



JUNIPER[®]
Your Health. Your Community.
A Program of TRELIS[™]



About Juniper

Juniper is a statewide social care network that helps people manage chronic health conditions, prevent falls, and foster well-being.

We bridge the gap between medical and social care through partnerships with community organizations, healthcare providers, public health and health insurance companies.

About 80%

of older adults have one
chronic condition

“Total health care spending in Minnesota attributable to selected chronic conditions is projected to grow between 22% (obesity) and 67% (dementia) between 2017 and 2028.”

Minnesota Department of Health Study, December 2022



1 in 3

older adults fall each year

\$700 million

* Cost to Minnesota for falls in 2014

“Falls are by far the leading cause of injury death for Minnesotans aged 65 and older. The age-adjusted rate for falls is 4.5 times higher than the next three leading causes (unintentional motor vehicle traffic, suicide firearm and unintentional poisoning) combined.”

Minnesota Department of Health Study,
September 2023



Example: Falls as a cost driver

- 16% of Medicare patients are frail.
- 47.2% may be classified as “pre-frail.”
- Physical frailty may be linked to cognitive decline.
 - Li et al. reported those with cognitive impairment were 2.6x more likely to have a fall.

The Own Your Future LTSS Funding and Services Initiative

Options to Increase Access to Long-
Term Care Financing, Services, and
Supports in Minnesota

October 2023

Prepared by FTI Consulting, Inc, Actuarial Research
Corporation, and the Altarum Institute, for the Minnesota
Department of Human Services Aging and Disability Services
Administration

Family Income	Community Need, All Community	Community Need, % Covered by Medicaid or AC	Nursing Facility Need, All Nursing Facility	Nursing Facility Need, % Covered by Medicaid or AC
<\$10,000	8,600	92%	2,200	94%
\$10,000-24,999	31,000	67%	8,100	77%
\$25,000-49,999	21,100	28%	4,600	61%
\$50,000-74,999	11,500	5%	2,700	48%
\$75,000-99,999	5,900	5%	800	37%
\$100,000-\$124,999	4,500	11%	300	27%
\$125,000-\$149,999	1,200	0%	100	0%
>=\$150,000	2,500	0%	500	0%
Total	86,200	41%	19,300	66%

A Projection of Medicaid Expenditures

A report titled "Baseline Projections of LTSS Use and Payments: 2023-2035"¹³ sites a more than 70% increase in Medicaid LTSS payments from 2023 to 2035. This is based on a 2.5% annual inflation and the projected increase in age 65+ populations in Minnesota. This projection assumes a stable LTSS incidence and continuance assumption. 70% over 12 years is an annual increase of over 4.5% and does not include any increase in service utilization for those in the "red box". Taken together, these factors contribute to a situation that may not be sustainable compared to annual state budgets and needs.



Juniper Network

Community care hub functions

LEADERSHIP AND GOVERNANCE

Ensure social care networks include the voices of priority populations, operate with the proper oversight and represent the interests of the community and partners.

STRATEGIC BUSINESS DEVELOPMENT

Build new solutions in partnership with the community that address critical needs while ensuring community-based organizations are paid for their work.

NETWORK RECRUITMENT, ENGAGEMENT AND SUPPORT

Ensure a broad and diverse community provider network necessary to deliver support at the community level.

CONTRACT ADMINISTRATION AND COMPLIANCE

Fulfill regulatory and contractual requirements necessary to ensure safety and security, while managing risk and improving quality.

OPERATIONS AND ANALYTICS

Ensure efficient workflows while driving data insights that produce evidence of health improvement.

INFORMATION TECHNOLOGY AND SECURITY

Maintain IT tools necessary to capture data and keep information secure.

Minnesota's opportunity

EXPAND DATA INSIGHTS

Gather new data points from people receiving services in community settings to expand data capture to include social needs data and enable predictive analytics.

LEVERAGE PUBLIC HEALTH INVESTMENTS

Braid public funds and philanthropic dollars with healthcare investments.

MEET ACCREDITATION REQUIREMENTS

National Committee for Quality Assurance and Joint Commission Health Equity Standards.

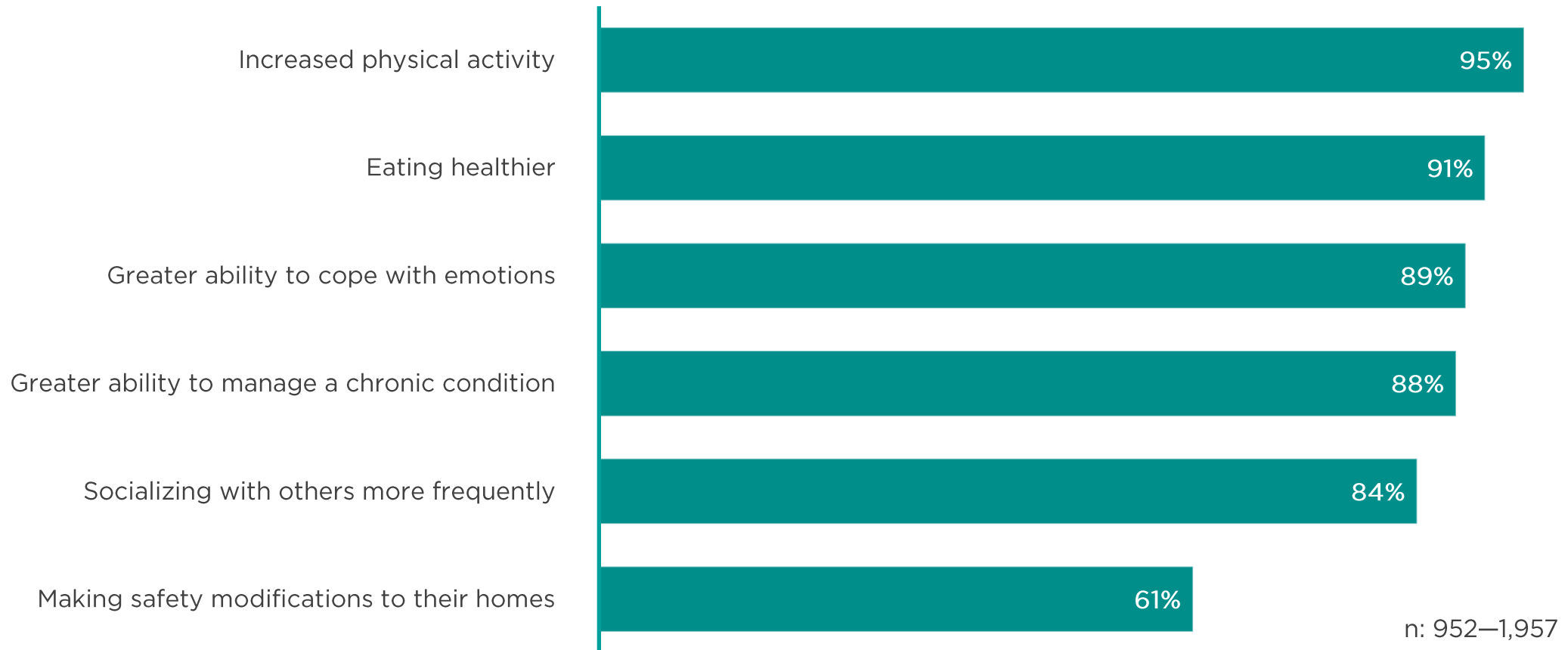
IMPROVE ACCESS TO SOCIAL CARE

Centralize administrative functions to maximize resources for direct services.



Helping people thrive in the community

Juniper participants reported:





More than 90% of participants report feeling less afraid of falling and more confident in increasing their physical activity.

9
out of
10

Participants would recommend Juniper to friends and family.



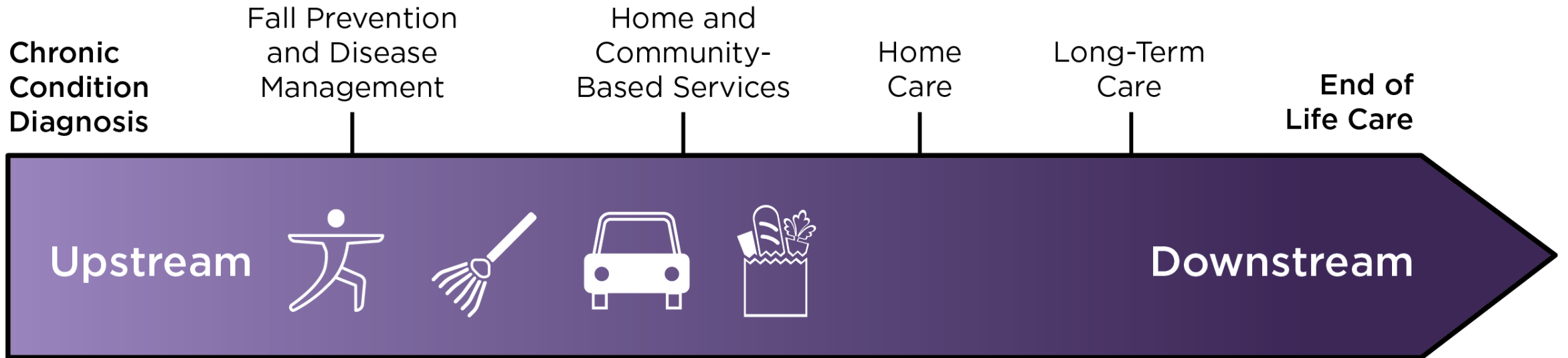
Savings range from \$2,425 - \$7,359 for each program participant completing the intervention.

Proof of concept

In 2023, 1,974 Minnesotans completed fall prevention programs. Savings attributed to those participants totaled \$8.8 million.

After factoring in the cost to operate Juniper in 2023, those savings translated into a 283% ROI in one year.

Optimizing outcomes and reducing costs



This trend provides an opportunity for Minnesota to significantly realize the financial and supportive benefits of improving access to Long-Term Services and Supports (LTSS) that are initiated early in a care situation and are home and community based. Improving accessibility to LTSS to large segments of Minnesota's older adults and their families can significantly reduce the currently expected increases.

For your consideration

- Invest in community care hubs to improve the experience of aging, bend the cost curve and secure Minnesota's leadership in addressing health-related social needs.
- Conduct a thorough process to evaluate recommendations from the Own Your Future Study for legislative implementation in the next biennium.
- Create a cabinet-level position for aging and community living to support innovations such as community care hubs and to address service and systems issues that affect older adults' ability to thrive.



Thank you

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