



# Food = Medicine

Medically Tailored Meals by  
Meals on Wheels People, Inc.  
Portland, OR



*Teriyaki Salmon*

# Meals on Wheels People

Today's Speakers: Medically Tailored Meals (MTM) Client Services



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Operations Director



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Director of Business  
Development

# Agenda

- **Meals on Wheels People & MTM**
- **The impact of home delivered meals**
- **What's on the horizon for MTM**



# Meals on Wheels People

## Origin Story

Meals on Wheels People was founded in 1969 to meet community nutritional needs from humble church basement beginnings.

We are proud of our evolving services to offer responsive wholistic services to all communities in Clark, Multnomah and Washington counties without a waiting list for more than 50 years.



## Meals on Wheels People:

### Who we are today

We enrich the lives of seniors, and assist them in maintaining independence, by providing nutritious food, human connections, and social support.

We also use our expertise and capacity to serve other nutritionally at-risk populations of all ages.

**54**

**years of experience**

**8,700+**

**individuals served a year**

**140**

**employees**

**400**

**volunteers a day**

# Medically Tailored Meals (MTM)

## How they differ

- ▶ Meals approved by a RDN that reflect appropriate dietary therapy based on evidence-based practice guidelines
- ▶ Diet/meals are recommended by a RDN based on a nutritional assessment
- ▶ Referral made by a health care provider to address a medical diagnosis, symptoms, allergies, medication management and side effects to ensure the best possible nutrition-related health outcomes



# Meals on Wheels People: Credentials & Collaborations

Completed Food is Medicine Coalition (FIMC)  
Accelerator Program in 2021

## Kaiser Permanente

National Medically Tailored Meals Intervention  
Research Study & OCF MTM Capacity Building  
Grant

## PeaceHealth

Interventions in Washington State

## Providence

Interventions in Oregon

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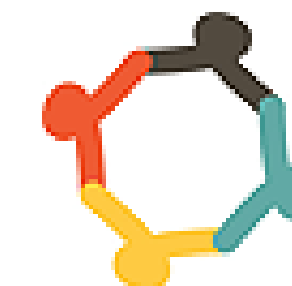
KAISER  
PERMANENTE®



PeaceHealth



PROVIDENCE  
Health & Services



Project Access NOW  
Community | Care | Connection

# The Dramatic Rise of Chronic Disease

**133 million Americans**

**45%** of the population have at least one chronic disease

**80%** of older adults have at least one chronic disease

**70%** of Medicare beneficiaries have two or more chronic diseases

**Chronic diseases account for:**

**81%** of hospital admissions

**91%** of all prescriptions

**76%** of physicians visits

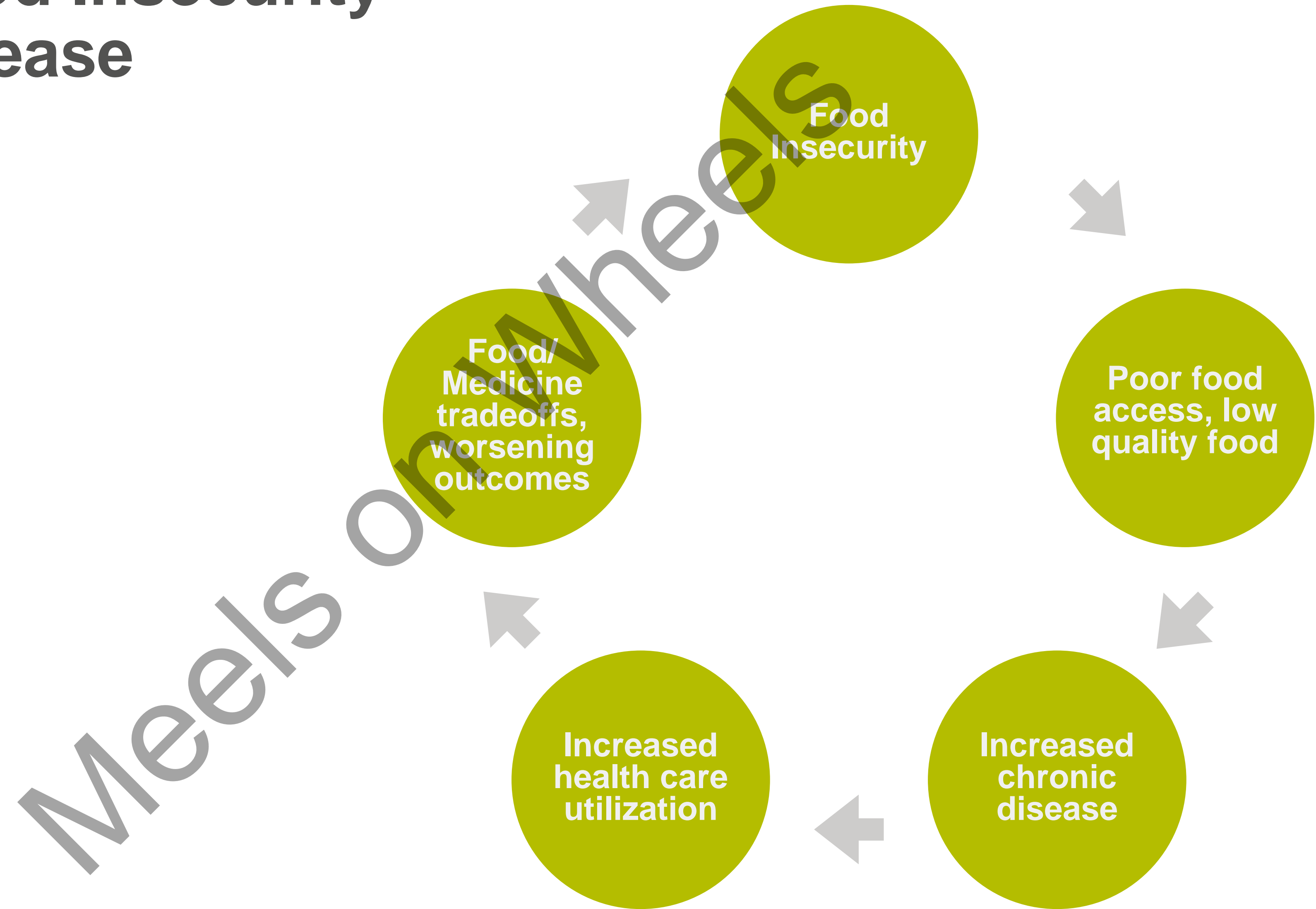
Meels On Wheels





# The Cycle of Food Insecurity and Chronic Disease

**86%** of health care spending is for patients with chronic health conditions



# FIMC: Research Summary

## Medically tailored meal interventions can have dramatic results

**58%** fewer emergency department visits

**49%** fewer hospitalizations

**72%** fewer admissions to skilled nursing



**16%** net cost savings for provider

**\$220** per month savings on health care for patient



Improved quality of life, increased ability to manage diabetes, and stress reduction.

Improved health eating index scores.

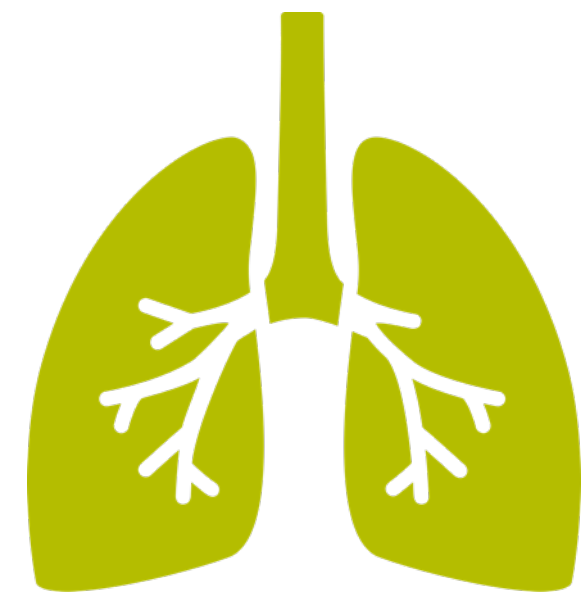


# MTM Intervention

Tailored meals currently offered from Meals on Wheels People



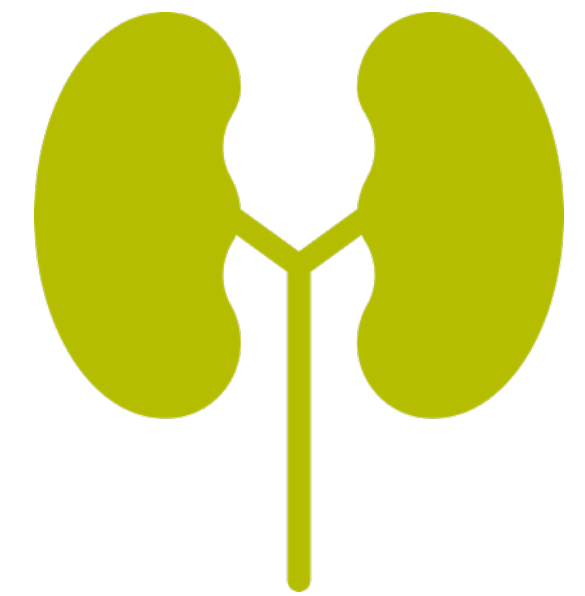
**Chronic  
Heart Disease**



**COPD**



**Diabetes**



**Renal Meals**

Meals on Wheels

Nutrition Counseling & Change of Condition Surveys

# Medically Tailored Meals

## Scratch Meals - Hand Delivered

Evidence-based nutritional intervention tailored to a patient's specific needs. **Includes patients of all ages.**

Personally delivered to a patient's home with a wellness check.

**We can provide medically tailored, home-delivered meals for one year for less than half the average cost of one hospital stay.**

**Over \$18,000 vs. \$7,300**



# MTM Intervention

## Tailored Meals

Every week patients receive

- ▶ 14 scratch made meals
- ▶ Fresh fruit
- ▶ Milk from a local dairy
- ▶ Whole wheat bread from a local bakery



Meals On Wheels

*Chicken Chile Verde*

# MTM Intervention

## More Than Meals

### Friendly Chats

Weekly one-on-one phone conversations.  
Non-English and intergenerational options are available.

### Safe Homes for Seniors

Assists home-bound seniors with basic home maintenance including weatherization and home safety interventions.

### Senior Planet

Workshops and courses for older adults to learn computer basics and develop life-enhancing computer skills.



# MTM Intervention

## More Than Meals

**Local staff** coordinates meal and social services and are easily reached by phone.

We are a **diverse organization** serving a **diverse community**.

We offer multi-language intake and social programming. Our service interactions are **inclusive and person first**. Our organization provides **trauma informed care**.



Meals on Wheels

# MTM Intervention

## More Than Meals

Point in time spreadsheets of data collected by Meals on Wheels People with patient identification:

Change of Condition Surveys  
UCLA Loneliness Scale Surveys  
Nutritional Risk Assessments

Health care providers are able to review outcomes for those patients receiving MTM interventions.





# MTM Intervention

## Satisfaction



**92%**  
satisfaction  
with taste



**94%**  
satisfaction  
with quality



**99%**  
satisfaction with  
our staff and  
volunteers



**99%**  
feel respected  
as an individual

Meeds On Wheels

**“I received medically tailored meals before my surgery and loved it. It brought me great peace of mind knowing that my husband and I could receive fine meals each week – and those meals are good, tasty, and nutritious.”**

**Joi, Medically Tailored Meal Client**



# What's on the horizon

## MTM is receiving national attention



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- ▶ **September 2022:** Over \$8B announced in commitments to support Biden-Harris administration vision & national strategy
- ▶ **March 2023:** Biden renewed call to action White House Challenge to End Hunger and Build Healthy Communities
- ▶ **H.R. 5370 MTM Demonstration Pilot Act of 2021**
- ▶ **Oregon 2022-2027 Medicaid 1115 Demonstration Waiver**
- ▶ **FIMC partner studies & accreditation**

# Collaboration Opportunities

Let's work together to support patient health

- ▶ **Support an MTM Intervention Program**  
*Sponsor a program for your institution to refer patients with chronic illness post discharge or prior to surgery*
- ▶ **Engage in a MTM Research Study**  
*Identify a patient population, MD sponsor/site investigator, connect with OCHIN*
- ▶ **Collaborate on MTM Funding Opportunities**  
*Notify our team if a grant is available in this space*
- ▶ **Connect on Medicaid 1115 Waiver**  
*HRSN benefits include MTM; we want to educate others on this space and be a CBO meal provider across Oregon*



**Thank you!**

**Questions?**



# Appendix

## Funding Sources

### **Medicare Advantage (Medicare Part C):**

Supplemental Benefit – Non-chronically Ill Populations

Special Supplemental Benefits for the Chronically Ill (SSBCI)

### **Medicaid Coverage: Waivers and SPAs:**

1915(c) Waiver: covers services that help avoid institutionalizing individuals

1915(i) State Plan Amendment: covers services for individuals with incomes below 150% (or up to 300%) FPL who need assistance with care, but do not yet require institutionalization

1915(k) Community First Choice State Plan Amendment: allows States to access 6% increase in federal funds for expenditures related to providing home and community based attendant services to individuals who would otherwise require institutional care

1115 Demonstration Waiver: covers meals and food within the Medicaid program



# Appendix Data

- Slide 8** Chronic diseases account for 81% of hospital admissions; Chronic diseases account for 91% of all prescriptions; Chronic diseases account for 76% of physicians visits  
Source: Partnership for Solutions. Chronic Conditions: Making the Case for Ongoing Care. September 2004 Update. Available at: <http://www.rwjf.org/files/research/Chronic%20Conditions%20Chartbook%209-2004.ppt>. Accessed on April 17, 2007.
- Slide 8** 133 million Americans, 45% of the population have at least one chronic disease  
1Wu S, Green A. Projection of Chronic Illness Prevalence and Cost Inflation. RAND Corporation, October 2000.
- Slide 8** By 2025, chronic diseases will affect an estimated 164 million Americans, 49% of the population  
Partnership for Solutions. Chronic Conditions: Making the Case for Ongoing Care. September 2004 Update. Available at: <http://www.rwjf.org/files/research/chronicbook2002.pdf>. Accessed on April 17, 2007.
- Slide 8** 80% of older adults have at least one chronic disease  
Centers for Disease Control and Prevention. Healthy Aging at a Glance 2011. Found on the internet at <http://stacks.cdc.gov/view/cdc/22022>
- Slide 8** 70% of Medicare beneficiaries have two or more chronic diseases  
Chronic Conditions Charts: 2015. Baltimore, MD: Centers for Medicare & Medicaid Services. Found on the internet at [https://www.cms.gov/Research-Statistics-Data-and-Systems/Statistics-Trends-and-Reports/ChronicConditions/Chartbook\\_Charts.html](https://www.cms.gov/Research-Statistics-Data-and-Systems/Statistics-Trends-and-Reports/ChronicConditions/Chartbook_Charts.html)



# Appendix Data

<b>Slide 9</b>	86% of health care spending is for patients with chronic health conditions	Centers for Disease Control and Prevention . Chronic Disease Prevention and Health Promotion, Chronic Disease Overview, 2017. URL: <a href="https://www.cdc.gov/chronicdisease/overview/">https://www.cdc.gov/chronicdisease/overview/</a> .
<b>Slide 10</b>	58% fewer Emergency Department Visits	Organization: Community Servings. Peer Reviewed Research. Source: Berkowitz SA, Terranova J, Randall L, Cranston K, Waters DB, Hsu J. Association Between Receipt of a Medically Tailored Meal Program and Health Care Use. JAMA. 2019;179(6):786-793.
<b>Slide 10</b>	49% fewer hospitalizations <sup>[SEP]</sup> 72% fewer admissions to skilled nursing facilities <sup>[SEP]</sup> 16% net cost savings	Organization: Community Servings. Peer Reviewed Research. Source: Berkowitz SA, Terranova J, Randall L, Cranston K, Waters DB, Hsu J. Association Between Receipt of a Medically Tailored Meal Program and Health Care Use. JAMA. 2019;179(6):786-793.
<b>Slide 10</b>	\$220 per month savings on health care	Organization: Community Servings. Peer Reviewed Research. Source: Berkowitz SA, Terranova J, Hill C, Ajay T, Linsky T, Tishler LW, et al. Meal Delivery Programs Reduce the Use of Costly Health Care in Dually Eligible Medicare And Medicaid Beneficiaries. Health Aff. 2018;37(4):535-542.
<b>Slide 10</b>	Improved quality of life, increased ability to manage diabetes, and stress reduction.	Organization: Community Servings. Peer Reviewed Research. Source: Berkowitz SA, Shahid NN, Terranova J, Steiner B, Ruazol MP, Singh R, et al. "I was able to eat what I am supposed to eat"-- patient reflections on a medically-tailored meal intervention: a qualitative analysis. BMC Endocr Disord. 2020;20(1):1-10.

