



**Introduce:** PACE - Program of All-Inclusive Care for the Elderly

**Preview:** San Leandro PACE Center  
**San Leandro City Council - April 3, 2017**

*Center for* Elders' Independence  
Your life just got better

## CEI Mission

To provide high quality, affordable, integrated health care services to the elderly that promote autonomy, quality of life and individuals' ability to live in their communities.

We keep people out of nursing homes!



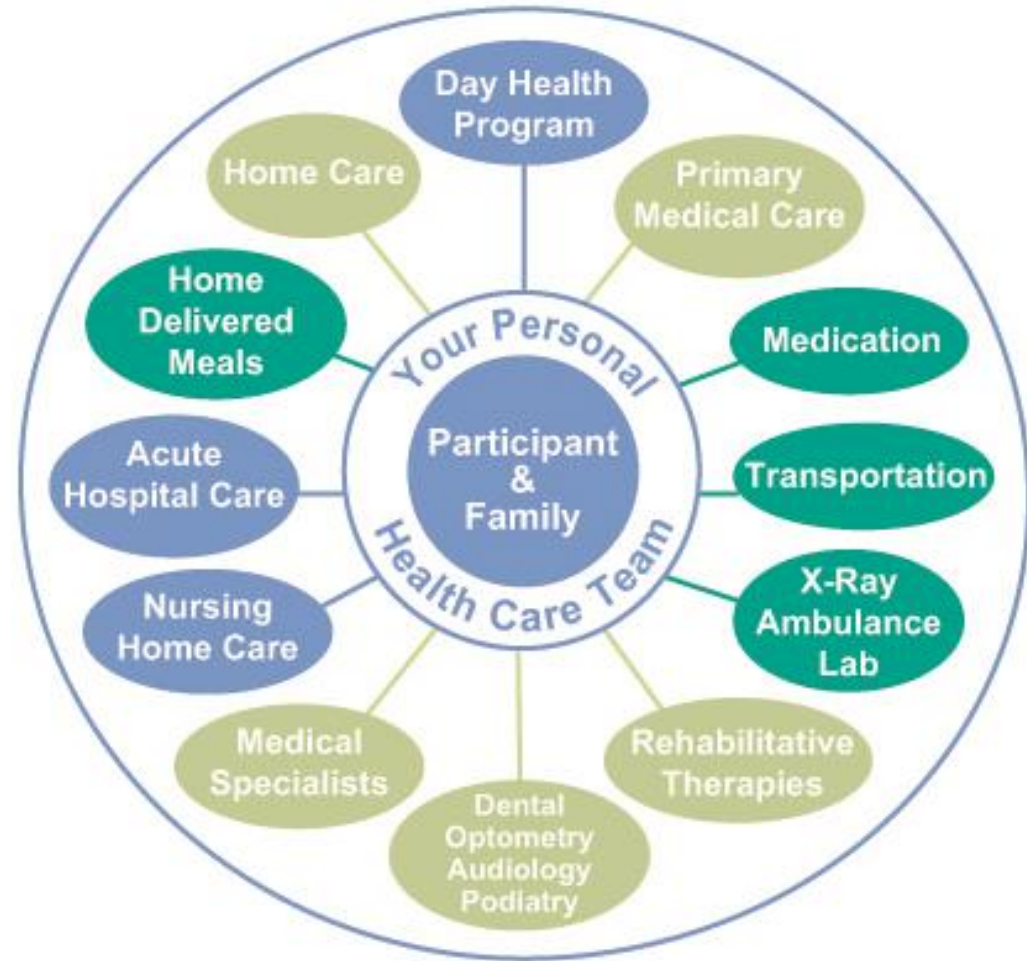
# Center for Elders' Independence

- Program of All-Inclusive Care for the Elderly: Comprehensive coordinated healthcare and support services for older adults with complex medical needs
- Serving the East Bay for 35 years
- 725 participants, 275 staff
- 100% of risk and responsibility
- Dignified successful model of care



# Comprehensive and Coordinated

- Healthcare PLUS Services that address Social determinant of health
- Excellent care coordination
- Individualized, customized care plans
- Focus on prevention, health & wellness
- Expertise in geriatric care



# Interdisciplinary Care Team

- We use an interdisciplinary team approach to develop customized, individual care plans for each participant.



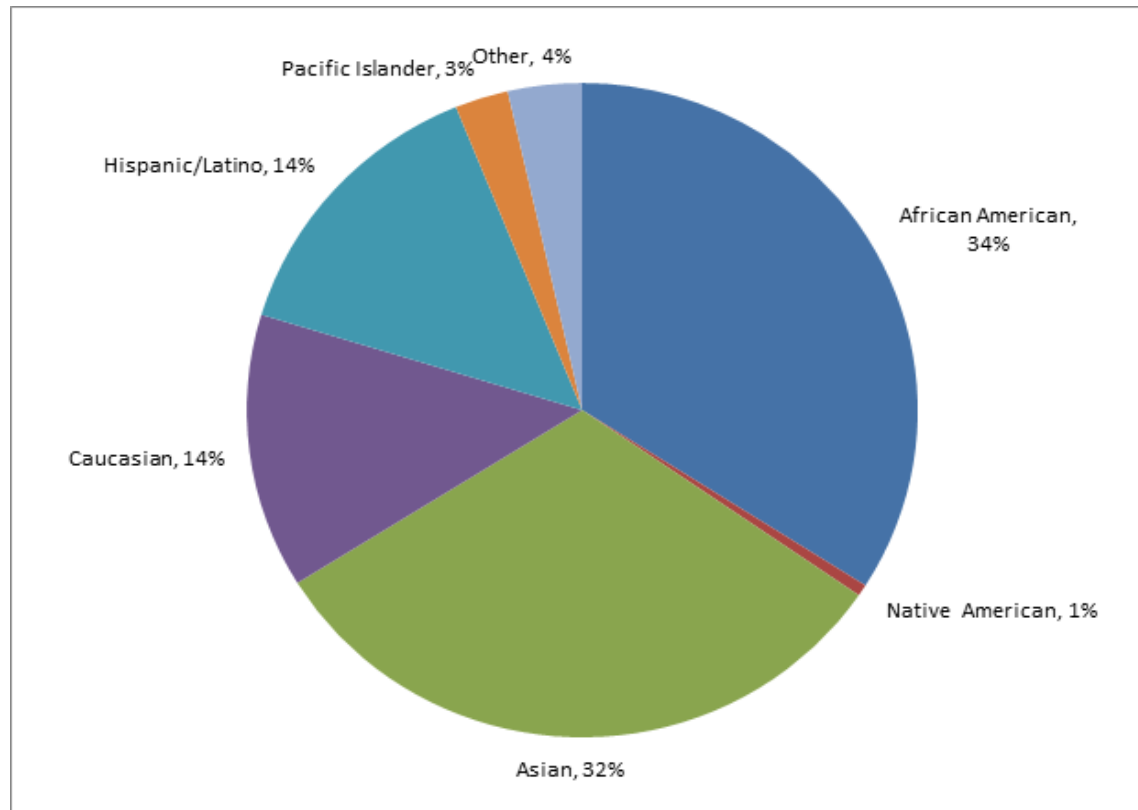
# Who is Eligible for PACE?

- 55 years of age or older.
- A resident of PACE's service area.
- “Frail” - Assessed by CA Dept. of Health Services and CEI to require nursing home level of care.
- Able and willing to live safely in the community.
- 98% of participants would recommend CEI



# CEI is the most diverse PACE Program

**700 Seniors served in the East Bay  
Staff speak 29 languages; Seniors speak 26  
languages**



# CEI's Strategy – Grow!

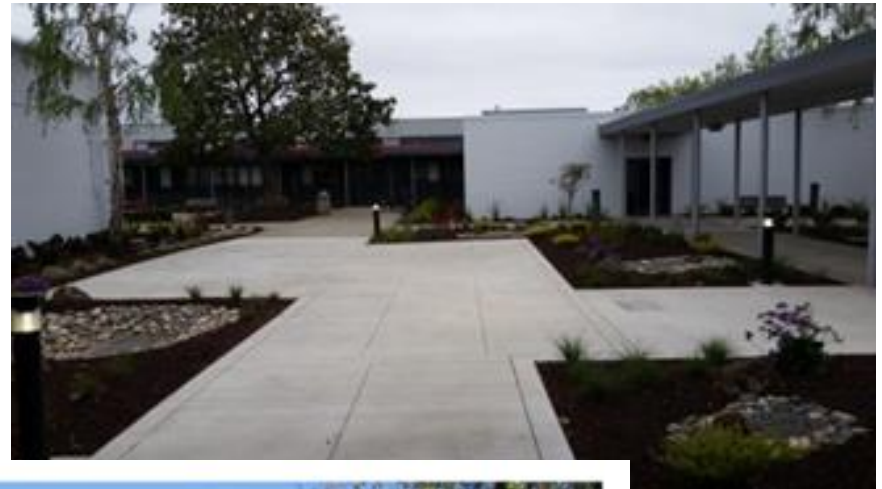
- PACE is funded by Medicare and Medi-Cal; weathered cutbacks and changes over 45 years
- Basing our growth strategy on market need
- Rapid ramp-up – leasing, not building
- Capital expenditures are covered by operating efficiencies, borrowing, and philanthropic support
- CEI has saved the money to finance our new center
- Strategic partnerships, i.e. Housing, alternative care sites, leveraging services





# Building Features

- 15,682 sf
- Stand-alone building
- Concrete Tilt-up Construction
- 45+ parking spaces
- ADA Drop-off zone
- Large gated courtyard
- Onsite deli
- Dryscape



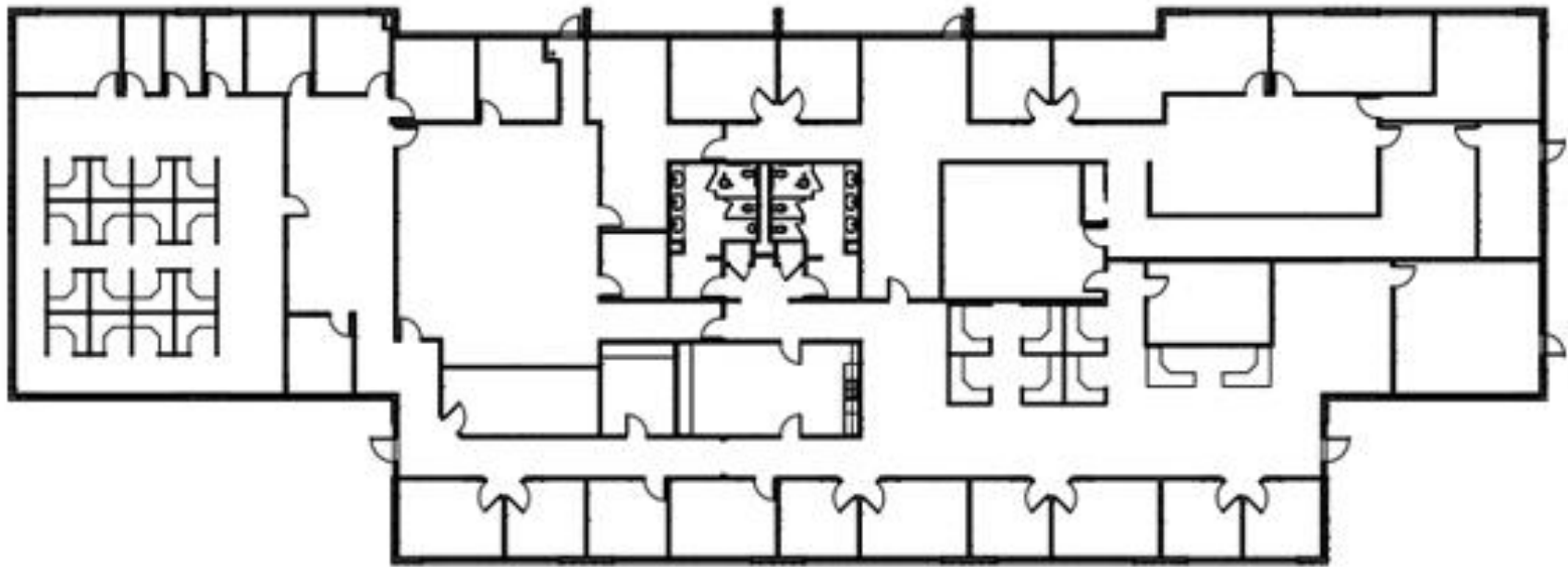
# Lease Highlights

- Term: 10yrs + 3yr option
- Base Rent \$1.50 Modified Gross (\$23,523 + CAM)
- TI Allowance \$15/sf. (\$236,820)
- Parking 3 per 1000 sf. (47 spaces)
- 3 months free rent
- Access to building on June 6.
- Lease Commencement on Sept 1.
- Lease payments start on Dec 1.

# Aerial



# Floor Plan (before)



# Floor Plan (after)



## Services to be provided:

Adult Day Care	Yes
Behavior Health	Yes
Rehabilitation	Yes
Nutrition & Meals	Yes
Primary Care	Yes
Lab tests	Yes - Bloodwork Only
Home Care	Yes
Transportation	Yes
Prescription Drugs	Yes - Storage Only
Spiritual Care	Yes
Dental	No
Vision	No
X-Ray	No





# Timeline

**Thank you! Outstanding support from San Leandro Planning Department**

State has insisted on OSHPD 3 building code – more time and \$\$

Longest Lead Time: Department of Health & Human Services approval of the license.

Open as soon as Readiness Check is completed – 100 seniors from San Leandro catchment area and staff have expressed willingness to transfer

**Projected Opening: August 2017**

# Building Costs: \$5.5 M

## Funding

- Self-Financed
- Grants and Donations to Date: \$175,000
  - Eden Health Care District
  - HEDCO Foundation
  - John and Vera Long Foundation
  - Anonymous
  - Individual
- Pending ~ \$300,000 in requests

# Thank you!!

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