

## Scaling Network Lead Entities Grantee Profile

Network Name: Innovations for Aging, LLC (d.b.a. Trellis)



### Grant Goal:

Trellis is a network lead entity (NLE) in Minnesota, operating under the Juniper® brand. With this grant, they aim to apply lessons learned in their evidence-based health promotion network to an expansion into home and community-based services (HCBS) offerings that address social determinants of health (SDOH). They will take on efforts to incorporate HCBS into healthcare through the use of ICD 10 Z codes. Trellis will also further integrate network services into health care settings in a community integrated health network (CIHN) model that includes providers and health plans, with an emphasis on value-based contracting arrangements. Lastly, they will explore the expansion of NLE services to support other networks' activities in the state.

### Grant Partners:

- Arrowhead Area Agency on Aging
- HealthPartners Neuroscience Center
- Minnesota Board on Aging
- Minnesota Department of Health
- Minnesota River Area Agency on Aging
- North Dakota Department of Health
- Presbyterian Homes & Services
- Sanford Health

**Award:** \$291,565

### Target Population:

Older adults and high-risk populations (people of color and individuals with disabilities)

### Grant Objectives:

- 1) Integrate programming into at least 3 care settings where Juniper will embed community health workers to offer SDOH screening, care navigation, health promotion programming, and referrals for other long-term services and supports in a CIHN model.
- 2) Provide referrals to HCBS services for at least 1,000 patients.
- 3) Provide support, including sharing business strategy advice, to at least 4 other NLEs across the U.S.

Expected deliverables include:

- 1) A report identifying and analyzing key considerations when expanding NLEs across state lines.
- 2) Report detailing learnings from collecting ICD-10 Z codes related to SDOH and creating service provider contract templates and other business planning tools.

### Grant Summary:

Since 2016, Juniper, a program of Innovations for Aging (d.b.a. Trellis), has grown from a foundation formed by Minnesota's Area Agencies on Aging (AAAs) and Older American's Act providers. Today, they are a NLE for 86 Minnesota organizations that serve as program providers and many other stakeholders who share the goal of improving Minnesotans' health and well-being. Their services touch all 87 counties and leverage Minnesota's NWD System comprised of the Senior LinkAge Line® and Disability Hub MN.

Work under this grant will expand services into healthcare systems across the state, particularly in places where health plans and healthcare systems have entered into value-based contracts. In January 2021, Innovations for Aging launched a pilot placing a community health worker (CHW) in a clinic setting that follows the CIHN model. This was funded by the Minnesota Department of Health and services are provided by HealthPartners Neuroscience Center. Two additional pilots are in progress with Sanford Health and Presbyterian Homes & Services. This grant will allow two additional CHWs in these two clinics.

Trellis currently contracts with 2 health plans serving dually enrolled older adults and is negotiating partnerships with 5 health plans to continue program models and receiving interest from philanthropic organizations, part of their ongoing business plan that will not have to rely on grant funding in the future. Their software application lends strength in tracking and reporting information related to network activities. Illinois, Maine, North Dakota, and Texas license this software application that has tools to help them meet their network goals. Through this grant, Trellis will build upon this software to translate data and services received to medical claims. This will allow Trellis to strengthen the return on investment data for building additional partnerships and moving toward sustainability. Trellis will also leverage this funding to enhance their provider network, build additional financial models and business development, continue relationship development with healthcare organizations, and provide NLE leadership and expand to additional states.

Planned activities for NLE enhancement will focus on:

- Leadership
- Finance
- Business Development
- Network Development and Support
- Network Administration

### Grant Contact:

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