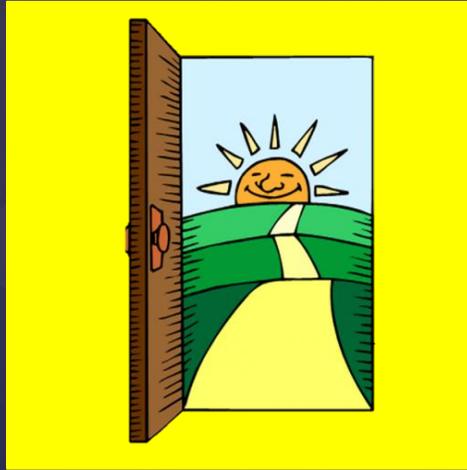


Promoting Access to Health



PATH

Sustainability Strategies

Alameda County Behavioral Health Care Services

Freddie Louis Smith, Project Director

And

Faith Fuller, Program Evaluator

Primary Care Partners



Oakland, California



Fremont, California

Goals of PATH Project

1. Improve **Access** to primary care services with the goal of improving health outcomes for SMI clients
2. Become the **“Medical Home”** for SMI clients served in County Mental Health Centers
3. Develop a **“Sustainable Financial Model”** to help expand PATH Clinics to additional Centers

Psychiatric Diagnosis Fiscal Year 13-14

2814 Adult Clients (18-65 years old) assigned to Service Teams

Diagnosis Breakdown	# Clients Served	Percentage
Schizophrenia Disorders	1824	65%
Bipolar Disorders	372	13%
Depressive Disorders	289	10%
Psychotic Disorders	243	9%
Anxiety Disorders	63	2%
Adjustment Disorders	5	1%

Health Characteristics of Consumers Served at Adult Community Support Centers

1. **228%** more likely to be diagnosed with **diabetes**
2. **62%** more likely to be diagnosed with **hypertension**
3. **61%** more likely to be diagnosed with **asthma**
4. **53%** more likely to be diagnosed with **heart disease**

PATH's Sustainability Workgroup Focused on 4 Key Areas

1. **Documentation** of outcomes for charts, graphs, presentations, and grant applications
2. Preparing a **Financial Plan** and **Service Model** where implementation and operating costs are covered, so project can expand to additional BH sites
3. Developing strong **Collaborative Partnerships** with our primary care partners
4. **Building Support** from BH Executive Staff

Improved Access to Primary Care

Lifelong Medical Patients Pre-Post Study	<u>Low Users</u> 0-1 visits*	<u>Moderate Users</u> 2-6 visits*	<u>Heavy Users</u> 7 – 62 visits*	Total Patients or Visits
Number in Study Sample (N)	24	23	18	N=65
Average # visits One Year Prior to Integration (N _v)	0.5	4.1	12.9	N _v =340
Average # Visits One Year Post Integration (N _v)	5.1	4.8	6.3	N _v =347
Average Change	+4.6	+0.7	-4.6	

*in the year prior to integration

Comparison Group Outcomes

BHCS Service Team Clients assigned to a Non-PATH Clinics

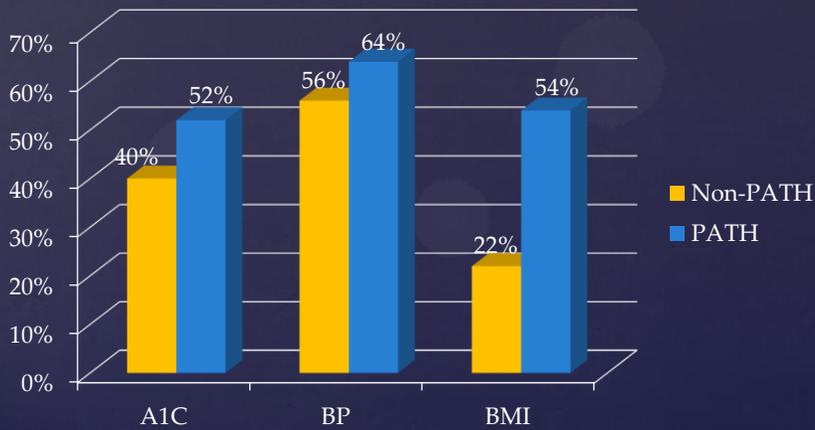
	Study Size	HgbA1c			Blood Pressure			BMI		
		Clients with Abnormal HgbA1c	Number Improved	% Improved	Clients with Abnormal BP	Number Improved	% Improved	Clients with any Baseline BMI	Number Improved	% Improved
Non-PATH	720	192	77	40%	484	271	56%	720	158	22%

PATH Outcomes

BHCS Service Team Clients with PATH Integrated Care

	Study Size	HgbA1c			Blood Pressure			BMI		
		Clients with Abnormal HgbA1c	Number Improved	% Improved	Clients with Abnormal BP	Number Improved	% Improved	Clients with any Baseline BMI	Number Improved	% Improved
PATH	159	93	48	52%	126	81	64%	159	86	54%

Outcome Comparison



What are the costs of a clinic?

Exam Room Set up and Computers		Ongoing Operations	
Item	Units	CBO Positions	FTE
Medical Office Computers	3	Primary Care Physician	0.4
Printer/Fax	2	Clinic Coordinator	1.0
Exam Table	1	Medical Assistant	0.5
Weighing Scale	1	Admin Asst.	1.0
Blood Pressure Monitor	1	Primary Care Salaries & EB	\$ 197,000
Thermometer	1	Medical & Other Supplies	\$ 45,000
Pulse Oximeter	1	Overhead/Other	\$ 28,452
Otoscope	1	Subtotal for CBO:	\$ 270,452
Ophthalmoscope	1	BH County Positions	FT
Halogen Exam Light	1	Nurse Care Coordinator	1.0
Medical refrigerator	1	Peer Support Counselor	1.0
Hazard Container	1	BH Salaries & EB	\$ 211,000
File Cabinets with locks	2	Supplies & other Expenses	\$ 28,000
Set Up Cost: \$ 15,000		Subtotal for BH:	\$ 239,000
		Total Annual Costs:	\$ 509,452

Break-Even Analysis (done by FQHC)

Primary Care Clinic: Annual Operating Expenses	\$270,452
Medi-Cal Reimbursement Rate Per Visit	\$206
# Annual Visits Required for Break-even (95% insured)	1378
# Visits per 4 hour shift (minimum)	7
Break-even # of shifts required a year	197
Available weeks per year [net of holidays, vacation, sick]	49
Required # of half day clinic sessions per week to Break-even	4.0

Can we cover costs with revenue?

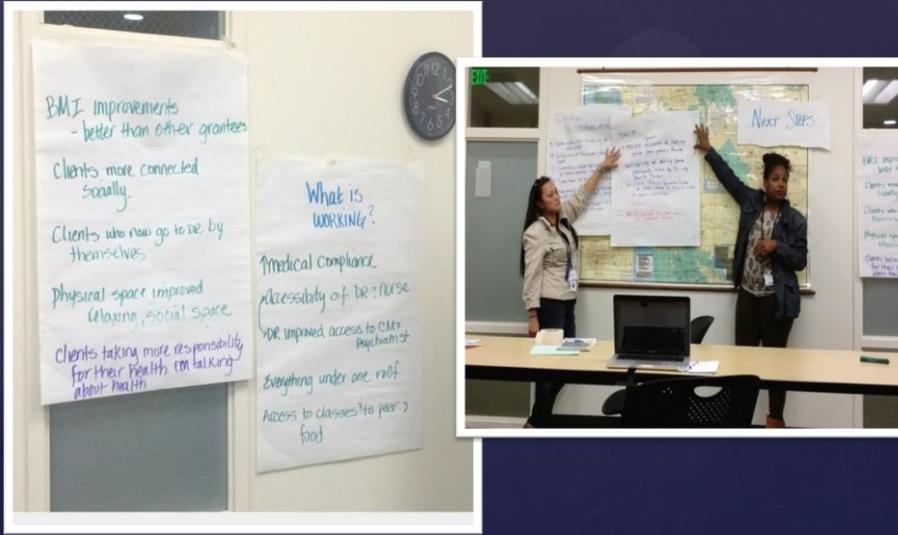
Primary Care Clinic Revenue				
Actual	Year 1	Year 2	Year 3	Year 4
Third Party Revenue (Medicaid, Medicare, Self-Pay)	0	\$ 62,219	\$ 165,918	\$ 244,849
Foundation Grant	-	-	\$ 15,000	\$ 15,000

Behavioral Health Service Team Revenue				
Projected	Year 1	Year 2	Year 3	Year 4
MAA (Medicaid Administrative Activities)	0	\$ 76,759	\$ 112,187	\$ 135,805
Mental Health Services Act dollars or other Grants	\$ 258,000	\$ 181,241	\$ 145,813	\$ 122,195

Can we find other ways to cover costs?

- Mental Health Services Act Funding (CA)
- Foundation Grants
- In-Kind goods and services
- Collaborative Partnerships with more CBOs
- Partnerships with local Colleges and Universities for Research
- Interns from local schools

PATH Annual **Visioning Retreat**



Goals for the Future

- Open clinics at additional sites
- Integrate Substance Abuse Treatment
- Comprehensive Medication Management by Clinical Pharmacist
 - Help clients achieve therapeutic goals
 - Improve client safety by eliminating drug duplication and interactions
- Continue to collect and analyze data
- Gain Access to data on
 - Emergency Room visits
 - Hospitalizations (psychiatric and medical)
 - Criminal Justice System Contacts