

# NORTHPOINT HEALTH & WELLNESS



## *A Value Proposition in Health Care*

Stella Whitney-West, CEO

# Mission: Partnering to Create a Healthier Community



***A Healthier North Minneapolis***

# Vision

- A standard of excellence in culturally responsive, integrated, primary health and social services that strengthen the community and the people we serve.
- Partners in a shared vision of a healthy, environmentally safe, economically vibrant, stable and self-reliant community.

# North Minneapolis

- 2010 Census: 57,765 individuals
- 82% Communities of Color
- Median average home value \$78,000  
( \$244,100 Hennepin County)
- Average income per household \$28,434  
( \$62,966 Hennepin County)
- Higher rates for Health Disparities
  - Smoking, obesity, nutrition, physical activity, mental distress
  - Highest Unemployment Rate

# NorthPoint Health & Wellness Center

- Federally Qualified Health Center in partnership with Hennepin County
- Community Board 51% patient membership
- 23,000 patients with 86,000 visits annually
- \$28 million annual budget; 350 employees
- Medical, dental, behavioral health, pharmacy, optometry, lab, radiology, food shelf, employment, CD, health screenings and nutritional services.

# NorthPoint Strategic Focus

- Primary Care
- Community Health
- Health Equity
- Social Determinates of Health



# Community Health Centers



Bureau of Primary Care



Public Health Service Act (PHS)



Enhanced Reimbursement



Medically Underserved Area or Population



Serve Uninsured and a Sliding Fee Scale



Provide Comprehensive Services

# The Community Health Center Model

*National Association of Community Health Centers -2013*

Improves  
access to  
Primary &  
Preventive  
Care

Provides  
Cost  
Effective  
Care

Provides  
High  
Quality  
Care

Reduces  
Health  
Disparities

Creates  
Jobs and  
Stimulates  
Economic  
Growth

# Value of Community Health Centers

- Largest Primary Care Association in country
- Saves \$1,263 per patient per year
- Patients are 19% less likely to use ED
- Patients are 11% less likely to be hospitalized
- Between 2010-2015 will save \$23 billion to states *via* Medicaid
- Meet or exceed national standards chronic disease treatment

# Minnesota's Community Health Centers

- Urban/Rural-17 Centers
- 183,000 patients/680,000 visits
  - 42% MA/MnCare
  - 37% Uninsured
- 1,300 FTE staffing
  - National Health Service Corps
- \$138.6 million economic activity

# NorthPoint Health & Wellness Center Integrated Model

- Integrated Care produces the best health outcomes- SAMHSA-HRSA Center for Integrated Health Solutions
- Multidisciplinary Teams
- Care Coordination
- Common EHR and Treatment Plan
- Health Care Home
- Hennepin Health ACO

# Hennepin Health

**Minnesota Department of Human Services (DHS)**  
**&**  
**Hennepin County**  
Collaborative Demonstration for Healthcare Innovation

**Hennepin County Accountable Care Partners:**

- Hennepin County Medical Center (HCMC)
  - NorthPoint Health & Wellness
  - Human Services and Public Health Dept. (HSPHD)
  - Metropolitan Health Plan (MHP)
- 

≈ 6,400 complex residents on full risk prospective total-cost of care basis

# Hennepin Health Premise

- Need to Meet Individuals' Basic Needs Before We Can Meaningfully Impact Health
- Social Challenges Often Result in Poor Health Management and Costly Revolving Door Care
- By Financially Aligning and Coordinating Systems, we can Improve Health Outcomes and Reduce costs

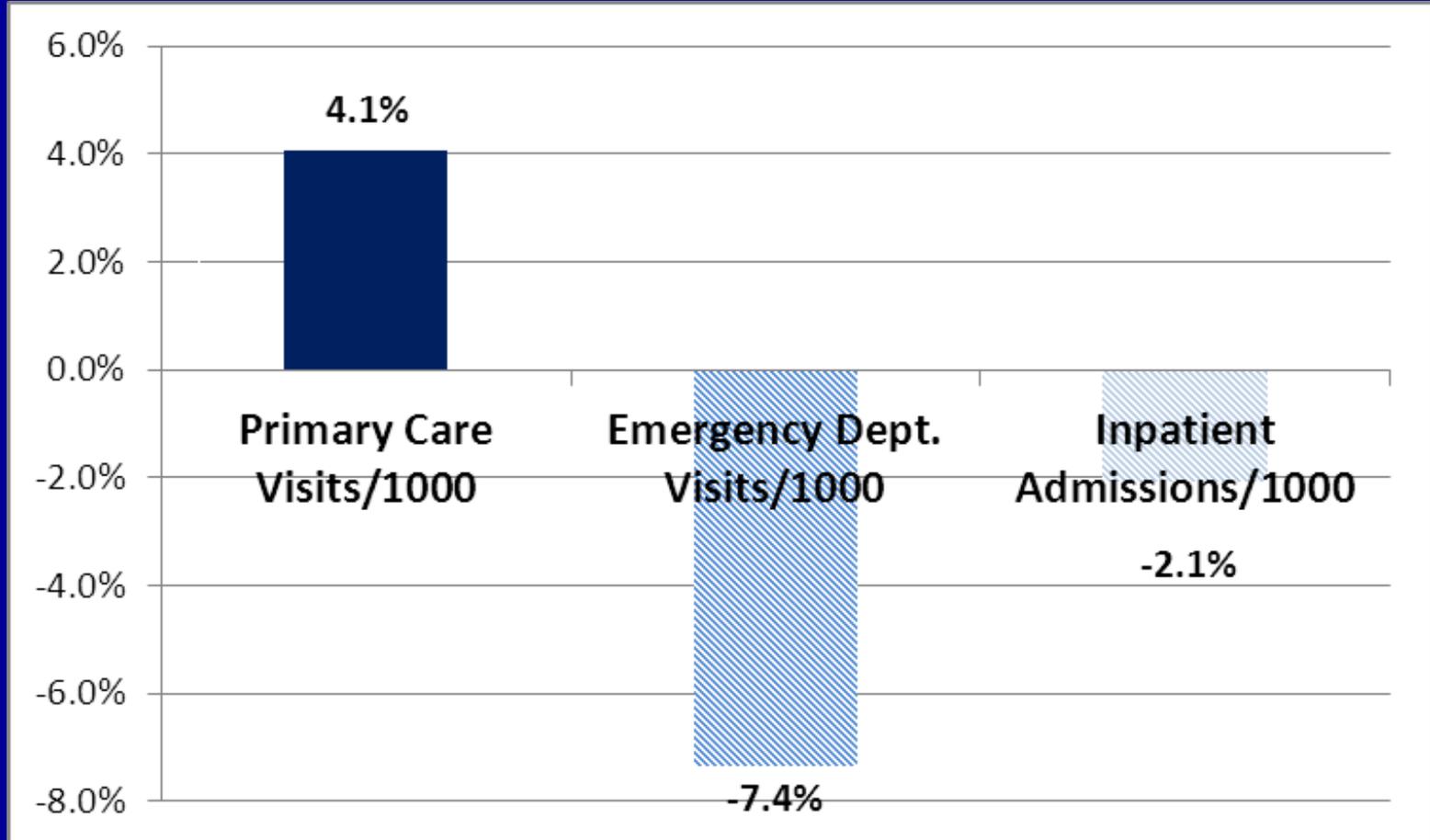
# Hennepin Health Care Model

- Based on a Primary Care Medical Home with a Strong Community Health Worker Role
- Evolving Roles and Functions:
  - Social Service Navigators
  - Housing Navigators
  - Building Population Health Capacity
  - Outreach to Keep Members Eligible

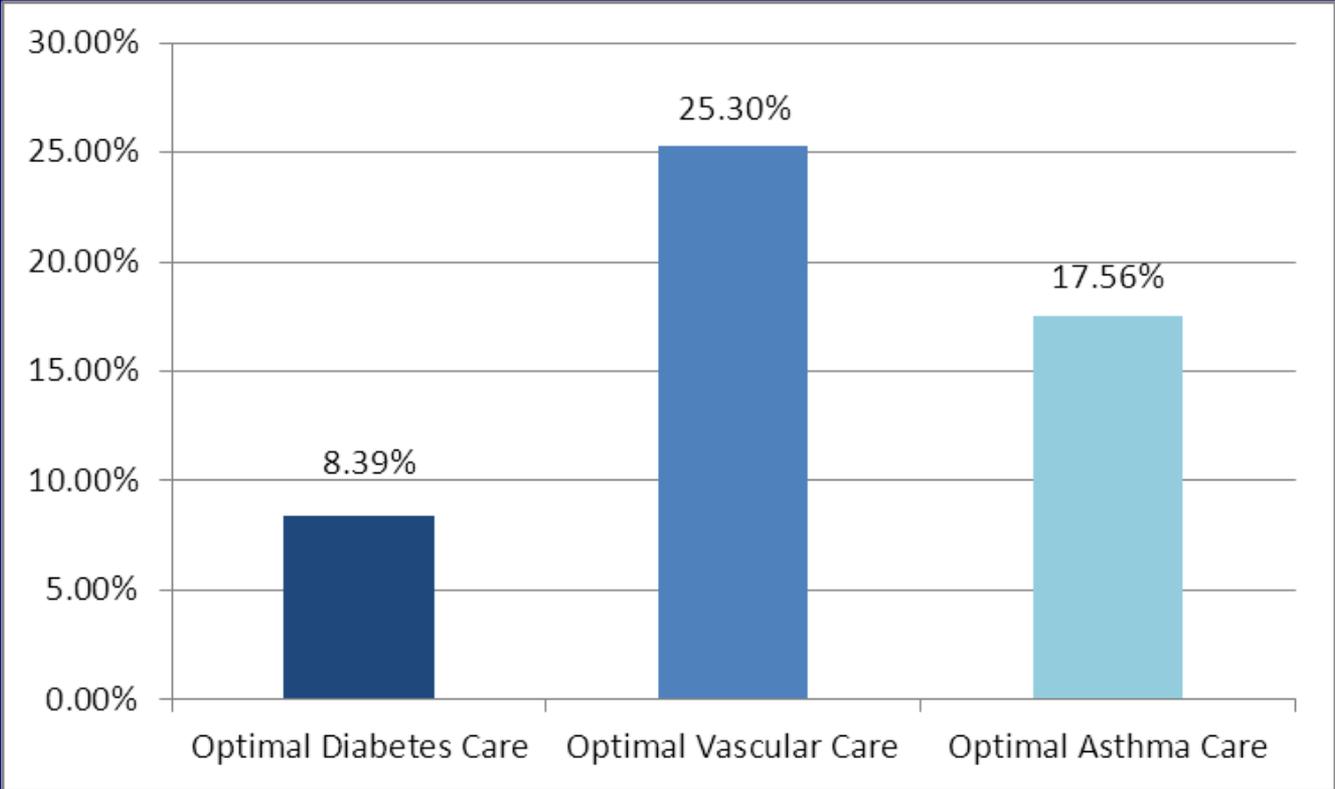
## Hennepin Health Finance Model

- Replacing Volume Incentives with Value Incentives
- Avoided Hospitalizations No Longer Lost Revenue to the Safety Net – All “Rowing in the Same Direction”
- Individual Partner Incentives to Share Savings + Common Re-Investments in System Improvements

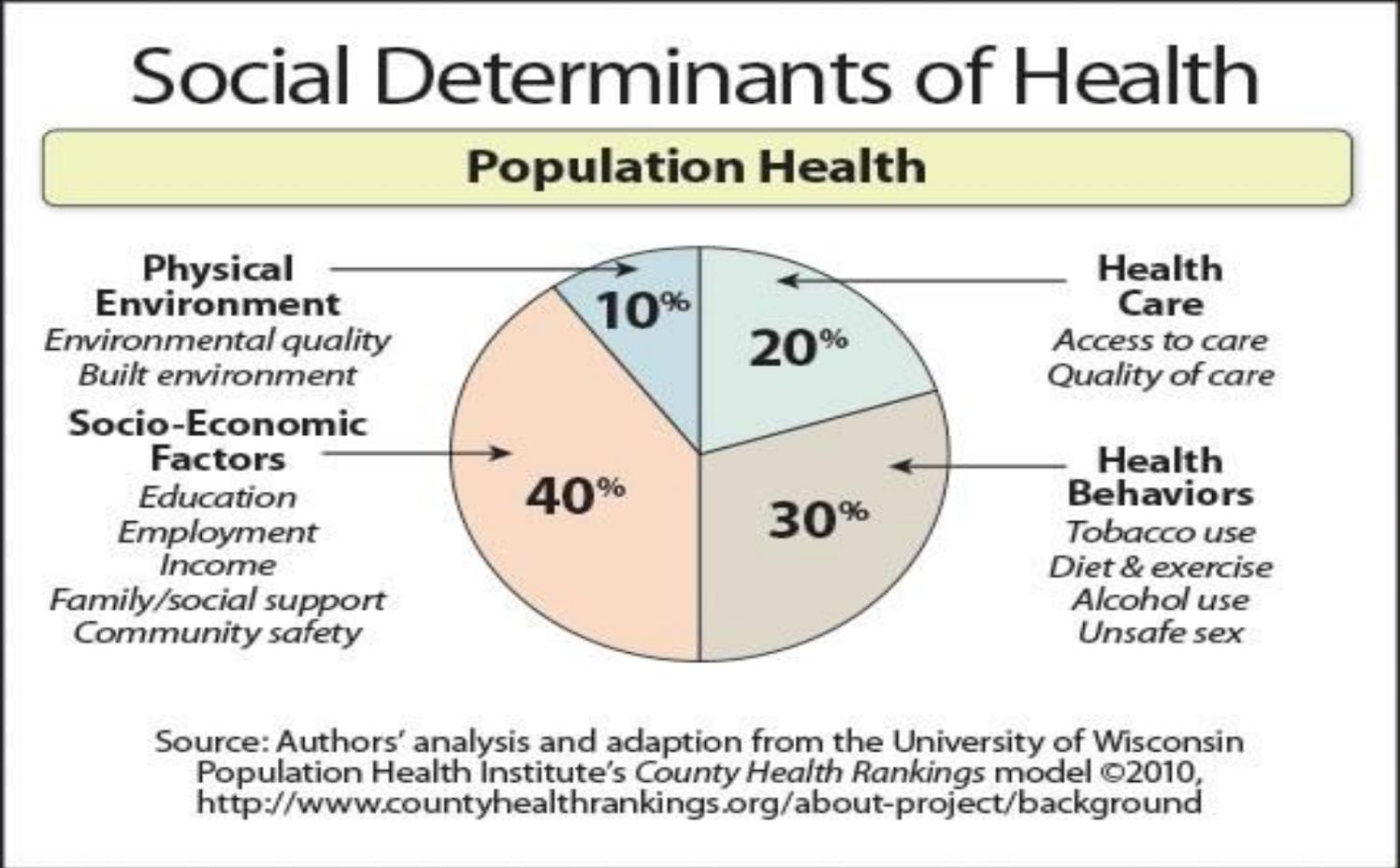
# Hennepin Health Outcomes: Utilization 2012 vs 2013



# Outcomes: Improved Quality of Care 2012 (Jul-Dec) vs. 2013 (Jan-Nov) Provider Data Submitted to MN Community Measurement



# Key to Value Proposition Health



## Future of Health Care

- Focus on Health & Wellness
- Prevention & Disease Management
- Integrative Health Care
- Community Based Health Care
- Population Health Management
- Payment Reforms
- Health Care Workforce Expansion

# THANK YOU

