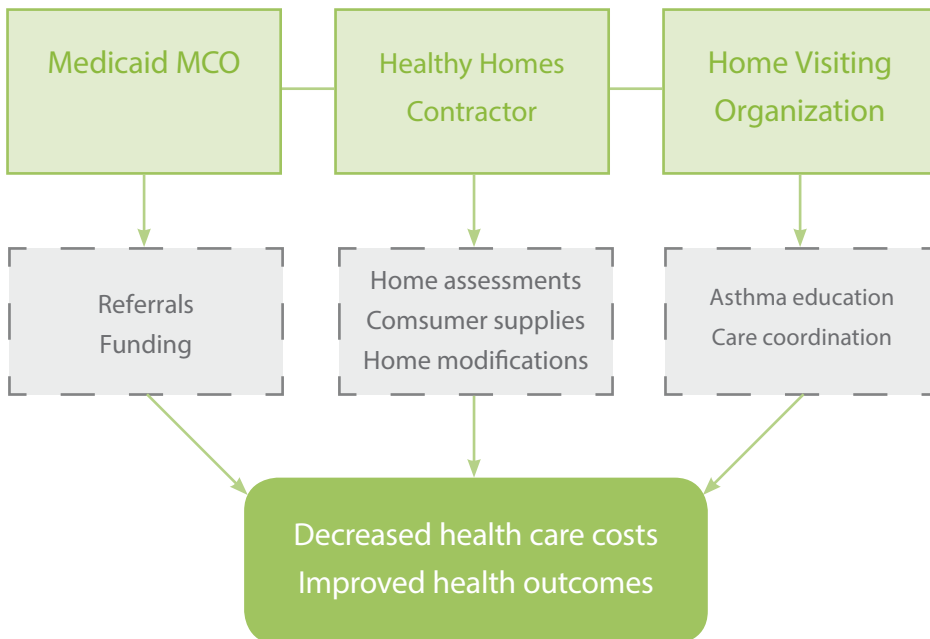


# HEALTH PLANS ACROSS THE U.S. ARE PAYING FOR COMPREHENSIVE ASTHMA INTERVENTIONS

Given the widely acknowledged importance of addressing the social determinants of health, health care has shown increased interest in partnering with community-based organizations that improve health and reduce costs. As a result, Medicaid MCOs across the US are beginning to invest in evidence-based comprehensive asthma services for members.



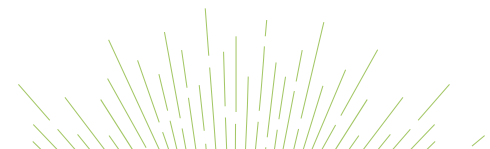
## Typical Structure of an MCO Healthy Homes Partnership

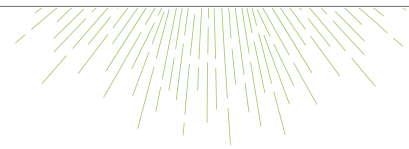


Successful healthy homes partnerships are already improving outcomes for individuals and families across the country.

CBOs can contract directly with MCOs or with Medicaid providers to provide healthy homes services.

More details on our work in Baltimore, MD; Houston, TX, Salt Lake City, UT; and New York, NY are available on the next page.





## BALTIMORE



Medicaid MCO: Amerigroup

Home Visit Organization: Green & Health Homes Initiative

Healthy Homes Contractor: Green & Health Homes Initiative

The Program: Amerigroup Maryland has partnered with GHHI to provide in-home health services designed to address the environmental triggers of asthma. The program provides service to 100 Amerigroup Medicaid families in Baltimore with children ages 2-18 who suffer from severe asthma, which has resulted in hospitalization or emergency care. Participants receive three in-home care visits, a home environmental assessment, home supplies, integrated pest management, and telephone follow-up support. Amerigroup pays GHHI 75% of the pre-negotiated fee after the first visit, and the remaining 25% after completion of all the home visits, all paid out of Amerigroup's administrative (non-medical) budget.

Cost Savings: Pilot lowered total cost of care 33% (\$2,544) over 12 months

## HOUSTON



Medicaid MCO: UnitedHealthcare Community Plan of Texas

Home Visit Organization: Baylor College of Medicine Environmental Health Service

Healthy Homes Contractor: Girling Community Care

The Program: With technical assistance provided by GHHI, UnitedHealthcare has partnered with Baylor College of Medicine Environmental Health Service to reimburse for evidence-based asthma services in the clinic and home for an asthma-focused pilot program launching in 2020. United will also reimburse Girling Community Care for remediation of asthma triggers in homes. With the completion of the pilot, United plans to transition the model to a more sustainable value-based payment methodology based on the program's impact on quality, utilization, and costs.

## NEW YORK CITY



Medicaid MCO: Affinity Health Plan

Home Visit Organization: AIRnyc

Healthy Homes Contractor: Association for Energy Affordability

The Program: The New York Healthy Homes Collaborative is a cross-sector partnership working to scale an asthma program that extends beyond traditional medical services to also address needs in the home and community for children and adults enrolled in Affinity Health Plan's Medicaid programs in New York City. GHHI, as the project manager and transaction coordinator, has identified the highest quality partners and led development of the pioneering model that combines Pay for Success financing with value-based Contracting. The innovative project will benchmark, at scale, the effectiveness of a comprehensive asthma program in producing direct savings to a Medicaid managed care organization. Over the past three years, the New York Healthy Homes Collaborative has completed an initial feasibility study, designed a coordinated intervention, performed multiple actuarial analyses of Medicaid claims data, built a detailed financial model, and aligned the payment mechanism with Medicaid value-based payment guidelines. GHHI and partners will raise grants and investment capital to fund services for approximately 1,000 families over four years, launching in 2020.

## SALT LAKE CITY



Medicaid MCO: University of Utah Health Plans

Home Visit Organization: University of Utah Health Plans Care Management Program

Healthy Homes Contractor: Salt Lake County

The Program: With support from GHHI, the University of Utah Health Plans (UUHP) and Salt Lake County Housing & Community Development (SLCO) developed a comprehensive home-based asthma program, with UUHP reimbursing SLCO for home remediation services. On joint home visits, UUHP's care management team provides asthma self-management education to families while SLCO performs a robust assessment of the home environment and remediates identified asthma triggers. The program is providing services to 100 families enrolled over two years, with SLCO receiving \$2,000 per home on average. GHHI is also providing SLCO with \$165,000 in funding to support unit delivery, project management, and evaluation activities.

Cost Savings: A previous UUHP-SLCO pilot lowered total cost of care by 67% (\$686 per member per month) over 6 months

To learn more, visit our website at [www.ghhi.org](http://www.ghhi.org).

