



THE GALWAY GROUP

The Galway Group TAC Description for NPA:

The Galway Group focuses its technical assistance services on Community Health Centers (CHCs) who are interested in exploring the feasibility of offering a PACE program. We have restricted our consulting to working with our colleagues in the CHC movement who want to look at PACE as an enhancement of their original CHC mission. Principals in The Galway Group are uniquely qualified to assist our CHC colleagues who want to look at implementing PACE: the staff of the Galway Group are all former CHC executives who have implemented and/or administered PACE programs; we understand the mission of CHCs, the role of consumer Boards of Directors and their strong ties to local communities and population health, and we appreciate the operational and policy challenges presented by HRSA regulations and can provide guidance on their impact on PACE, including the interface between HRSA scope of service policies and PACE service area definitions, FTCA and 340b drug program, as well as on the complexities of sliding fee scales, annual 330 grant applications and periodic on-site HRSA reviews. Since its inception, The Galway Group has co-sponsored a large in-person group training for CHCs in California and has held several webinar trainings for CHCs interested in learning more about PACE.

Which of the following services do you provide?

Market feasibility--YES

Application development--YES

Program start-up--YES

Operational support and technical assistance--YES

Expansion support—YES

Other (please describe)

2. *What year did your organization begin providing technical assistance for PACE? 2015*
3. *List key employees and describe their experience with PACE (including number of years)*
The staff of Galway Group are all former CHC executives who started and administered PACE. Jack Cradock, former CEO of the East Boston Neighborhood Health Center, was the first CHC leader to start a PACE program. Dan Driscoll, former CEO of Harbor Health Services in Boston was among a small group who were in the second wave of CHC PACE programs in the 1990's. Jan Levinson of our group has additional experience in a PACE-like program in Massachusetts called the Senior Care Options program.
4. *How many PACE clients are you currently serving? 3, with 2 pending*
5. *How many PACE clients have you served since your TAC was created? 9 CHCs, with 2 more pending*
6. *How many PACE feasibility studies have you conducted? The Galway Group has worked with 8 CHCs in providing demographic analyses; market feasibility and state environment assessment; pro forma development and, when requested, Board of Directors' presentation and discussion.*
7. *How many PACE applications have you submitted? Galway Group is currently in the process of assisting two clients with their PACE applications and Galway Group principals have been involved with the development and submission of their organizations' initial and service area expansion applications and have access to staff who are experienced with the PACE application process.*

8. How many organizations have you moved through the process from market feasibility to ongoing operations? *Please see #6 and #7 above.*
9. List the states you've worked with and briefly describe your effectiveness in working with those states on rate setting. *Galway Group clients are/have been in California; Washington State; Washington D.C.; New Mexico; Massachusetts and New York; states pending include New Jersey and Indiana. We have been successful in establishing good working relationships with officials in all the states we have worked in.*
10. List the names of the PACE organizations you utilize as resources. Identify those that are used for site visits. *East Boston Community Health Center; Harbor Health Services; Uphams Corner PACE; Piedmont Health SeniorCare*
11. Provide a list of previous and current clients (including contact information) that we may contact to ask them to complete a satisfaction survey.
*Tripp Shannon, Hudson Headwaters Health Network
tshannon@hohn.org*
- Tony Alatorre, Clinicas del Camino Real
talatorre@clinicas.org*
12. Provide a list of previous and current clients (including contact information) that have agreed to serve as references. *Please contact the TAC for references*