



CAMBRIDGE

Realty Capital Companies

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CAMBRIDGE BLOG DESCRIBES UNIQUE STATE OF OREGON MEDICAID PROGRAM THAT COULD WIND UP SAVING GOVERNMENTS BILLIONS OF DOLLARS

The state of Oregon appears to have come up with a new statewide Medicaid health care delivery program that could wind up saving federal and state governments billions of dollars if adopted nationwide.

A PulsePoints blog posted on the Cambridge Realty Capital Companies website, www.cambridgecap.com, describes how Oregon has effectively "reinvented" the business model for its state-operated Medicaid program.

According to Cambridge Chairman Jeffrey A. Davis, Oregon Gov. John Kitzhaber urged colleagues attending the winter meeting of the National Governors Association to think not just about cutting or expanding Medicaid but about "reinventing" it.

"The Governor's main idea is that savings can be had without the traditional method of cutting employees or slashing benefits. Usually that translates into paying service providers less, but none of this is necessary if states reorganize the general way healthcare is delivered," he said.

The state of Oregon was given a federal waiver to explore a new method that focuses on the use of Medicaid coordinated care organizations. The coordinated care delivery organizations are mostly based on moving away from the traditional fee-for-service model.

Currently, 15 new delivery organizations are strategically positioned throughout the state. About 90 percent of enrollees in the state are using these organizations.

Davis says the state claims that 10-year savings for the program may top \$7 billion. If unrolled nationwide, there may be savings well surpassing the trillion dollar mark.

As Gov. Kitzhaber puts it, "numbers and outcomes are going to drive changes in the Medicaid program. We're either going to do it through something crazy like the sequester or we're going to redesign the delivery model to get more value for the dollars we're spending."

Privately owned since its founding in 1983 as a real estate investment banker specializing in commercial real estate properties, Cambridge today has three distinctive business units: FHA-insured HUD loans, conventional financing, and investments and acquisitions. The company is one of the nation's leading nursing home, [assisted living](#) and healthcare debt and equity capital providers, with more than 400 closed transactions totaling more than \$4.5 billion since the early 1990's, when the firm began its specialization in providing senior housing capital.

Cambridge has consistently ranked among the country's top five FHA-insured HUD lenders (now HUD LEAN) over the last 15 years and offers an array of conventional lending options, including permanent construction and interim loans on either a floating or variable rate basis. The company's principal investment strategy includes direct property acquisitions and joint ventures, sale/leasebacks, conventional and mezzanine debt financing, and the acquisition of distressed debt.

Cambridge is the creator of *The Signature Experience*[™], a four-step process designed to transform the traditional lender/borrower relationship and identify "ideal" capital solutions for worthy projects. The company has a national origination office in Los Angeles, and numerous correspondent and brokerage relationships nationwide.

Cambridge publishes the bi-monthly e-PULSE!(R) electronic newsletter, which delivers company news and feature stories via e-mail to corporate friends and clients, as well as monthly updates of other relevant news and breaking trends. Additional information is available on the Cambridge website, www.cambridgecap.com, and Cambridge can be reached at (312) 357-1601 or via e-mail to info@cambridgecap.com.

The firm also has embraced social media and networking via Twitter at <http://twitter.com/cambridgecap>, via Facebook at <http://www.facebook.com/cambridgecap>, via blog at www.cambridgecap.com/blog, via YouTube at <http://www.youtube.com/user/ePulseLive>, and via LinkedIn at <http://www.linkedin.com/companies/454232>, where information on the firm and its employees can be found..

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