

# Participation in Amazing PACE

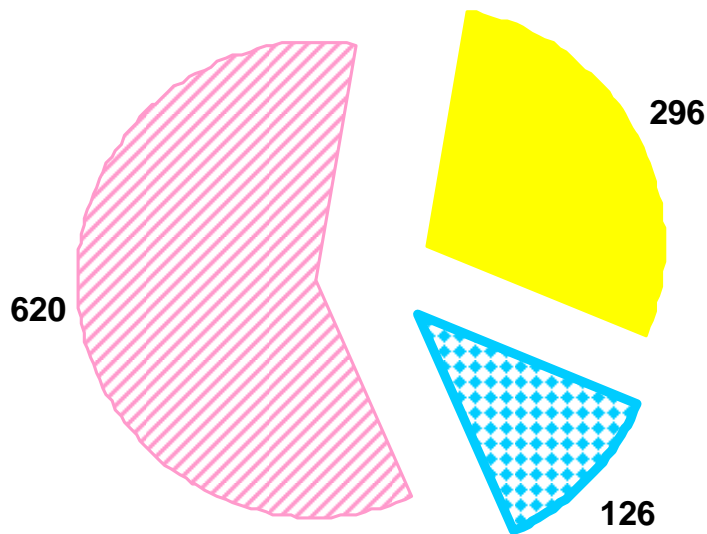
- **422 health plan participants enrolled, received a PACE pedometer and wore it at least one day**  
40% of 1,042 adult employees, retirees and spouses eligible for free enrollment
- **Average age of 55**  
Compared to average adult health plan enrollee age of 61
- **71% (n=299) managing chronic conditions**
- **43% (n=180) of PACERs self-reported as sedentary\* at the start**
- **53% (n=222) overweight or obese at the start (as measured at Annual Conference 2007 screening)**

\*Sedentary defined as engaging in 15 minutes or more of moderate or strenuous physical activity fewer than 4 times per week.



*Wally Cason, a 100+ Day PACER, punching new holes in his belt.*

## Enrollment and Participation in The Amazing PACE



1042 Covered Employees, Retirees and Spouses Eligible;  
422 Enrolled and Wore the Pedometer at least one Day;  
296 Wore the Pedometer 100 Days or More (100+ Day PACERs)

■ 100 Day PACERs ■ Other PACERs ▨ Non-PACERs

# Participation in Optimal Health Guides

**Participation in Optimal Health Guides was limited to health plan enrollees with specified chronic health conditions (by claims data or screening results) – regardless of age.**

- **1,105 of 1,590 (70%) of Health Plan Enrollees (1,590 includes adults and children) eligible**
  - 1.1 % (17) have COPD
  - 4.2% (67) have Asthma
  - 18% (205) have Diabetes
  - 74% (816) have Heart Disease – including hypertension
- **1004 of those identified are receiving an intervention** (Of those not receiving an intervention: 50 declined, 11 died, 17 no longer in health plan, 23 ineligible after direct clinical consultation with Optimal Health Guide because they do not have a chronic condition)

# Participation in Optimal Health Guides

- **Engagement Process**
  - ***All receive letters*** (sent on Conference letterhead with introduction from David Stotts)
  - ***All receive 3 telephone calls inviting them to participate in phone coaching***
  - If there is no response to letters or calls, Optimal Health Guides send educational information
- **Coaching and Education**
  - ***20.7% (n=229) receive one on one telephone coaching***
  - ***74% (n=741) are receiving educational information*** about their conditions
  - **3.1% (34) are still in the engagement process**

# PACERs Sustained Participation Levels

- On Average, PACERs Wore the Pedometer 210 days of the Year. (65% of all days during which a journey was in session)



*Leadership of District Teams  
by Cabinet Members was Key  
to Sustaining Participation  
Levels*

# Participation

## Who Wore the Pedometer 100+ Days? Not Just the Young and the Healthy

- 296 *PACERs* (60% of the health plan Participants who enrolled)
  - 59% of these have chronic conditions
  - 65% of these are overweight or obese
  - 59% of these 50 years or older

# Participation

- **Who Went from Sedentary to Active?** 49% of originally sedentary PACERs, Not Just the Young and the Healthy

*197 of health plan PACERs originally sedentary\*  
(self-report)*

*96 of them became active\*\* (from step data – 5,000+  
steps per day)*

- 52% of whom were overweight/obese at baseline
- 47% of whom have chronic conditions
- 46% of whom are 50 years or older

\*Sedentary at baseline = self-reported completing 15 minutes or more of moderate or strenuous physical activity fewer than 4 times per week.

\*\*Active = PACER's step data shows 5,000 or more steps per day on average.

# Participation in Amazing PACE Leads to Health Improvement; Health Plan Savings

Results from Health Claim Data, Annual Conference  
Screening Data, Pedometer Data



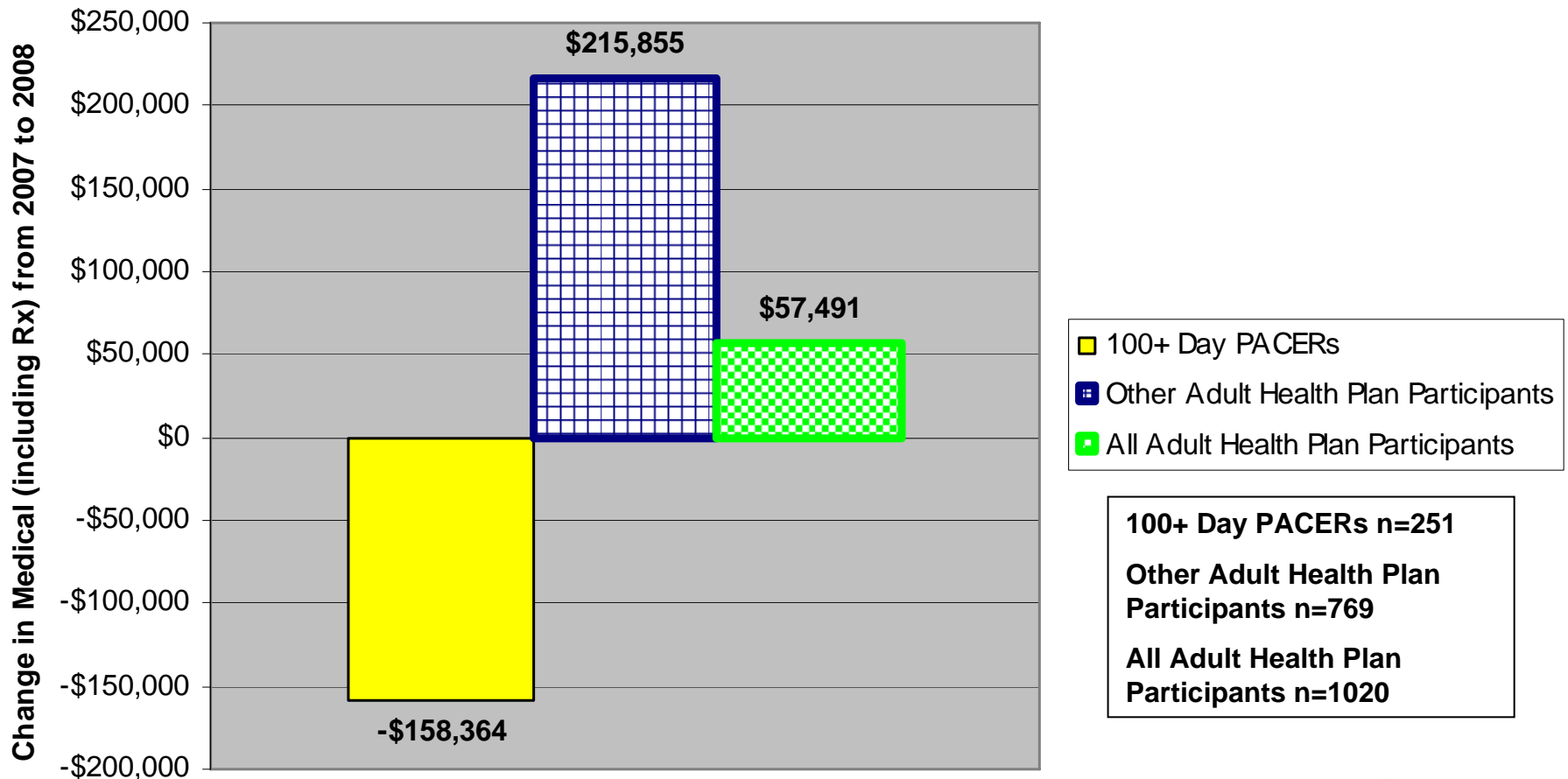
# Impact on Weight and Blood Pressure: Measured

- **94 PACERs** had weight and blood pressure measured at Annual Conference 2007 and Annual Conference 2008
  - Total ***weight loss of 497.6 lbs***; Average ***-5.29 lbs***
  - Total ***systolic BP drop of 408 points***; Average ***-4.3 points***
  - Total ***diastolic BP drop of 395 points***; Average ***-4.2 points***
- **100+ Day PACERs** (n=79, or 84% of the 94)
  - Average ***weight loss of 6.5 lbs each***
  - Average ***systolic BP drop of 6.1 points each***
  - Average ***diastolic BP drop of 6.1 points each***

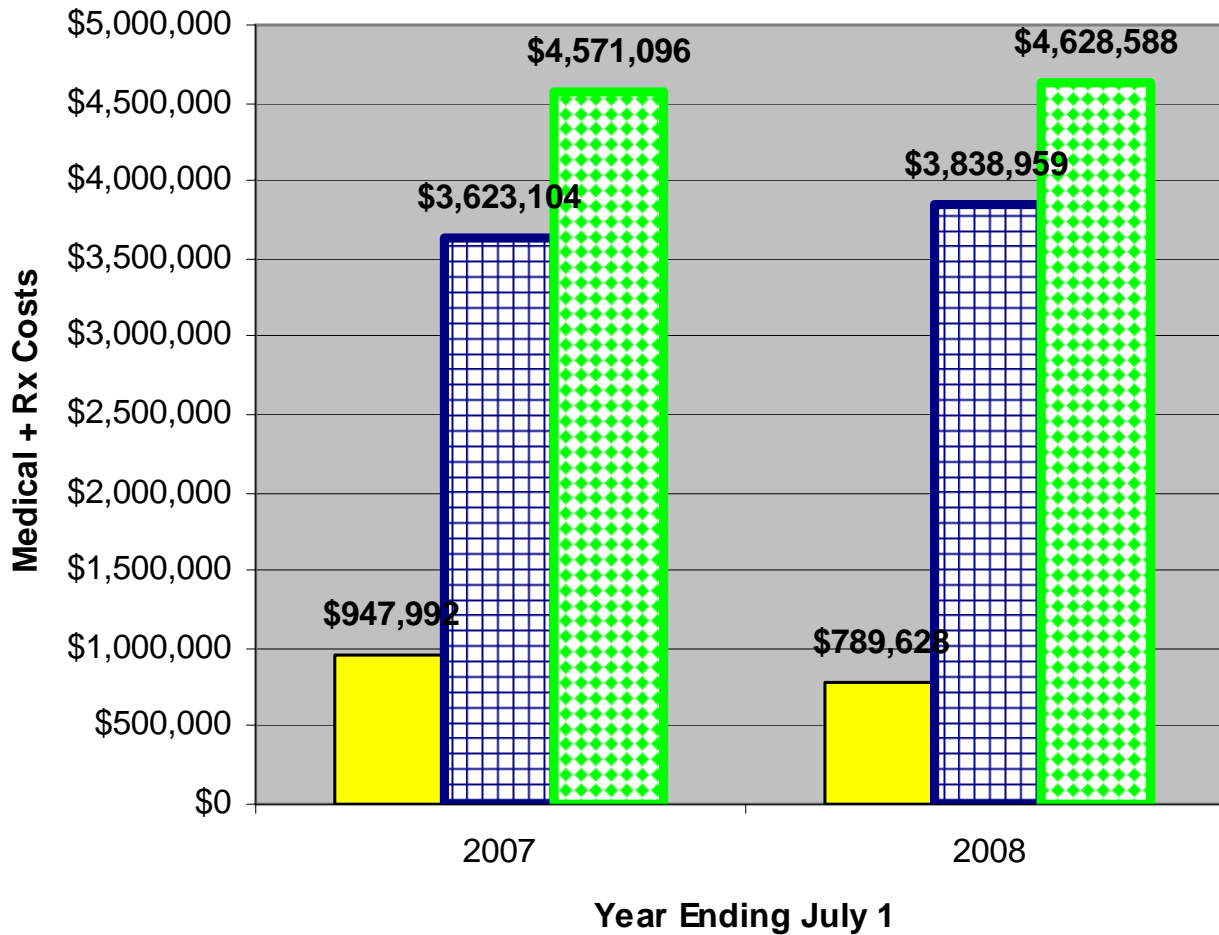
# Overall Impact on Health Plan Costs, Absenteeism

**All Medical Costs (including Rx) have risen at an average rate of 11% each year since 2002. In 2008, they rose by only 1.25% for adult health plan participants, showing the effect of a decline of -17% for 100+ Day PACERs.**

**Change in All Medical Costs from 2007 to 2008 (includes Rx) for 1020 Adult Health Plan Participants with 12 Months Data in Each Year**



## Total Annual Medical Costs



- 100+ Day PACERs
- Other Health Plan Participants
- All Adult Health Plan Participants

**100+ Day PACERs n=251**  
**Other Adult Health Plan Participants n=769**  
**All Adult Health Plan Participants n=1020**



Diabetes Medical Cost (no Rx)  
Savings:

**-\$372,240 for 188 Adult Diabetic  
Health Plan Participants** with 12  
months of claims in 2007 and 2008

**Days of Active Living  
Gained: +38**

Days spent in the  
hospital for diabetes  
problems dropped by 38  
days.



**The  
Amazing  
PACE™**

Coronary Artery Disease Medical  
Cost (no Rx) Savings:

**-\$191,952 for 86 Adult Health Plan  
Participants** with 12 months of  
claims in 2007 and 2008



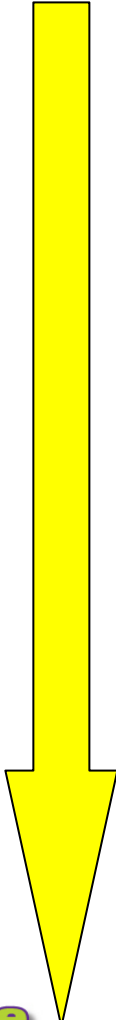
**Days of Active Living  
Gained: +139**

Days spent in the  
hospital for coronary  
artery disease dropped  
by 139 days.

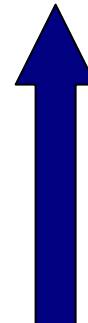


Medical Costs (no Rx) for 100+ Day PACERs dropped by **-\$147,911**, an average of **-\$589 per person**; Others' Costs Rose by +\$47,370, an average of +\$62 per person.

ALL DATA included



100+ Day PACERs' Medical Costs dropped by \$147,911, an average of \$589 per person.



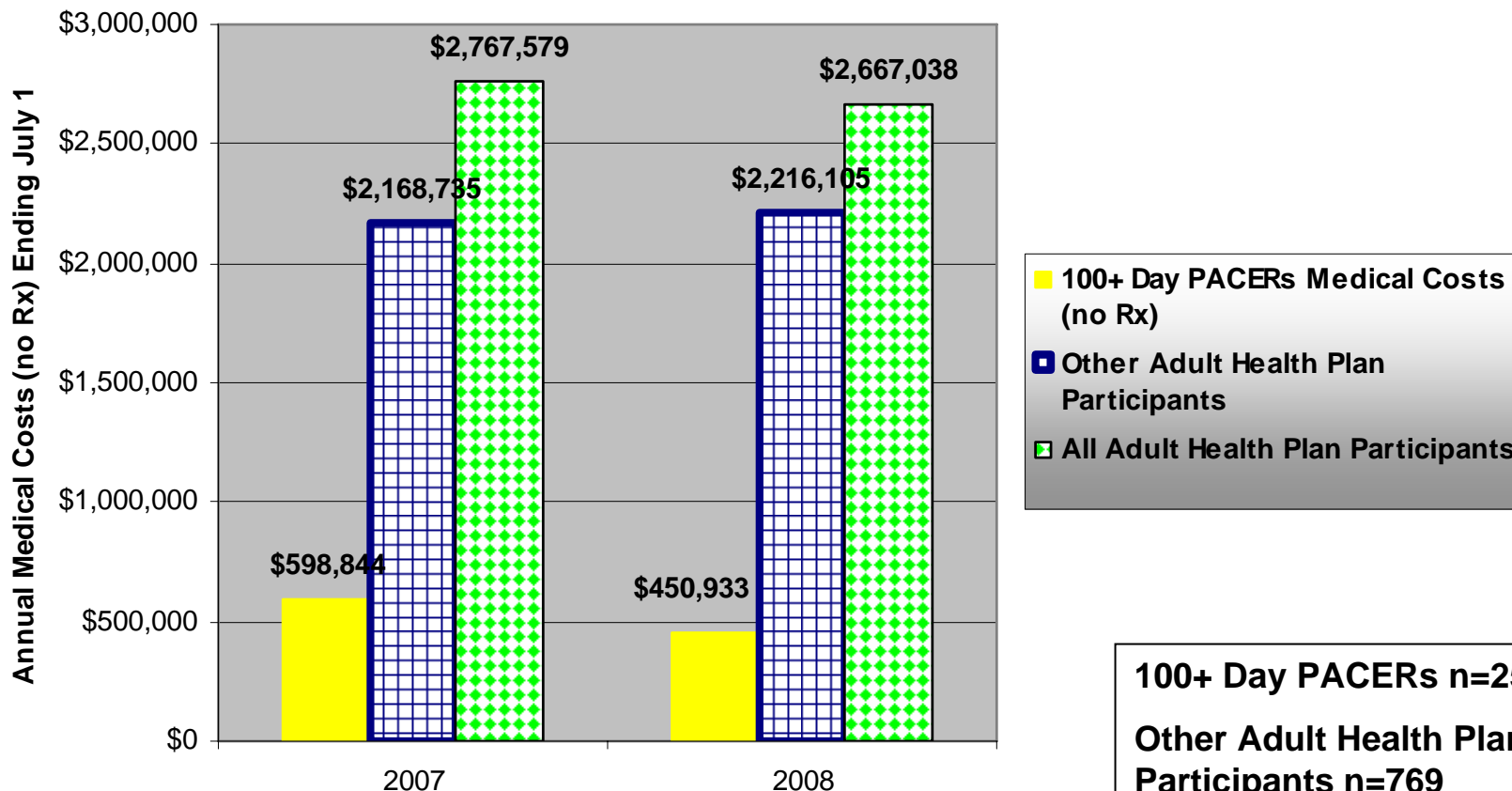
Other Adult Health Plan Participants' Medical Costs Rose by \$47,370; an average of \$62 per person



# Savings achieved by 100+ Day PACERs Caused overall Health Plan Medical Costs for the 1020 adult health plan participants to go down:

Medical Costs (no Rx) for All Adult Health Plan Participants Dropped -\$100,541

Total Medical Costs (no Rx); All Data

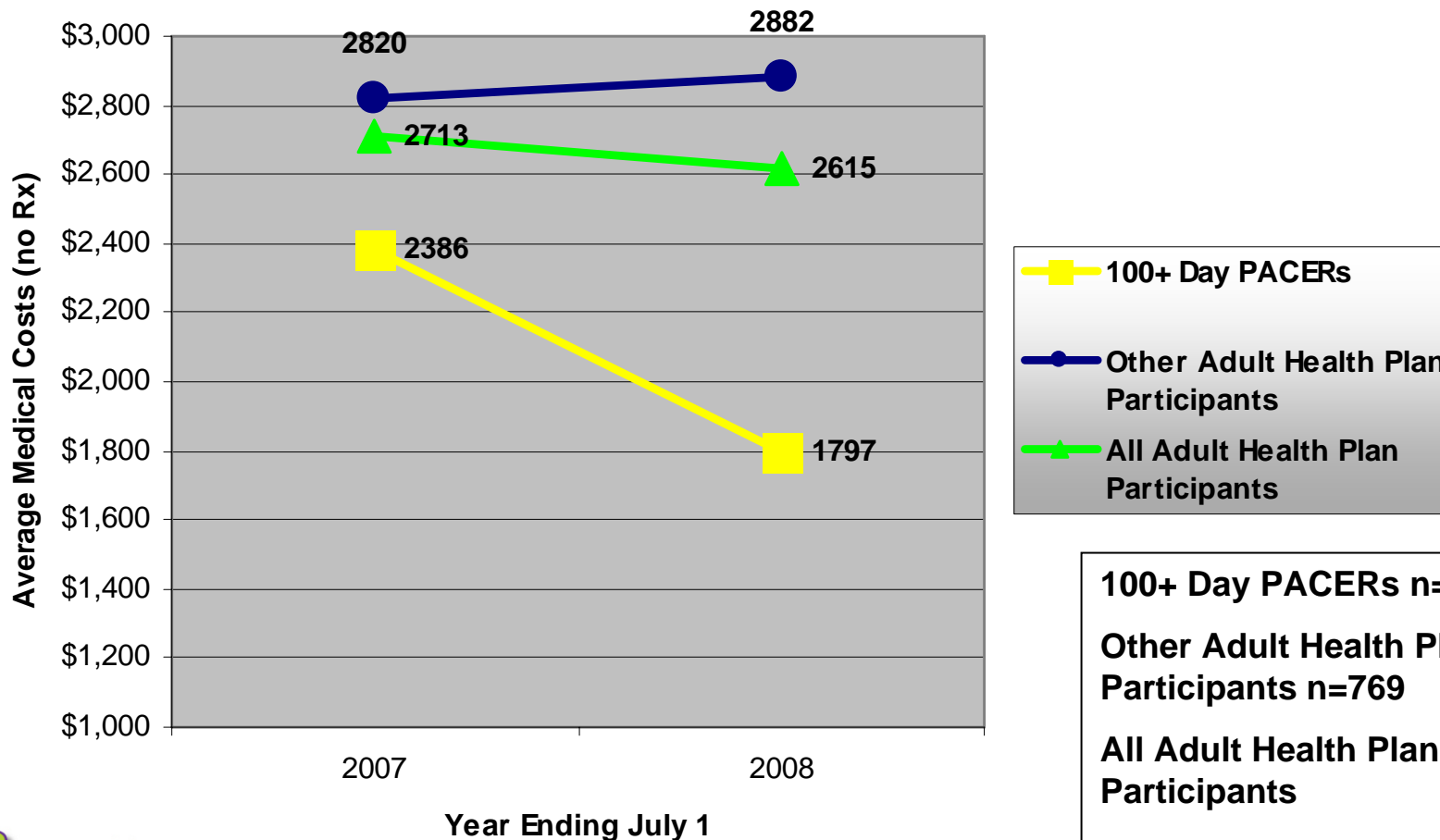


100+ Day PACERs n=251  
Other Adult Health Plan Participants n=769  
All Adult Health Plan Participants n=1020



# Average 100+ Day PACER's Annual Medical (not Rx) Costs Dropped -\$589

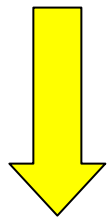
Average Medical Costs (no Rx) - All Data



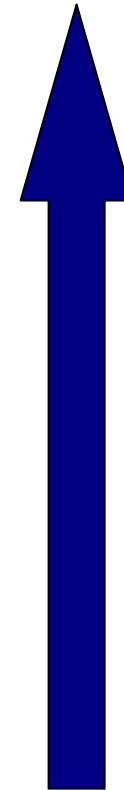
**100+ Day PACERs n=251**  
**Other Adult Health Plan Participants n=769**  
**All Adult Health Plan Participants**  
**N=1020**



Rx Costs for 100+ Day PACERs dropped by -\$10,453, an average of -\$36 per person; Others' Rx Costs rose +\$168,485, an average of +\$219 per person. Together, Rx Costs for the 1020 adult health plan participants rose +\$158,485



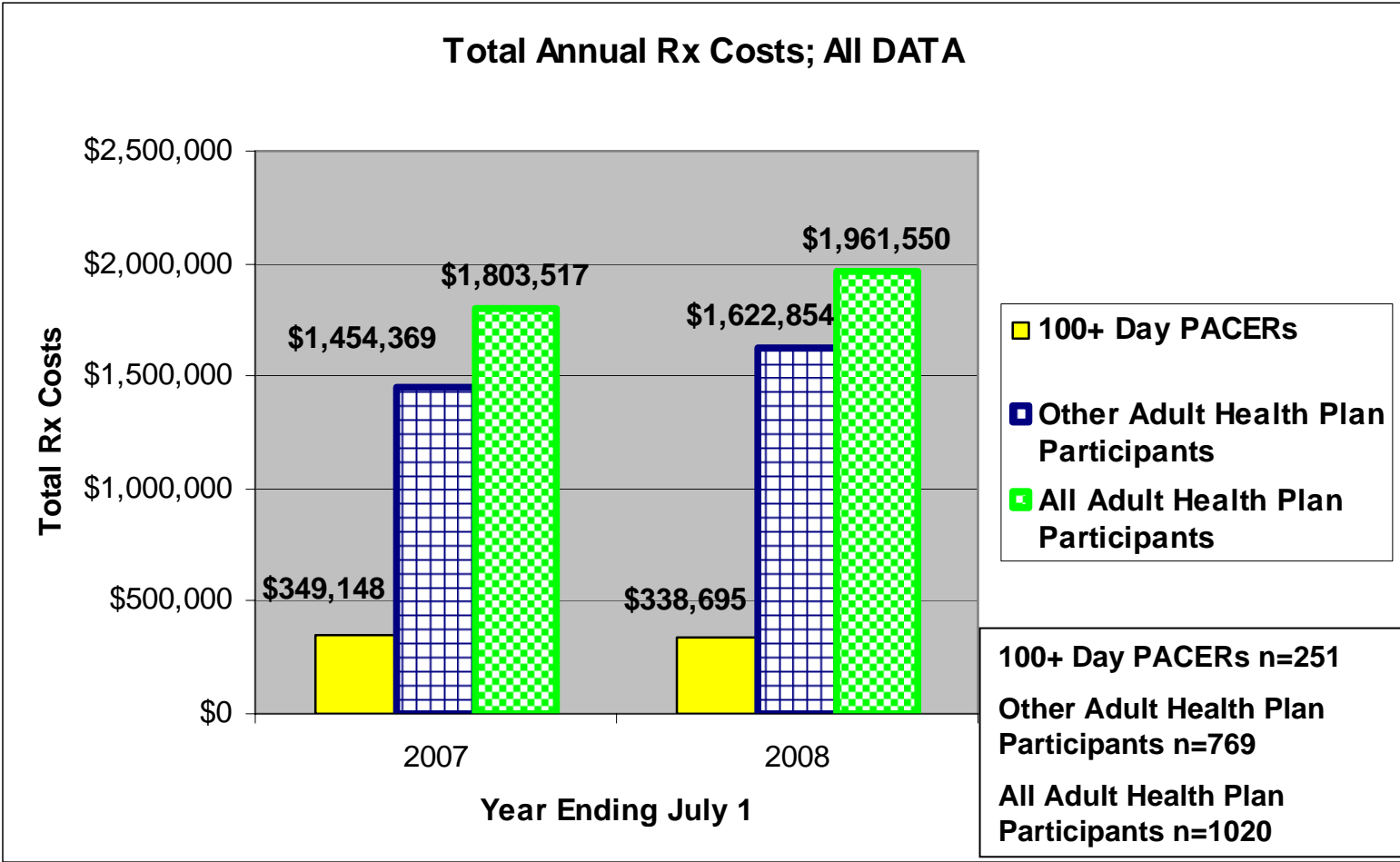
100+ Day PACERs' Rx Cost dropped by -\$10,453, an average of -\$36 per person



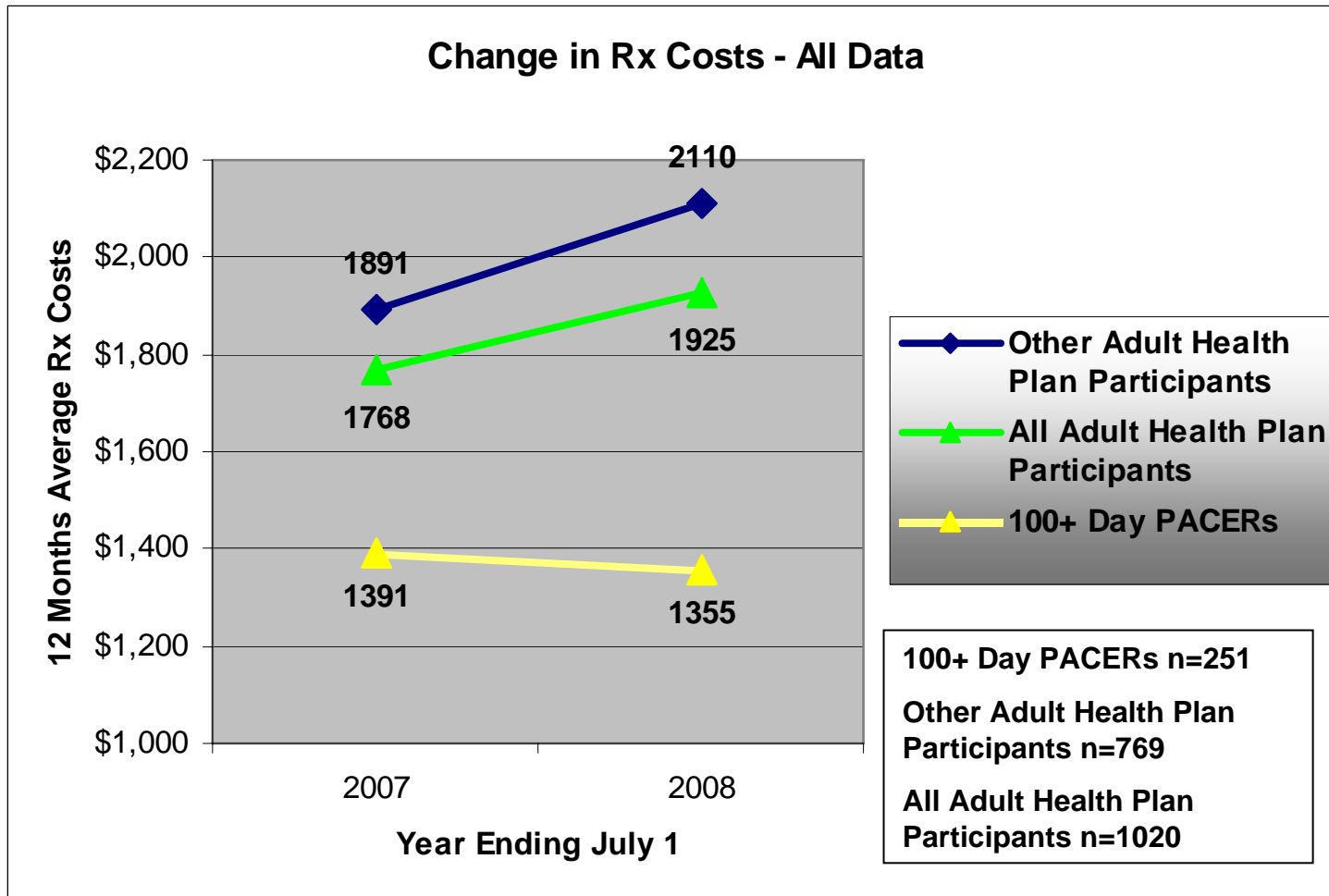
Other Adult Health Plan Participants' Rx Costs Rose by +\$168,485; an average of +\$219 per person



Rx Costs for 100+ Day PACERs dropped by -\$10,453; Rx Costs rose for Others by +\$168,485.



# Average 100+ Day Pacer's Annual Rx Costs Dropped -\$36; Others' Rose by +\$219



## Statistical Analysis of Medical Costs of PACERs vs. Non-PACERs showed statistically significant impact on costs.

“A summary interpretation is that *PACERs restrained their total health cost by about 15 percent below the trendline* it otherwise would have reached over the year of the activity . . .

The tests here show that *the differences between the PACERs and non-PACERs were statistically significant* at the conventional 5% level for prescription drug costs, and also significantly different for total cost if a lenient threshold of 12% is applied.” W.R. Cline, Economist



Top PACER, Ray Rooney