

PACE Expansion RFI – September 2025

Questions and Responses

1) What is the anticipated contract value for this service?

PACE organizations operate under a 3-way agreement signed by the PACE organization, CMS and LDH. PACE organizations are paid by Medicaid on a per member per month basis. PACE organizations can also bill Medicare for those participants that are Medicare eligible.

2) Is there a timeline in pursuing the project?

LDH has not determined a specific date for when PACE services will be available in the Shreveport area.

3) The RFI mentions that there are currently three PACE providers and four PACE centers: Associated Catholic Charities operating PACE Greater New Orleans, Franciscan Missionaries of Our Lady of the Lake operating Franciscan PACE Baton Rouge and Franciscan PACE Lafayette and Trinity Health operating Trinity Health PACE Alexandria.

- This RFI is only focusing on a new PACE center being opened in the Shreveport area. Are the other contracts nearing expiration/will they soon be up for re-bid?
PACE organizations operate under a 3-way agreement that is signed by the PACE organization, CMS and LDH. The agreement does have a cancellation clause for all parties; however, the agreement does not expire.
- Could you please provide the current contract documents/information?
There are no contracts with the PACE organizations. The 3-way agreement outlines responsibilities for all parties. The PACE organization does have to be licensed to operate in Louisiana and is required to have/obtain a Medicaid provider number to be paid by Louisiana Medicaid. PACE organizations are paid on a per member, per month basis.

4) ****Service Area Definition:**** Has LDH predefined priority parishes or ZIP codes for the Shreveport PACE service area, or are respondents expected to propose appropriate service boundaries?

Yes. Respondents are expected to propose service boundaries. There are no predefined parishes or ZIP codes.

5) ****Facility Readiness:**** Will LDH consider a phased facility activation approach, such as utilizing partial space during the ramp-up phase, or is it required that the entire center be fully operational prior to initial participant enrollment?

PACE organizations must meet certain requirements prior to opening a PACE Center. That information can be found on the CMS website in the “State Readiness Review” document.

6) ****Enrollment Pacing:**** Does LDH anticipate a phased enrollment plan prior to reaching the 210-participant cap, for example, Year-1 targets? Will there be guidance provided on the pace of growth?

LDH establishes an enrollment cap, currently 200-210 participants, for each PACE Center and pays a per member per month fee for each enrollment participant that is eligible for Long-term Care Medicaid in Louisiana.

7) ****Transition Volume:**** Could LDH share projected estimates for nursing facility residents within the Shreveport region who may be eligible for transition into PACE, including those with Serious Mental Illness (SMI)?

There are currently over 300 nursing home residents in LDH's Region 7 that are identified as having Serious Mental Illness. It is unknown how many of those people wish to move into the community or how many would choose PACE if they moved into the community.

8) ****Startup Financing:**** Are there any state grants, financial incentives, or other resources available to offset development or startup costs during the anticipated 18–36 month pre-capitation period?

LDH has not established start up grants for PACE.

9) ****Behavioral Health Coordination:**** How does LDH envision the coordination between the PACE provider and LDH-licensed behavioral health programs or partners operating in the region?

According to the federal regulations, PACE organizations are obligated to provide all services to a participant that are determined necessary by the Interdisciplinary team for the participant's emotional, social, medical and physical health, including all necessary Medicaid and Medicare services regardless of amount, duration and scope of the specific service deemed needed. Behavioral health services are a service offered in the Louisiana Medicaid state plan.

10) ****Housing-Related Supports:**** Will PACE funding be permitted for housing-related supports, such as home modifications or short-term stabilization assistance, when necessary to ensure safe community living for participants?

According to the federal regulations, PACE organizations are obligated to provide all services to participant that are determined necessary by the Interdisciplinary team for the participant's emotional, social, medical and physical health.

11) ****Performance Reporting:**** In addition to CMS PACE requirements, will LDH impose any state-specific performance metrics or reporting obligations, such as measures of transition success or reinstitutionalization rates?

PACE organizations are required to respond to requests for participant data as requested by the state.

12) ****RFP Timeline:**** Following the RFI phase, what is LDH's anticipated timeline and procedural steps for releasing a formal Request for Proposals (RFP)?

LDH does not have a specific timeline for the next step in the process.

13) ****Provider Landscape:**** At launch, does LDH expect to contract with a single PACE provider for the Shreveport area, or might multiple providers be considered in subsequent phases?

PACE organizations operate under a 3-way agreement signed by the PACE organization, CMS and LDH. LDH expects to have only one PACE organization operating in the Shreveport area, at least in the near future.

14) I have reviewed the RFI for a PACE program in the Shreveport area and wanted to reach out to see if there are any needs anywhere else within the State of Louisiana? If so, could you please share those locations with me.

At this time, LDH has not identified any other areas of Louisiana where LDH will be working with a provider to open a PACE Center.

15) From my read, the document states pretty clearly that it is not a solicitation or an RFP. Am I missing something? Has there ever been a precedent where an RFI in this program has led directly to an award, or is this just a case of people over-interpreting?

The Louisiana Department of Health is under no obligation to do anything with the information collected. We do hope to gather information needed through this RFI to:

- **Understand the operational considerations for expanding PACE to the Shreveport area**
- **Recognize opportunities and barriers to expanding PACE into the Shreveport area**
- **Determine the availability of provider network in the Shreveport area**
- **Understand the needs of the community members that can benefit from PACE**

LDH is hoping that the information gathered will lead to a new PACE Center opening in the Shreveport area.