



# The Role of Social Determinants of Health: Perspectives from the Healthcare Sector

Lori Peterson  
Collaborative Consulting



# Impact of Social Determinants

**WHAT DETERMINES HEALTH?**  
 (ADAPTED FROM MCGINNIS ET AL., 2002)



Sources: Feeding America (2016), Map the Meal Gap (2014), and Hunger in America (2014)

## Changing Healthcare Landscape

From **More** is Better to **Better** is Better

From **Organizational** Incentive to **System** Incentive

From **My Patient** to **Our Population**

## Changing Healthcare Landscape

- Healthcare providers increasingly confronted with
  - Declining income
  - Threat of financial penalties
  - Financial rewards
- Sickest 5% of patients account for 50% of healthcare costs
- Significant savings linked to addressing social determinants of health
- 80% of health outcomes related to factors outside of clinical healthcare

# Momentum is Gaining

Increasing Accountability

Population Health Shift

Focus on Needs of Whole Person

Social Determinants of Health



# Social Determinants: Increasing Awareness



# More Focus Needed

Not on WHY but...



Examples of WHAT + HOW

# Snapshot of Successful Partnerships

A hospital partnered with a CBO on a short-term respite program to achieve:

85% Readmission Reduction for Respite Participants

2 Week Reduction in Average Length of Stay for Participants

Serving over 200 Homeless Patients Annually

A health plan engaged a CBO to create a transitions program achieving:

50% Reduction in Total Cost of Care per Member per Month

60% Reduction in Hospital Average Length of Stay

95% Retention Rate in Community Placement at 6 Months

## Snapshot of Successful Partnerships

A hospital partnered with a CBO to implement a food prescription program:



Readmission reduction achieved for recipients



Medically tailored meals provided post-discharge



Serving at least 40 individuals a month

### Details:

- Hospital launched a pilot program in partnership with CBO
- Sought to reduce readmissions and post-discharge complications
- Hospital paid for the costs of the meal
- Meal selection based on diagnosis and provided for at least 2 weeks

## Initiatives Focused on Food Insecurity

### ProMedica's Food Pharmacy

- Food bank located on hospital campus fills food prescriptions for families in need

### Connecticut Mental Health Center's Better Eaters Club

- Nutritional counseling and cooking classes to improve diets and nutrition of individuals

### Hennepin County Medical Center's Summer Meals Program

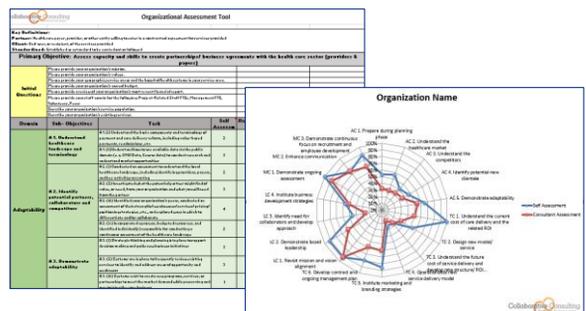
- Meal service site providing children free breakfast and lunch daily

# Example Health System's Perspective

- East Coast healthcare provider
- Recognized potential in partnering with community based organizations
- Identified 3 key areas of focus based on needs of population served and related impact on health outcomes:
  - Food insecurity
  - Housing
  - Care Management
- Working to assess readiness of CBOs to develop network of strong partners

# Continued

- Assessing 7 key elements, including:
  - Data/Information Sharing Capabilities
  - Leadership and Governance
  - Organizational Culture
  - Evidence-Based Programming
  - Quality Improvement Efforts
  - Financial Stability
  - Operations



- Conducting thorough self and consultant assessments to analyze individual, and collective, organizational readiness to identify a network of CBOs to enter contractual agreements

## Flounder vs. Flourish Factors

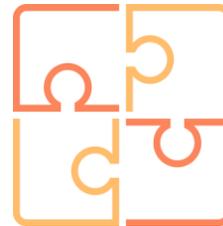
Leadership

Relating

Trust

Influence

Power



## Today

- Explore the potential of better addressing social determinants of health through cross-sector partnerships
- Incorporate tools and resources that will guide and accelerate efforts in collaborating
- Learn from the experiences of others



Lori Peterson  
Collaborative Consulting  
[lori@collaborativeconsulting.net](mailto:lori@collaborativeconsulting.net)  
866.332.3923

