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From: Thomas, Keri L. [mailto:ThomasK@sutterhealth.org]
Sent: Tuesday, April 02, 2013 11:09 AM
To: Hannigan, Erin; Seifert, Linda J.; Spering, Jim P.; Spering, Jim P.; Thomson, Skip; CAO-Clerk; Duterte, Patrick O.
Cc: Wilson, Michael L.; Ritch, Catherine M.; Smith, Belinda T.; Goerke-Shrode, Sabine; Cook, Catherine M.; Goerke-Shrode, Sabine; Cook, Catherine M.; Chumak, Boris K.; Glubka, Terry; Thomas, Keri L.
Subject: FW: Affordable Care Act - Follow up

SUTTER SOLANO MEDICAL CENTER
Memorandum

To: Solano County Board of Supervisors
Brigitta Corsello, County Administrator
Patrick Duterte, Director, Health and Human Services Programs

From: Terry Glubka, CEO, Sutter Solano Medical Center

Date: April 1, 2013

RE: Affordable Care Act Presentation to the Board of Supervisors – Follow Up

Thank you for including Sutter Solano Medical Center in the presentations and discussion about the impact of the Affordable Care Act (ACA) on Solano County last Wednesday, March 26, 2013. There are so many unknowns with the pending ACA implementation, but what we do know is that we need to all work more collaboratively in order to expand access to care for our counties most vulnerable. I am so pleased that the Board of Supervisors wants to learn more and understand the impacts of the legislation from the health care partners in our community. Thank you for taking the time to engage in a discussion.

I thought it would be helpful for me to send you the statistics I spoke to at the Board meeting. I am also including the details of our Sutter Health commissioned Capacity Study that I referenced because more than one of you asked how we determined the gap in clinicians and those moving into Medi-Cal. I have also included information and outcomes from our strategic community partnerships below.

Please feel free to call me at (707)554-5280 if you have any questions or would like to see the benefits of our community partnerships, first hand.

CAPACITY STUDY

In 2012, Sutter Health commissioned a Capacity Study to better understand if and where access exists for the underinsured today and in 2014. We assessed the capacity in the community for clinicians to care for the underinsured and converted it into a Full Time Equivalent value. We then reviewed the literature and projections for the total number of Medi-Cal eligibles and provided capacity projections at the zip code level. *As I said, getting people health coverage does not mean that they will have access to care. The Capacity Study findings show that unless we expand the number of providers in our communities through partnerships with our Federally Qualified Health Clinic (FQHC) providers, we will have the same health access issues in our communities.*

Capacity Study Results - Sutter Health service area (25 counties, 850 zip codes, 30% of total State population):

- The Sutter Health service area is expected to have 2.6 million enrolled in Medi-Cal in beginning in 2014.
- Currently, the clinicians accepting Medi-Cal can serve 1.6 million people.
- There are 1.06 million people that will not have access to a health care provider (9 percent gap).
- We need an additional 424 full time equivalent clinicians who serve only Medi-Cal in order to bridge the gap.

Capacity Study Results - Sutter Solano Medical Center:

- Solano County lacks capacity (especially in Vallejo) for more than 18,000 patients.
- Solano County lacks capacity for both Medi-Cal and the uninsured populations.
- Approximately one quarter (about 9,100 visits per year) of all Emergency Department visits in Sutter Solano are non-urgent.
- 75% of the non-urgent visits are underinsured patients with 50% of those being Medi-Cal.
- The data indicates that the underinsured population in Solano County is utilizing the Emergency Department for their primary health care needs.

SUTTER SOLANO MEDICAL CENTER – STRATEGIC COMMUNITY PARTNERSHIPS

There was some discussion at the end of the Board meeting about hospital Charity Care contributions. Sutter Solano Medical Center reported \$26 million in Charity Care in 2012. Charity Care is an important piece of our not-for-profit mission. We are available to anyone 24 hours a day, 7 days a week. We are also proud of our active partnerships working to connect people to the right care, in the right place, at the right time. It is through partnerships like we have with La Clinica that will provide the increased access to care for our communities most vulnerable.

SSMC Emergency Department Navigator: The Emergency Department Navigator program seeks to connect with patients who are inappropriately accessing care at the Sutter Solano Medical Center Emergency Department and links all non-urgent users of the ED to immediate community resources and medical care. **Outcomes:** Since the inception of this program at Sutter Solano Medical Center in October of 2012, the ED Navigators have made 314 referrals, with 171 people being contacted to offer referrals or PCP appointments. 78% of clients referred by the ED Navigator are keeping their appointments at La Clinica.

Transitional Care Program (TCP): The Transitional Care Program (TCP) provides a place to discharge and connect homeless patients, who are traditionally underserved residents, with resources and support. **Outcomes:** Over 75 clients have been served by the TCP. Of those served by this program, 100% of the clients enrolled in eligible programs, 60% connected to medical homes and 60% have a new source of income. In 2012, 43 individuals were accepted into the TCP. Of these clients, 19 successfully completed the program and were linked to primary care services, health insurance, and a source of income. 84% of these clients were linked to transitional housing or permanent home. The return on investment for the TCP demonstrates considerable savings for SSMC. A \$2,000/day multiplied by an average seven-day hospital stay x 75 patients = \$1,050,000 vs. \$70,000 two-year investment. This is a \$1,020,000 savings

for SSMC. While the return on investment to SSMC is significant, the positive impact this program has on the greater community is immeasurable.

La Clinica Expansion: Investment in Federally Qualified Health Centers (FQHC's) throughout the Sutter Health Sacramento Sierra Region is imperative to the health and wellbeing of our communities as we prepare for Affordable Care Act implementation in 2014. As a result, SSMC recently committed to an almost \$225,000 investment in La Clinica, Vallejo North, over the next year to increase their capacity to serve the underinsured. **Outcomes:** This financial commitment by SSMC allowed La Clinica to increase their capacity to serve the underinsured by increasing exam room space from 9 to 15, in turn, securing five open appointments per day for SSMC patients only. Additionally, this investment in La Clinica further strengthens SSMC's place in the community as a collaborative and supportive partner to critical health centers like La Clinica. Moreover, the expansion of La Clinica not only increases capacity and provides a medical home for the underserved in Solano County, but it also serves as a compliment to other, concurrent SSMC initiatives such as the ED Navigator and Transitional Care Programs. The financial support provided by SSMC to La Clinica will ensure that an addition 7,700 patients will be seen each year, which provides a tremendous health benefit to the greater Solano community.

keri thomas

regional director community and government relations
Sutter Health Sacramento Sierra Region
916.416.4172 cell