

A Demonstration Project to Build Medicaid Accountable Care Organizations (ACO's) in New Jersey

Jeffrey Brenner, MD
Executive Director/Medical Director





 **US Army Corps
of Engineers**
(Emer. Con.) 732-548-8730 (Gen. Info) 800-346-6089

 **EPA**
United States
Environmental Protection
Agency Region 3

SUPERFUND PROJECT
GGM Building Demolition

 
A 2,000,000 Federal Dollars

NO
TRESPA



Actually, quitters do win.

The non-smokers around you are waiting to inhale.

NEW JERSEY
QUILINE
1-844-NJ-STOP

EDIE'S LIQUOR
COLD BEER
WINES

97th
CHES. ST.

CHESTNUT BAR
PACKAGE FOODS

NO LOITERING

NO LOITERING

18 PACK CANS
1174

24 7oz Bottle
99¢

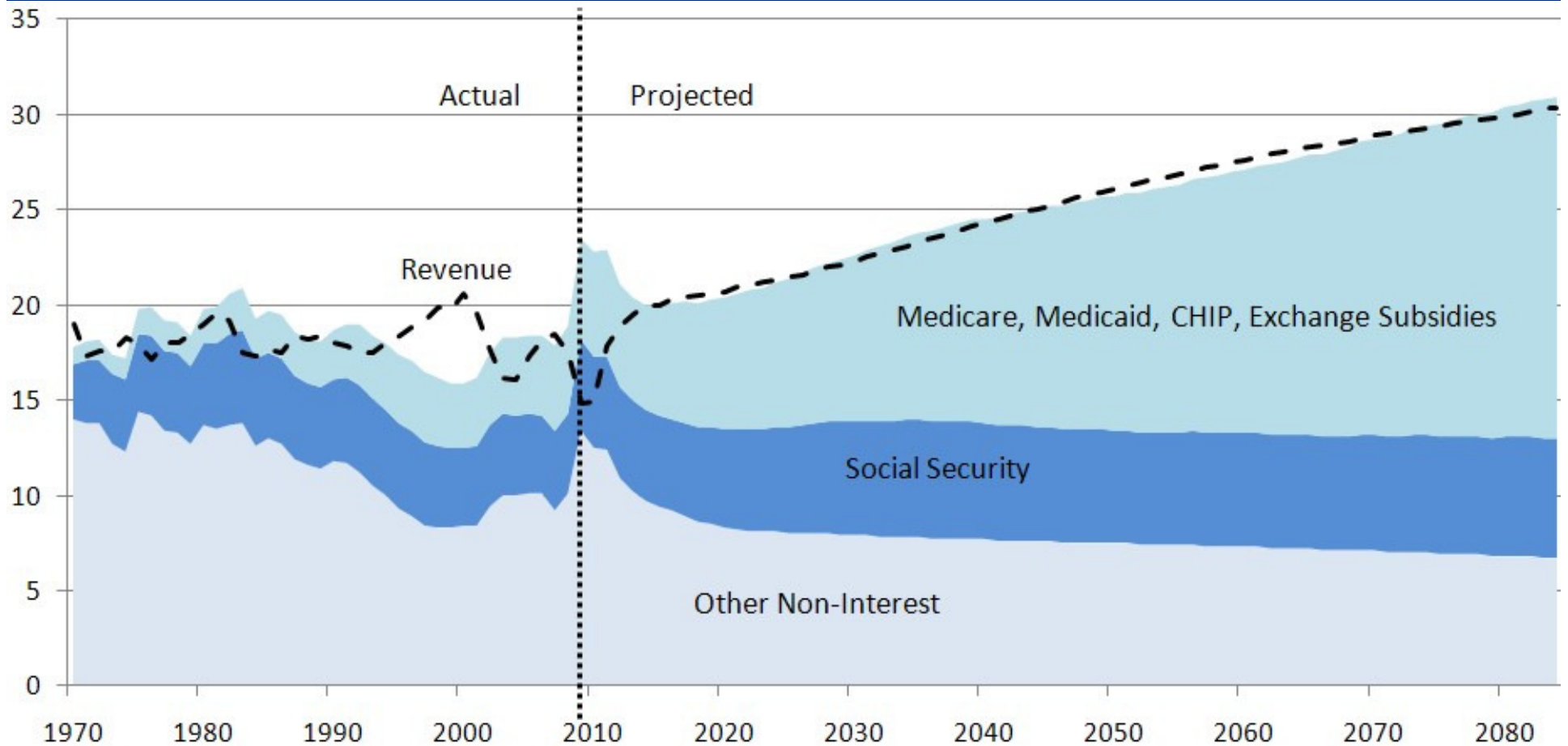




2632
**CAMDEN FAMILY
MEDICINE**
Dr. Jeffrey C. Brenner, MD
856-541-6800

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Long-term Federal Debt



Dartmouth Atlas

AL	25,344	IL	31,197	MT	25,056	RI	29,028
AK	31,957	IN	23,874	NE	25,838	SC	27,095
AZ	27,843	IA	23,746	NV	27,950	SD	24,072
AR	25,724	KS	25,740	NH	25,706	TN	26,464
CA	38,573	KY	25,012	NJ	39,810	TX	28,466
CO	25,888	LA	26,830	NM	24,616	UT	23,936
CT	32,636	ME	25,196	NY	38,369	VT	27,050
DE	28,450	MD	36,337	NC	25,829	VA	25,435
DC	39,637	MA	31,985	ND	23,855	WA	27,698
FL	29,604	MI	28,427	OH	25,005	WV	23,789
GA	26,267	MN	27,411	OK	25,227	WI	25,343
HI	33,518	MS	25,705	OR	25,509	WY	25,173
ID	23,697	MO	25,681	PA	28,487	US	29,199

Inpatient and Part B spending per decedent during last 2 years of life

Source: Dartmouth Atlas of Healthcare. 2006.

More Specialty Care is Not Better Care

The New England Journal of Medicine

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VOLUME 347

JULY 11, 2002

NUMBER 2



A CONTROLLED TRIAL OF ARTHROSCOPIC SURGERY
FOR OSTEOARTHRITIS OF THE KNEE

- 180 patients randomized to sham arthroscopy vs real arthroscopy with no difference in outcomes
- 650,000 arthroscopies/year

More Specialty Care is Not Better Care

The NEW ENGLAND
JOURNAL *of* MEDICINE

ESTABLISHED IN 1812

APRIL 12, 2007

VOL. 356 NO. 15

Optimal Medical Therapy with or without PCI
for Stable Coronary Disease

- Study of 2,287 patients with CAD randomized to angioplasty or medication with no difference in outcomes
- 1,000,000/yr stents placed

Disruptive Change- Patient Centered Medical Home

■ MANAGERIAL ■

Value and the Medical Home: Effects of Transformed Primary Care

Richard J. Gilfillan, MD; Janet Tomcavage, RN, MSN; Meredith B. Rosenthal, PhD;
Duane E. Davis, MD; Jove Graham, PhD; Jason A. Roy, PhD; Steven B. Pierdon, MD;
Frederick J. Bloom Jr, MD, MMM; Thomas R. Graf, MD; Roy Goldman, PhD, FSA; Karena M. Weikel, BA;
Bruce H. Hamory, MD; Ronald A. Paulus, MD, MBA; and Glenn D. Steele Jr, MD, PhD

Doth policy makers and private payers in the United States have

Background: The primary care medical home has

Geisinger Demo- 18% reduction hospitalization,
36% reduction in 30 day readmissions

Disruptive Change- Patient Centered Medical Home

MEDICAL HOMES: A SOLUTION?

By Robert J. Reid, Katie Coleman, Eric A. Johnson, Paul A. Fishman, Clarissa Hsu, Michael P. Soman, Claire E. Trescott, Michael Erikson, and Eric B. Larson

The Group Health Medical Home At Year Two: Cost Savings, Higher Patient Satisfaction, And Less Burnout For Providers

DOI: 10.1377/hlthaff.2010.0158
HEALTH AFFAIRS 29,
NO. 5 (2010): 835-843
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The People-to-People Health
Foundation, Inc.

Group Health Demo- 29% reduction ER visits, 6% reduction in hospitalization

Camden Health Data

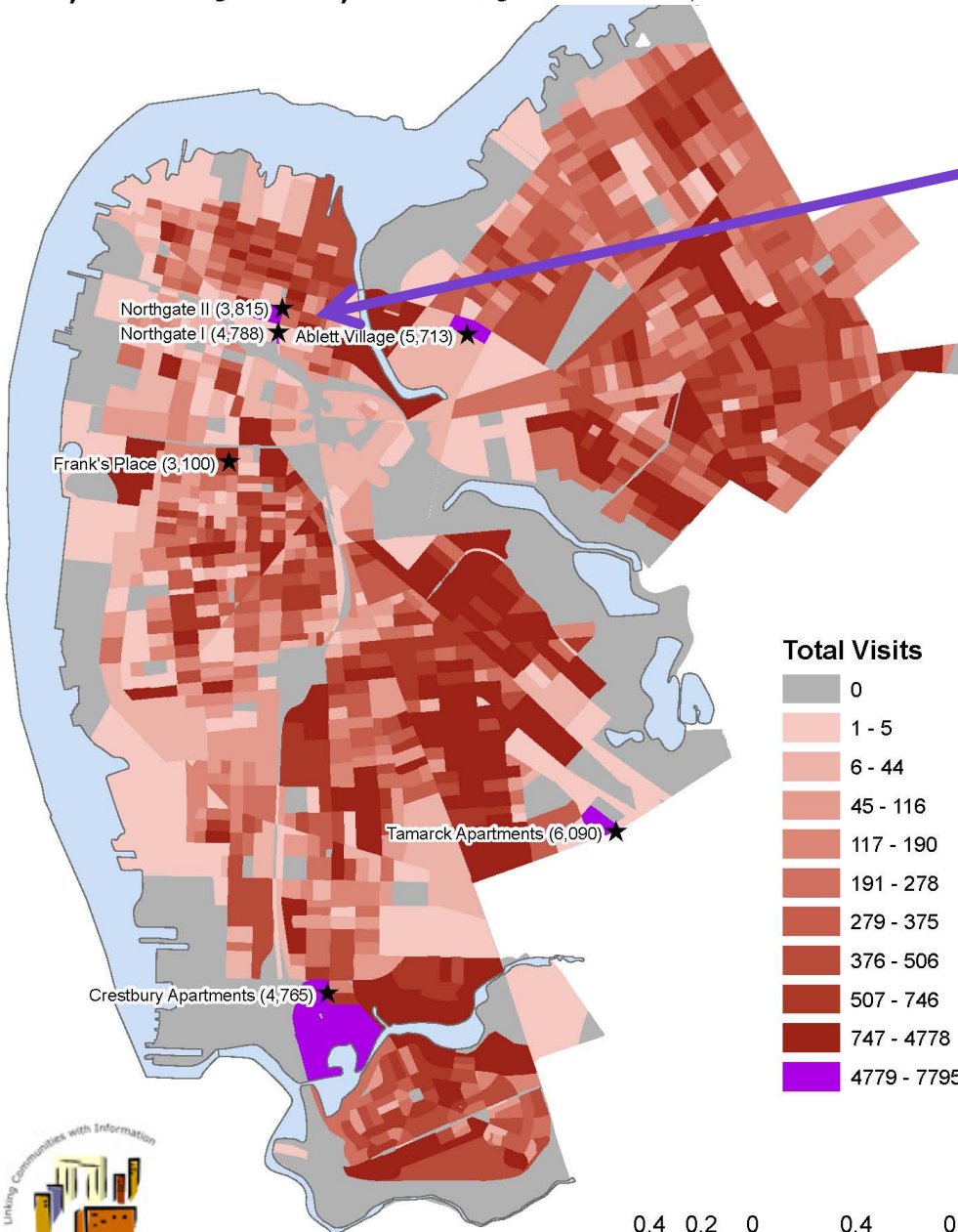
- 2002 – 2009 with Lourdes, Cooper, Virtua data
 - 480,000 records with 98,000 patients
 - 50 % population use ER/hospital in one year
- Leading ED/hospital utilizers citywide
 - 324 visits in 5 years
 - 113 visits in 1 year
- Total revenue to hospitals for Camden residents \$460,000,000 + charity care
 - Most expensive patient \$3.5 million
 - 30% costs = 1% patients
 - 80% costs = 13% patients
 - 90% costs = 20% patients

Top 10 ER Diagnosis 2002-2007 (317,791 visits)

465.9	ACUTE UPPER RESPIRATORY INFECTION (head cold)	12,549
382.9	OTITIS MEDIA NOS (ear infx)	7,638
079.99	VIRAL INFECTION NOS	7,577
462	ACUTE PHARYNGITIS (sore throat)	6,195
493.92	ASTHMA NOS W/ EXACER	5,393
558.9	NONINF GASTROENTERI (stomach	5,037
789.09	ABDOMINAL PAIN-SITE NEC	4,773
780.6	FEVER	4,219
786.59	CHEST PAIN NEC	3,711
784.0	HEADACHE	3,248

Hospital and Emergency Visits

by Block (January 2002 - June 2008)



Northgate I public housing

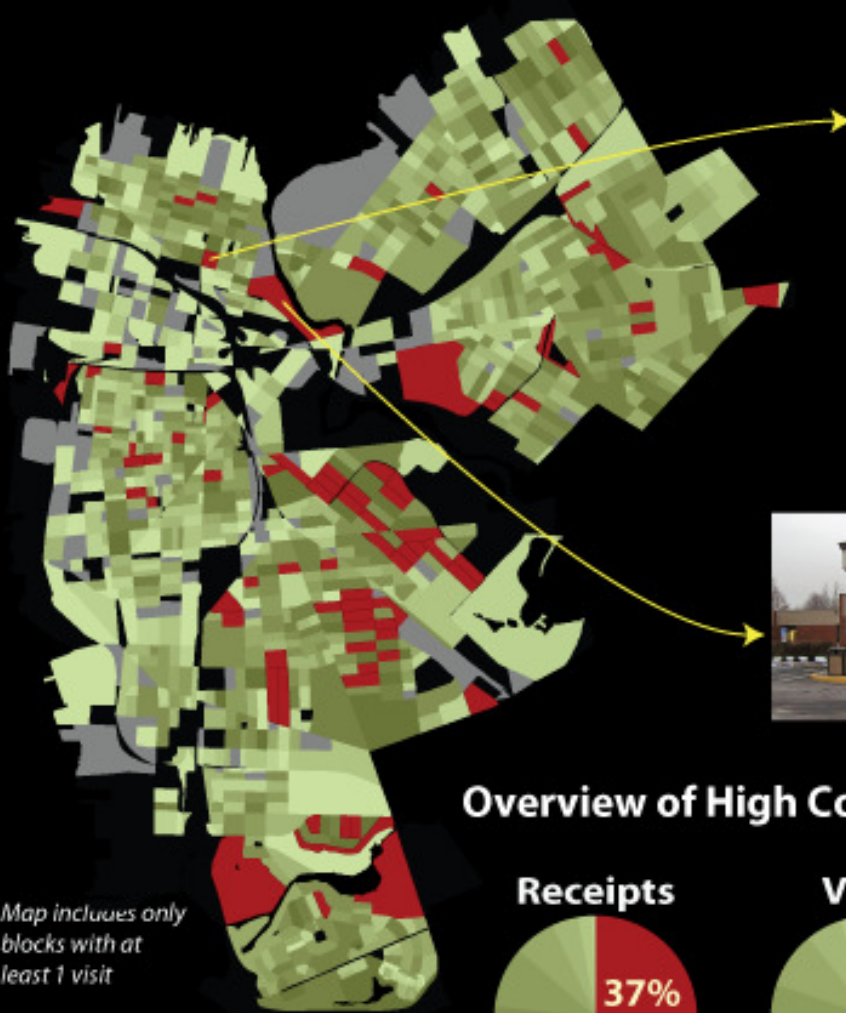


	Visits	Patients	Charges	Receipts	Collected
Cooper	3,172	749	\$42,144,097	\$4,994,658	12%
Lourdes	811	337	\$7,848,809	\$1,028,611	13%
Virtua	805	331	\$1,742,467	\$345,092	20%
2005	838	370	\$10,834,420	\$1,269,373	12%
2006	738	355	\$6,867,995	\$881,549	13%
2007	790	369	\$7,979,262	\$901,181	11%
ED	3882	978	\$6,150,592	\$864,019	14%
Inpatient	906	408	\$45,584,781	\$5,504,342	12%
Total	4,788	1,070	\$51,735,374	\$6,368,361	12%

Primary Diagnosis

Rank	ED	Inpatient
1	abdominal pain (789.0)	live birth (V3X.0)
2	acute URI NOS (465.9)	chest pain (786.5)
3	chest pain (786.5)	congestive heart failure NOS (428.0)

Healthcare Cost Hotspots in Camden, NJ (Jan 2002-June 2008)



High Cost Buildings...



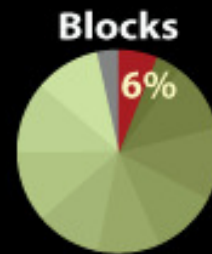
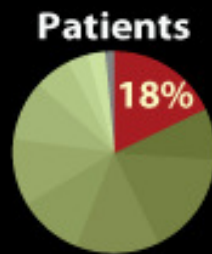
Northgate II
 3,901 visits, 615 patients
 \$83 million in charges
 (\$21,000 per visit)
 \$12 million in receipts
 15% collection rate



Abigail House
 1,414 visits, 332 patients
 \$92 million in charges
 (\$65,000 per visit)
 \$15 million in receipts
 16% collection rate

Overview of High Cost Hotspots...

Map includes only blocks with at least 1 visit



Change what you know. Know what to change.



CamConnect.org

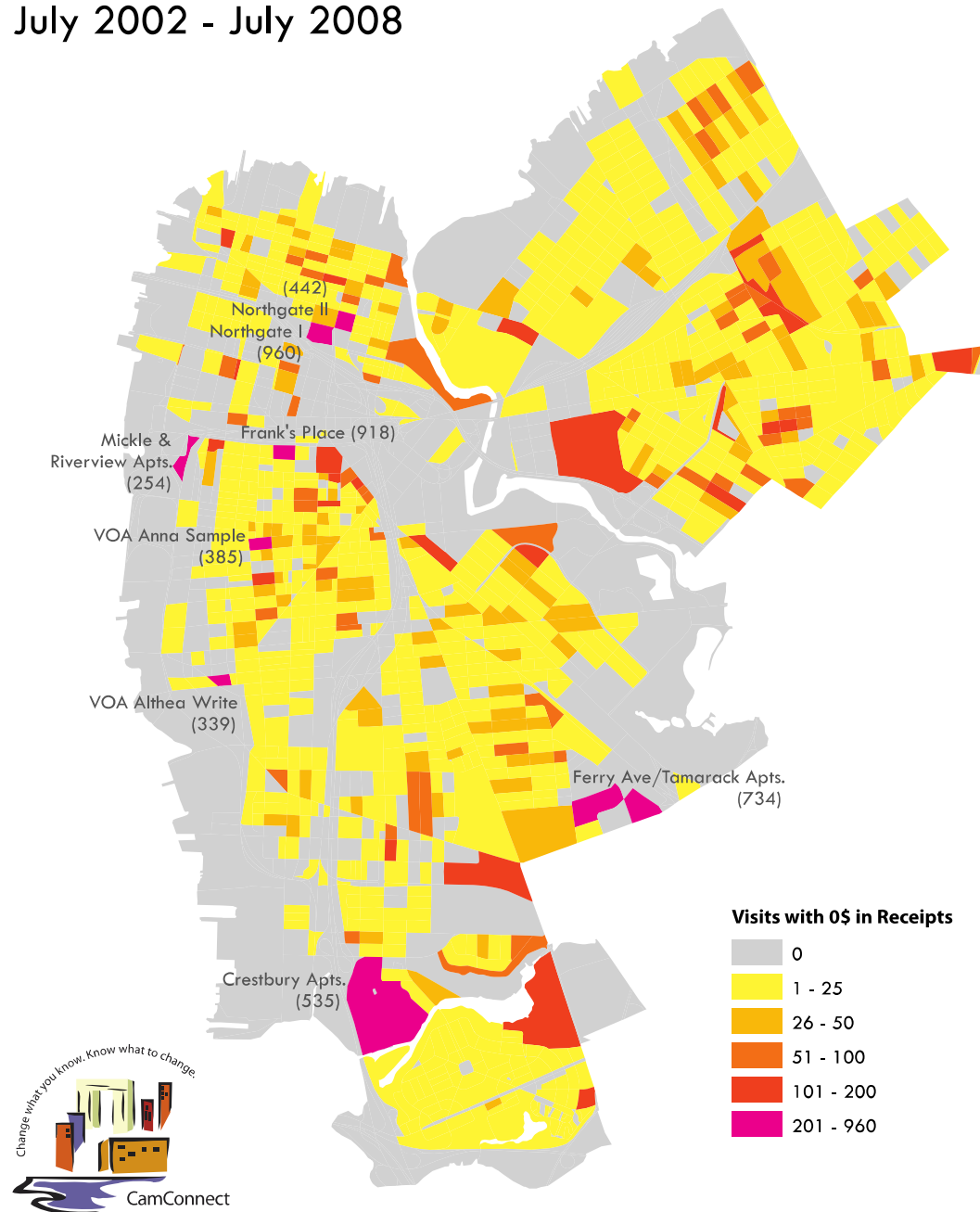


Camden Coalition of Healthcare Providers

www.camdenhealth.org

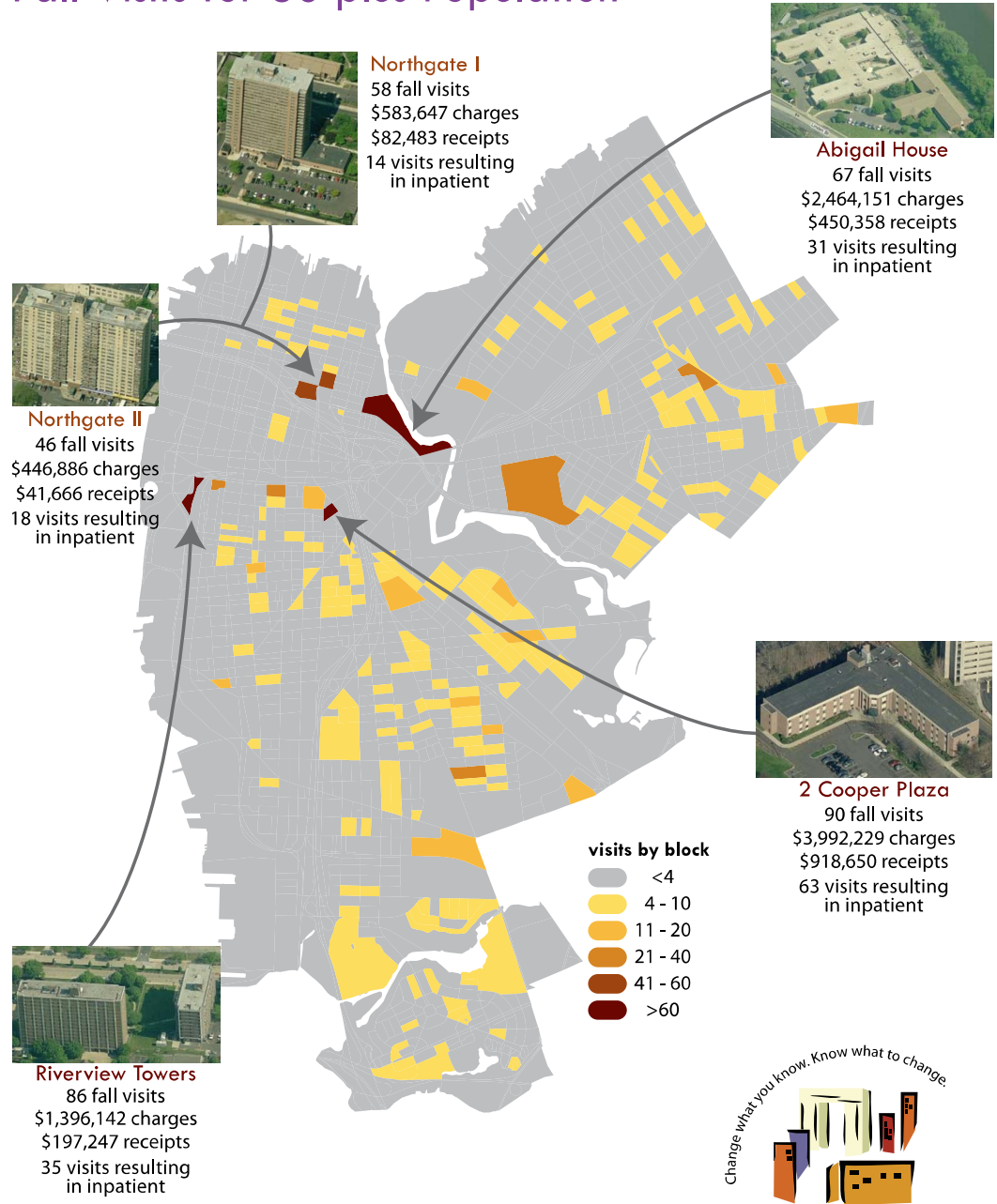
Source: Cooper, Lourdes, and Virtua Hospital and ER billing data Jan 2002-June 2008

Number of Hospital Visits with No Receipts July 2002 - July 2008

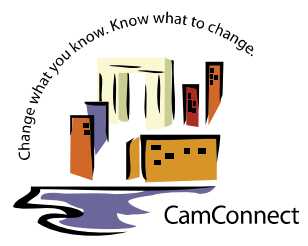


**Charity Care
Patients are
Highly
Concentrated**

Fall Visits for 60 plus Population



Time Period: 2002 - June, 2008



Fall hotspots for Camden residents 60+

Overview of the Coalition

- 20 member board, incorporated non-profit
- Foundation and hospital support
- Projects-
 - Camden Health Database
 - Citywide Care Management Project
 - Camden Diabetes Collaborative
 - Camden Health Information Exchange
 - Citywide Violence Intervention

Case Management- Experience Thus Far

Over 5 year period:

- Most expensive patient
 - \$4,973,811 charges
 - \$661,155 receipts
- Visits 1,663 with average 38.67 visits/patient
- 37% visits are inpatient
- Total 43 patients
 - \$25,598,615 charges
 - \$2,995,080 receipts

Camden Citywide Diabetes Collaborative Map

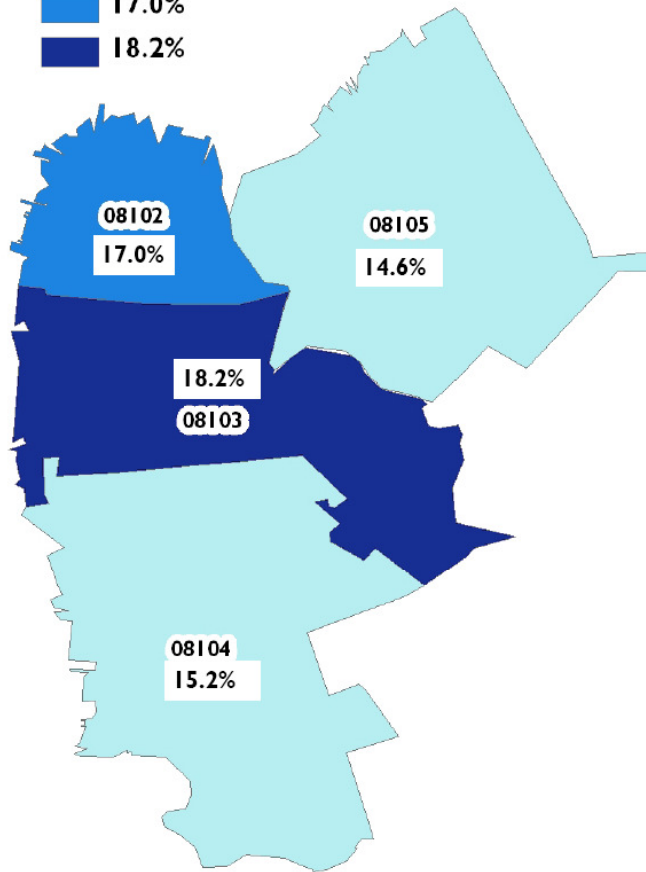


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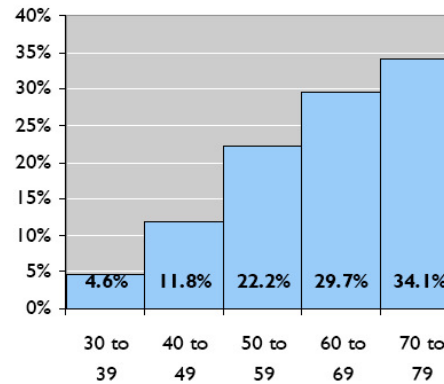


Percent of Population 30+ with Diabetes

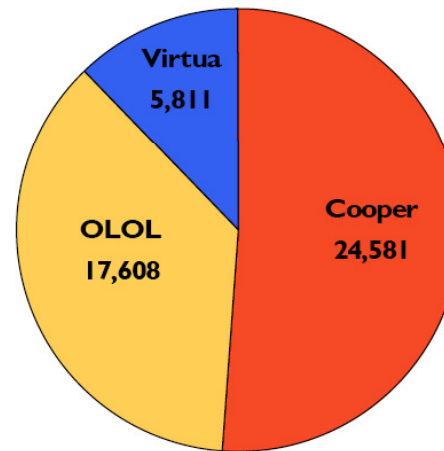
- 14.6% - 15.2%
- 17.0%
- 18.2%



Prevalence of Diabetes by Age



Diabetes Visits by Hospital

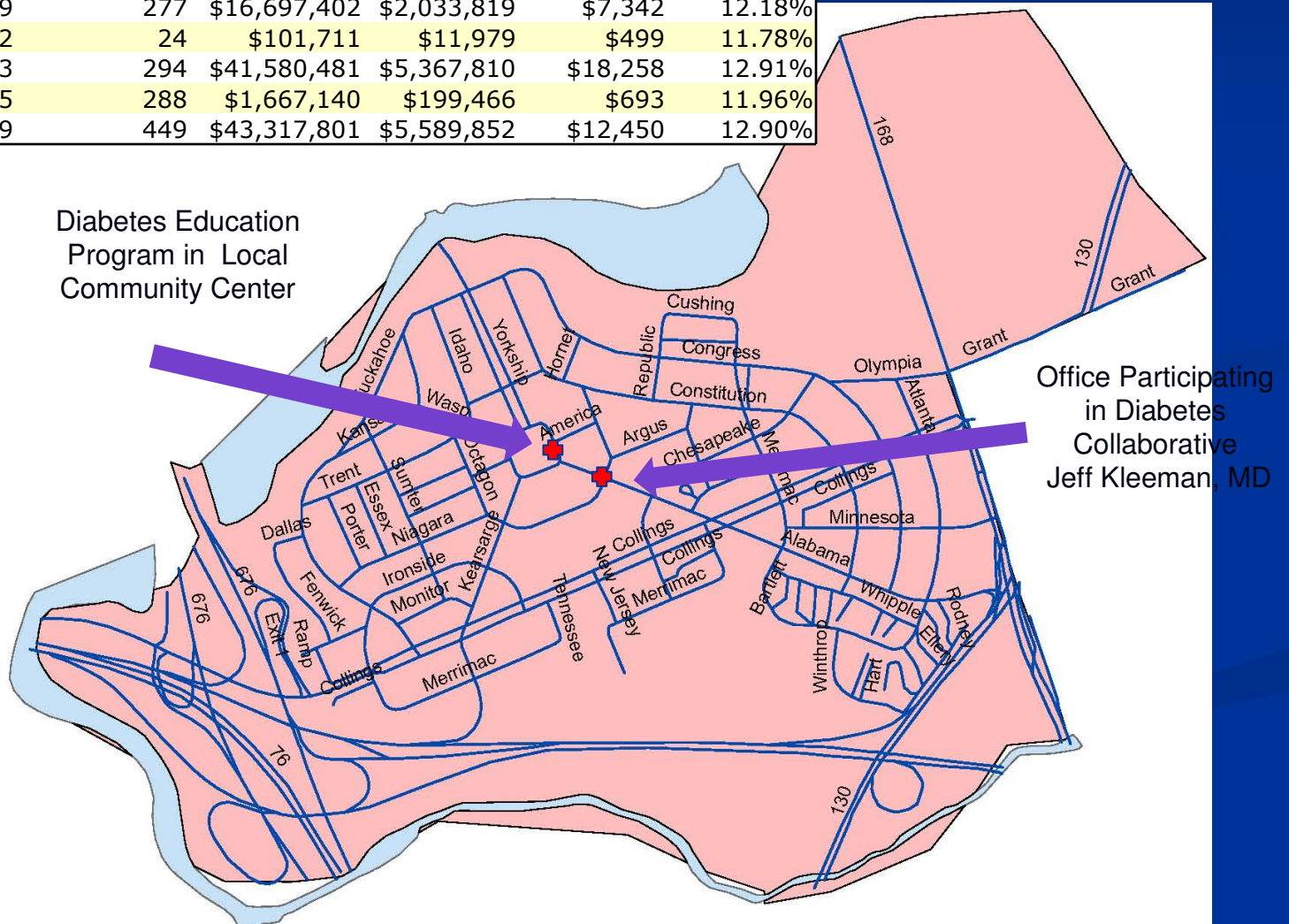


Number of Visits	Total Visits	Total Patients	Charges	Receipts
1 to 10	19,930	4,992	\$606,910,340	\$84,943,020
11 to 20	12,475	875	\$328,629,988	\$43,928,131
Over 20	15,595	428	\$278,015,450	\$34,729,624
TOTAL	48,000	6,295	\$1,213,555,777	\$163,600,775

Diabetes In Camden 2002 - 2007

Fairview Neighborhood Analysis for Diabetes Collaborative

Hospital Visits for Diabetes by Fairview Residents				Receipts per Patient			
	Visits	Patients	Charges	Receipts		Collections	
by year	2005	203	\$4,832,435	\$677,863	\$5,894	14.03%	
	2006	246	\$9,678,565	\$1,142,730	\$9,069	11.81%	
	2007	329	156	\$10,005,427	\$1,033,585	\$6,626	10.33%
1/1/2002 to 6/30/2008	Cooper	648	217	\$26,518,688	\$3,544,053	\$16,332	13.36%
	Lourdes	779	277	\$16,697,402	\$2,033,819	\$7,342	12.18%
	Virtua	32	24	\$101,711	\$11,979	\$499	11.78%
	Inpatient	743	294	\$41,580,481	\$5,367,810	\$18,258	12.91%
	Emergency	715	288	\$1,667,140	\$199,466	\$693	11.96%
	Total	1,459	449	\$43,317,801	\$5,589,852	\$12,450	12.90%



Camden
HIE
Live
Monday
Oct 11,
2010

NetPracticeEHRweb - Microsoft Internet Explorer provided by The Cooper Health System

https://private.chartconnect.com/emr/

NetPracticeEHRweb

NetPractice EHRweb
Version 7.0.0

Jeff Brenner, M.D.
Camden Coalition of Healthcare Providers

Patient Search
Last
First
Search By Name

M-PID MRN
M-PID
Search By Number

Recent Patients

Scheduled Patients

No New Messages

View Encounters

Log Out




Chart Summary | **History** | **Meds/Allergies** | **Notes** | **Labs** | **Procedures** | **Radiology** | **Tools** | **Admin/Pref** | **Orders**

Patient, TestJeff **DOB: 02/15/1957** **MR # 2** **Home: 800-999-6666**
Provider: Jennifer Jarecki, DO **Pharmacy: ?**

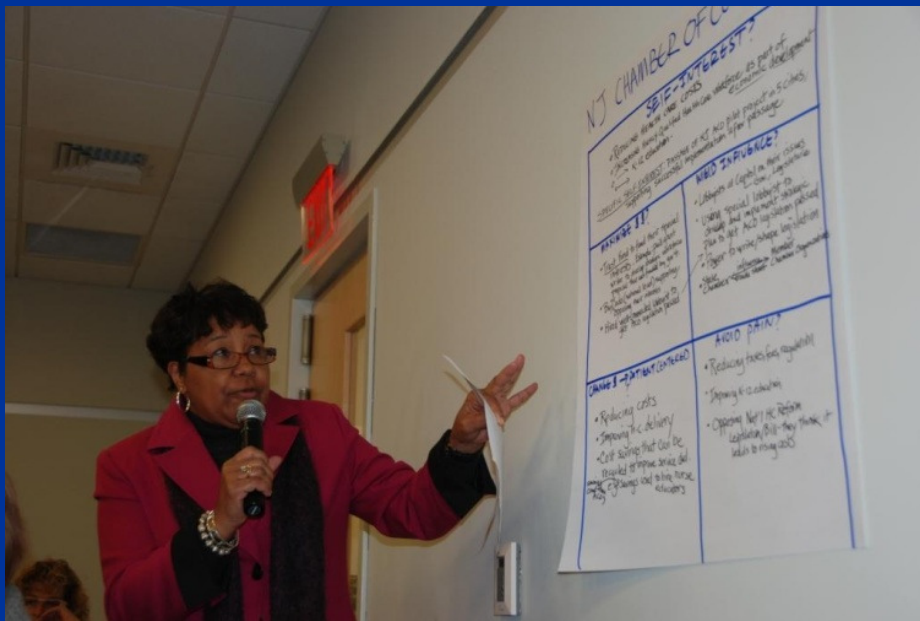
Select Clinic For Chart View Cooper Emergency Department

CBC* 05/19/2010

PATIENT NAME: **Patient, TestJeff** COLLECTION DATE: **UNKNOWN**
 BIRTH DATE: **02/15/1957** SPECIMEN SOURCE:
 HOME PHONE: **800-999-6666** DELIVERED TO: **Ryan Arnold, MD**
 ACCESSION #: STATUS: **Final**

TEST NAME	RESULTS	UNITS	REFERENCE RANGE
WBC*	5	K/UL	4 - 11 K/UL
RBC*	4	M/UL	3.8 - 5.2 M/UL
Hemoglobin*	15	g/dL	14 - 18 g/dL
Hematocrit*	55 H	%	42 - 52 %
MCV*	81	fL	80 - 100 fL
MCH*	26 L	pg	27 - 34 pg
MCHC*	30 L	%	30.5 - 37.5 %
RDW*	12	%	11 - 15 %
Platelet Count*	150	K/UL	140 - 450 K/UL
MPV*	14	fL	7 - 14 fL
Lymphocytes*	33	%	21 - 49 %
Absolute Monocytes*	5	%	3 - 11 %
Eosinophils*	6	%	0 - 7 %
Absolute Neutrophils*	2	K/UL	1.8 - 7.7 K/UL
Absolute Lymphocytes*	2	K/UL	1 - 5 K/UL
Absolute Monocytes*	1 H	K/UL	0 - 0.8 K/UL
Absolute Eosinophils*	.2	K/UL	0 - 0.5 K/UL
Absolute Basophils*	.2	K/UL	0 - 0.2 K/UL

Testing Facility Comment:
 Cooper Emergency Department in-house lab results entered by NetPractice Admin on 05/19/2010 at 6:41 AM.



Train local residents to participate in decision-making over health care resources

Promote collaboration among providers and between providers and the community







Comparing Emergency Room High Utilizers in Camden, Trenton, and Newark

Emergency Department High Utilizers	Top 1% 2007
<i>Camden</i>	
Patients	386
Visits	5169
Visits/Patient	13.4
<i>% visiting more than one hospital</i>	<i>80.6%</i>
<i>Trenton</i>	
Patients	504
Visits	7616
Visits/Patient	15.1
<i>% visiting more than one hospital</i>	<i>78.2%</i>
<i>Newark</i>	
Patients	928
Visits	14367
Visits/Patient	15.5
<i>% visiting more than one hospital</i>	<i>71.1%</i>

SENATE, No. 2443

STATE OF NEW JERSEY

214th LEGISLATURE

INTRODUCED DECEMBER 6, 2010

Sponsored by:

Senator JOSEPH F. VITALE

District 19 (Middlesex)

SYNOPSIS

Establishes Medicaid Accountable Care Organization Demonstration Project
in DHS.

CURRENT VERSION OF TEXT

As introduced.

Camden cost savings strategies

1. Nurse practitioner led clinics in high cost buildings
2. More high utilizer outreach teams
3. Medical home-based nurse care coordination
4. More same day appointments (open access scheduling)

More Information

www.camdenhealth.org

www.camconnect.org

jeff@camdenhealth.org