



**Department
of Health**

**Office of
Health Insurance
Programs**

Social Determinants of Health (SDH) & Community Based Organization (CBO) Requirements for MLTC

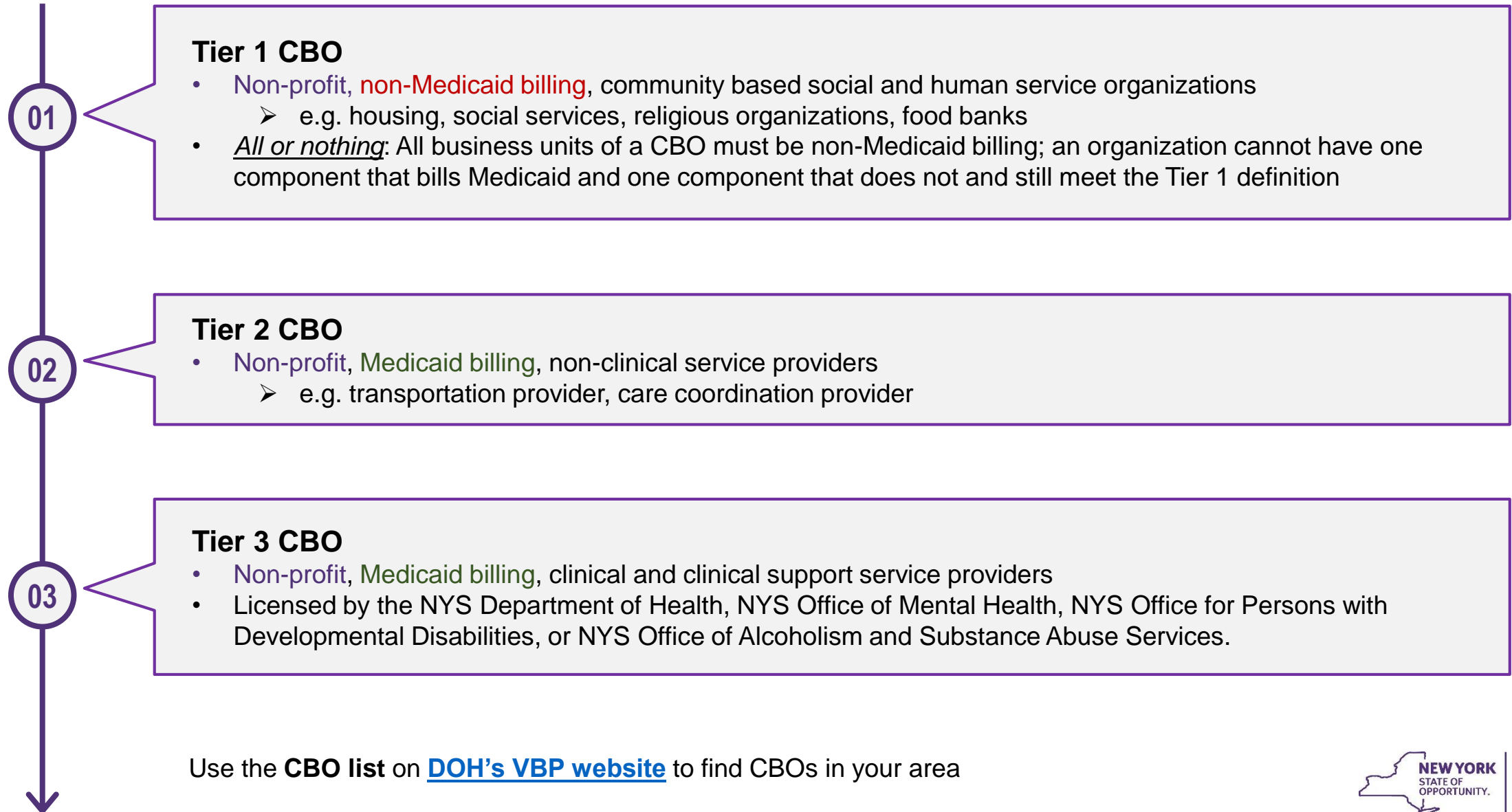
March 2019

Quick Review of CBO and SDH Standards

All new and existing VBP Level 2 & 3 arrangements MUST include:

1. At least one Social Determinant of Health Intervention.
 2. SDH Interventions must align with the five key areas of SDH outlined in the *SDH Intervention Menu Tool*, which includes:
 - 1) *Education*, 2) *Social, Family and Community Context*, 3) *Health and Healthcare* 4) *Neighborhood & Environment* and 5) *Economic Stability*
 3. Must have a contract with least one Tier 1 Community Based Organization (Non-Medicaid billing, non-profit social and human services organization).
 - The Tier 1 Community Based Organization can be subcontract with a Tier 2 or 3 Community Based organization. This requirement does not have to be paired with the SDH requirement.
1. VBP Level 2 & 3 contracts without SDH and CBO requirements will not meet the definition of VBP.

Tier 1, Tier 2, and Tier 3 CBO Definitions



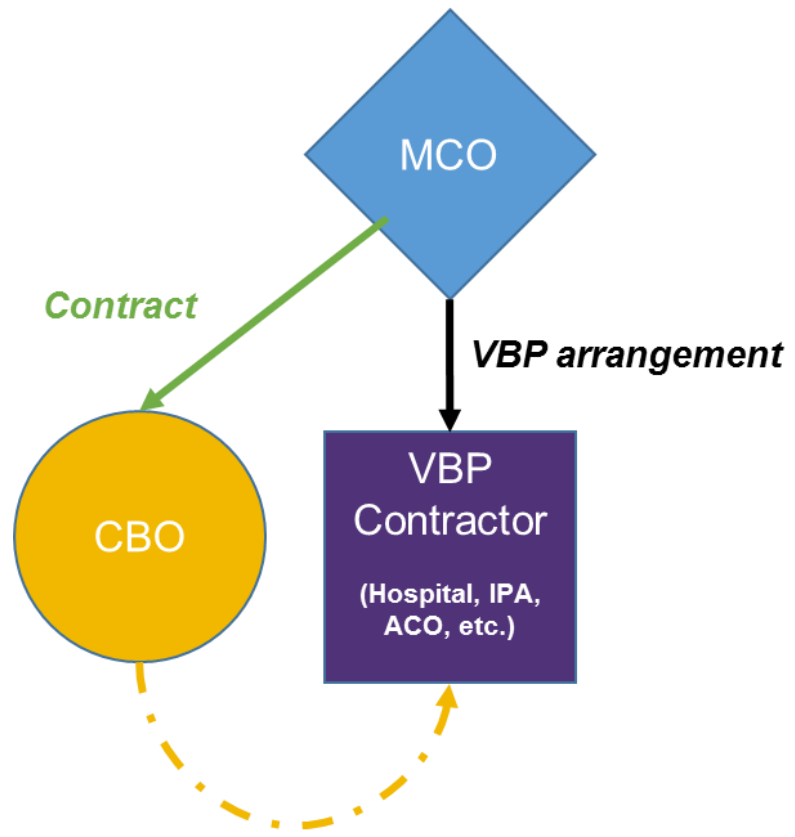
SDH Example: Medical Respite Program

- **Goal: To shorten hospital stays; decrease readmission rates, and unnecessary emergency department visits.**
- Program provides emergency shelter service for homeless adults being discharged from inpatient hospitalization with ongoing medical needs.
- Program allows plan members who are homeless or housing insecure to recover, while also working with a care manager to secure permanent housing.
- Average cost of **\$140/night** per respite bed. This represents 6% of the average cost per night for a hospital admissions.
- Intervention also linked directly to reducing unnecessary hospitalizations.
- Return on investment in New York has been measured as high as 300%.

CBO Contracting Strategies

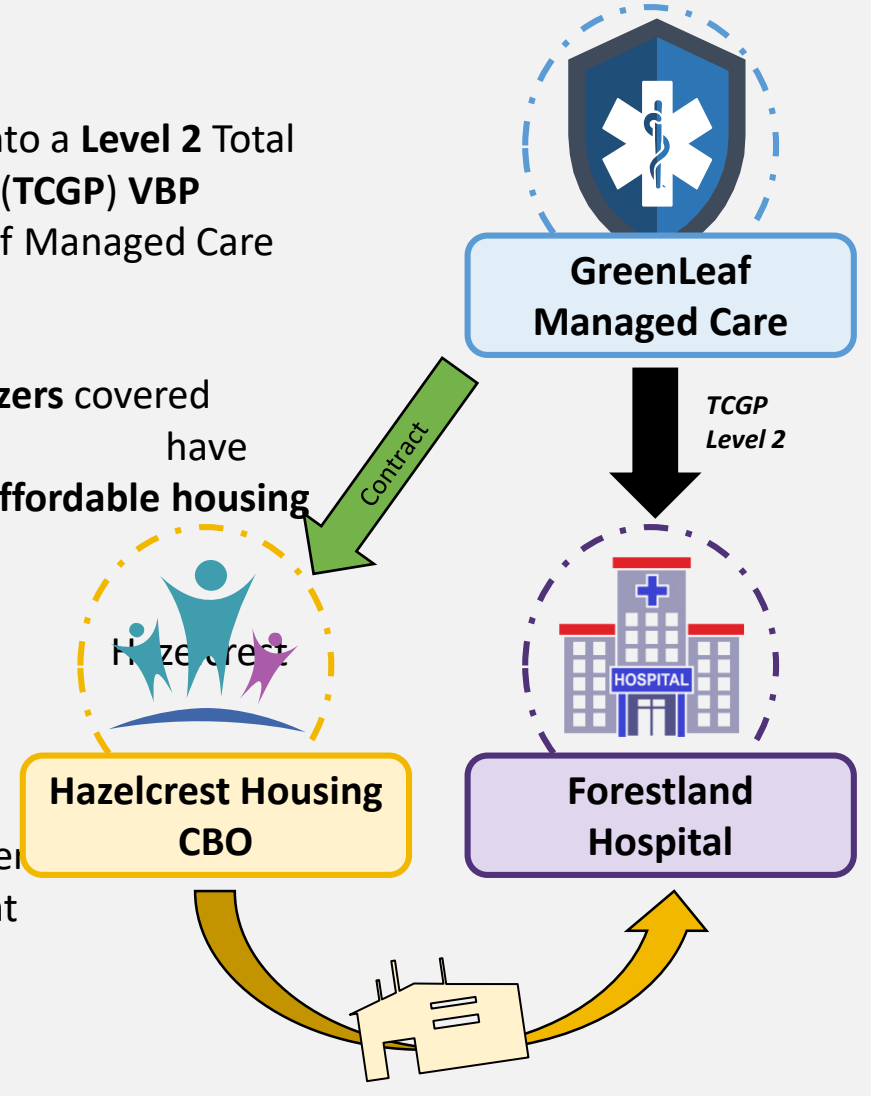
CBO Contracting Strategies – Scenario A

- CBOs may support VBP arrangements by:
 - A** contracting directly with an MCO to support a VBP arrangement



Hypothetical Example

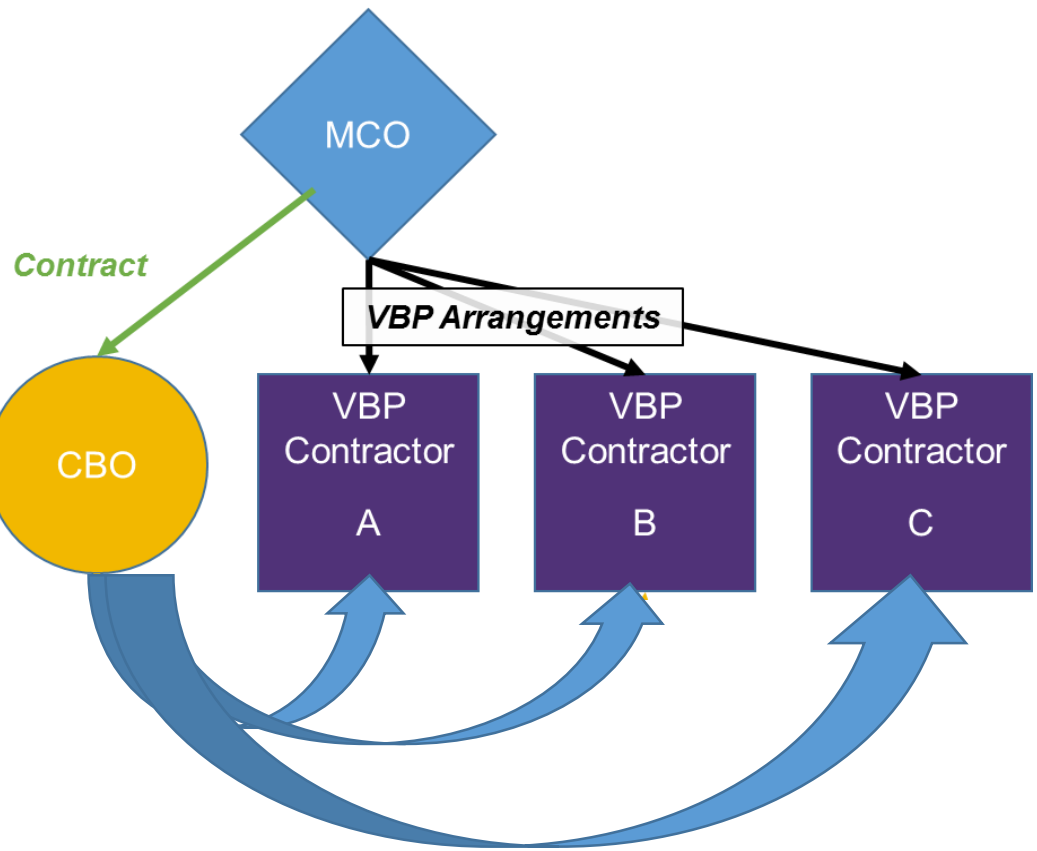
- Forestland Hospital enters into a **Level 2 Total Care for General Population (TCGP) VBP arrangement** with GreenLeaf Managed Care
- Many of the **highest ED utilizers** covered under the arrangement **lack of access to affordable housing**
- Greenleaf contracts with Housing CBO to implement a **Housing Intervention** for the highest utilizers covered under Forestland's VBP arrangement



CBO Contracting Strategies – Scenario B

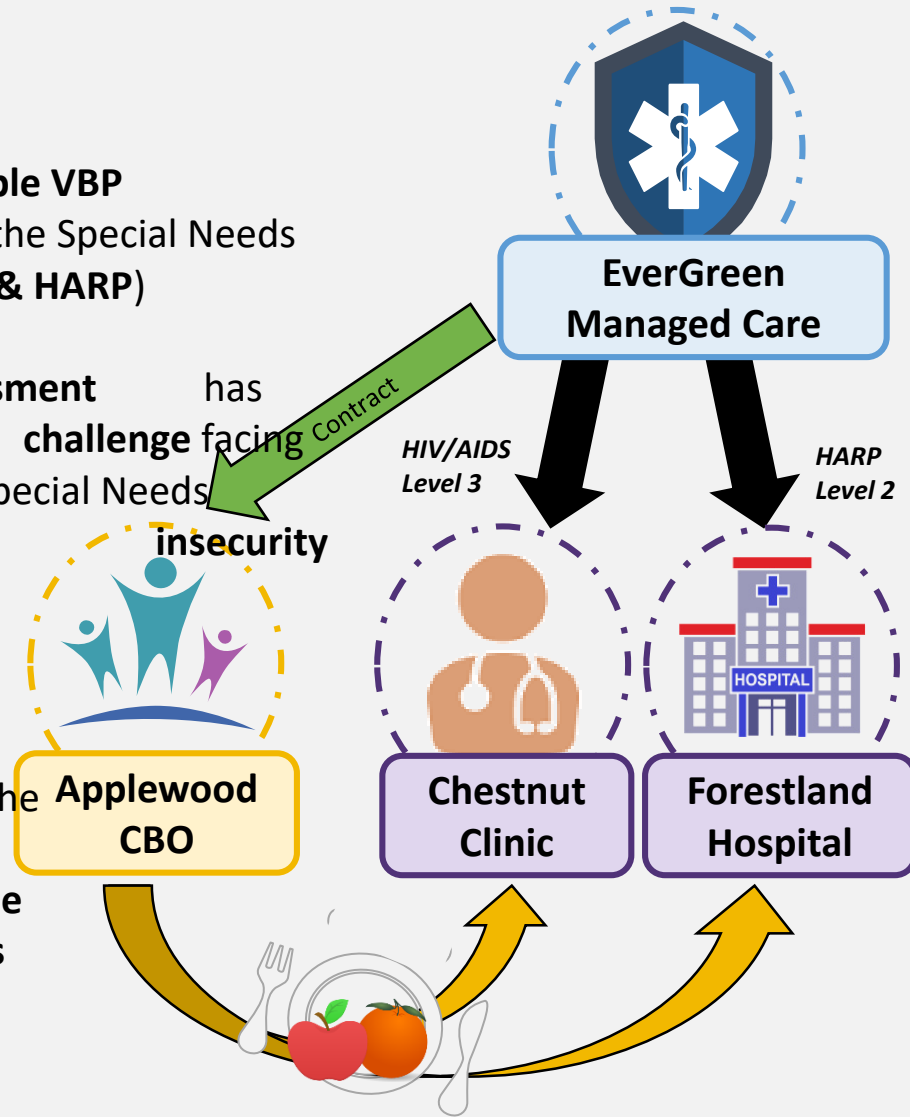
CBOs may support VBP arrangements by:

- B** contracting directly with an MCO to support multiple VBP arrangements



Hypothetical Example

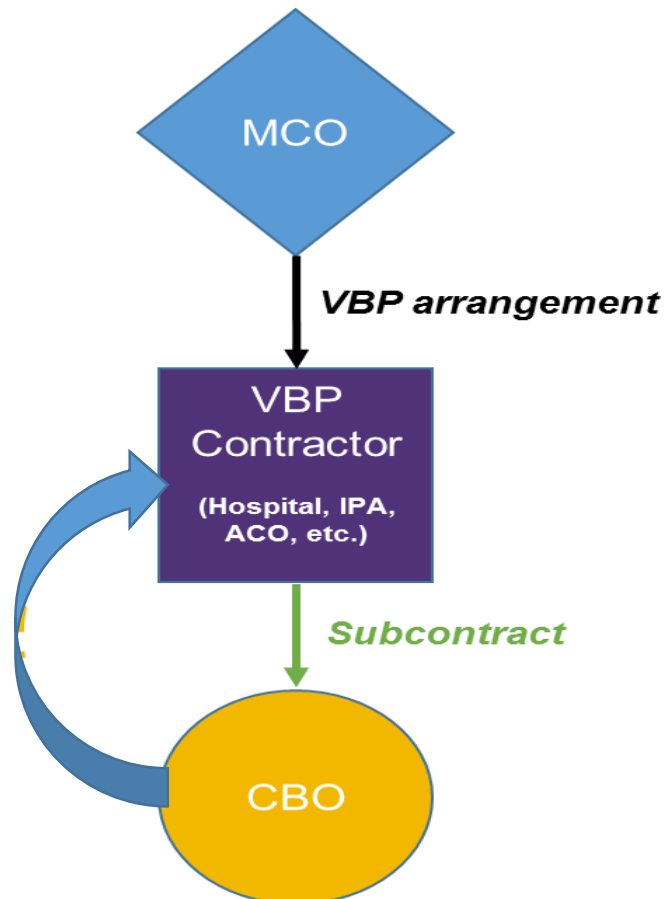
- EverGreen contracts **multiple VBP arrangements** targeted at the Special Needs Subpopulations (**HIV/AIDs & HARP**)
- A **community needs assessment** has revealed that a large **challenge** facing the local Special Needs Subpopulation is **food insecurity**
- EverGreen contracts with Applewood CBO to implement a **Nutrition Intervention** for the local Special Needs Subpopulation **served by the multiple VBP arrangements**



CBO Contracting Strategies – Scenario C

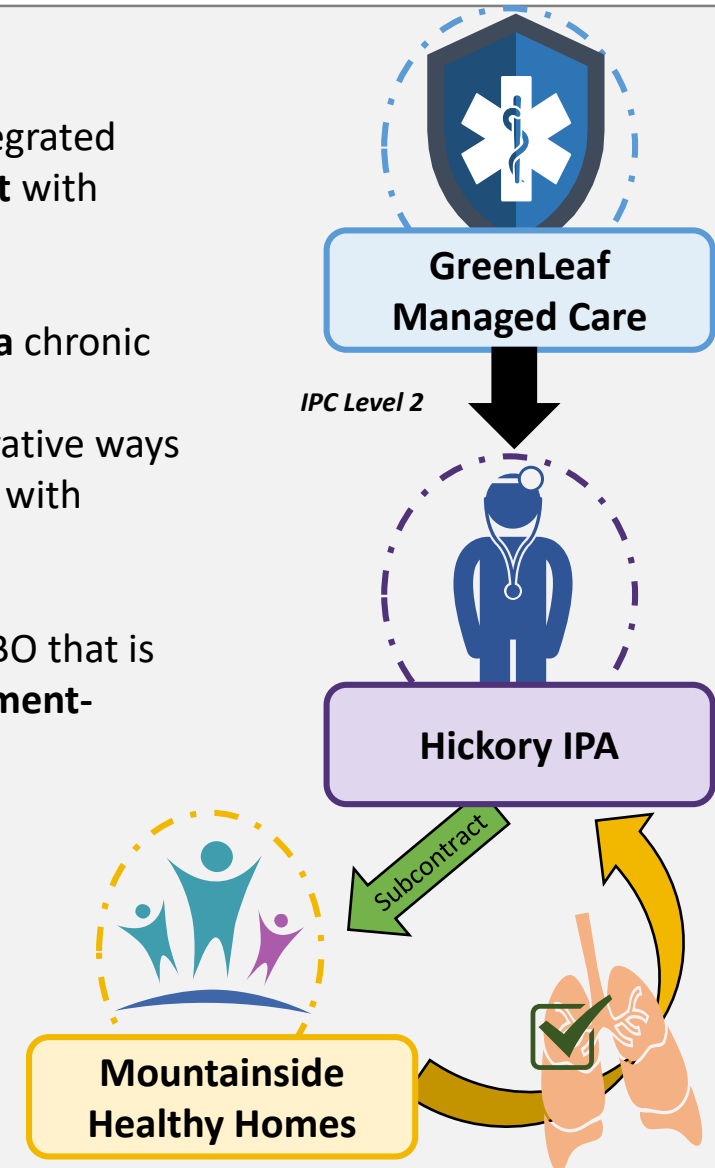
CBOs may support VBP arrangements by:

- C subcontract with a VBP Contractor (Hospital, IPA, ACO, etc.)



Hypothetical Example

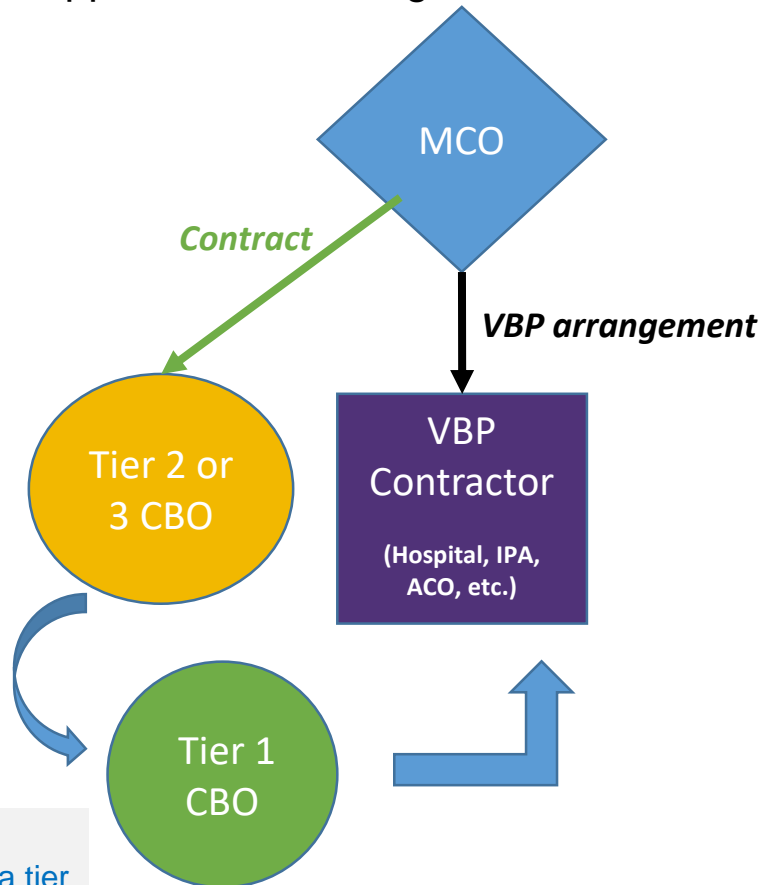
- Hickory IPA enters into a **Level 2 Integrated Primary Care (IPC) VBP arrangement** with GreenLeaf Managed Care
- Hickory IPA is aware that **Asthma is a chronic care episode included in the IPC arrangement**, and is exploring innovative ways to prevent complications associated with asthmatics
- Mountainside Healthy Homes is a CBO that is known regionally for **home environment-based interventions**
- Hickory IPA subcontracts with Mountainside Healthy Homes to **implement home-based interventions targeted at improving air quality in the homes of asthmatics**



CBO Contracting Strategies – Scenario D

CBOs may support VBP arrangements by:

- D multi-tier CBO partners contracting directly with an MCO to support a VBP arrangement



A tier 2 or 3 CBO subcontracting with a tier 1 CBO to support an arrangement.

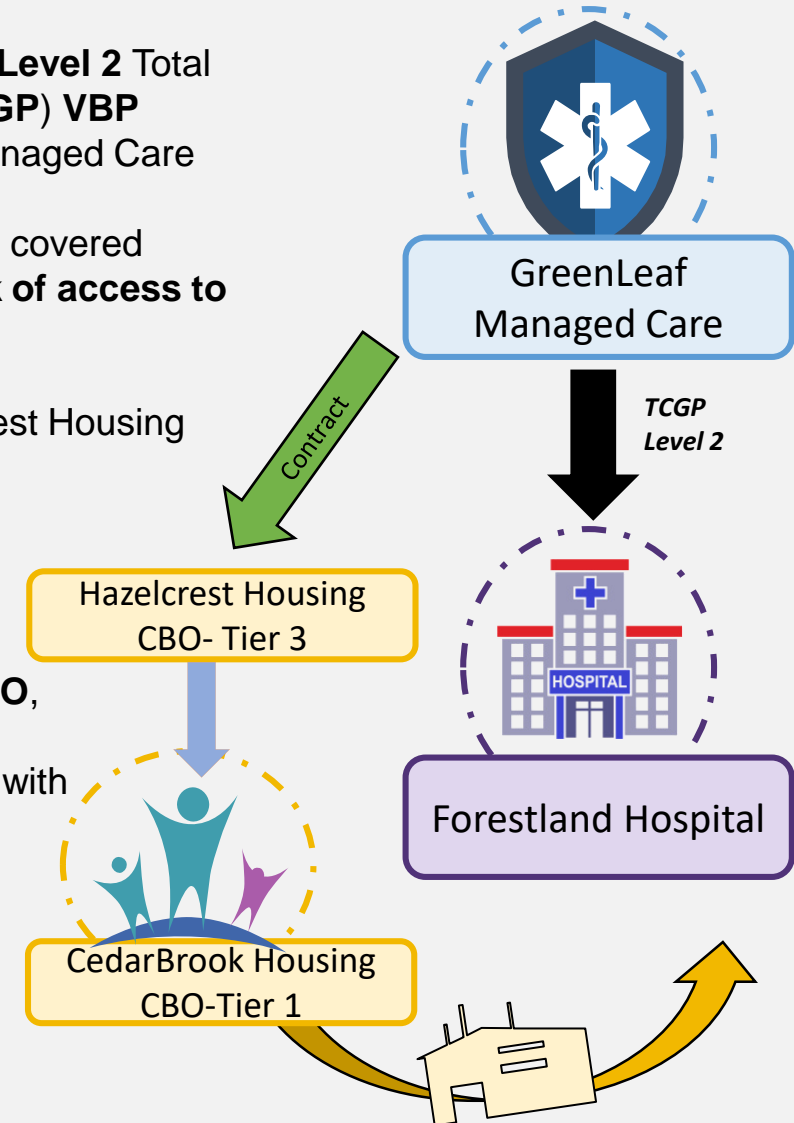
Hypothetical Example

- Forestland Hospital enters into a **Level 2 Total Care for General Population (TCGP) VBP arrangement** with GreenLeaf Managed Care

- Many of the **highest ED utilizers** covered under the arrangement have **lack of access to affordable housing**

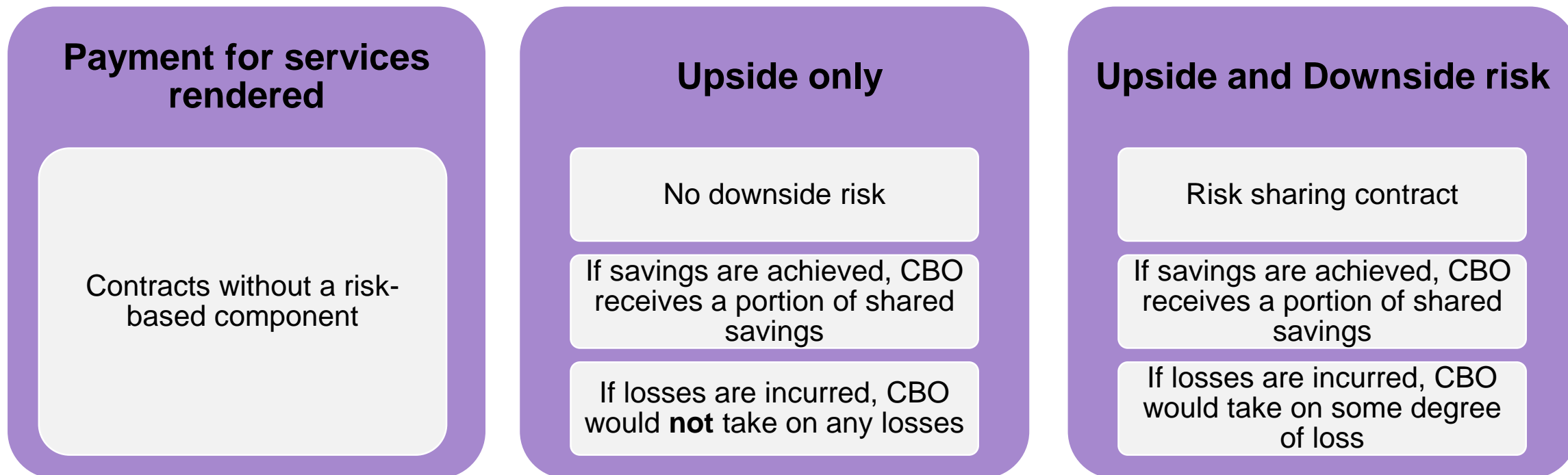
- Greenleaf contracts with Hazelcrest Housing CBO to implement a **Housing Intervention** for the highest utilizers covered under Forestland's VBP arrangement

- Hazelcrest Housing, a tier 3 CBO, subcontracts with CedarBrook Housing, a tier 1 CBO, to assist with implementation of Housing Intervention by covering a specific geographical area.**



CBO Contracting Options

- CBO contracts are **not** required to include risk
- CBO contracts could be structured as:



- CBOs may be held to performance measure standards by the party they are contracting with (VBP Contractor or MCO) in order for contracting to continue

SDH Intervention Examples

SDH Example: Peer Mentoring and Wellness Coaching Program

- **Goal:** Promote the use of evidence based care to manage chronic disease using trained peers
- Peer Mentors are recruited and matched with members based on their chronic conditions, language, and culture, etc.
- In-person or telephonic outreach to participant members to provide one-on-one support and encouragement for behavior change, leading to better self management skills
- Supports include:
 - Adhering to diet while being culturally sensitive
 - Identifying and avoiding triggers that lead to negative outcomes
 - Providing follow up and increased medication adherence

SDH Examples: Continued

SDH Domain	Intervention
Economic Stability	<p>Housing Insecurity:</p> <ol style="list-style-type: none"> 1. Capital investment to build affordable housing or provide service and operating funding in exchange for dedicated housing units for your plan members. 2. Plan may also select to implement an SDH intervention that focuses on providing assistance to members at risk of becoming homeless. Intervention may involve: <ul style="list-style-type: none"> • Assistance with rental arrears • Back payment for utilities • Legal services to prevent eviction • Housing location and application assistance
Social and Community Context	<p>Informal Support and Social Cohesion:</p> <ol style="list-style-type: none"> 1. Volunteer service program that matches members and volunteers based on shared interests, talents, and spiritual needs. Volunteers provide face to face visits and/or telephone calls. In addition to companionship, volunteers provide assistance with grocery shopping, minor home repairs. <p>For more information, please check out ArchCare's TimeBank Program: https://www.archcare.org/community-resources/timebank</p>
Economic Stability	<p>Social Transportation:</p> <ol style="list-style-type: none"> 1. Providing transportation services to social events such as; going to a place of worship, visit with family, grocery store and medication pick up.

SDH Examples: Continued

SDH Domain	Intervention
Neighborhood and Environment	<p>Healthy Homes:</p> <ol style="list-style-type: none"> 1. SDH intervention focusing on comprehensive home environment assessment of members with Asthma and other Chronic Respiratory conditions to identify triggers that negatively impact health. Home remediation may include performing mold and lead abatement, or carpet removal.
Economic Stability	<p>Financial Security and Education:</p> <ol style="list-style-type: none"> 1. Tailored one-on-one or group education session for plan members to educate on financial literacy to promote self sufficiency and independence. 2. Life skills training to promote an independent and healthy lifestyle (i.e. how to grocery shop and cook healthy affordable meals).
Health and Health Care	<p>Community Based Case Management:</p> <ol style="list-style-type: none"> 1. Comprehensive case management services connecting unengaged plan members. 2. Telemedicine 3. Assistance with benefit coordination, public assistance, getting a drivers license and filling out applications. 4. Health classes and disease management for chronic conditions.

Thank you!

For Additional Information:

<https://www.health.ny.gov/mrt/sdh>

Contact Us:

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