Food Pharmacy: Partnership between local food bank and medical clinic

Jeff Domingus, DO 3/20/2024



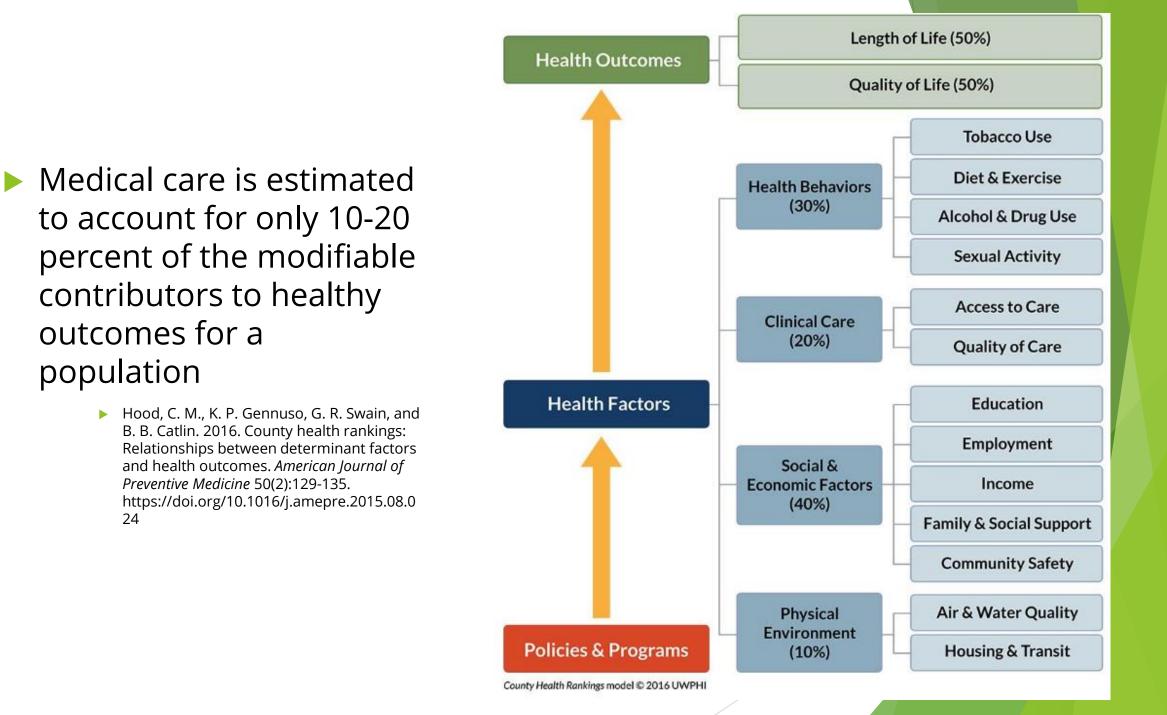


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To find health should be the object of the doctor. Any one can find disease.

~ Andrew Taylor Still

AZQUOTES



HCHC Pharmacy opens in October 2020 with great success by providing access to quality medications at affordable prices...

- 340B formulary patient example
 - Invokamet 150/1000mg
 - \$588 cash; \$16 340b
 - Victoza 1.2mg
 - \$535 cash; \$16 340b
 - Lantus vial
 - ▶ \$77 cash; \$15 340b
 - Lipitor 40mg
 - ▶ \$19 cash; \$15 340B

Mixed messaging...





Put your money where your mouth is...

Online subscription with fresh produce delivered weekly and placed in pharmacy



FREE, ENJOY! **GRATIS, DISFRUTA!** إمجانا، استمتع BELAŞ, KÊFÊ! **BURE, KUFURAHIA!** ናጻ ተሓኈስ! Бесплатно, наслаждайтесь!

Food Pharmacy

- "Low barrier" food pantry access
 - Any patient can access Food Pharmacy during a routine scheduled appointment
 - Staff members are trained in assisting with patients
 - Providers can incorporate Food Pharmacy into the appointment
 - Real-time education (eg interpreting nutrition labels)
 - Compare/Contrast unhealthy vs healthy food options
 - Access to fresh produce
- Culturally sensitive staple items that are appropriate for all chronic disease states
- Resources to access BRAFB services in the community if patient has food insecurity
 - Sends a message that we value "health" at HCHC





To access the FOOD PHARMACY

please see an HCHC staff member for assistance

Para acceder a la **FARMACIA DE ALIMENTOS** por favor vea a un miembro del personal de HCHC.

للوصول الى الطعام لدى الصيدليه

يرجى مراجعة الموظف لدى مراكز صحة المجتمع الصحى للحصول على المساعده.



Anthem. HealthKeepers Plus

> 2023

| Month | Total patients | Patients screened positive for food insecurity | Referred to external community food resources | Households receiving food in- clinic | Total bags/boxes distributed | Participants with diet-related chronic illness |
|---------|----------------|--|---|--|------------------------------------|--|
| July | 789 | 73 | 73 | 14 | 88 | 6 |
| August | 1978 | 261 | 261 | 45 | 329 | 40 |
| Sept | | 400 | 400 | 102 | 437 | 42 |
| October | 2072 | 404 | 404 | 106 | 446 | 39 |
| Nov | 2263 | 472 | 459 | 114 | 287 | 60 |
| Dec | 2082 | 380 | 371 | 92 | 260 | |

▶ 2024

| Month | Patients receiving food age 0-18 | Patients receiving food age 19-59 | Patients receiving food age 60+ | Total patients receiving food in clinic | Households receiving food in-clinic |
|----------|--|---|------------------------------------|---|---|
| January | 188 | 265 | 62 | 515 | 120 |
| February | 158 | 197 | 66 | 421 | 109 |

In the News... BRAFB and Healthy Community Health Centers establish 'Food Pharmacy'



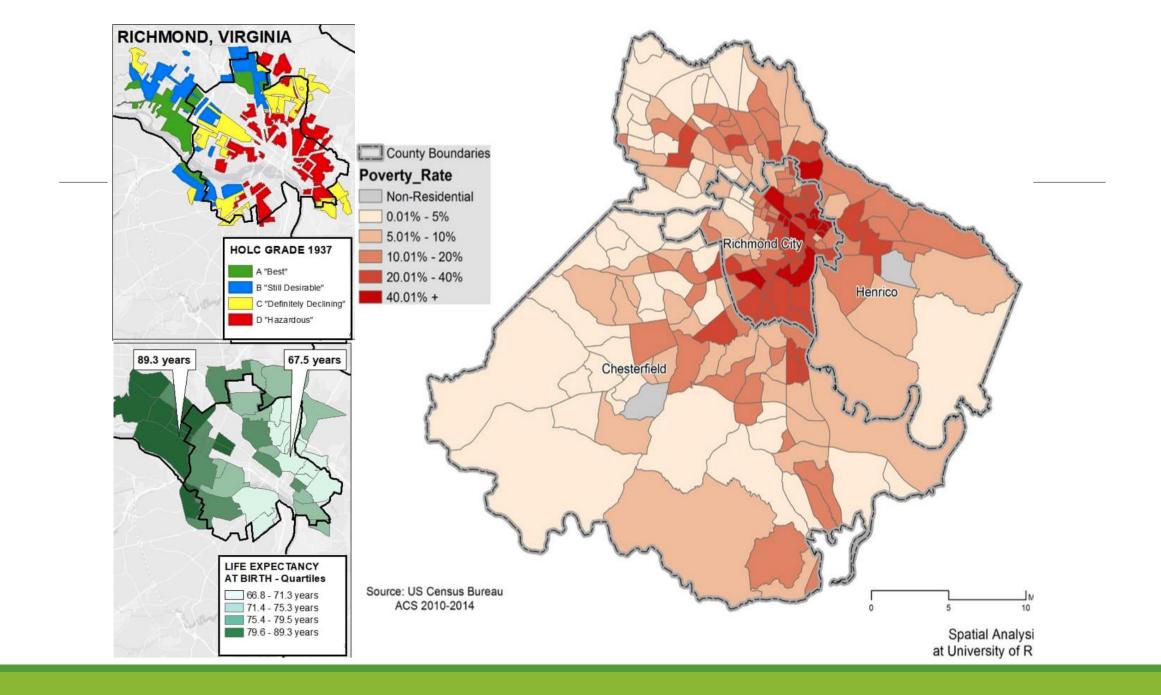
BRAFB and Healthy Community Health Centers establish 'Food Pharmacy' (whsv.com)



Our vision is a healthier community where everyone has equitable access to nourishing food and meaningful opportunities to grow, choose, cook, and enjoy fresh produce.













Produce Rx

Our clinical produce program provides weekly produce and cooking classes to participants enrolled in chronic disease prevention and management programs.



VCUHealth.

We work primarily with health care providers to help individuals and their families overcome barriers to healthy eating.

- weekly prescriptions of produce
- health screenings
- health coaching & goal setting
- free kitchen supplies
- hands-on cooking classes









Cooking and food skills

Food access is about more than physical and financial access to food – it includes knowledge, confidence, and trust. We take our food skills on the road so every produce purchase includes an idea, hands-on experience, or recipe.





- 140 hours of cooking education
- 2400 participants of all ages
- Mobile Market demos
- food pantry demos

Mobile Market

Location and income should not determine access to healthy food. The Mobile Market visits neighborhoods across the city, connecting communities to fresh, local, and sustainably grown produce.



Each season, we...

- host almost 400 markets
- process more than 4,000 transactions
- reach more than 1500 unique customers
- distribute more than 170,000 servings of produce









Nutrition Distribution

We partner with community food pantries, meal programs, and mutual aid organizations, providing weekly distributions of our produce to those most in need





- more than 80,000 pounds donated each year
- over a dozen partners in addition to Feed More's network of agencies

Belmont United Methodist Church







CONNECTIONS. ST. THOMAS' EPISCOPAL CHURCH





Sustainable Agriculture & Community Engagement

We partner with community food pantries, meal programs, and mutual aid organizations, providing weekly distributions of our produce to those most in need





- <200,000 pounds grown each year
- 7,000 volunteer visits
- Certified Naturally Grown
- 2 sites 8 acres









Questions?

Erin Lingo erin@shalomfarms.org

shalomfarms.org



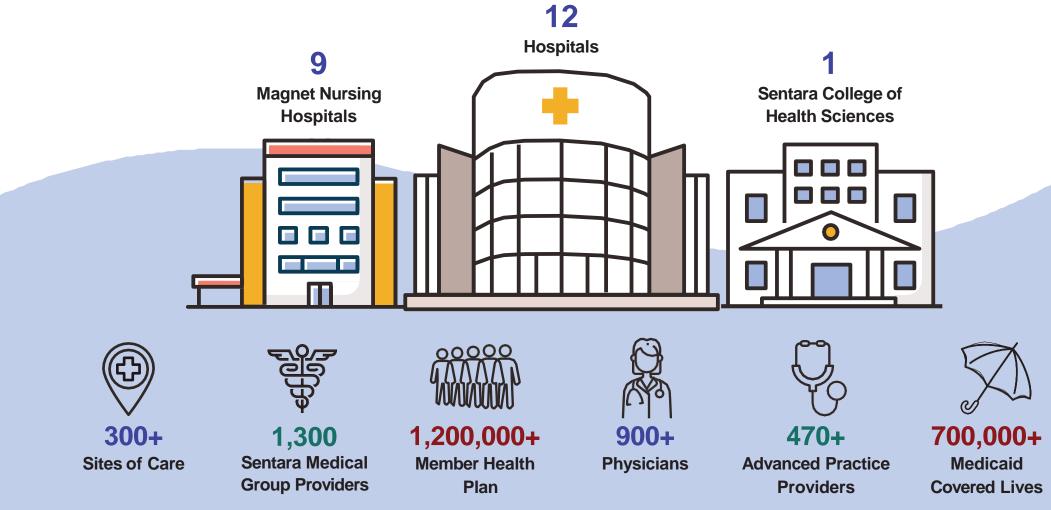
Sentara Community Care

Overcoming challenges & removing barriers



Sentara Health

130+ year not-for-profit mission



Sentara Health

20+ years Best Hospitals U.S. News & World Report

3 States Served (VA, NC, FL) Nearly **30,000** Team Members Aa2/AA Ratings

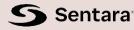
2nd Largest Private Employer in Virginia

\$260+M 2022 Investment in Our Communities \$11.2B Total Operating Revenue

\$54M Investment in Community Benefit Programs

\$185+M

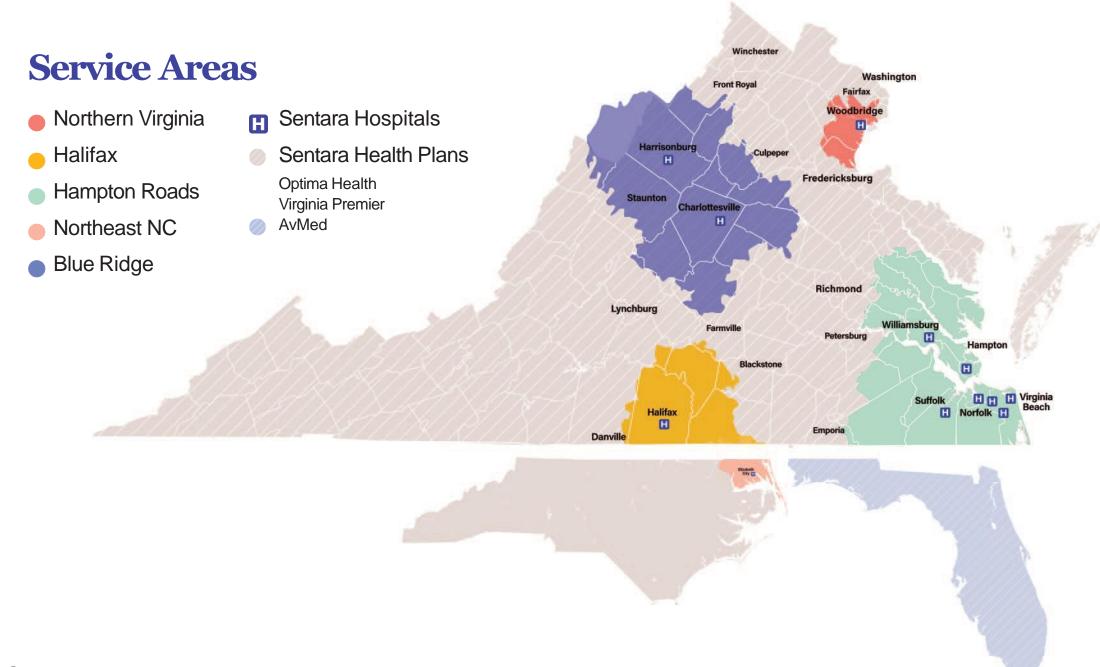
Investment in Employee Compensation



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Who We Are

We are an organization driven to **improve health** every day. While we meet that mission through the healthcare services we provide to our patients and the coverage we provide to our health plan members, we know that genuinely improving health every day requires a much **deeper commitment** within our communities.

We Are Committed

For more than 130 years, Sentara's presence in our communities has never been defined solely by our hospitals and clinics. By listening and striving to be a **trusted partner** to residents, fellow nonprofits, educators, health and human services providers, and faith-based organizations who share our mission, we work daily to be an **anchor** upon which all can rely.

Sentara Strategic Imperatives

Consumers

Awareness & Preference Experience Top-tier Quality and Safety Share of Care Service Growth

Community

Health Equity Social Determinants Fiscal Stewardship Access & Affordability

Colleagues

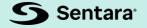
Engaged Culture Focused on DE&I Attract & Retain Top Talent

Capabilities

Digital Optimization Technology Infrastructure Investments to Enable Growth



Equitable Access to Care & Services

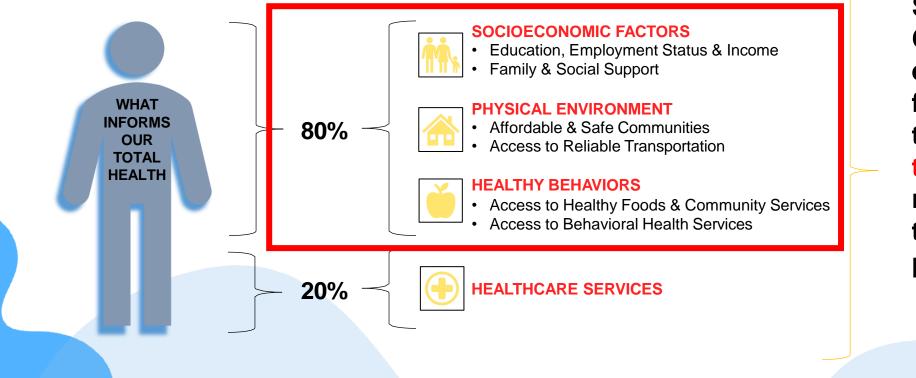




Advancing Health Equity

by aligning Sentara's resources with needs identified by the community, investing in innovative initiatives, and catalyzing local partnerships.

Partnering on the Path to Total Health and Wellbeing



Sentara Community Care addresses each of the core factors contributing to an individual's total health regardless of where they are on their path to well-being

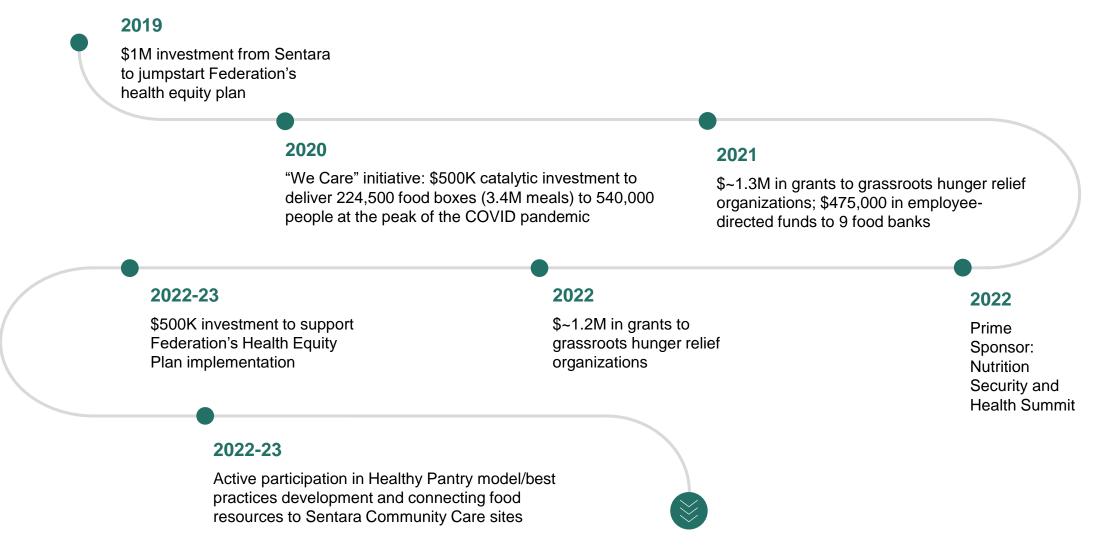
Addressing Root Causes

In order to live our mission to improve health every day, we have to go beyond our walls and help the community address the factors affecting our community most. Eighty percent of what determines an individual's health occurs outside of the hospital.

As One Sentara, we have a responsibility to strengthen our communities – and every individual who calls those communities home – by swimming farther 'upstream' to address root causes of inequitable health outcomes and community conditions. We do this through a holistic approach to first listening to our communities, learning how we can act as a 'force multiplier' for community partners, and acting with greater intentionality across our operations to improve the conditions in which we all live, work, learn, play, and worship

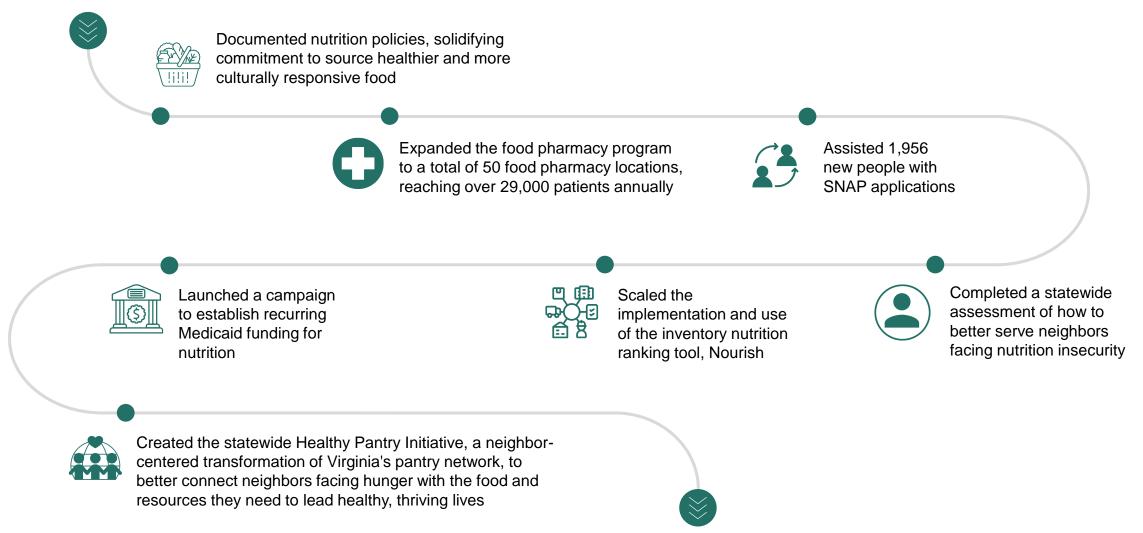


Building the Capacity of Virginia's Hunger Relief Network





As a result of Sentara's FY '23 investments alone, Virginia's food banks have:



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Systemwide Alignment: Sentara Community Care

Consumers

Awareness & Preference Experience Top-tier Quality and Safety Share of Care Service Growth

Community

Health Equity Social Determinants Fiscal Stewardship Access & Affordability To provide care for all in our communities by opening Community Care Centers in markets identified with the greatest needs

To actively promote access, transparency, and affordability

Capabilities

Digital Optimization Technology Infrastructure Investments to Enable Growth

Colleagues

Engaged Culture Focused on DE&I Attract & Retain

Top Talent

KEY PERFORMANCE INDICATORS

- Reduce cost of care
- Reduce unnecessary ED utilization
- Improve re-admission rates
- Close key HEDIS gaps in care
- Convert uninsured to insured
- Increase lives under management



Sentara Community Care: Care Model Mission

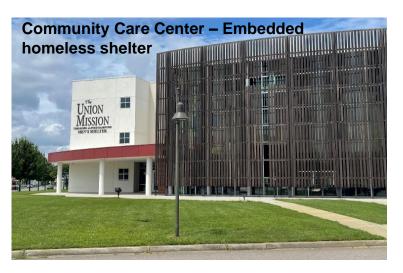
Community Care Center – 1st Floor of apartment complex



 Bring neighborhood-level health and wellness services to historically marginalized and under-resourced communities to improve total health focused on the social drivers of health.



- Advance health equity and improve disparity gaps
- Dismantle barriers to care by bringing care to where the community lives, works, plays, learns, and worships.



- Develop programs with community partners to support the community.
- Deliver full service primary care, maternal health, mental health, and social support services



Sentara Community Care: Care Model Mission



Community Care Centers

Our Community Care Centers are designed to make accessing healthcare services easy and convenient, delivering comprehensive medical, behavioral health, and social support services all under one roof, right within your neighborhood.



Sentara Mobile Care

Recognizing that transportation and time constraints often hinder access to healthcare, Sentara Mobile Care takes healthcare to the streets, quite literally. Our Mobile Care units travel directly to the communities with the greatest needs and largest gaps in healthcare, ensuring that healthcare isn't a burden but a readily available resource.



Sentara Community Care: Care Modes

| Care Centers | 6 Days per week Typical practice clinic with additional services to support the community Direct provider services: PC (Child-Adult), BH, Prenatal Care Evening and weekend hours Food Pantries at some locations |
|---|---|
| Mobile Care | 5 Days per week, evening and weekend hours Direct provider services: PC (Child-Adult), Prenatal Care, BH 15-20 neighborhoods served monthly per vehicle Reduces traditional barriers, transportation challenges and inconvenient times Locations chosen to maximize convenience and proximity to other essential community organizations and services |
| School Care | Operate during school hours within title I schools Direct provider services: PC services for acute issues 1 medical assistant on-site at school during school hours Virtual technology that connects student and faculty to NP Goals to reduce absenteeism and improve child wellness care |
| Neighborhood Community Health Workers | 6 Days per week Support patients 1:1 with their SDOH needs In the community/neighborhoods At community events |
| Community Health Activities | Large group events in underserved communities Provide health and wellness services outside the typical clinics at events in the community (health checks, immunizations, sports physicals) Classes/Activities on-site at centers and at partner organizations in the neighborhoods that will improve the lives in the areas we serve |
| Sentara | Proprietary and Confidential |

Sentara Community Care

Uniquely Designed Care Services



Primary Care & Behavioral Health Services

- Comprehensive & preventative primary care services for children to adults
- Mental health providers and counseling
- Addiction medicine programs
- Onsite lab draws
- Walk-ins welcome
- Virtual options
- Non-traditional clinic hours



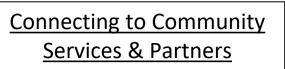
- Frequent check-ins
- Increased health education
- Nutrition and wellness classes
- Social drivers of health support and connections
- Insurance enrollment
- Transportation assistance
- Food and nutrition assistance
- And more…



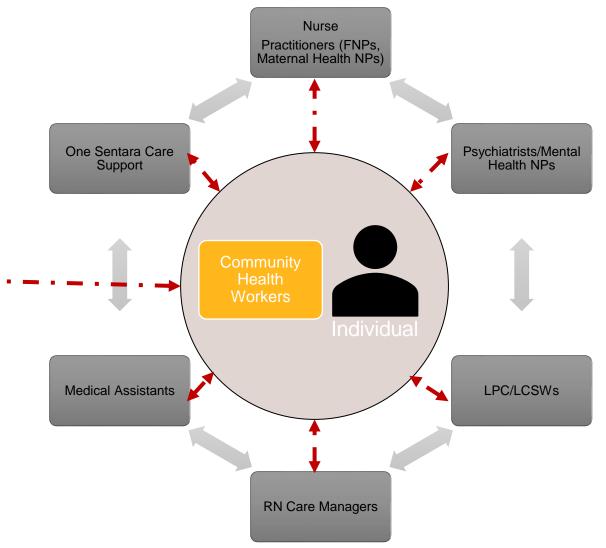
- Neighborhood community support system
- Faith-based leaders
- Food bank & food pantry organizations
- School divisions
- ➢ And more…

Sentara Community Care

Uniquely Designed Care Team



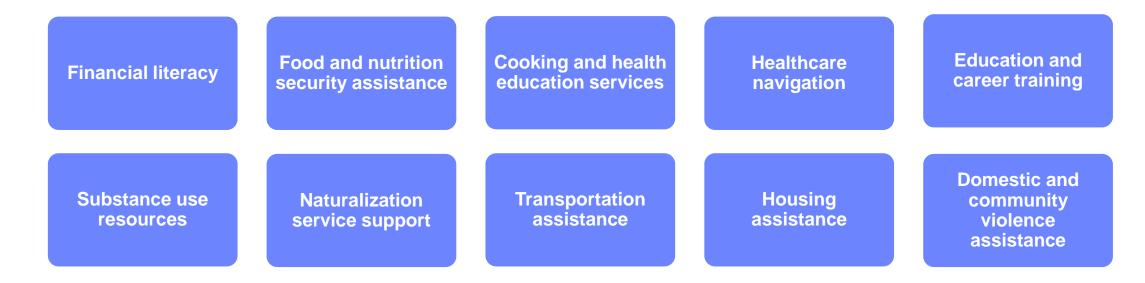
- Neighborhood leaders
- Community organizations
- Faith-based leaders
- CSBs
- FQHCs & Free Clinics
- Homeless shelters
- State/City/County services
- Foodbank
- And many more...



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Social Drivers of Health Model: Link to Community Services

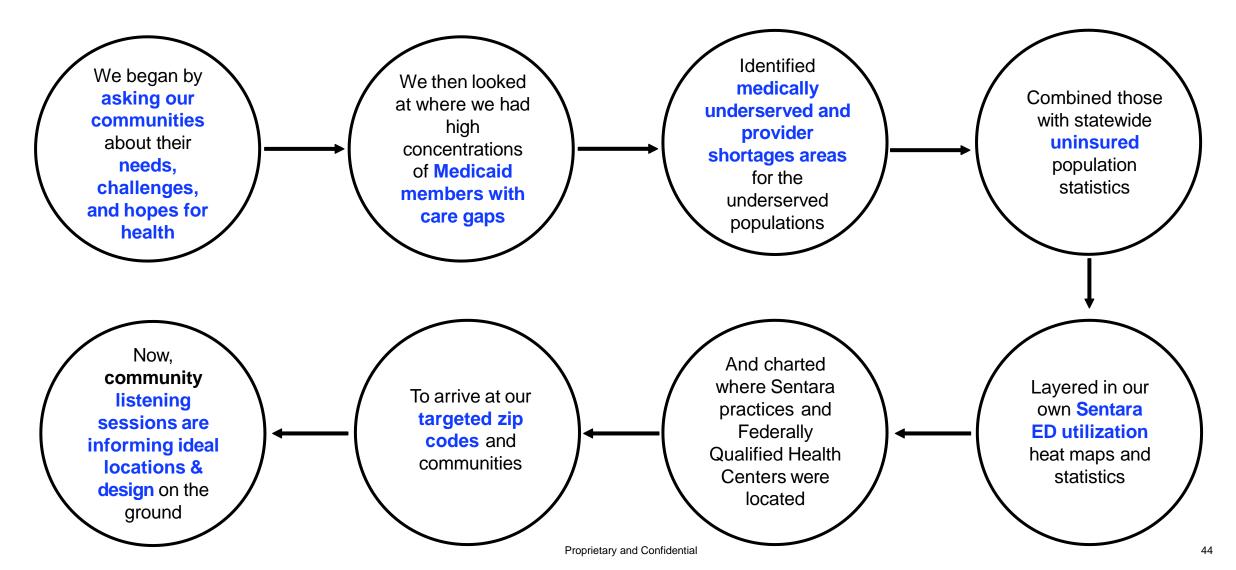
In partnership with community and faith-based organizations, we help ensure that Community Care locations provide access to the following services:



Note: This list is representative of the types of services to be offered. Specific services will vary to meet each community's most pressing needs.



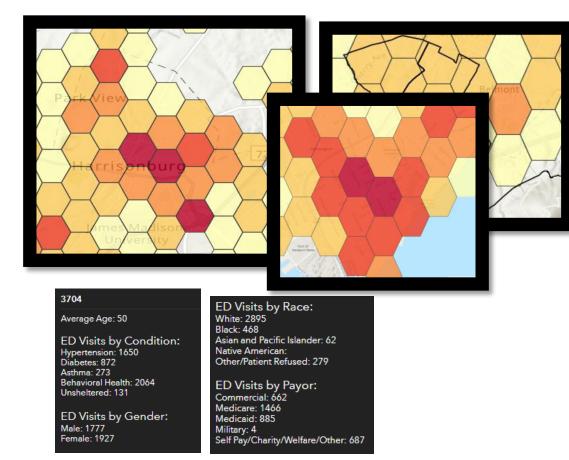
We go where our data leads – and where our communities tell us.



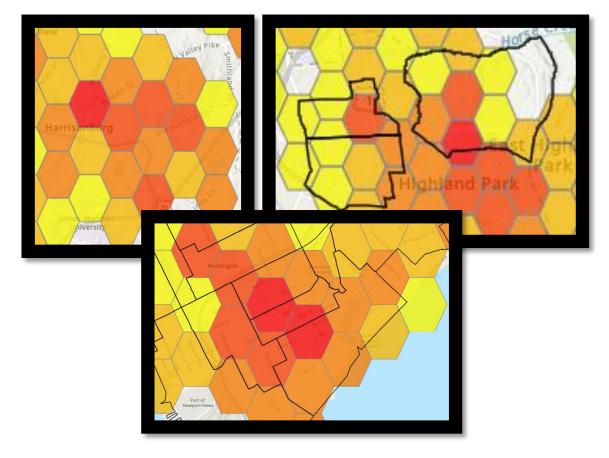
Heat Maps for Prioritizing Areas

(Care Gaps: Well Visits, Uncontrolled Diabetes, Hypertension, Immunizations, Substance Use Initiations & Engagement, Prenatal Care)

Hospital High ER Utilizers



Medicaid Members w/Care Gaps



Sentara[®]

Intersection between health care & food: Access to Nutritious Food





Intersection between health care & food: Food Hub





Sentara Community Care: Key Learnings

- ✓ Models of care need to be flexible and adoptive to deliver effective care.
- ✓ Community and consumer trust is vital.
- ✓ Partnerships with community-based organizations are essential.
- ✓ Access to nutritious food isn't just a matter of convenience or preference; it's a critical element in ensuring the total health of an individual.







Questions?



Thank You





Food Insecurity & Health Disparity in Southwest Virginia

Food is Medicine - Homecare Food Delivery Program

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Governor's Roadmap to End Hunger

Food is Medicine is an integral part of the plan.



Federation of Virginia Food Banks

Leading statewide Food Farmacy and Healthy Pantry expansion efforts.

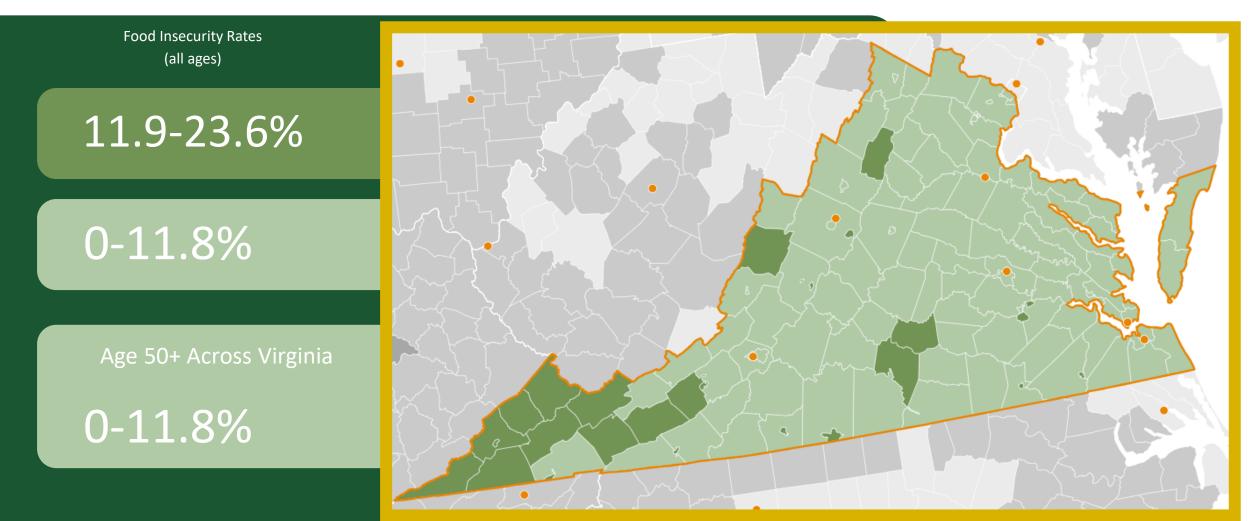
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FEEDING AMERICA Strategic National Partnerships U.S. Department of Health and Human Serivces, Elevance Foundation, etc. Finding Our Way

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Food Insecurity

Food insecurity impacts overall nutritional health, affecting the body's ability to heal and recover from injury or illness and restricting activities of daily living, which may lead to the onset or worsening of chronic diseases.



Virginia is 8.1%

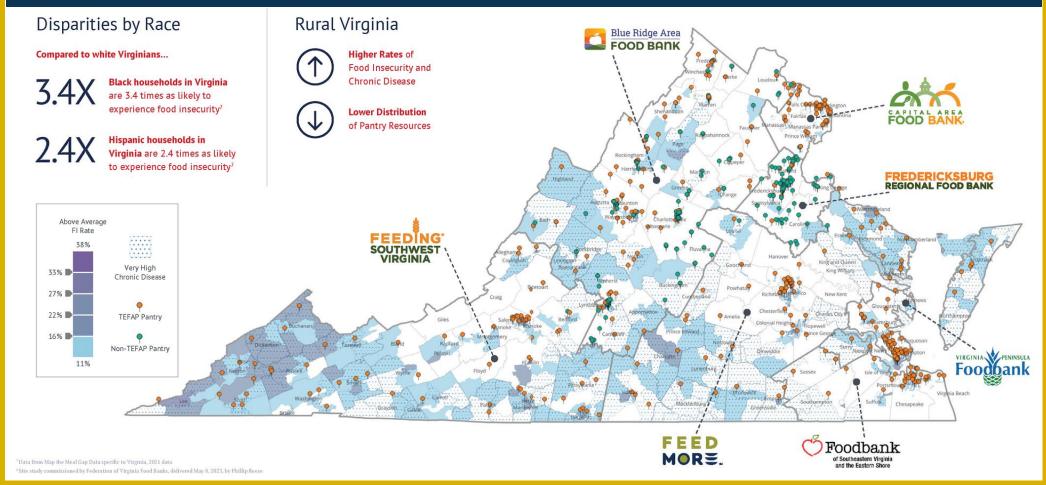


Food Insecurity by County

| | <u>Locality</u> | <u>Overall</u> | <u>Child</u> | | | | |
|--|-------------------|----------------|--------------|--|--|--|--|
| | Buchanan | 18.80% | 24.80% | | | | |
| | Norton City | 18.70% | 19.80% | | | | |
| | Lee | 17.90% | 20% | | | | |
| | Dickenson | 17.70% | 19.80% | | | | |
| | Wise | 15.60% | 17% | | | | |
| | Russell | 15.50% | 13.80% | | | | |
| | Martinsville City | 14.80% | 27.90% | | | | |
| | Smyth | 14.60% | 15.60% | | | | |
| | Bristol City | 14.30% | 17% | | | | |
| | Danville City | 13.70% | 27% | | | | |
| | Scott | 13.70% | 13.30% | | | | |
| | Tazewell | 13.70% | 15.50% | | | | |
| | Radford City | 13.60% | 10.40% | | | | |
| | Galax City | 12.80% | 12.80% | | | | |
| | Pulaski | 11.90% | 11.90% | | | | |
| | Wythe | 11.90% | 12.40% | | | | |
| | Grayson | 11.80% | 13.50% | | | | |
| | Washington | 11.70% | 11% | | | | |

| <u>Locality</u> | <u>Overall</u> | <u>Child</u> |
|-----------------|----------------|--------------|
| Carroll | 11.40% | 10.20% |
| Henry | 11.10% | 16.30% |
| Roanoke City | 11% | 16.30% |
| Alleghany | 10.90% | 11.30% |
| Pittsylvania | 10.60% | 14.60% |
| Montgomery | 10.60% | 6.70% |
| Craig | 10.50% | 9.90% |
| Covington City | 10.50% | 14.50% |
| Patrick | 10.40% | 9% |
| Bland | 9.80% | 10.90% |
| Franklin | 9.40% | 10% |
| Giles | 8.90% | 7.40% |
| Salem City | 8.70% | 7.30% |
| Bedford | 7.40% | 7.10% |
| Floyd | 7.40% | 5.30% |
| Roanoke | 7.10% | 4.40% |
| Botetourt | 6.40% | 3% |

Virginia has significant inequities in food access attributable to both geographic location and racial distribution. For example, the Southwest region has 30% higher food instant for state median. Racial disparities are evidenced in higher rates of food insecurity among Black and Latino households.



Rural Virginia Health Disparities and Resources



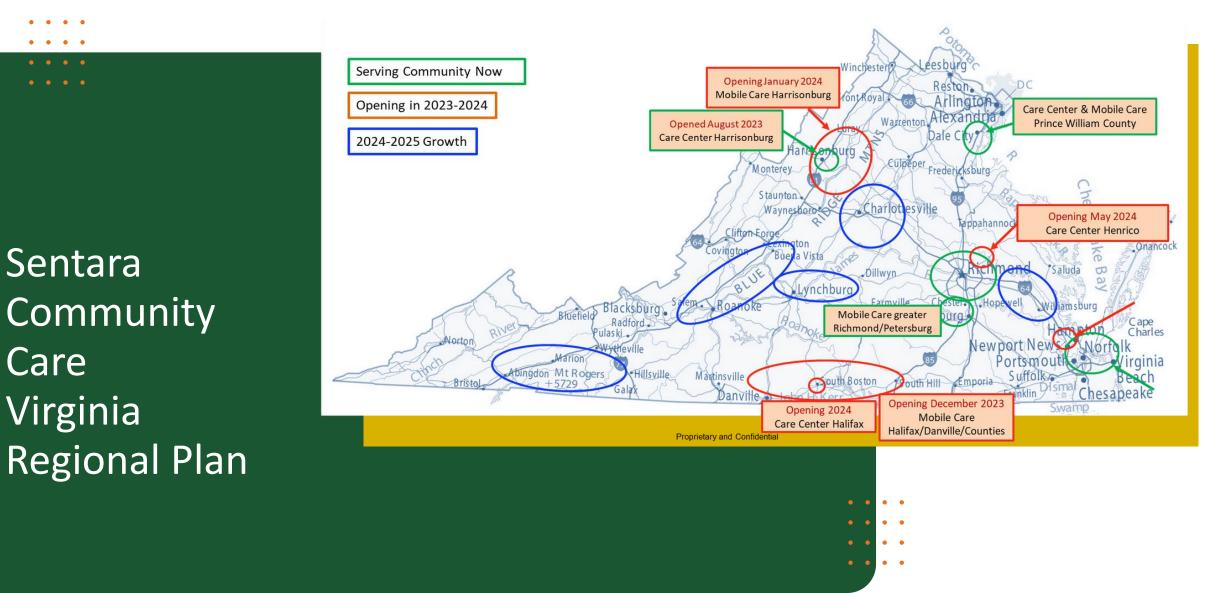
Sentara Community Care

Map of Virginia Regional Plan

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Prioritization Method:

- % of Medicaid members w/gaps in care using 2022 data \checkmark
- Health prof. shortage area/Medically underserved
- % of SHP Medicaid members marketshare
- % of uninsured community members \checkmark





Unveiling the Hidden Crisis: Food Insecurity's Impact on Health



Food insecurity increases the risk of developing chronic disease:



Adults facing food insecurity are 2-3 times more likely to suffer from diabetes than foodsecure individuals.²



The prevalence of **cardiovascular disease** is estimated to be 6 times higher in households with very low food security compared to food-secure households.³



Food insecurity is associated with a 257% higher risk of **anxiety** and a 253% higher risk of **depression.**⁴

\$1,539

On average, food-insecure individuals spend \$1,539 more on healthcare per year in Virginia.⁵

Challenges

Tackling the health crisis in Southwest Virginia by reducing food insecurity for neighbors who don't have access to our other programs.





Partnerships The agency screens its patients for food insecurity, and the Food Bank provides non-perishable healthy choice food boxes to leave with the patient.





Innovative Solutions

Delivering heathy food to neighbors who can't access our traditional programs by utilizing community home health agencies already providing medical services.

2023

5,000 Neighbors served 7 Partners 3,000 Boxes Distributed

Delivery

Non-perishable food boxes are delivered during routine visits or appointments.

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Success Isn't Measured in Numbers

"Thank you for these food boxes. Fills many gaps in my food needs!"

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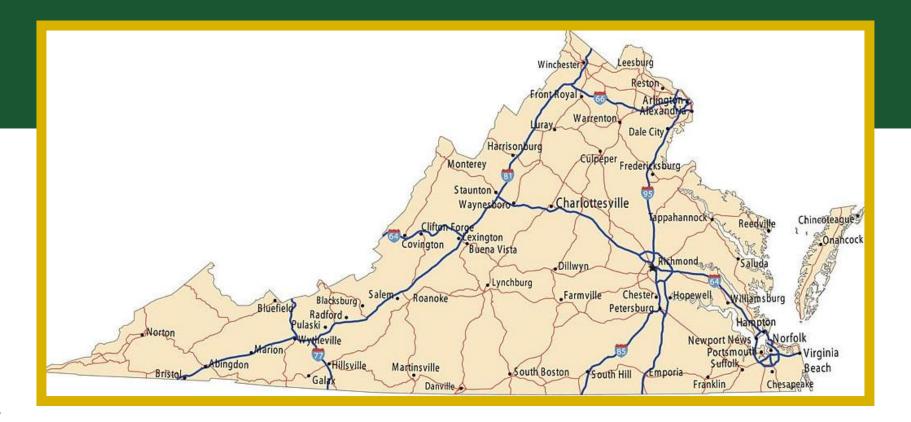


"It's almost like getting a present. I'm shut in, but I don't feel as shut out now!"



Replicable Model

Feeding Southwest Virginia's Homecare Food Delivery Program is a sustainable model already replicated across the state.





Questions:

Feeding Southwest Virginia Allison McGee amcgee@feedingswva.org





Delivering Health & Hope through a Cross-Sector Collaboration



Walnut Hill Pharmacy History

Walnut Hill Pharmacy, a community pharmacy located in Petersburg, Virginia, has been serving the Tri-Cities for more than 60 years.

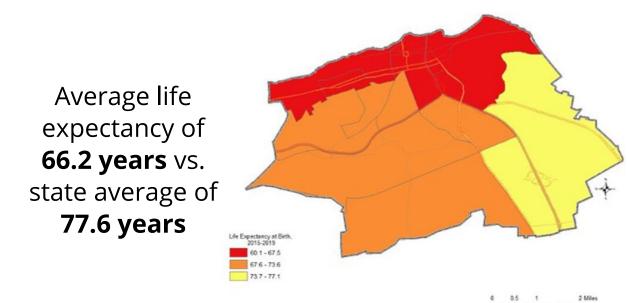
In 2010, owners and pharmacists Jarrett Rockwell and Heather Scott purchased the pharmacy and have continued to evolve and innovate this beloved community destination. Under their leadership, Walnut Hill Pharmacy added a transportation fleet, providing over 200 deliveries daily.

In 2023, Jarrett and Heather bought the adjoining building to the pharmacy with a vision to offer whole person health solutions that can address health related factors and behaviors that so often contribute to chronic disease and an overreliance on medications and costly medical interventions.



City of Petersburg Health Snapshot

Ranked lowest overall in both health outcomes and health factors, ranked **133rd** out of **133** localities across Virginia



- 11.4 % of adults aged 20 years or older diagnosed with diabetes; state average of 8.7%
- 38.5% of Medicare population diagnosed with diabetes; state average of 27.4%
- **42.2%** of adults have high blood pressure; state average of **33.2%**
- **68%** of Medicare population have high blood pressure, state average of **59.3%**
- Highest rates of cancer diagnosis and deaths, heart disease and stroke in the Tri-Cities
- Highest rates of **uninsured** adults in the Tri-Cities
- **16%** food insecurity rate; state average of **8.1%**
- Food desert with **27%** of people having limited access to healthy foods

2023 Community Health Needs Assessment (2023) The Cameron Foundation. Available at: chrome-extension://efaidnbmnnnibpcajpcglclefindmkaj/https://camfound.org/wp-content/uploads/2023/06/CHNA-5.9.pdf (Accessed: 2024).

Collaborative Beginnings

In 2023, United Healthcare, Walnut Hill Pharmacy and Feed More came together to brainstorm how to use the pharmacy's new adjoining space to improve health outcomes for the Walnut Hill Pharmacy patients and their community using Food as Medicine interventions



From the conversations came the idea to launch the **Walnut Hill Food Pharmacy Pilot** with initial funding and collaborative support from United Healthcare and operate the pilot out of the **Walnut Hill Wellness Hub** with support from CHW Strength and other community partners





Food Pharmacy Pilot Details



Pilot Participant Eligibility Criteria

- Current pharmacy patient
- Diabetes diagnosis
- Prescribed 2+ diabetes related medications
- Screen positive for food insecurity

Food as Medicine Interventions

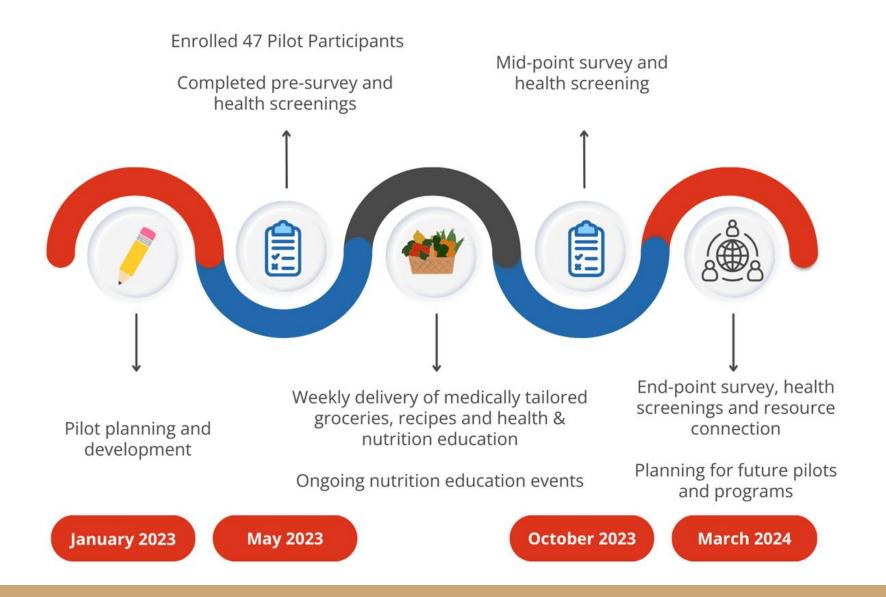
- Delivery of medically tailored groceries (produce & shelf stable)
- Grocery menus developed in partnership with Feed More Registered Dietician
- Recipes and ongoing health and nutrition education
- Educational events
- CHW ongoing support to provide SDoH resource connection

Outcome Measures

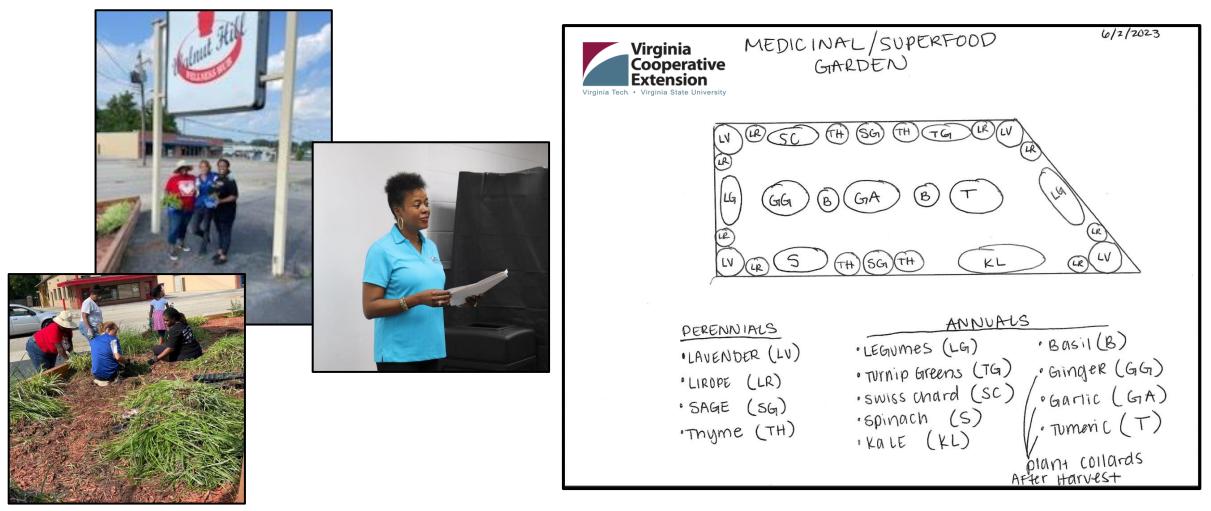
Collected at start, mid-point and end of pilot

- Self-reported health survey
- A1C (hemoglobin A1C) testing
- Blood pressure screening

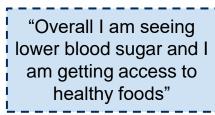
Food Pharmacy Pilot Model and Timeline



Community Collaborations



Nutrition Education & Community Garden



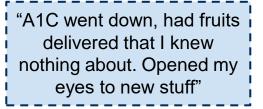
Early Pilot Successes

"I really appreciate the program and have been less worried about food since the deliveries have started"

As we collect end-point data, we can share that the midpoint survey data is promising. Participants have reported:

- A meaningful increase in healthy food access (nutrition security)
- An increase in health and well-being scores
- A modest improvement in isolation and depression scores
- A decrease in diabetes-related hospitalizations
- Increased knowledge of how to manage their diabetes

"You all do what my Dr.s don't do. I love the pamphlets you include in my deliveries"

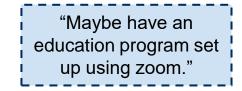


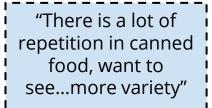
Lessons Learned for Future Programming

As the Wellness Hub partners plan for the future, we are using participant survey feedback, interviews and program learnings to inform program and pilot development.

- Delivery is a critical component to increasing access to healthy foods
- Transportation barriers impacted participation in in-person activities
- Recipes and food education are valuable to participants
- Interest in increased variety of food including prepared meals and more protein options

"I don't always have transportation to go get food. [Delivery] was very important to me." "They introduced [me to] things I've never seen, the recipes taught me how to make things I wouldn't ordinarily make."





Community Impact



Once a fast food restaurant, the Walnut Hill Wellness Hub has been transformed into a purpose driven space where the community unites in a shared mission to deliver health and hope across the Tri-Cities.

Want to Learn More?





1950 South Sycamore Street Petersburg, VA 23805

Phone: 804-733-7711

Jarrett Rockwell, Owner Heather Scott, Owner We would LOVE to collaborate with YOU

Contact us at <u>Visionary@CHWStrength.com</u>