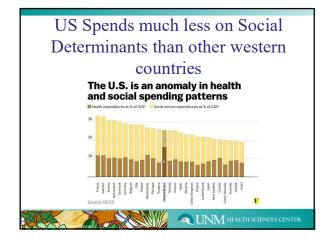


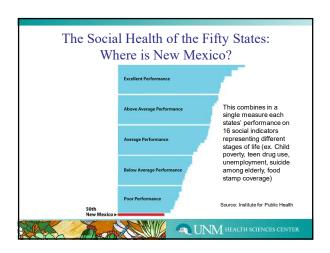
Quality Care is Not Enough ex. Diabetes in Native Americans

- Recommended Preventive Services:
 - Native Americans have best rates
- Deaths from Diabetes:
 - Native Americans have highest rates

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New Mexico Dept of Health 2010 Report on Ethnic Disparities in Health





Determinants of Health Contribution to Mortality Lifestyle 43% 1% Biology/Genetics 27% 7% Environment 19% 2% Health Services 11% 91%

Working "Upstream:" Now EVERYONE owns it! • WHO- Sir Michael Marmot ("HealthDisparities") • The Netowork: TUFH- ("Social Accountability") • Canad Med School Accred- ("Soc Accountability") • Beyond Flexner Allicance- ("Social Mission") • US many- ("Social Determinants") • AAFP- ("EveryONE")

Headwinds: Barriers to Needed Change

- Mostly a fee-for-service reward system
- Disparities, privilege within academia, community practice fiercely defended
- Myth 1: Eduational reform will lead to clinical service reform
- Myth 2: Research/evidence will produce needed institutional, system change





Wisdom of the Masters

- Max Plack (gist): A new scientific discovery is not accepted because it can be proven...it is accepted because the opponents eventually die
- Machiavelli (gist): There is nothing more dangerous to propose than a new idea. The opponents who would suffer from it attack it like partisans, while the supporters do so weakly, not certain the leader will succeed. So the innovator is doubly at risk





Wind at our Sails

- Value-based purchasing, capitation, PPP
- Pt-Centered Medical Homes, Health Teams
- "Inter-professional" includes Community Health Workers, Medical Assistants
- Govt, Insurers, Medicaid challenging sameold payment/incentives



New Institutional Vision Statement

"The University of New Mexico Health Sciences Center will work with community partners to help New Mexico make more progress in health and health equity than any other state by 2020."



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Comments from a Sampling of Community Health Leaders

- Important to overcome image:
 - "University of ABQ,"
 - "UNM only present while grant funds last"
- UNM needs to:
 - Commit to long term partnerships, not just when grant present
 - · Build upon local wisdom, leaders, organizations, programs
 - Create central office at UNM, single telephone number to help communities and providers navigate the UNM Health System
 - · Have full-time presence in all communities like NMSU



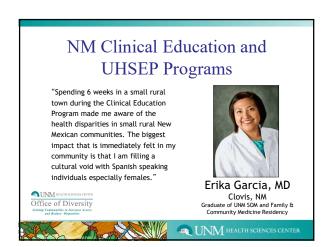
FM resident Outcomes, Plans • 76 Residents, half in ABQ, half in rural NM • 25% of ABQ grads work in rural NM • 70% of rural NM grads for in rural NM

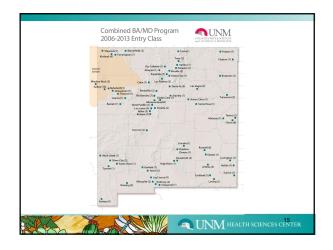
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Health Workforce: A Public Health Impact

- PCPs/100,000 population
- 1 Physician in Rural Community
 - a) hires ~18 people directly, indirectly
 - b) generates ~ \$1 million in business annually









Flash...Flash...UNM Family Medicine Leads Nation!

Of 141 MD-granting medical schools in the US, the University of New Mexico ranked #1 in % of grads entering Family Medicine in 2016-2017



Lessons from Other Countries Community Health Workers: Kenya Brazil

Rural Retention in New Mexico

- Physicians least
- Nurses more
- Medical Assistants much more
- Community Health Workers most



Promotores de Salud: Brazil Whealth sciences Center

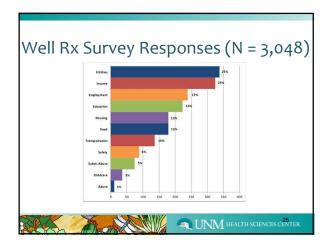
4 in 5 Physicians Surveyed

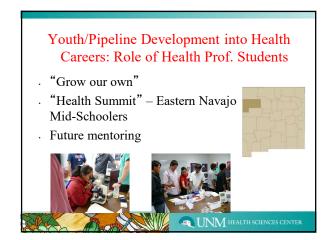
- Patients social needs as important as medical conditions
- Not confident in their capacity to address social needs
- Unmet social needs leading to worse health for all, not just those with low income

Robt Wood Johnson Foundation

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Social Determinant	s K
Name	Age
Address	Date
eferral to Community Health Worker	for:
☐ Food Assistance	☐ Employment Assistance
☐ Housing Assistance	☐ Education Assistance
☐ Utilities Assistance	☐ Substance Abuse Assistance
☐ Transportation Assistance	☐ Safety Assistance
☐ Daycare Assistance	☐ Domestic Violence Assistance
☐ Legal Assistance	☐ Other
Prov	ider Signature







Outcomes of CHWs in Clinical Care

- Health insurers, hospitals, universities hiring CHWs to address Social Determinants
- CHWs help "manage" high users ROI ~4:1
- Comprehensive CHW care more cost-effective than Patient-Centered Medical Home, now moving "upstream," prevention, health policy

Health. 28 Sept. 2011.

Notanga C, et al. Diffusion of Community Health Workers Within Medicaid Managed Care: A Strategy to Address Social Determinants of Health. Health Affairs Blog. July 25, 2017.

Moffett M, et al. Community Health Workers Bring Cost Savings to Patient-Centered Medical Homes. 2017 J Community Health DOI 10.1007/s10900-017-0403-y

Community Health Workers: New Members of the Health Team

- Social determinants their priority
- Culturally and linguistically competent
- Community is their base
- Trust high

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Medicaid Managed Care- Driver of



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- State Mandate—all MCOs support CHWs
- Certification CHW curriculum
- MCOs hiring and contracting for CHWs
 - Blue Cross Blue Shield
 - CENTENE- Western Skies
 - Molina
 - Presbyterian

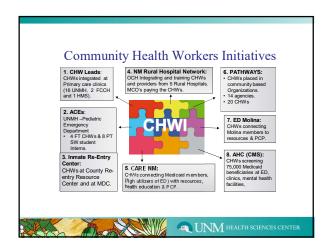


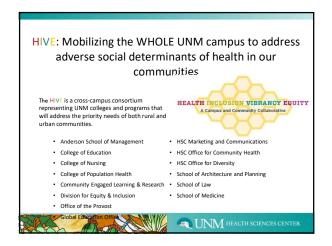


Students Address Social Determinants- Even on the Wards

- How could this Admission have been prevented?
- Taxi Vouchers for ED patients
- · Weekend Pharmacy Hours



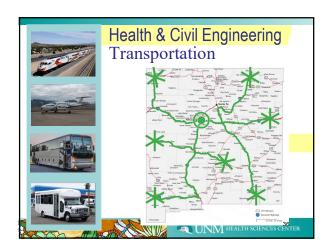


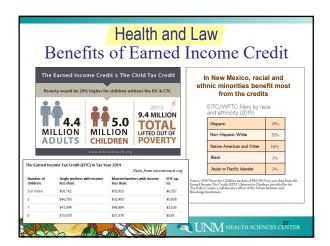


Students address Social Determinants in the Community: (Examples)

- One Hope Clinic
- ABQ Opportunity Center
- Westside Temporary Shelter
- Border Health
- Mentor Mid and High School Students







Vision 2020 Health Outcomes

• Diversity in med stud body now similar to state—inc 38% to 53% underrep minority

• Immun rates 19-35 mos: 68% to 76%

• Prim Care MD/100,000: 105 to 116

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