



GOD'S LOVE
WE DELIVER®

NAACOS SDH Learning Collaborative: Making the Business Case

God's Love We Deliver: Providing nutritious, medically-tailored home delivered meals and medical nutrition therapy as a service to address the social determinants of health

MAY 2022

MISSION STATEMENT

Food is Medicine Food is Love

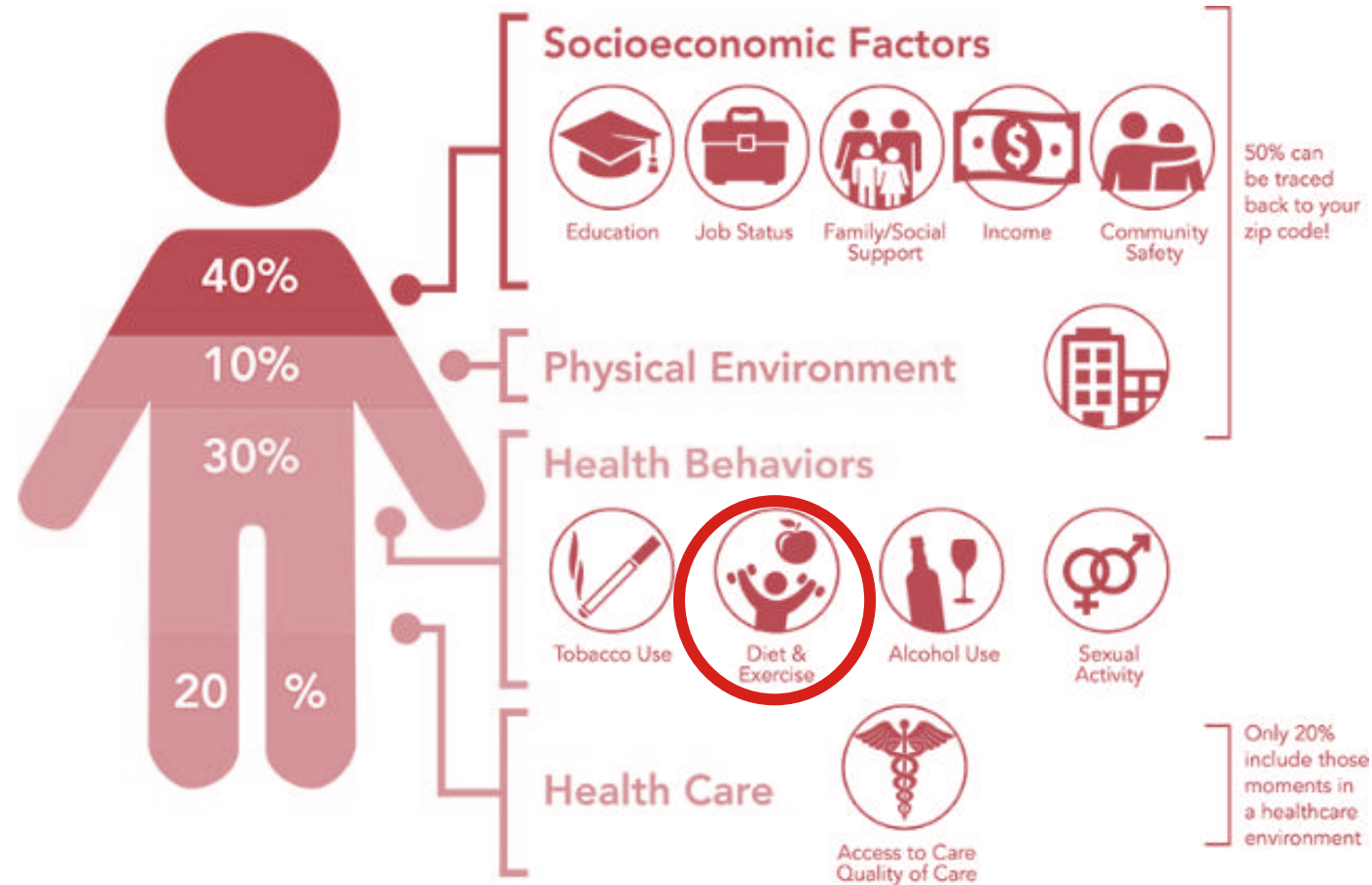
The mission of God's Love We Deliver is to improve the health and well-being of men, women and children living with HIV/AIDS, cancer and other serious illnesses by alleviating hunger and malnutrition. We prepare and deliver nutritious, high-quality meals to people who, because of their illness, are unable to provide or prepare meals for themselves. We also provide illness-specific nutrition education and counseling to our clients, families, care providers and other service organizations.

All of our services are provided free to clients without regard to income.

God's Love We Deliver is a non-sectarian organization.



Addressing the Social Determinants of Health

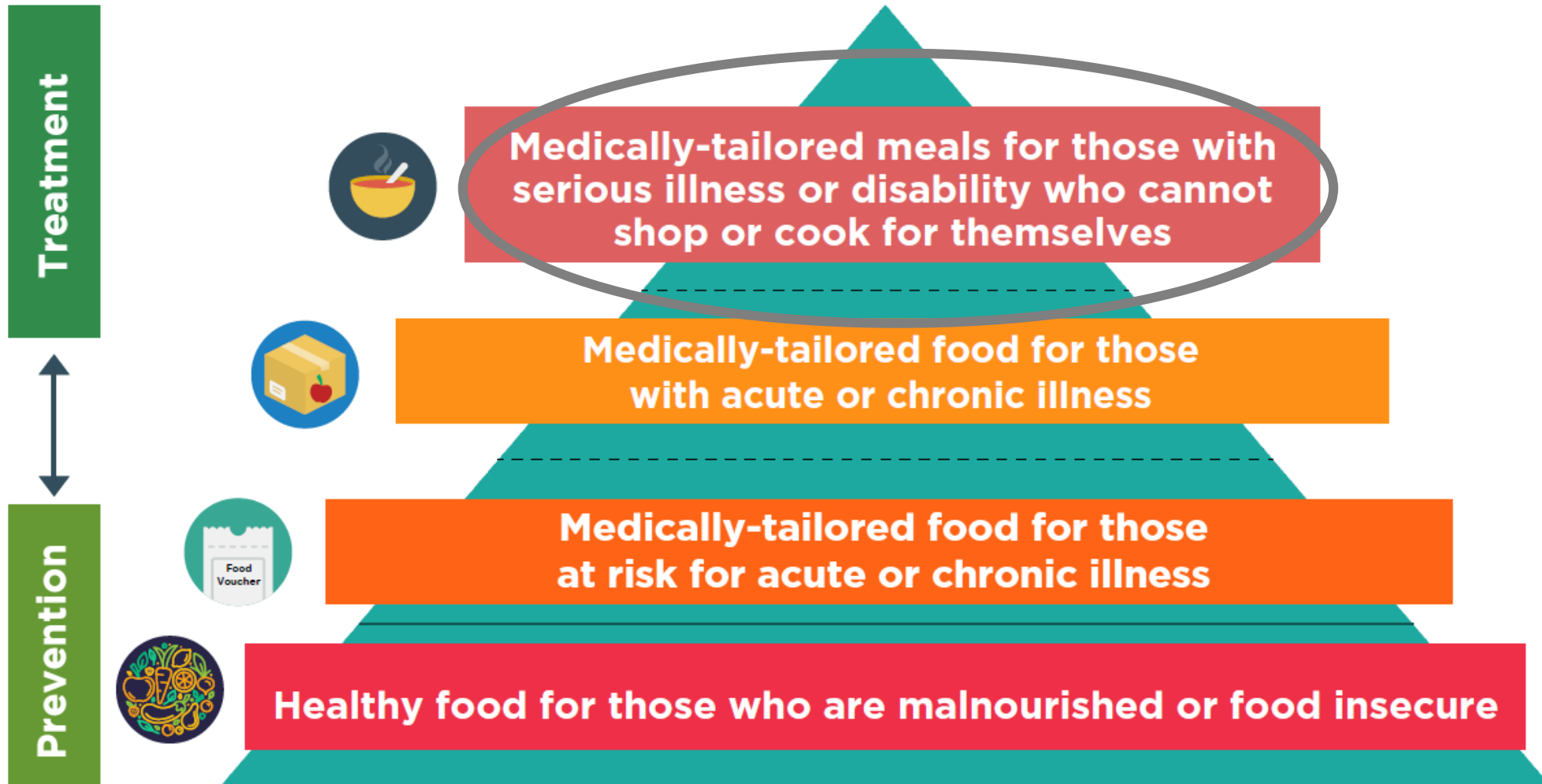


Source: Institute for Clinical Systems Improvement, Going Beyond Clinical Walls: Solving Complex Problems (October 2014)

Medically Tailored Meal Intervention



FOOD IS MEDICINE





What We Do

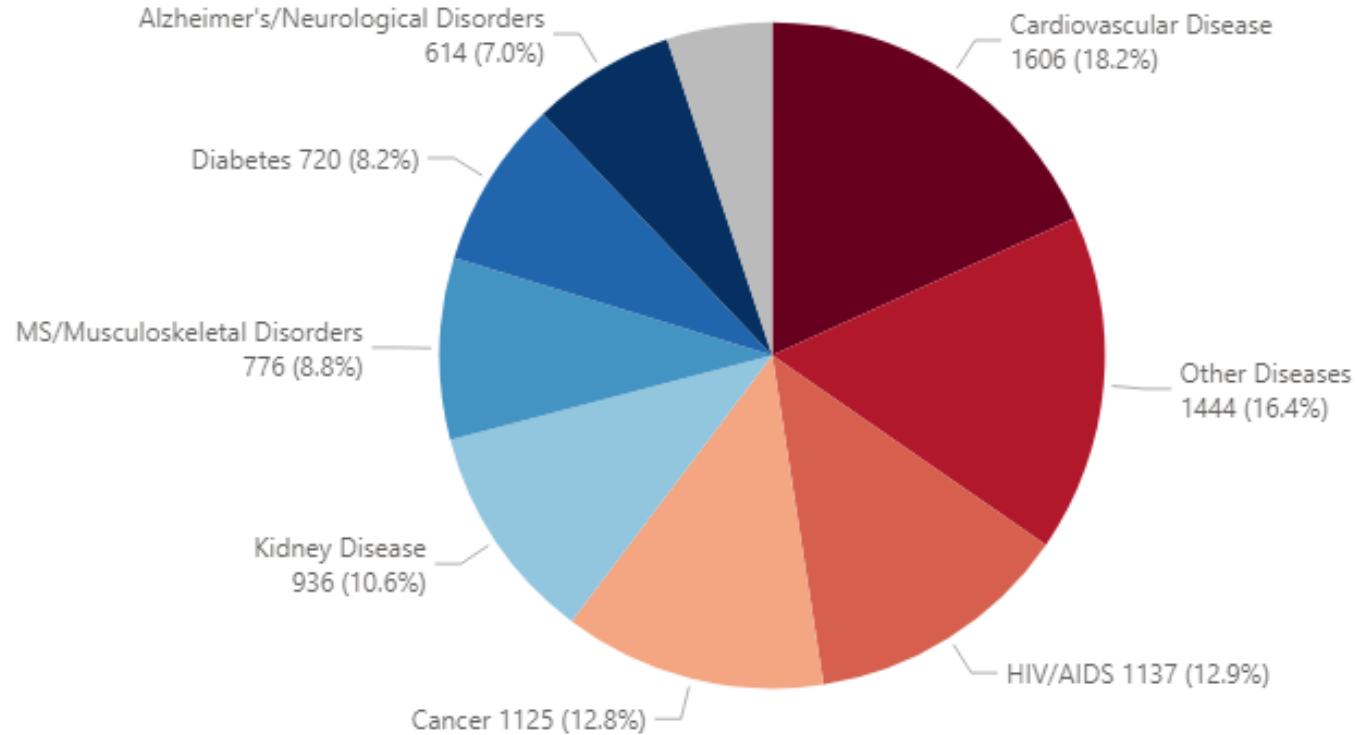
- Lead the NY metro area in delivering life-sustaining meals and nutritional counseling for people living with severe and chronic illnesses
- Alleviate hunger and malnutrition
- Problem-solve for individuals unable to shop or cook meals for themselves
- Provide illness-specific nutrition education and counseling to clients
- Tailor meals for each client by one of our Registered Dietitian Nutritionists (RDN)
- Deliver to each client's doorstep



Our Clients

10,000 people served FY21, including clients, children, caregivers;
2.5 million meals per year; 200+ different primary diagnoses

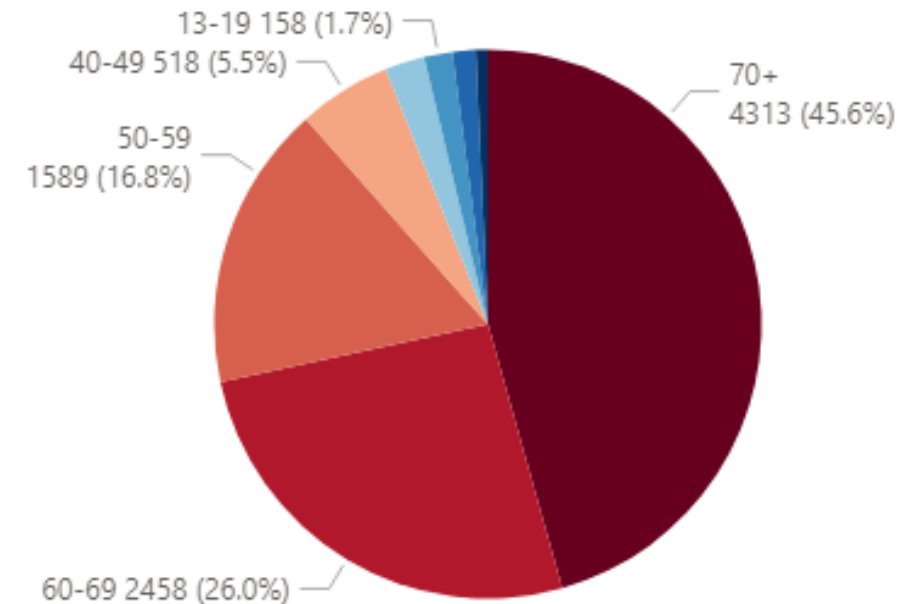
Clients by Diagnosis



Comorbidities:

- 90% of clients have a Secondary Diagnosis
- 43% with 5+ conditions

Clients by Age



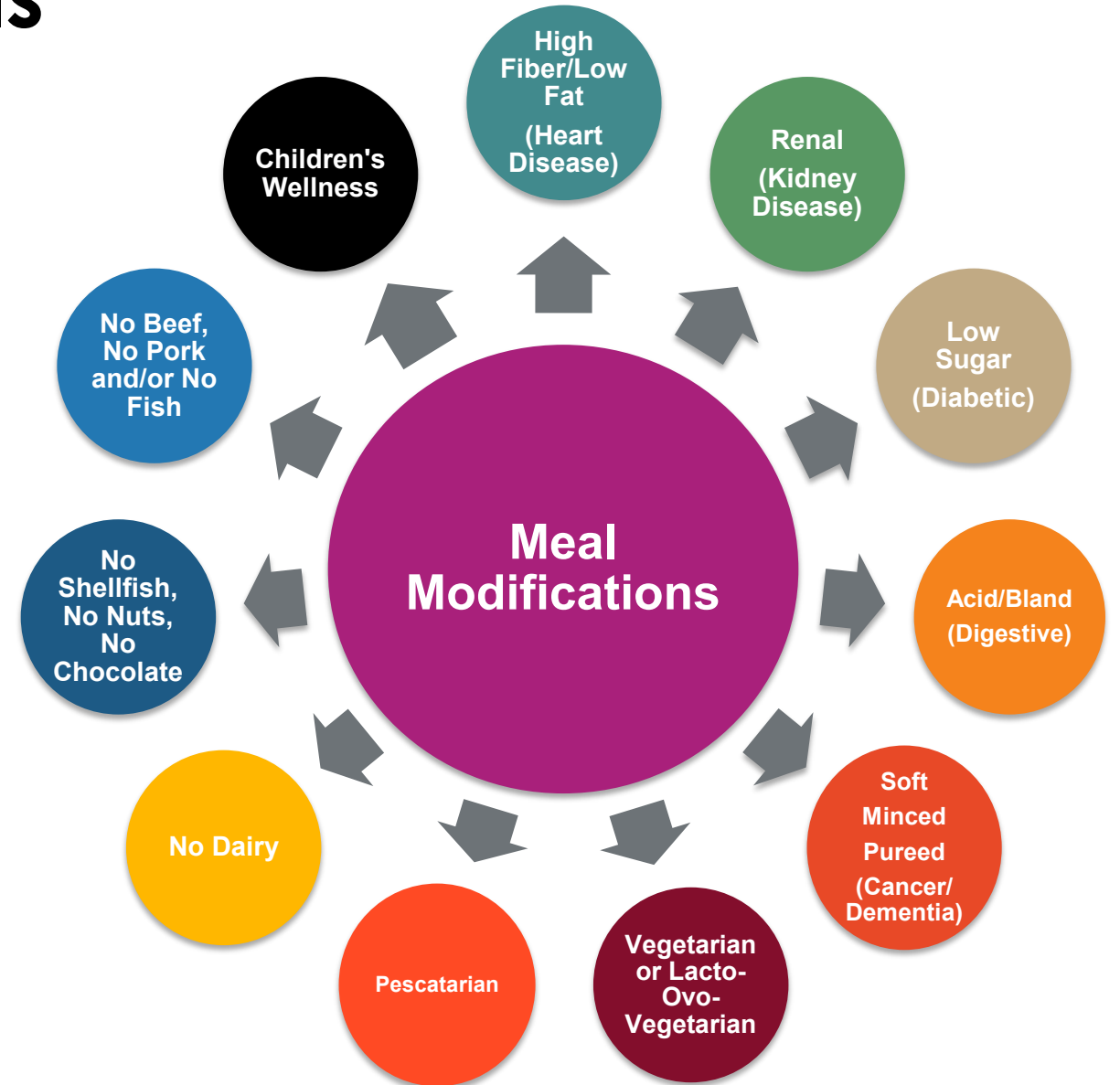
Medically Tailored Meals

Medical Nutrition Therapy uses assessment and counseling to prevent, delay, or manage diseases and chronic health conditions.

Medically Tailored Meals are delivered to individuals living with severe illness through a referral from a medical professional or healthcare plan. Meal plans are tailored to the medical needs of the recipient by a Registered Dietitian Nutritionist (RDN).

All meals are heart-healthy, low in sodium, made without additives, fillers or preservatives, and member-tested for taste and ease of use.

Medically-tailored meal intervention is evidence-based.





Considerations in partnering with healthcare

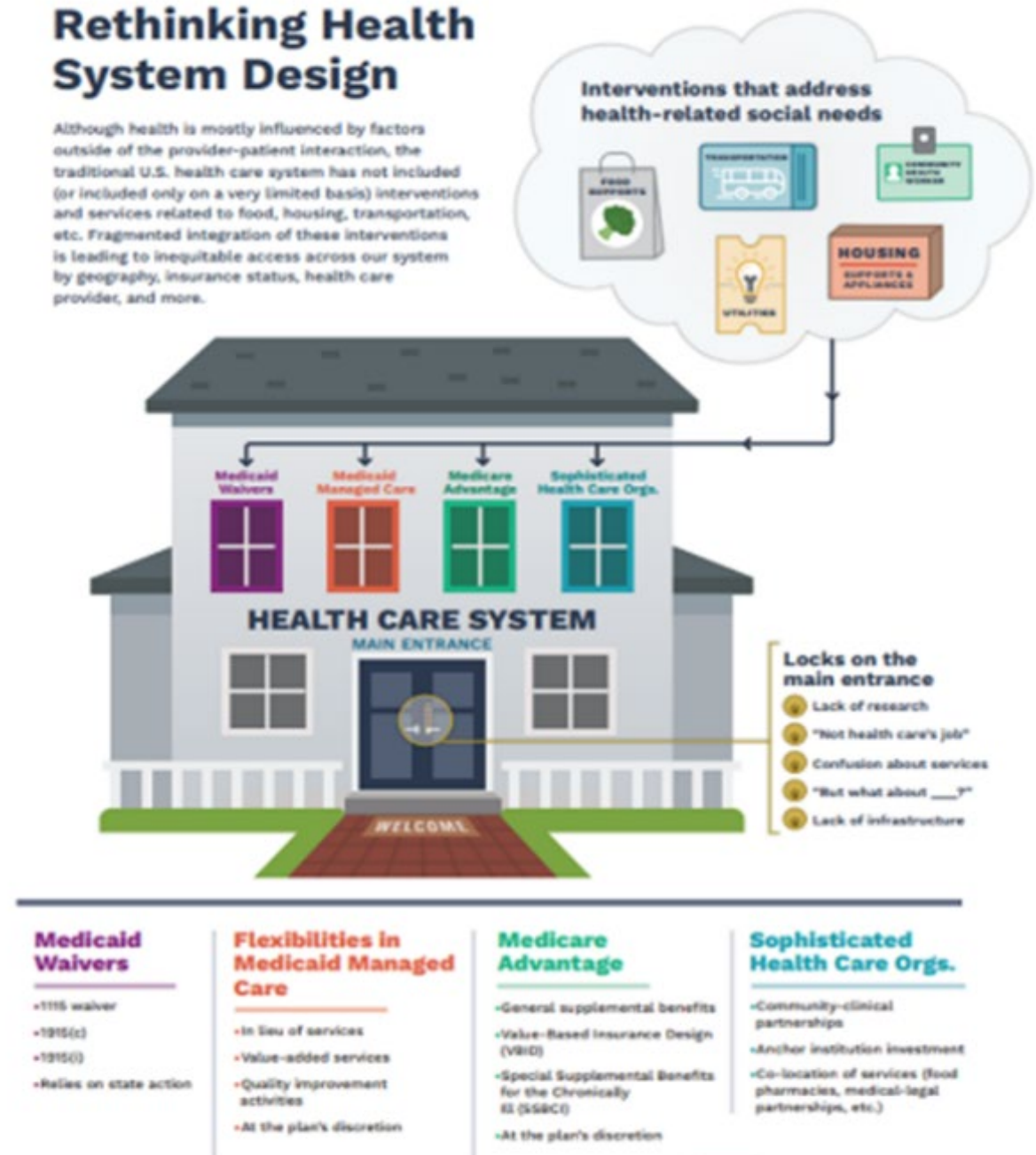


Medically Tailored Meals in Federal Funding Streams

The Center for Health Law and Policy Innovation at Harvard Law School (CHLPI) has found that while barriers still prevent the inclusion of medically tailored meals in baseline services in health insurance programs, in recent years, State-initiated waivers and flexibilities within individual insurance plans has facilitated providing medically tailored meals to a wider population nationally.

Rethinking Health System Design

Although health is mostly influenced by factors outside of the provider-patient interaction, the traditional U.S. health care system has not included (or included only on a very limited basis) interventions and services related to food, housing, transportation, etc. Fragmented integration of these interventions is leading to inequitable access across our system by geography, insurance status, health care provider, and more.



God's Love We Deliver Partnerships

DSRIP

NY Presbyterian (CHF)

H+H/FNS Bundle

Statewide In Lieu of Service

AmidaCare

Empire Blue Cross Blue Shield

Medicare/Care Transitions

MetroPlus Health (Medicare Advantage)

Health System

H+H ACO/FNS

Mount Sinai Health Partners IPA

Value Based Payment

MetroPlus Health

Emblem Health

United Healthcare

Cityblock (Innovation dollars)

Healthcare Partners IPA

Fidelis Care

Mount Sinai Health Partners IPA (CHF)

Managed Long-Term Care

Aetna

AgeWell New York

ArchCare

Centerlight (CCM Select)

Centers Plan For Healthy Living

ElderPlan

ElderServe

Empire Blue Cross Blue Shield

Extended MLTC

Fidelis Care

Healthfirst

HomeFirst

Integra MLTC

MetroPlus

Montefiore Diamond Plan

Senior Health Partners

Senior Whole Health

Village Care MAX

VNS Choice

Upcoming Healthcare Partnerships

- EngageWell IPA

Considering SDoH partnerships

- **Which populations will you serve?**
 - Ask the hospital/MCO who they need help with!
 - Diagnoses: HARP, Cancer, Asthma, Diabetes, etc
- **What metric (s) do you want to influence?**
 - Re-hospitalizations
 - New Admissions
 - Potentially Preventable Emergency Room Visits (PPVs),
 - Prevention Quality Indicators– Adult (PQIs),
 - Pediatric Quality Indicators– Pediatric (PDIs).
- **What services will you provide?**



Funding Streams for Partnerships



- Administrative Funding
- Foundation/Corporation Grants
- Medicaid Managed Long Term Care
- Mainstream Medicaid Managed Care
- Medicaid Advantage Plus (MAP)
- Medicare Advantage
- Health and Recovery Plan (HARP)
- HIV Special Needs Plan (SNP)
- Child Health Plus
- Individual Marketplace/Private Pay
- And we've already been approved for:
 - In Lieu of Service (New York Statewide Pilot)
 - Value Based Payment (Tier 1 provider)

Potential Partnerships

- Accountable Care Organizations
- Independent Practice Associations
- Health Systems
- Hospitals
- Federally Qualified Health Centers
- Managed Care Organizations
- Integrated Primary Care
- And more!

✓ MetroPlusHealth

 Northwell Health®



Data & IT considerations:

1. What data do you have/need to deliver services?
2. What data do you have/need to show outcomes?
3. What data does the MCO have/need?
4. How will you exchange this data adhering to patient privacy laws?
5. How will you get outcomes data back?
6. Are there pro bono resources that can help you add capacity?



Checklist



TRACKING SERVICES

Confirm populations to be served and services to be reported on, consider data sharing



COLLABORATION

Make sure that both decision makers and line staff are all on the same page for both organizations



RESEARCH

Stay tuned to research and work with the MCO on quality and impact reporting and publishing



COMMUNICATION

Stay in contact with each other, lots of check-ins and emails. Confirm a meeting structure to modify accordingly



REPORTING

Establish reporting needs: Medicaid Numbers, etc.



BRANDING

Establish early on how you will showcase the partnership



PAYMENT & BILLING

Determine how you will bill and get reimbursed



MEDICAL INSIGHTS

Stay in touch on any health discoveries with the patient

The Research

Community Health & Advisory Information Network (CHAIN) Study

THE STUDY

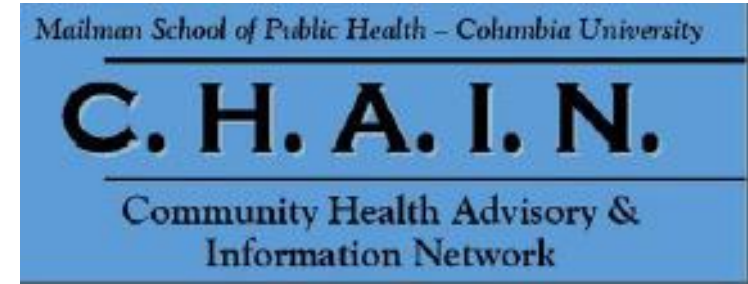
20+ year-long longitudinal study of People With HIV (PWH) in NYC

MAIN FINDING

PWH who were food insecure who then received effective food and nutrition services were:

- Almost 2x more likely to be adherent to ARVs
- 1/3 as likely to miss scheduled medical appointments
- 1/2 as likely to report ER visits
- 1/2 as likely to have an inpatient stay
- Almost 3x the number of PWH report good quality of life

Compared to PWH who continue to be food insecure



2x



More likely to be adherent to ARVs

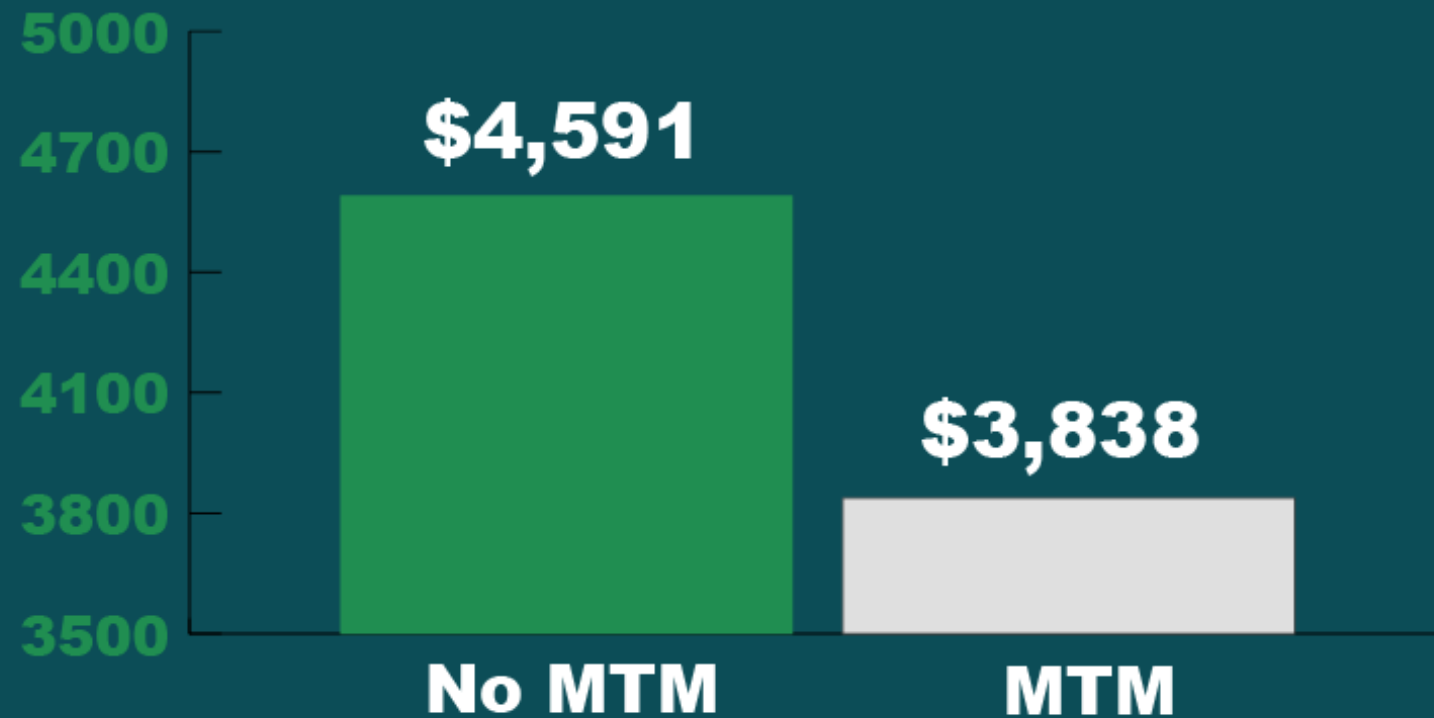
PWH whose food insecurity was solved

Cost Savings

In a study of the effect of MTM, meal delivery corresponded to a reduction in healthcare cost of 16%.

Berkowitz SA, Terranova J, Randall L, Cranston K, Waters DB, Hsu J. Association Between Receipt of a Medically Tailored Meal Program and Health Care Use. *JAMA Intern Med.* 2019;179(6):786–793. doi:10.1001/jamainternmed.2019.0198

Meal Monthly Healthcare Cost

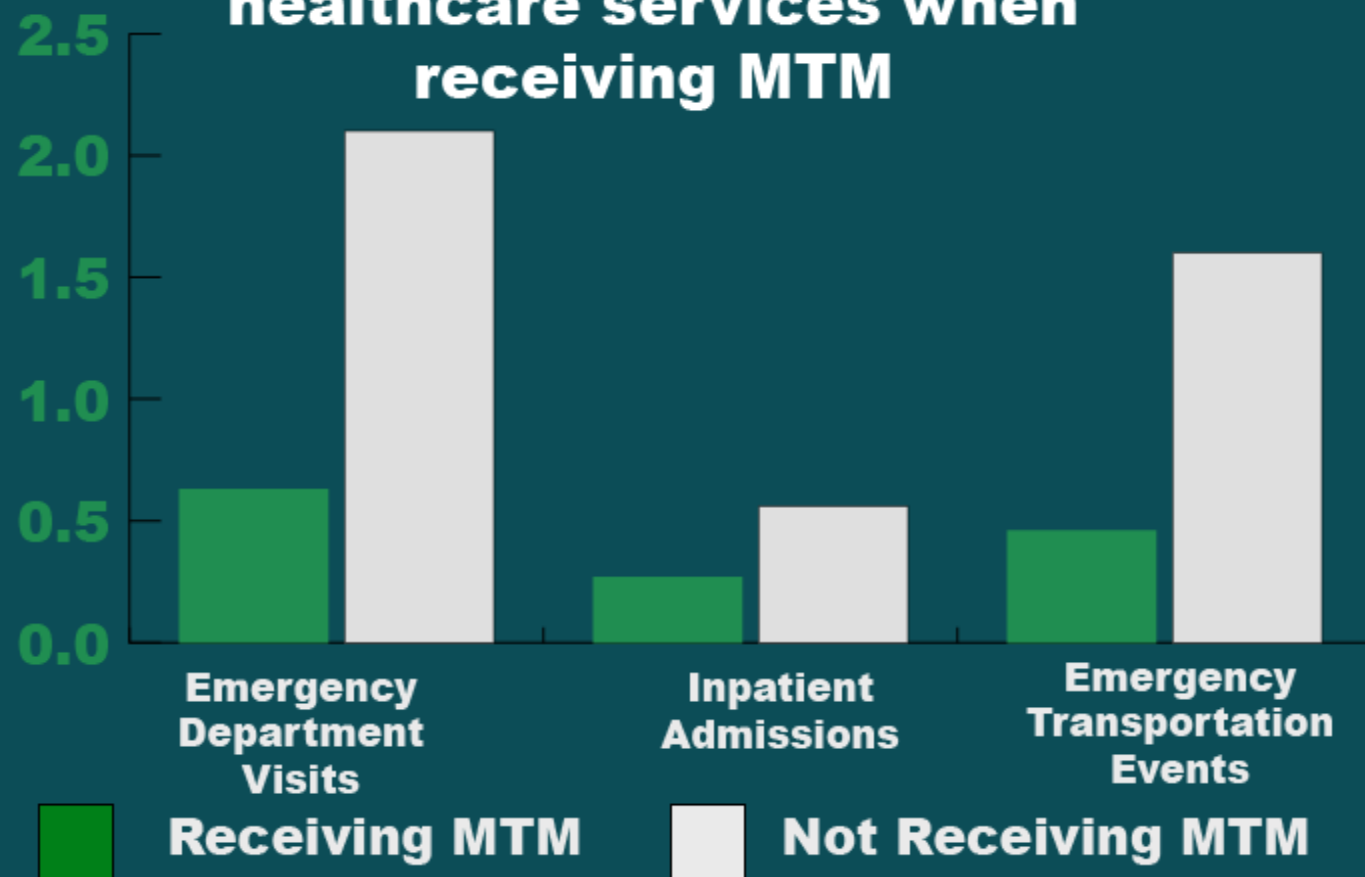


Decreased Healthcare Utilization

MTM was associated with 70% fewer ED visits, 50% fewer hospitalizations and 72% fewer uses of emergency transport.

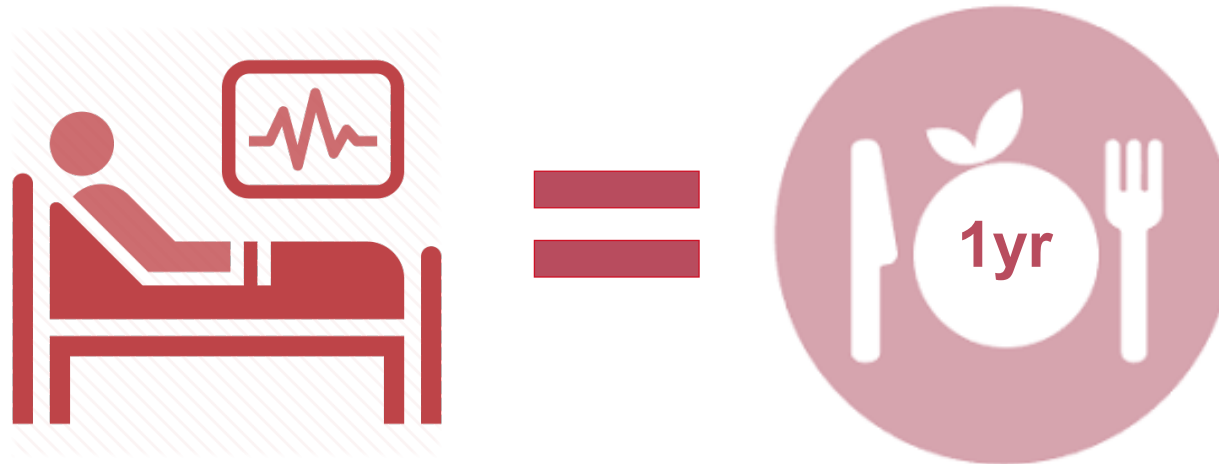
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Changes in uses of select healthcare services when receiving MTM



Food is Medicine

God's Love can feed someone medically tailored meals for one year for the average cost of one stay in the hospital.



We Deliver.
Meals.
Nutrition.
Dignity.
Health.
Hope.
Love.



Contacts

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Learn more about God's Love We Deliver with our videos:

<https://youtu.be/lZ5g1McBea8>

<https://youtu.be/rNW8hzhF99zQ>



Medically Tailored Meal Resources

Food is Medicine Coalition: <https://www.fimcoalition.org/>

Medically tailored meal description:

<https://static1.squarespace.com/static/580a7cb9e3df2806e84bb687/t/614dee458b35660ecef409b9/1632497224514/MTMs+Policy+Recommendations+One-pager.pdf>

MTM Recommendations to HHS:

https://static1.squarespace.com/static/580a7cb9e3df2806e84bb687/t/606f5c80d4120e21768fcfad/1617910913352/FIMC_MTM_Policy_Recommendations.pdf

Food Is Medicine Research Plan: https://www.aspeninstitute.org/wp-content/uploads/2022/01/Food-is-Medicine-Action-Plan-Final_012722.pdf

CHLPI: <https://chlpi.org/food-law-and-policy/>

CHLPI Health Design handout: <https://chlpi.org/wp-content/uploads/2013/12/CHLPI-house-infographic-final.pdf>

FEDERAL NUTRITION POLICY ADVISORY GROUP: <https://sites.tufts.edu/nutritionadvisory/about/>

H.R.5370 - Medically Tailored Home-Delivered Meals Demonstration Pilot Act of 2021: <https://www.congress.gov/bill/117th-congress/house-bill/5370>

Ending Hunger in America testimony: <https://rules.house.gov/video/ending-hunger-america-food-medicine>

Senate Hearing on Nutrition and Hunger in the United States: <https://www.c-span.org/video/?515798-1/senate-hearing-nutrition-hunger-united-states>