middle of the month
- Use an online form to submit their data
- Form asks for the following information:
  - # of people screened and how many of those individuals were determined to be eligible for one or more benefit programs
  - # of people assisted with applications broken down by age
    - Age 65 and over
    - Under age 65
  - # of applications or renewals were submitted to an administering agency for core and non-core benefits

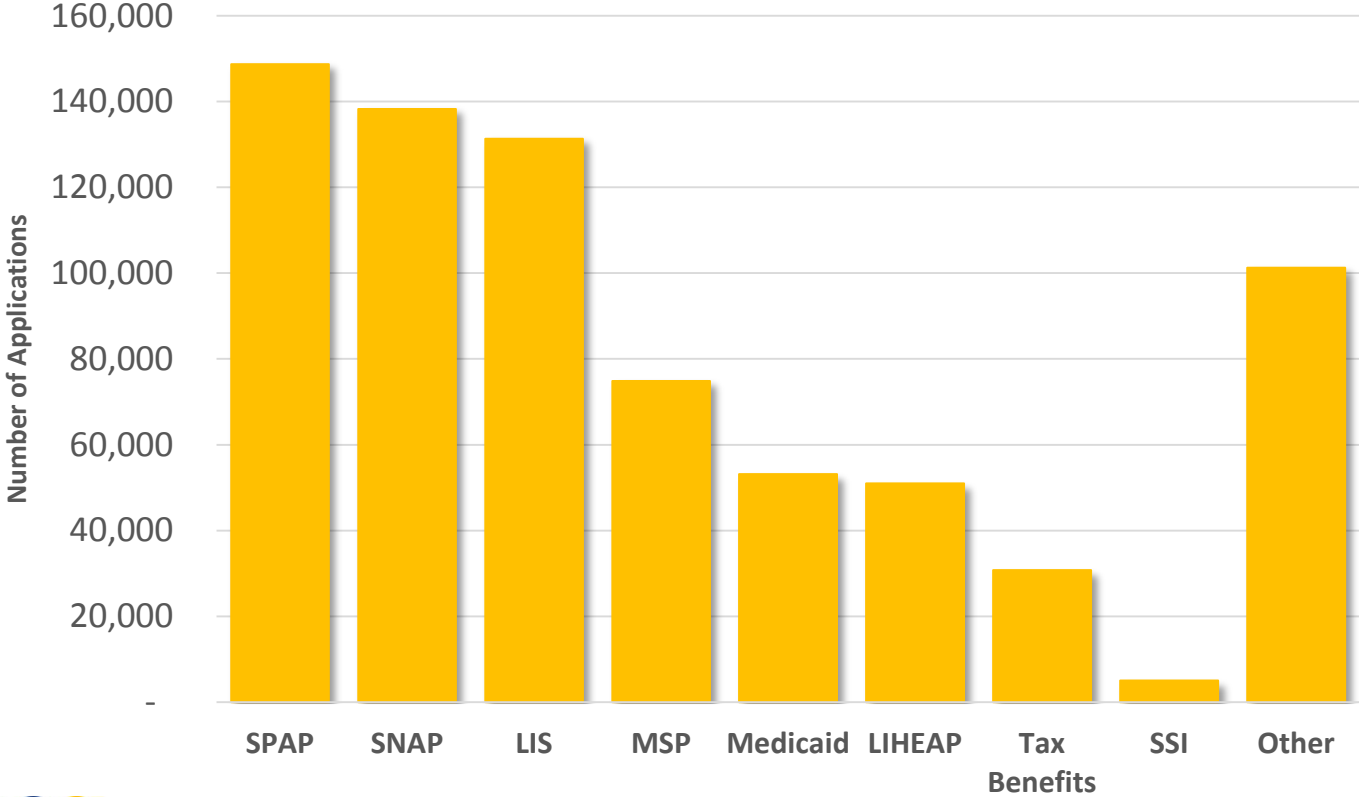
# Value of Benefits

- Estimated value of benefits
  - Extra Help/LIS = \$4,000 per year
    - Based on SSA's average savings with Medicare prescription drugs costs
  - MSP = \$1,663
    - Based on weighted average of cost savings across programs
  - SNAP = \$1,320 per year
    - Based on median benefit for 60+ person living alone from Characteristics of SNAP Households report from USDA
  - LIHEAP = \$275
    - Based on average energy subsidy for age 65 and older in the Current Population Survey (CPS)
  - Medicaid = \$5,512



# Benefits applications submitted by BEC grantees since 2009

Distribution of Benefit Applications Submitted by BECS

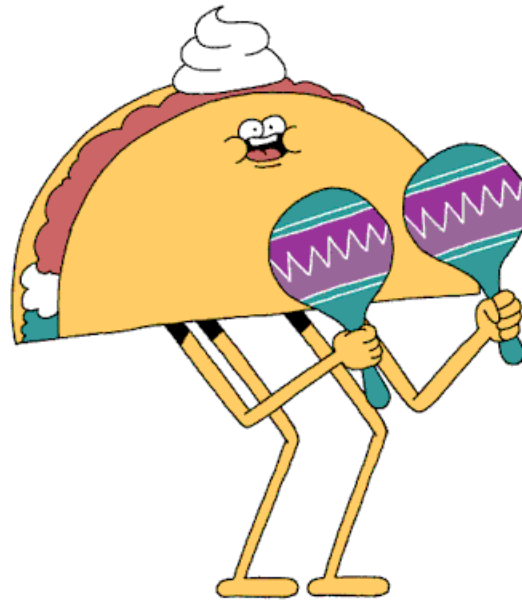


# BEC Accomplishments Since 2009

- Helping more than 484,101 people
- Submitting over 737,772 applications
- Valued at over \$1.3 billion



A Two Stepping Taco is an unlikely combination...



# SHIP and BEC Collaborations

- Area Agency on Aging of Palm Beach and Treasure Coast Inc.
  - Presented by Desirae Mearns  
SHINE Liaison/ Project Director
- Maine SHIP/SMP Legal Services for the Elderly
  - Presented by Anne E. Smith  
Medicare Rights Advocate

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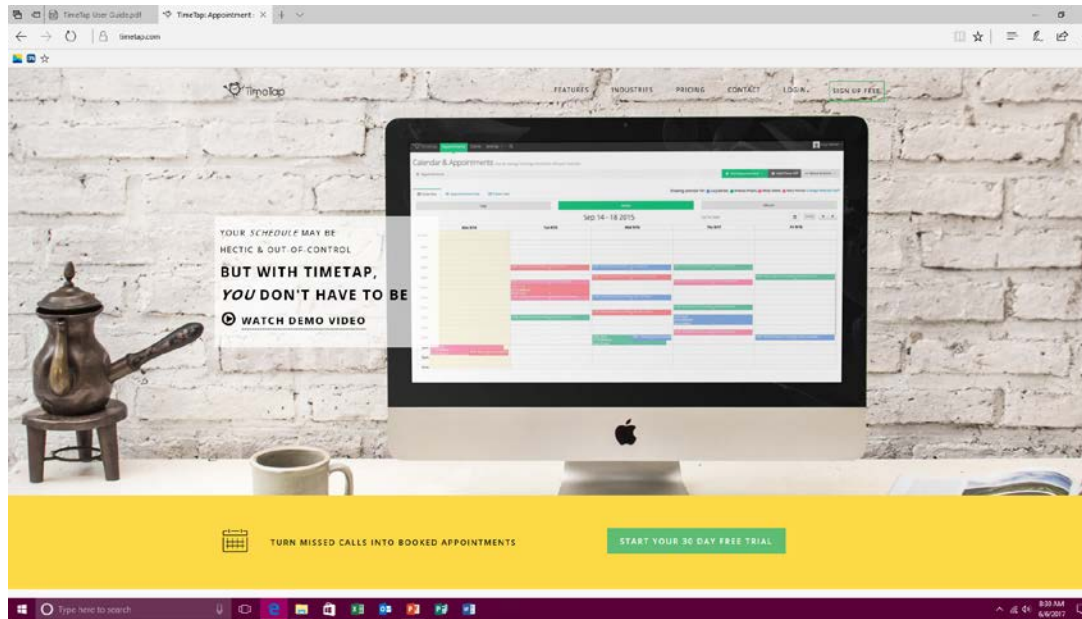
**Area Agency on Aging of Palm  
Beach and Treasure Coast Inc.**

**Desirae Mearns**

# Our Benefits Enrollment Center



- Shauna McRorie
  - BEC Coordinator
  - Part of our SHINE Center of Excellence
  - SHIP and BEC in the same place



- Appointment set up for holistic approach (Timetap)
  - ADRC Helpline specialists trained to make proper appointments and prepare beneficiaries for application assistance

# How we collaborate

- Train SHIP counselors to identify a BEC referral
- Educate SHIP community sites on BEC
- During the BEC process:
  - During application BEC volunteers educate beneficiaries on SHINE/SHIP
  - Offer SHINE/SHIP appointment during BEC follow up call (Coordinator trained to make appointments)



# Partnership is key

- Provide BEC outreach materials at SHIP established partners
- BEC provides SHIP materials during community fairs and presentations
- Social Security and Department of Children and Family training, referral procedure, and shared contacts
- Senior Hunger Relief Group of Palm Beach

# Open Enrollment Period

- SHIP will educate clients on BEC during this prime opportunity
- BEC will refer to SHIP for OEP appointments
- Projecting greater awareness in our community for both BEC and SHIP services during this crucial period
- Volunteers love there is a program to do SNAP/ Medicaid applications

# The “View” from Maine



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# A Geographic Look



## Maine Benefit Enrollment Centers

- Eastern Area Agency on Aging
- SeniorsPlus
- Spectrum Generations

# Outreach Challenges

- Largely rural population
- Many are homebound
- No public transportation
- Varied levels of literacy
- Many months of inclement weather

Too many consumers for BECs to reach alone!



# Developing Effective Partnerships

- Look for like minded community-based organizations and invite them to join a statewide Medicare workgroup
- Include representation from federal, state and local organizations
- Take the lead and maintain consistent leadership
- Establish clear guidelines for membership
- Communicate on a regular basis
- Schedule quarterly meetings
- Coordinate activities/collaborate on projects
- Collaborate on specific projects

# Maine Medicare Workgroup

- Started in 1996
- Collaboration between the Maine SHIP and CMS
- Goal: “To improve access to and delivery of services provided by Medicare and Medicaid beneficiaries and their caregivers in Maine.”
- Membership includes public and non-profit organizations working with people with Medicare

# Original workgroup members included:

- Centers for Medicare & Medicaid Services
- Social Security Administration
- The Maine SHIP
- The Maine SMP
- Office of Elder Services
- Administration on Aging
- AARP
- The five Agencies on Aging
- Legal Services for the Elderly
- Maine Bureau of Insurance
- Maine Primary Care Association
- Maine Equal Justice Partners
- Maine Department of Health and Human Services
- Maine Health Alliance



# Current membership also includes:

- Consumers for Affordable Health Care
- Catholic Charities Maine
- Somali Culture and Development Association
- Pine Tree Legal Association
- American Cancer Society
- Pleasant Point Reservation
- Alzheimer's Association
- USM – Muskie School of Public Service
- Office of the Inspector General
- Partnership for Healthy Aging
- Maine Long Term Care Ombudsman Program
- DFD Russell Medical Center
- Goodall Hospital
- Office of MaineCare Services
- Maine Center for Disease Control
- MedHelp Maine
- M4A
- Home Care & Hospice Alliance of Maine
- Maine Medical Association
- Board of Medical Licensure

# Seize the Day!

Stay on top of current events.

\* Sometimes a crisis can bring partners together and open up new opportunities.

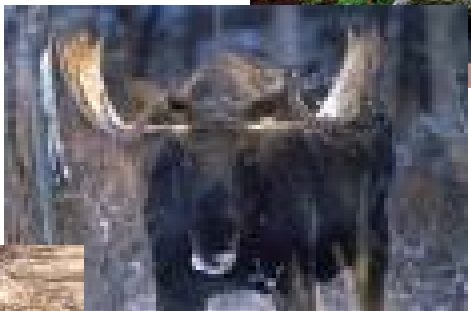
- Introduction of Medicare Part D
- Policy discussions at the State House
- Health Care Reform: The Affordable Care Act
- ACA Repeal and Replace Initiative



# Partnerships Work!

- What's in it for me?
  - Program expansion
  - Volunteer opportunities
  - Financial support
  - Access to low or no-cost materials
  - Opportunities to present to this group!

Anne Smith  
Maine SHIP/SMP  
Legal Services for the Elderly  
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# Like Taco and the Two Step....

- Questions and/or Comments

