Changing What “Counts” As Health Care

Rebecca Onie, JD – CEO, Health Leads
October 12, 2017
WSHA Annual Member Meeting
WHITE COAT
CLENCHED FIST
The Political Education Of An American Physician
Fitzhugh Mullan, M.D.
Dr. Geiger, Dr. Barnes, Sister Mary Stella Simpson
Mismatch Between Drivers of Health and Spending

Patients’ lives outside the clinic drive vast majority of health outcomes

Determinants
- Access to care: 6%
- Genetics: 20%
- Socioeconomic and physical environments: 22%
- Healthy behaviors: 37%
- Interactions among determinants: 15%

National health expenditures: $2.6 trillion
- Medical services: 90%
- Healthy behaviors: 9%
- Other: 1%

Where Would You Invest for Health? Seattle, WA

White Democrat Women

- Transportation: 7%
- Utility Bills: 8%
- Affordable Childcare: 13%
- Food Banks: 10%
- Farmers Markets: 16%
- Affordable Housing: 37%
- Hospitals: 8%
- Health Centers: 6%

White & Hispanic Male Swing Voters

- Transportation: 11%
- Utility Bills: 9%
- Affordable Childcare: 8%
- Food Banks: 11%
- Farmers Markets: 14%
- Affordable Housing: 22%
- Hospitals: 11%
- Health Centers: 14%

* Polling conducted by Public Opinion Strategies consulting firm on August 8th
Where Would You Invest for Health? Charlotte, NC

**African American Democrat Women**
- Health Centers: 24%
- Affordable Housing: 19%
- Affordable Childcare: 14%
- Food Banks: 11%
- Farmers Markets: 14%
- Hospitals: 9%
- Transportation: 7%
- Utility Bills: 2%

**White Republican Women**
- Health Centers: 22%
- Affordable Childcare: 13%
- Food Banks: 13%
- Farmers Markets: 14%
- Affordable Housing: 19%
- Hospitals: 11%
- Transportation: 4%
- Utility Bills: 4%

* Polling conducted by Public Opinion Strategies consulting firm on August 23th

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Health Leads’ Vision

Health Leads envisions a healthcare system that *addresses all patients’ basic resource needs* as a standard part of quality care.
Resource Connections at Work
Patient-Level Impact

Addressing Unmet Basic Resource Needs as Part of Chronic Cardiometabolic Disease Management

Seth A. Berkowitz, MD, MPH; Amy Catherine Hulberg, MPP; Sara Standish, MBA; Gally Reznor, MS; Steven J. Atlas, MD, MPH

Addressing social needs (via Health Leads) associated with clinically meaningful improvements in blood pressure and lipid levels

Which Triple Aim?

- Experience of Care
- Per Capita Cost
- Population Health

Note: Triple Aim image accessed at [http://www.ihi.org/Engage/Initiatives/TripleAim/Pages/default.aspx](http://www.ihi.org/Engage/Initiatives/TripleAim/Pages/default.aspx). Red box emphasis was added.
Hungry Patients = Expensive Patients

Original Investigation
September 25, 2017

JAMA Internal Medicine

Supplemental Nutrition Assistance Program (SNAP) Participation and Health Care Expenditures Among Low-Income Adults

Using data from 4447 low-income adults...we found that participation in SNAP was associated with lower health care expenditures by approximately $1400 per year

“What is the role and responsibility of the healthcare system with respect to patients’ social needs?”

Ray Baxter
Former Senior VP, Community Benefit, Research and Health Policy
Kaiser Permanente
Coalition of Leaders: Healthcare Delivery Orgs’ Role
Core Roadmap Elements of Social Needs Integration

Provider-Endorsed Approach to High-Quality, Scalable, Data-Driven Social Needs Interventions:

- Screening & Assessment
- Community Partnerships
- Navigation & Resource Connections
- Data and Health IT
- Social Needs Team
- Leadership Engagement
### Screening & Assessment: A Social Needs Intake

#### SAMPLE SCREENING QUESTIONS

<table>
<thead>
<tr>
<th>Question</th>
<th>Clinically Validated</th>
<th>Precision</th>
<th>Grade Level</th>
</tr>
</thead>
<tbody>
<tr>
<td>The food that we bought just didn’t last, and we didn’t have money to get more. Was that often, sometimes, or never true for your household in the last 12 months? (USDA, The Hunger Vital Sign)</td>
<td>✔️</td>
<td></td>
<td>5&lt;sup&gt;th&lt;/sup&gt;</td>
</tr>
<tr>
<td>Within the past 12 months we worried whether our food would run out before we got money to buy more. (USDA, The Hunger Vital Sign)</td>
<td>✔️</td>
<td></td>
<td>8&lt;sup&gt;th&lt;/sup&gt;</td>
</tr>
<tr>
<td>We couldn’t afford to eat balanced meals. Was that often, sometimes, or never true for you in the last 12 months? (USDA)</td>
<td>✔️</td>
<td>✔️</td>
<td>4&lt;sup&gt;th&lt;/sup&gt;</td>
</tr>
<tr>
<td>In the past year, have you ever used a Food Pantry/Soup Kitchen or received a food donation? Yes, No (Children’s HealthWatch)</td>
<td>✔️</td>
<td>✔️</td>
<td>7&lt;sup&gt;th&lt;/sup&gt;</td>
</tr>
</tbody>
</table>
Navigation & Workforce: Social Needs Dashboard
Community Partnerships: Resource Landscape

Health Leads’ Community Resource Usage, FY15

- **49%** Never used for client referral
- **27%** used for referral but did not contribute to success
- **24%** Used for referral and contributed to success
- **1%** of resources = 51% of successful connections (10% = 90% connections)

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## BMJ Quality & Safety

### Patients with comorbidity X (%)

<table>
<thead>
<tr>
<th>Chronic conditions</th>
<th>Patients with comorbidity X (%)</th>
<th>Patients without comorbidity X (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Depression</td>
<td>17.8</td>
<td>9.5</td>
</tr>
<tr>
<td>Hypertension</td>
<td>54.3</td>
<td>46.3</td>
</tr>
<tr>
<td>Cerebrovascular disease</td>
<td>7.7</td>
<td>6.8</td>
</tr>
<tr>
<td>Chronic kidney disease</td>
<td>7.9</td>
<td>6.0</td>
</tr>
<tr>
<td>Coronary artery disease</td>
<td>16.4</td>
<td>14.6</td>
</tr>
<tr>
<td>Diabetes</td>
<td>32.7</td>
<td>20.4</td>
</tr>
</tbody>
</table>

### Health service use

<table>
<thead>
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<th>Health service use</th>
<th>Patients with comorbidity X (%)</th>
<th>Patients without comorbidity X (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>High emergency department use (≥2 in calendar year 2013)</td>
<td>11.3</td>
<td>5.4</td>
</tr>
<tr>
<td>High ‘no-shows’ to clinic appointments (≥1 in calendar year 2013)</td>
<td>21.6</td>
<td>11.9</td>
</tr>
</tbody>
</table>

### Chronic disease management

<table>
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<th>Patients with comorbidity X (%)</th>
<th>Patients without comorbidity X (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>LDL cholesterol &gt;100 mg/dL*</td>
<td>41.8</td>
<td>27.5</td>
</tr>
<tr>
<td>Haemoglobin A1c &gt;8.0%†</td>
<td>37.7</td>
<td>27.3</td>
</tr>
<tr>
<td>Haemoglobin A1c &gt;9.0%†</td>
<td>22.4</td>
<td>12.1</td>
</tr>
</tbody>
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Leadership