



CalAIM Community Supports Spotlight Series:

Medically Tailored Meals/ Medically Supportive Food

Agenda

Welcome and Introductions

Review of Medically Tailored Meals Community Support

- Program Requirements
- Eligible Populations
- Service Limitations
- Program benefits

Best Practices from the Field

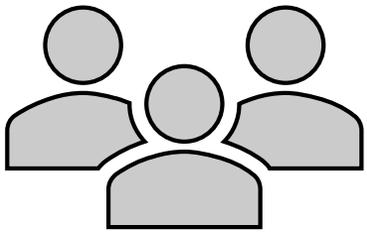
- Project Angel Food
- SPUR

Q&A

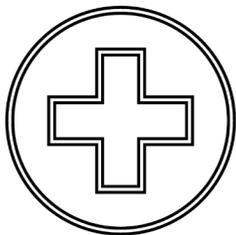
CalAIM and Community Supports



CalAIM Community Supports are **optional services** that health plans can opt to provide in lieu of higher-cost services traditionally covered by Medicaid.



CalAIM includes **14** Community Supports.



MCPs selected Community Supports to offer when CalAIM went-live on January 1, 2022 and have the **option to add new Community Supports every six months.**

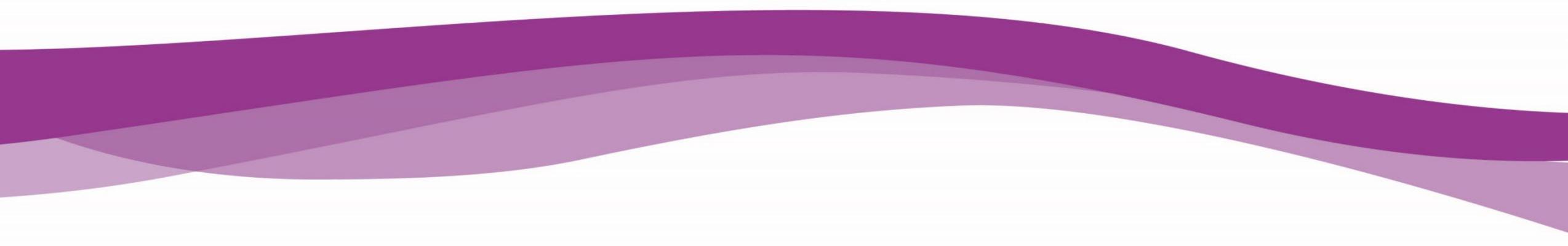
Community Supports Services Approved in California

- Housing transition navigation services
- Housing deposits
- Housing tenancy and sustaining services
- Caregiver respite services
- Day habilitation programs
- Nursing facility transition/diversion to assisted living facilities
- Community transition services/nursing facility transition to a home
- Personal care and homemaker services
- Environmental accessibility adaptations
- **Medically supportive food/meals/medically-tailored meals**
- Sobering centers
- Asthma remediation
- Short-term post-hospitalization housing
- Recuperative care (medical respite)

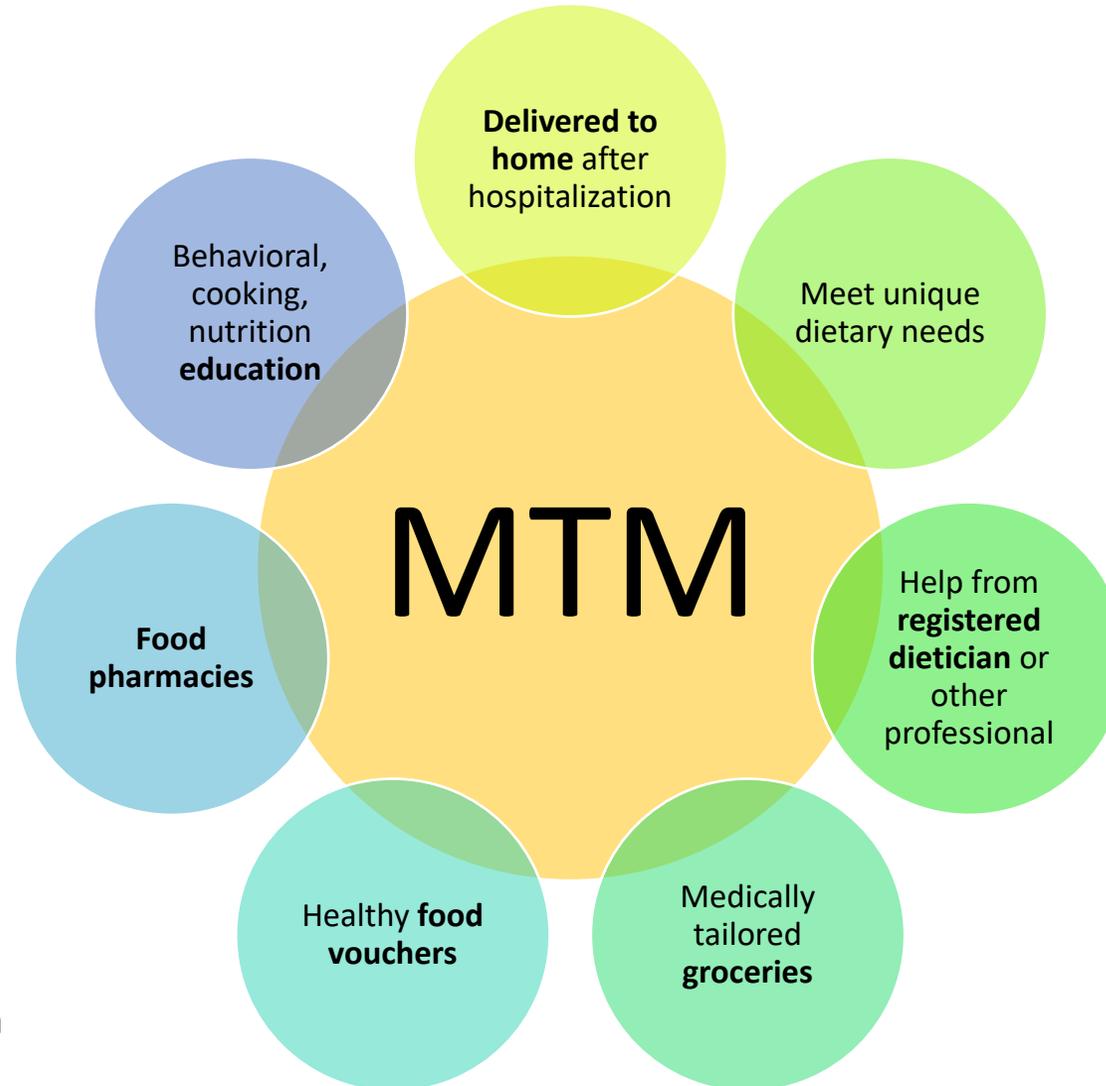
History of Medically Tailored Meals

- » The Medically Tailored Meals (MTM) Pilot Program was launched in 2018 in eight counties. It focused on beneficiaries with a diagnosis of congestive heart failure and aimed to reduce hospital and emergency department readmissions.
- » In recent years, managed care plans began to offer MTMs and evaluation found evidence of reduced hospital stays and healthcare costs.¹
- » The success of these programs encouraged DHCS to include MTM in CalAIM.

Medically Tailored Meals/ Medically Supportive Food *Guidance Summary*

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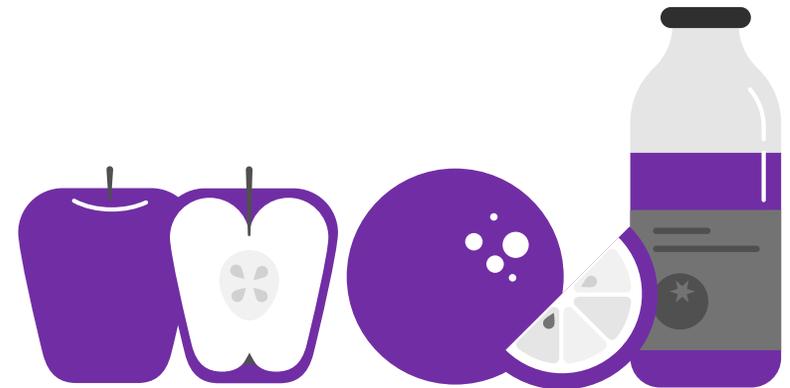
Service Definition: Medically Tailored Meals



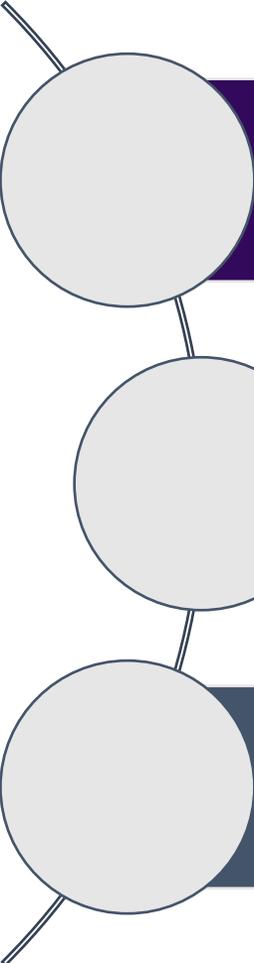
*Full service definitions in CS
Policy Guide in Resources section

Required Services Under MTM Support

- » MCPs should ensure that the services provided under this Community Support align with the service definition.
- » MCPs should offer a **range of food and nutrition services** that will “help individuals achieve their nutrition goals at critical times to help them regain and maintain their health.”
- » DHCS strongly encourages MCPs to offer Medically Tailored Meals, groceries, healthy food vouchers, access to food pharmacies, etc.
- » The exact meals and food provided **vary based on providers.**
- » **MCPs “have the discretion to define criteria** for the level of services determined to be both medically appropriate and cost-effective for Members.”



Service Limitations

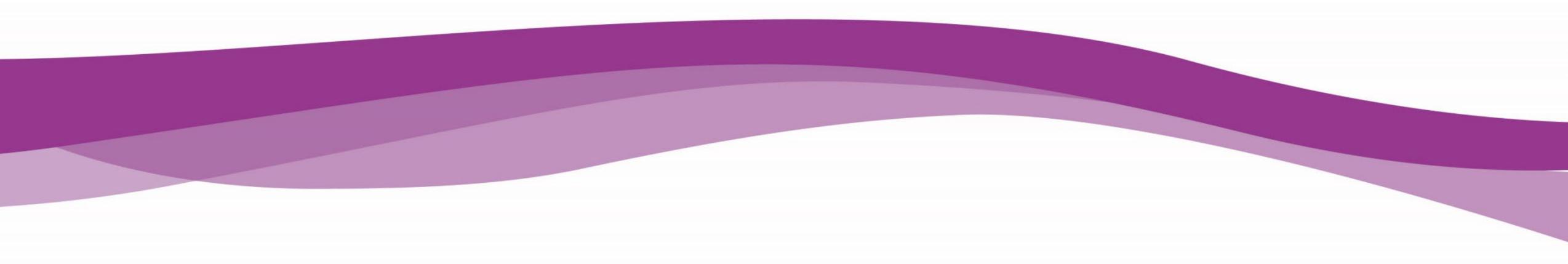


Up to **two (2) meals per day for up to 12 weeks** (longer if medically necessary).

Meals that are eligible for or reimbursed by alternate programs **are not eligible.**

Meals **are not covered** to respond solely to food insecurities.

Program Benefits





Why do Medically Tailored Meals matter?

- » Address poor health outcomes associated with food insecurity
- » Support complex care needs
- » Support specialized dietary requirements
- » Manage chronic conditions
- » Reduce hospitalizations

Improve Health Outcomes

- » 17% reduction in patients with poor diabetes control.²
- » 33% increase in fall prevention.⁶
- » 50% increase in medication adherence.³



Patient Story

“My diabetes has gotten better with the meals. . . . I’ve kept my weight down, and I feel much better now than I have in long time. I’m one of the people this program is meant for.¹”

—Brett



Decrease in Healthcare Utilization

22-58% **reduction** in emergency department (ED) visits^{2,3}

27-63% **decrease** in inpatient hospitalizations^{2,3}

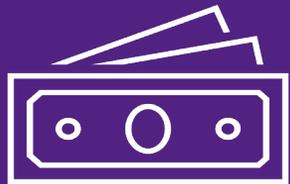
38-59% **decrease** in 30-day readmissions^{4,5}

*More information can be found on the [DHCS website](#).

Cost Savings



Medically tailored meals led to **savings of 16% in health care costs** for patients with complex needs.⁷



Food insecurity **costs an additional \$1,863** in health care expenditures per year (\$4,208 vs. \$6,072).⁸

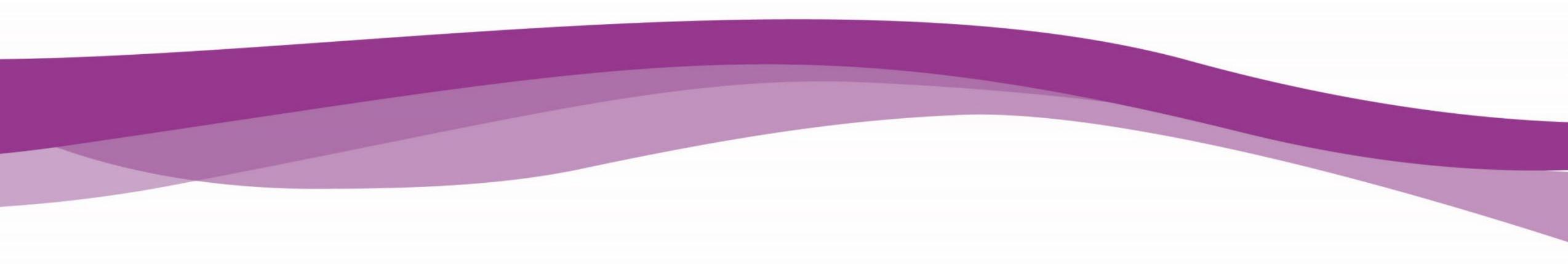


\$220 healthcare costs savings per patient, per month.⁷

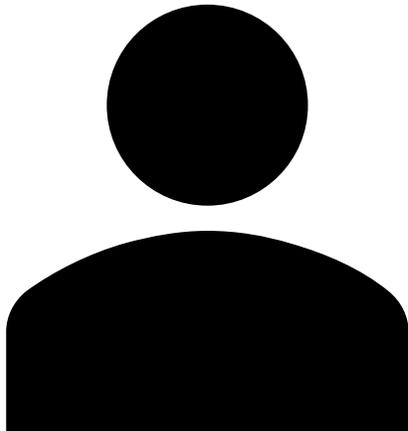
Case Study

- » A 2019 randomized cross-over clinical trial, *Medically Tailored Meal Delivery for Diabetes Patients with Food Insecurity*, found that medically tailored meals improved dietary quality and food insecurity.¹⁰
 - » 20% reduction in food insecurity.¹⁰
 - » Decreased consumption of solid fats, alcohol, and added sugar.¹⁰
 - » 31.4-point increase on healthy eating index (HEI).¹⁰

Eligibility and Providers



Who is eligible to receive MTMs?



Individuals with **chronic conditions**, including diabetes, cardiovascular disorders, congestive heart failure, stroke, chronic lung disorders, HIV, cancer, gestational diabetes, or other high risk perinatal conditions, and chronic or disabling mental/behavioral health disorders.



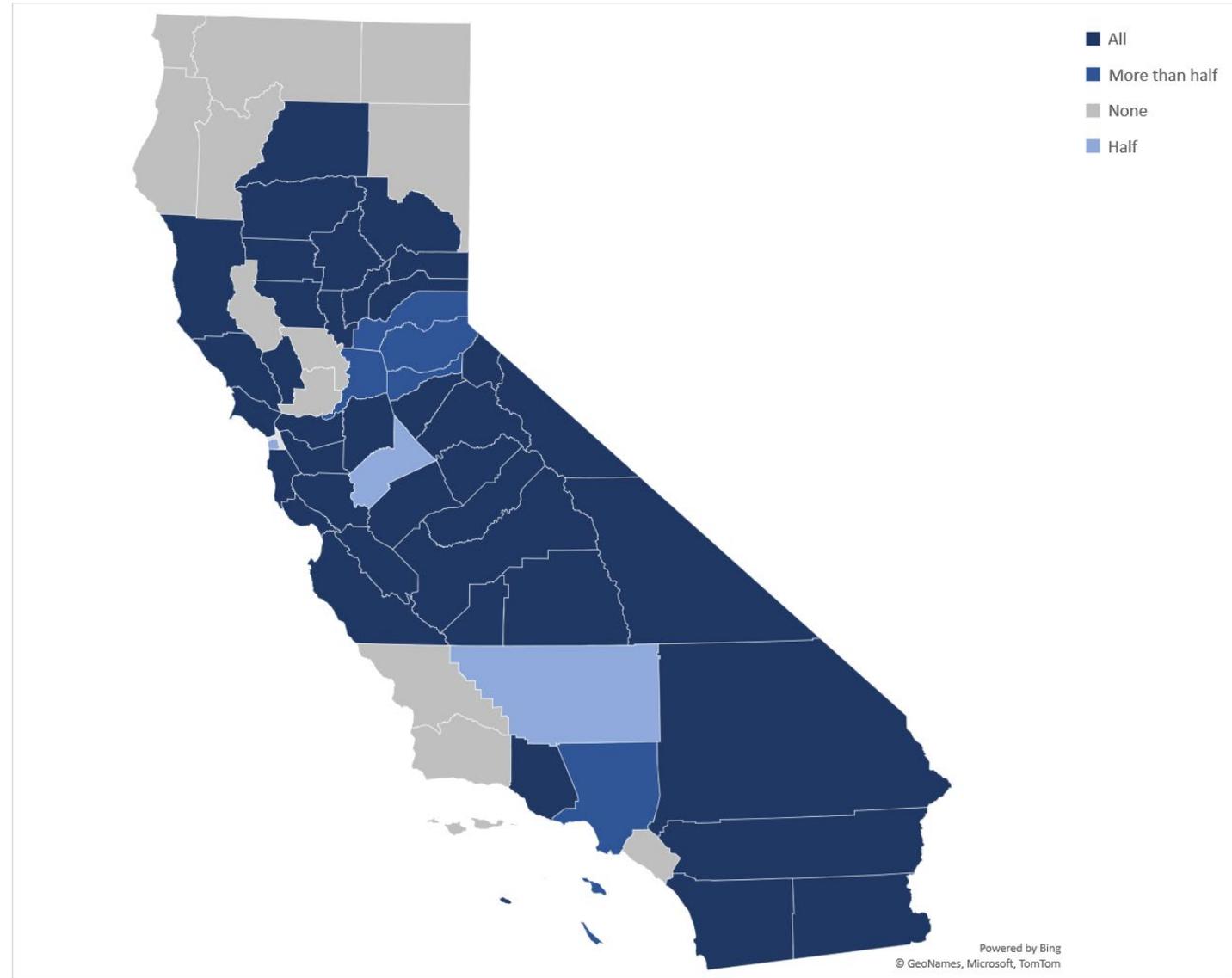
Individuals being **discharged from the hospital** or a skilled nursing facility or at **high risk of hospitalization** or nursing facility placement.



Individuals with extensive **care coordination needs**.

Counties with MTM Community Supports

- » California counties by percent of County Managed Care Plans currently offering the Medically Tailored Meals Community Support.
- » The majority of County Managed Care Plans offer Medically Tailored Meals.



Allowable Providers

Eligible providers must have experience and expertise in medically tailored meals. Examples include*:

Home
delivered
meal
Providers

Area
Agencies on
Aging

Nutritional
Education
Services to
help sustain
healthy
cooking and
eating habits

Meals on
Wheels
Providers

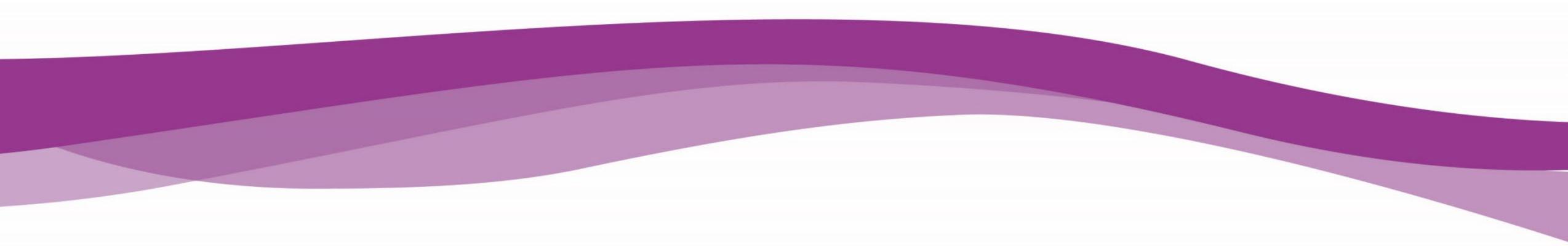
Medically-
Supportive
Food &
Nutrition
Providers

*This is not an exhaustive list of allowable providers

Becoming a Provider

- » Providers should consider if their **services are aligned** with medically tailored meals service definition and whether the **population they serve** may be eligible for Medi-Cal managed care.
- » **Prepare questions** they may have for county and plan representatives.
- » **Reach out to managed care plans** in the county for more information on how to participate.

Promising Practices

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Katie Ettman, SPUR

Community Supports: Medically Supportive Food / Medically Tailored Meals

Katie Ettman, Food and Agriculture Policy Manager
May 2022



Ideas + Action
for a Better City

Medically Supportive Food & Nutrition



Groceries

Medically Tailored Groceries

Healthy Groceries

Food Pharmacies

Produce Rx



Meals

Medically Tailored Meals

Healthy Meals

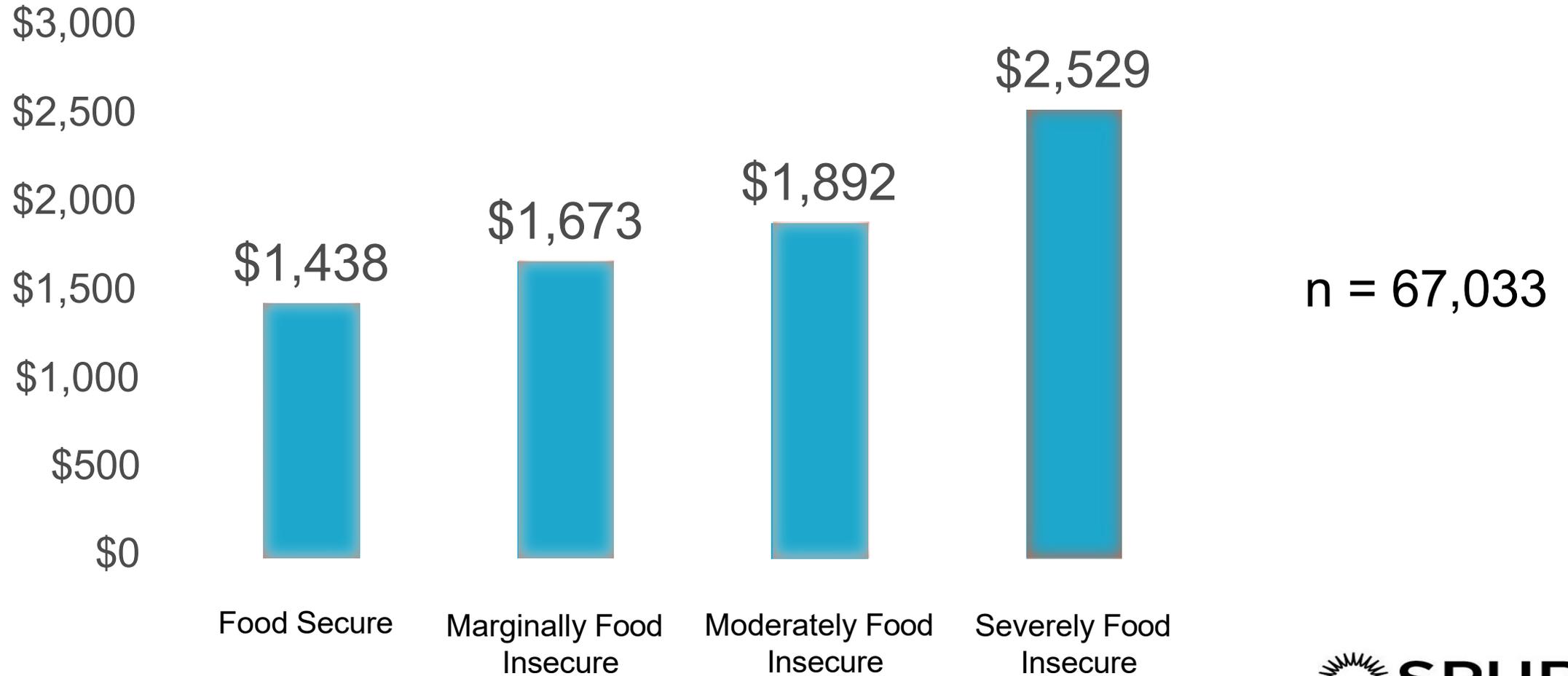


+ Behavioral, cooking, and/or nutrition education

Available when paired with any direct food assistance above

Why prescribe medically supportive food and nutrition interventions?

ANNUAL ADJUSTED HEALTHCARE COSTS PER PERSON



Food Pharmacy

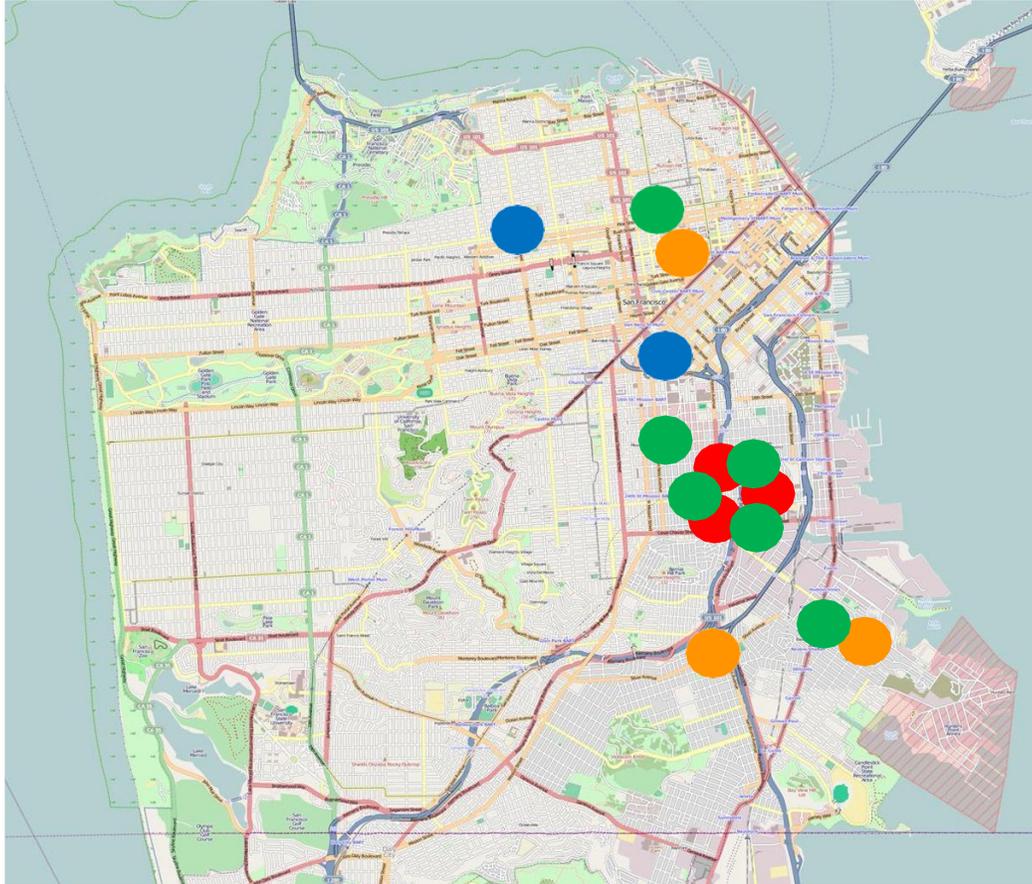


What are Food Pharmacies?

A Food Pharmacy is a medical treatment or preventative service co-located within healthcare settings (ie clinics, hospitals, etc.) where patients access food and often additional behavioral, cooking and/or nutrition education.

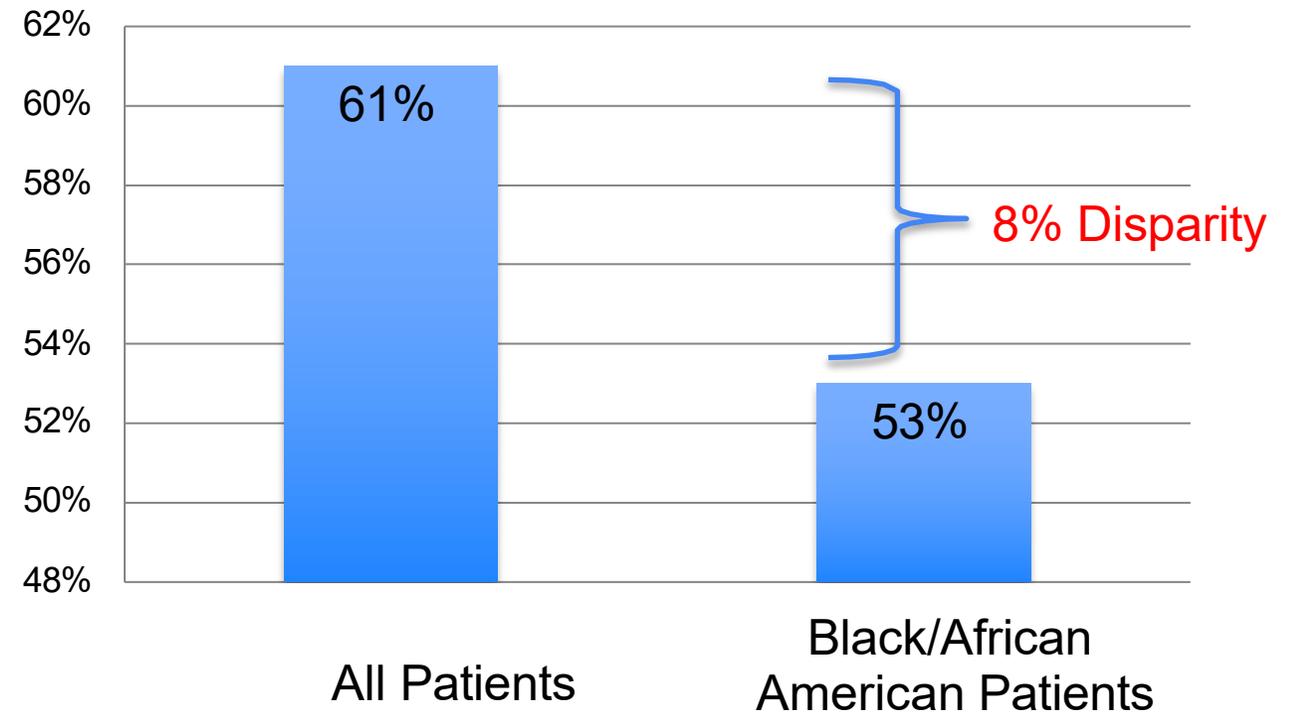


Food as Medicine Collaborative Food Pharmacies

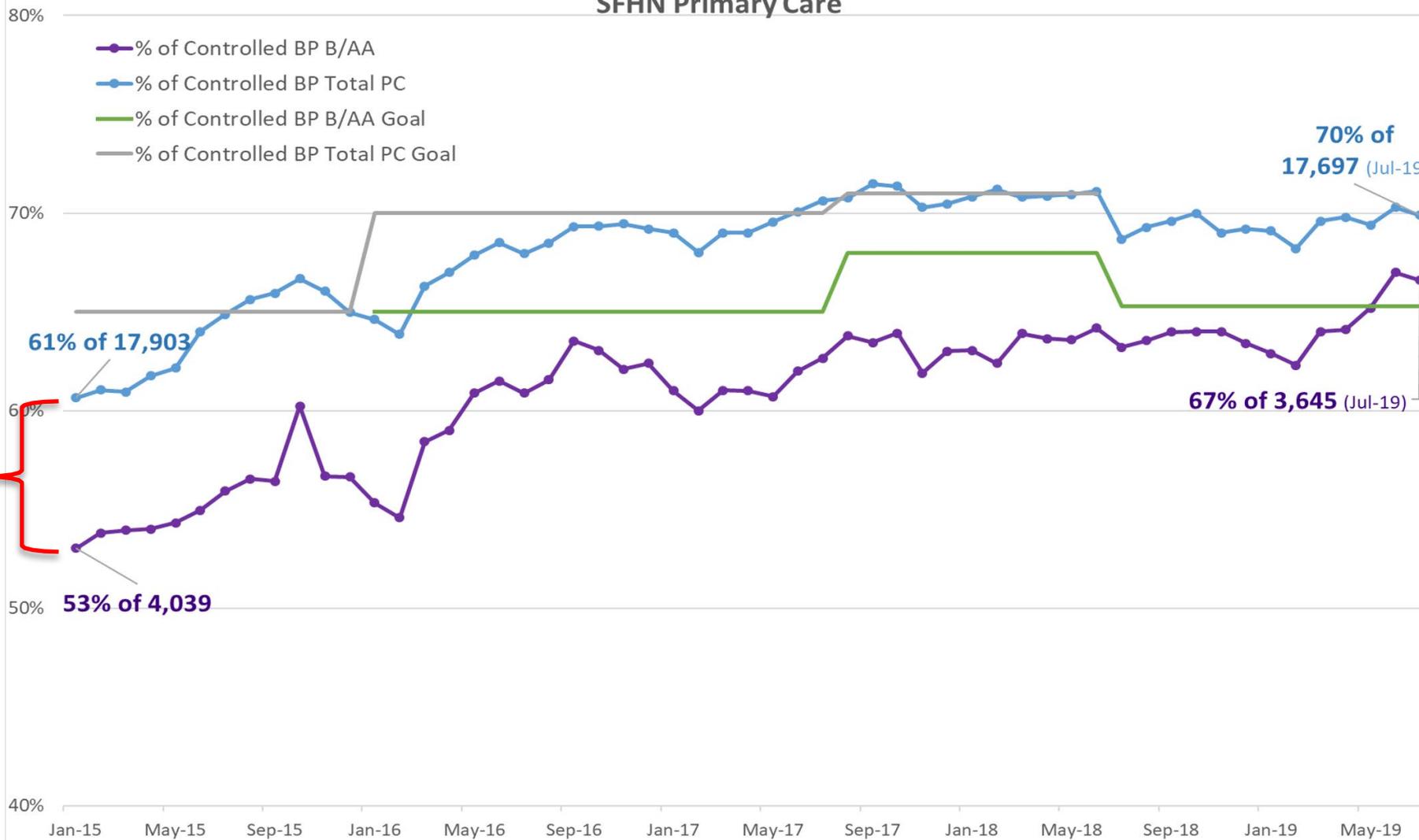


2020: 16 clinics in 5 health systems – 2,740 *patients*,
6,987 *total visits*

Blood Pressure Control Rates among SFHN Primary Care Patients, 2016



Hypertension Blood Pressure Control SFHN Primary Care



3% Disparity

8% Disparity

61% of 17,903

70% of 17,697 (Jul-19)

67% of 3,645 (Jul-19)

53% of 4,039



Outcomes



92%

of patients have adopted healthier eating practices (n=173)

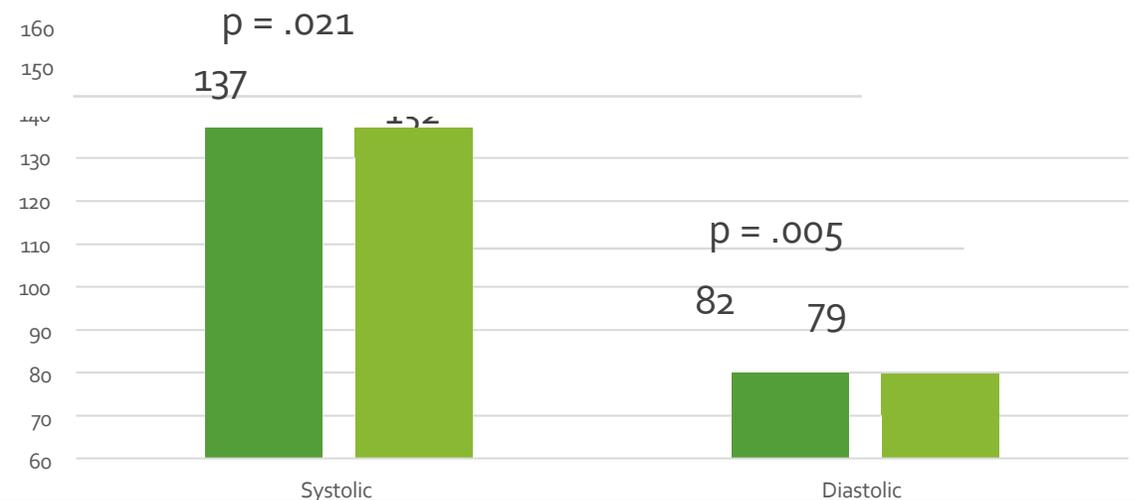
93%

of patients report feeling part of a community (n=177)

83%

of patients were more likely to seek care at their clinic after attending (n=89)

Change in BP before and after Food Pharmacy, n=144



Produce Prescriptions



What are produce prescriptions?



“A Produce Prescription Program is a medical treatment or preventative service for patients who are eligible due to diet-related health risk or condition, food insecurity or other documented challenges in access to nutritious foods, and are referred by a healthcare provider or health insurance plan. These prescriptions are fulfilled through food retail and enable patients to access healthy produce with no added fats, sugars, or salt, at low or no cost to the patient.”

– National Produce Prescription Collaborative

Vouchers 4 Veggies – Eat SF

Participants enroll through partnering clinics, community-based organizations, and other supportive services



Participants receive \$20-40 per month for 6 months in F&V vouchers redeemable at partnering vendors



Participant Outcomes



30% increased their food security and 28% extended their monthly food budget by 1 week or more



Participants increase F&V intake by 1 daily serving – enough for immediate health impacts



37% reduced odds of preterm birth delivery

- Journal of Hunger and Environmental Nutrition (2020)



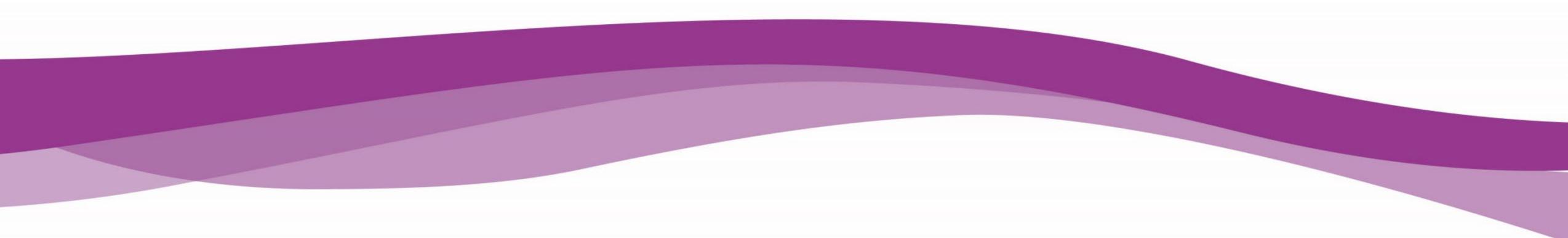
90+ % participant satisfaction

What Participants Say...

“V4V has helped me balance my health. I am eating healthier and changing my eating habits.”

“Since we, we’ve been doing this healthy eating and stuff, I was taking 9 to 10 medications a day? Now I’m down to 6!... And my blood pressure is *normal.*”

Medically Tailored Meals Practices

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Richard Ayoub, Chief Executive Officer, Project Angel Food



Project Angel Food Medically Tailored Meals Program

Medically Tailored Meals
Healthy Food, Improved Health,
Lower Healthcare Costs



California Department of
HealthCareServices



Our Mission



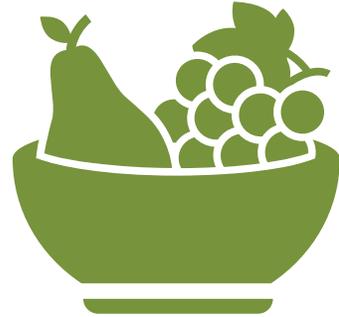
*Project Angel Food
prepares and delivers
healthy meals to feed
people impacted by
serious illness,
bringing comfort and
hope every day.*

We have provided nearly 15 million meals to more than 25,000 people with critical illness since 1989



Wholesome and Nutritious Meals

We prepare our entrées in-house using fresh ingredients and without harmful additives.



We use:

- Lean proteins
- Whole grains
- Vegetables
- Fruit

Meals are free of:

- Artificial Sweeteners
- MSG
- Bromates
- BHA

What are Medically Tailored Meals?

Medically tailored meals (MTM) are meals approved by a Registered Dietitian Nutritionist (RDN) based on evidence-based guidelines.

Diet/meals are based on a nutritional assessment and a **referral by a health care provider** to address diagnoses.

MTMs are identified as a Community support (also known as ILOS) benefit in CalAIM for Medi-Cal members.



Medically Tailored Meals (MTM) Community Supports

Proper nutrition helps treat, prevent, and manage chronic disease.

MTMs improve quality of life, health outcomes and reduce healthcare costs.



ILOS
In-Lieu of
Services

- Medically Tailored Meals are explicitly listed
- Managed care plans voluntarily add ILOS (Community Supports) as benefits
- Started January 2022

Community Supports, Medi-Cal

Managed Care Plans Partnering With Us:



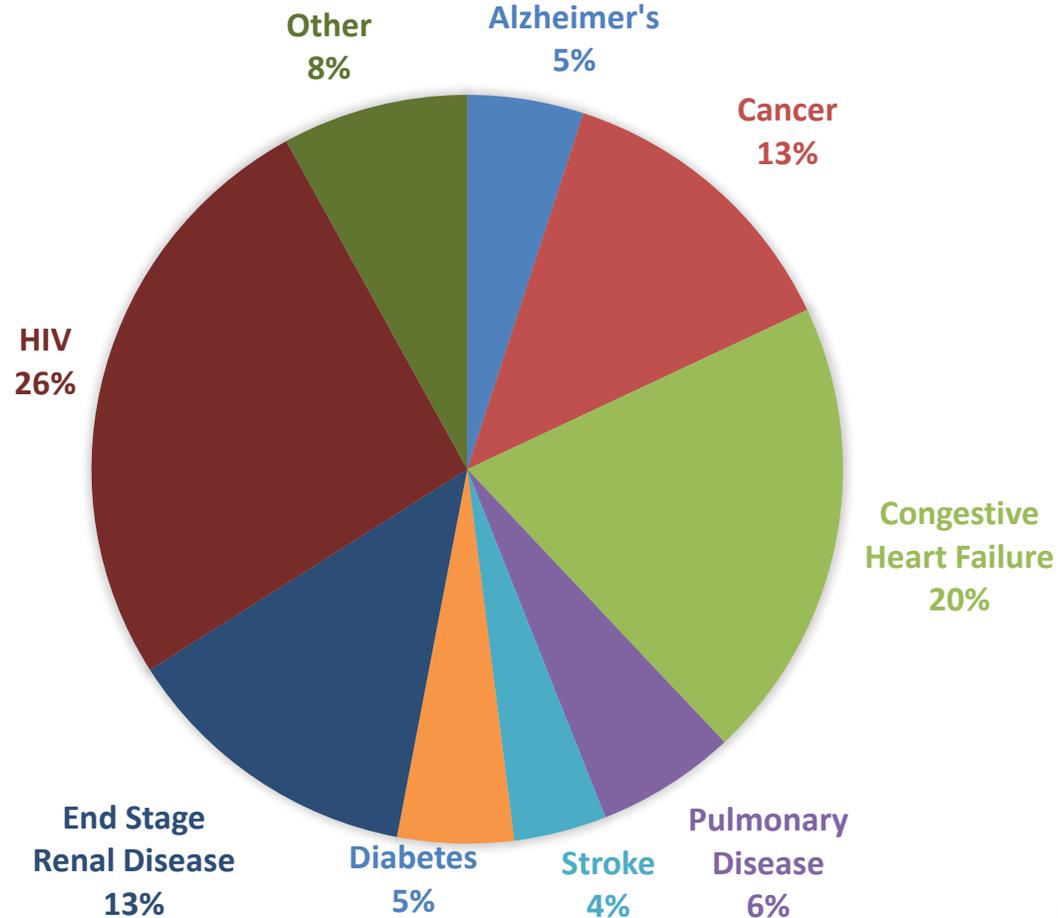
Target Populations

Who benefits from MTMs?

- One or more complex, chronic illnesses
- Socioeconomically disadvantaged
- Food and nutrition insecurity
- Complex dietary requirements

Our clients have a chronic conditions and mobility issues.

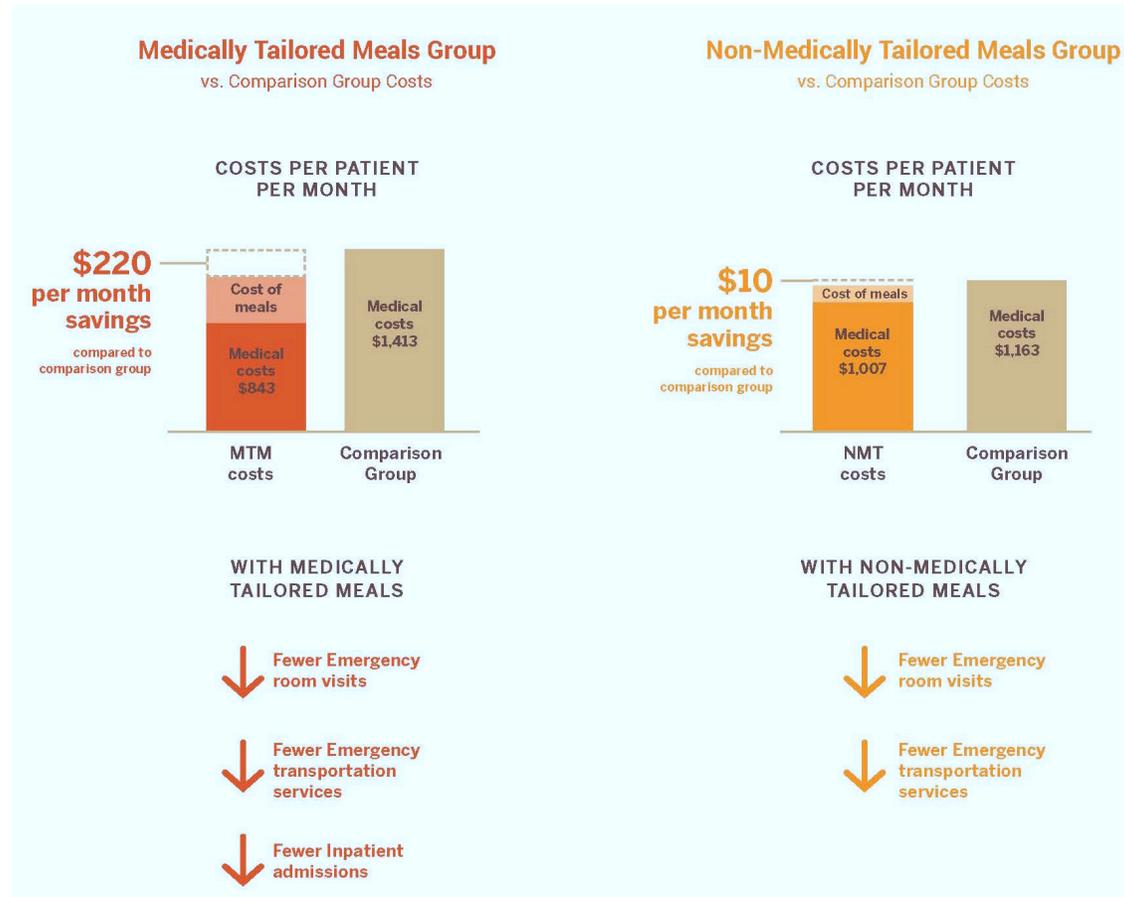
QUALIFYING ILLNESSES



MTM vs non MTM

Massachusetts – Community Servings

- 16% net reduction in average monthly costs for patients who received MTMs compared with control group
- Fewer emergency room visits, fewer emergency transportation services, fewer inpatient admissions



“An innovative model for reducing healthcare costs and improving health”, Seth Berkowitz, MD MPH, University of North Carolina School of Medicine, David B. Waters, CEO, Community Servings.

https://www.servings.org/wp-content/uploads/2018/06/MTM_Community-Servings-Final_Web-Friendly.pdf



Studies on the efficacy of MTM by Food is Medicine Coalition Members

Denver-- Project Angel Heart (Multiple Chronic Conditions)

- 30-day hospital readmissions were reduced by 13%
- Healthcare costs reduced by 24% ¹

San Francisco -- Project Open Hand (Diabetes & HIV)

- 63% reduction in hospitalizations
- 50% increase in medication adherence
- 58% decrease in emergency department visits²

Philadelphia-- MANNA (Medicaid Patients)

- \$12,000 less in monthly medical expenses
- 50% reduction in hospitalizations
- 37% shorter hospital stays³

1. <https://www.projectangelheart.org/food-is-medicine/research-policy/small-intervention-big-impact/>
2. <https://link.springer.com/article/10.1007/s11524-016-0129-7>
3. <https://mannapa.org/food-is-medicine/research/>



Anthem Pilot

Anthem Pilot (2019-2021) in L.A., SF, and Santa Clara counties: 252 Patients with gestational diabetes, CHF, ESRD, & hypertension

Project Angel Food served 25,000 meals between December 2019 and December 2021.

Each Client received 14 meals per week for 13 weeks, with three nutritional counseling sessions



Anthem Pilot Results



35% reported they improved quality of life.



87% reported maintaining or decreasing the number of the times they were hospitalized by the end of the program (over 6 months)

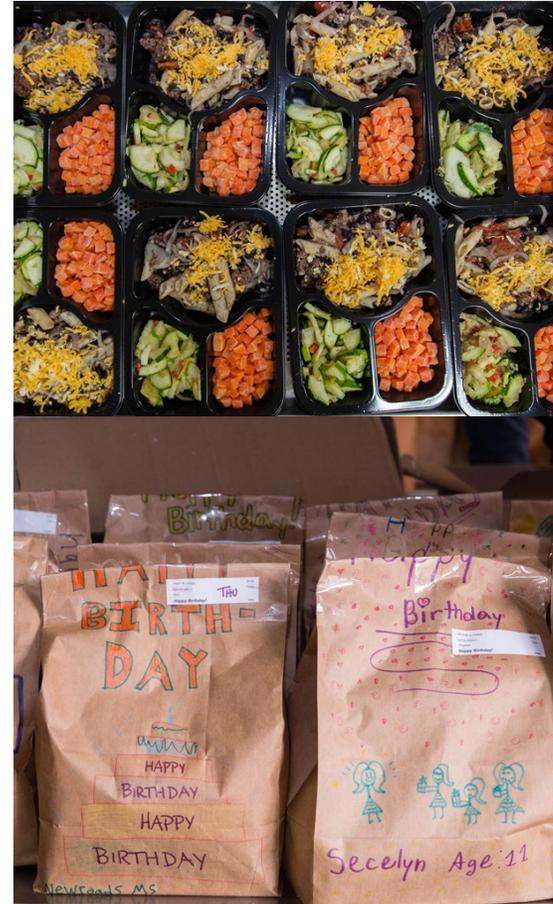


83% reported they were able to maintain or improve or their medication adherence.

Enhanced Member/Client Experience

Project Angel Food's MTM program offers

- Initial nutritional assessment
- Meals chosen by Registered Dietitians from 20 meal plans tailored to specific condition, co-morbidities and tastes
- 7 entrees per week
- Additional daily entree and healthy breakfast bags for underweight clients.
- Optional inclusion of appointment reminders, inspirational messages weekly
- Telephone Angels 'phone friend' program for clients feeling socially isolated
- Wellness checks and real-time reporting
- Completing feedback loop



Personal Touches

Gifts on Birthdays

Feminine Hygiene Kits

Veteran's Care Packages

Holiday Gifts

Children's and Caregiver's Meals

Telephone Buddies



Client Story

Diane: “I feel grateful because Project Angel Food keeps me healthy and has taught me which food, I can eat to stay alive for my grandchildren”



Why Project Angel Food?

Providing services for 33 years

Experience working with both providers and payors

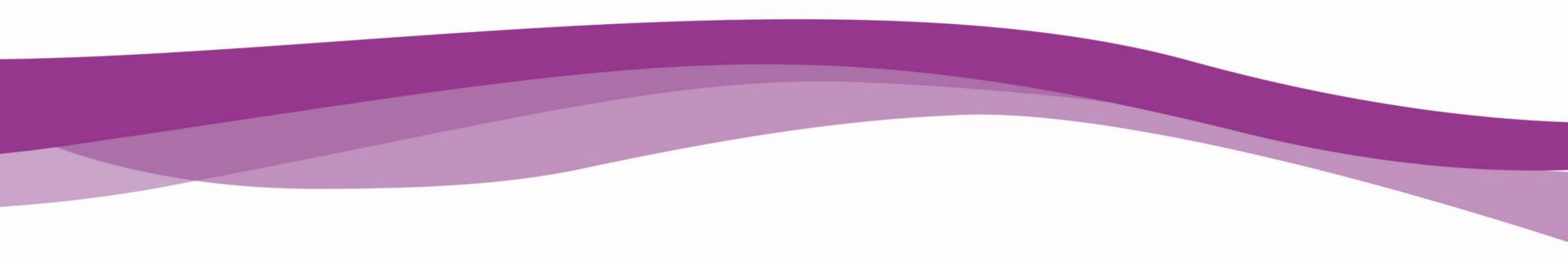
Delivering high-quality, delicious meals

Better health outcomes and impressive cost savings

Mission-focused, Service-oriented



Questions?

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Closing

- » Next Community Supports Webinar:
 - » Sobering Centers and Day Habilitation
 - » Wednesday, June 15th at 1 PM

- » Please send questions to: CaAIMECMILOS@dhcs.ca.gov.

Resources

- » [DHCS Community Supports Policy Guidance](#)
- » [CA-ILOS Evidence Summary](#)
- » [Non-Binding ILOS Pricing Guidance](#)

Cited Sources

1. [Delivering Whole-Person Care, One Meal at a Time](#)
2. [A New Data Resource to Examine Meals on Wheels Clients' Health Care Utilization and Costs](#)
3. [How Medically Tailored Meals Can Improve Health Outcomes and Lower Costs](#)
4. [Simply Delivered Meals: A Tale of Collaboration](#)
5. [Home-Delivered Meals Postdischarge from Heart Failure Hospitalization](#)
6. [Medically Tailored meals and Healthcare Utilization](#)
7. [More Than a Meal: Pilot Research Study](#)
8. [Meal Delivery Programs Reduce The Use Of Costly Health Care In Dually Eligible Medicare And Medicaid Beneficiaries](#)
9. [Food Insecurity and Expenditures in the United States, 2011-2013](#)
10. [Medically Tailored Meal Delivery for Diabetes Patients with Food Insecurity: a Randomized Cross-over Trial](#)