

Bending the Cost Curve and Improving Quality in One of America's Poorest Cities

Jeffrey Brenner, MD
Executive Director/Medical Director



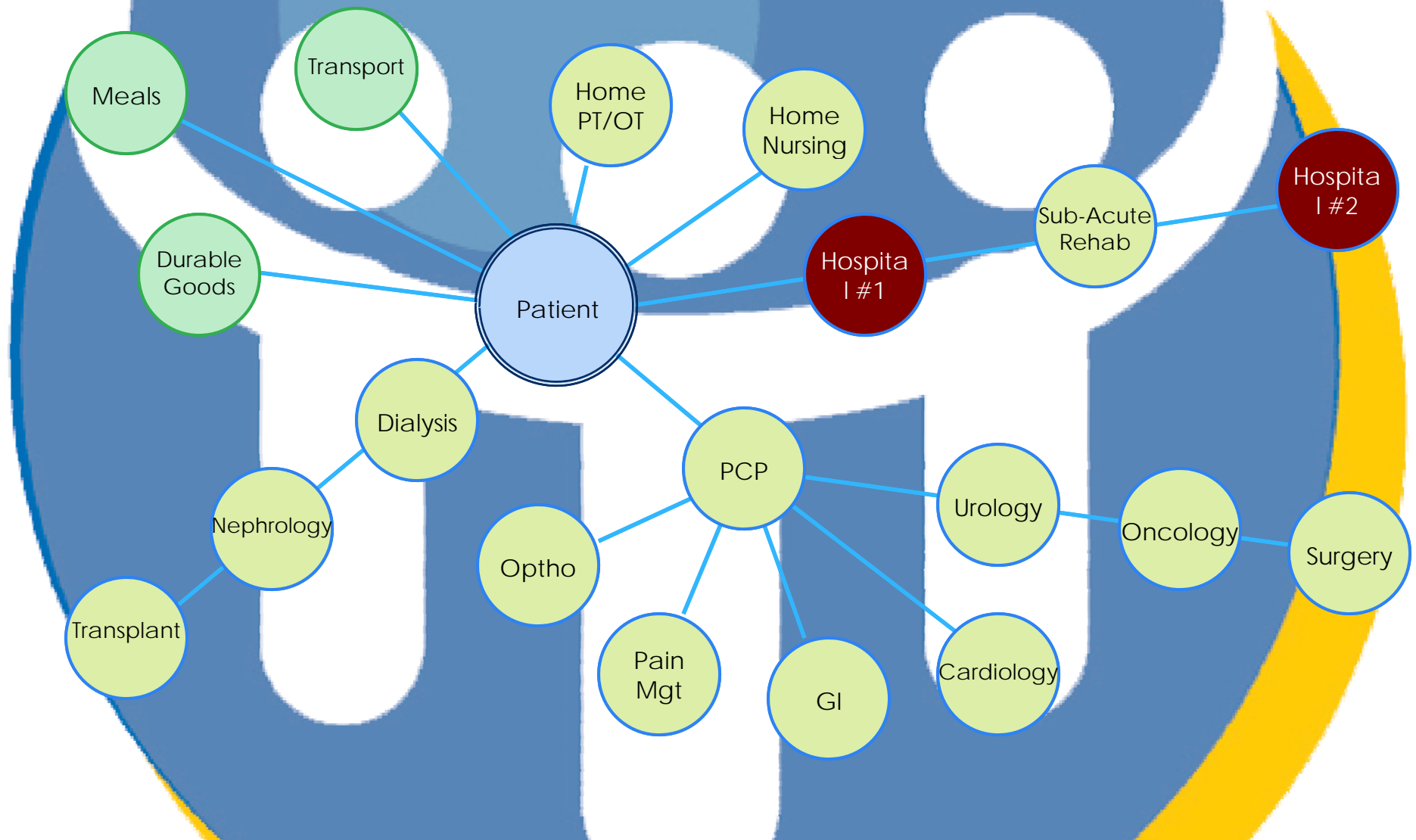
Patient Case Presentation #1

- 55-yo Male, admitted for GI bleed and SOB (November 2011)
- Dual coverage, Lives alone in high-rise apartment
- 6 months- 9 ED visits, 6 Inpt visits
- 12 Medications daily

ESRD
Renal Carcinoma
Hepatitis B
Hypertension
Hyperlipidemia
Peripheral vascular dx

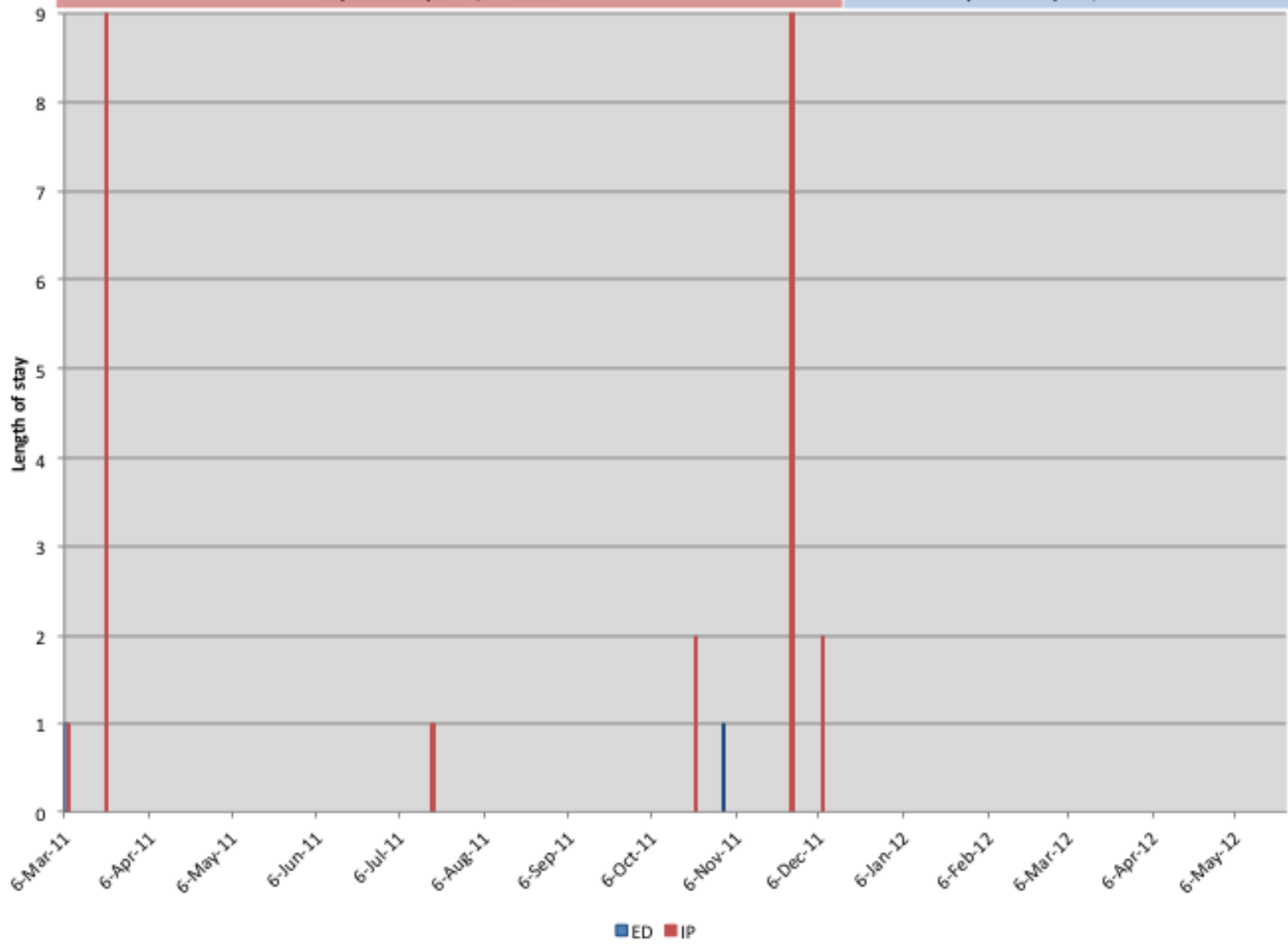
Asthma
Glaucoma (blind in one eye)
Sleep Apnea
Severe Back Pain

Patient Centered Care Coordination



1 year pre-enrollment
Charges = \$312,525; Receipts: \$59,133
Inpatient days: 24; ED visits: 2

Post-enrollment
Charges = \$0; Receipts= \$0
Inpatient days: 0; ED visit=0





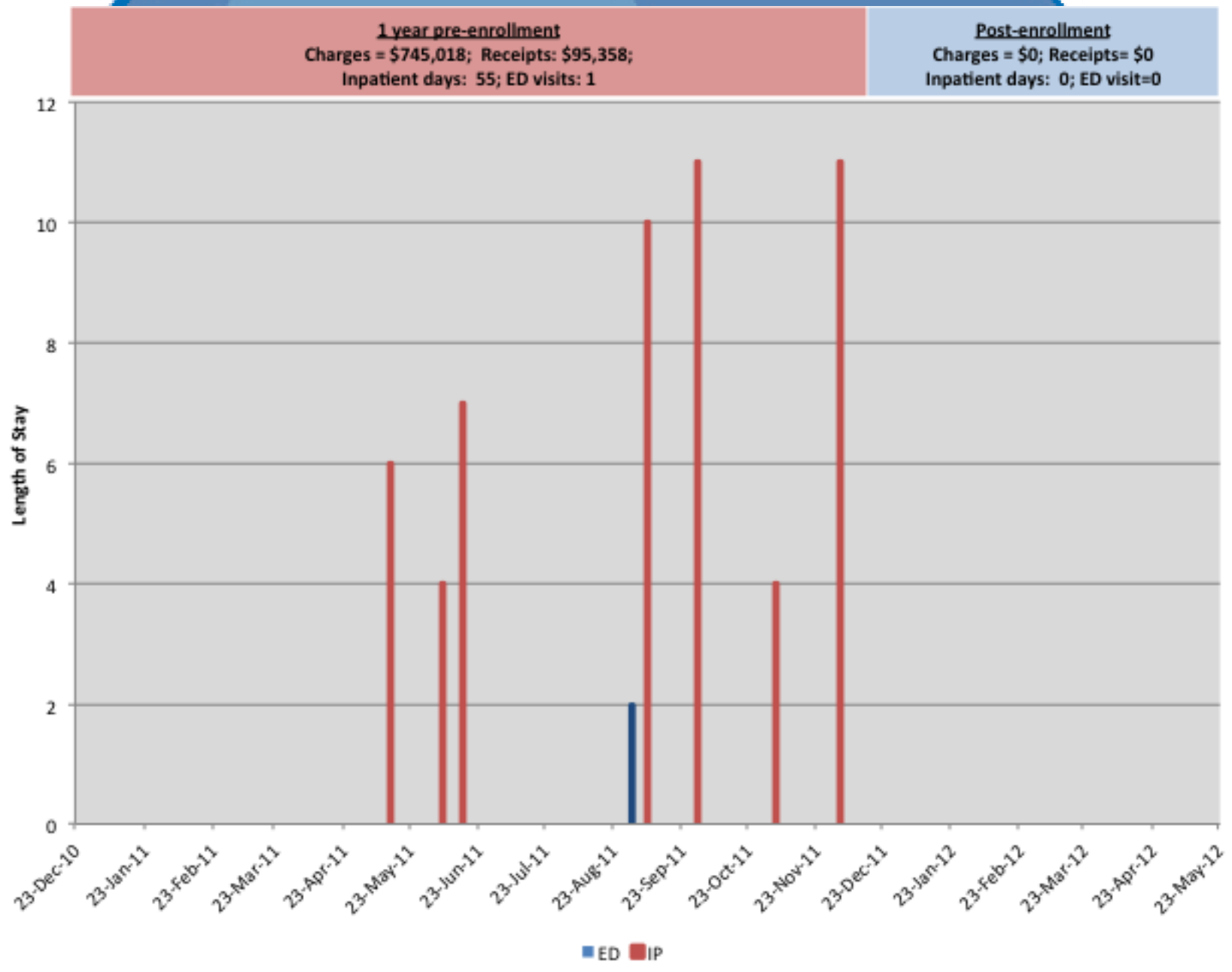
www.camdenhealth.org



www.camdenhealth.org

Patient Case Presentation #2

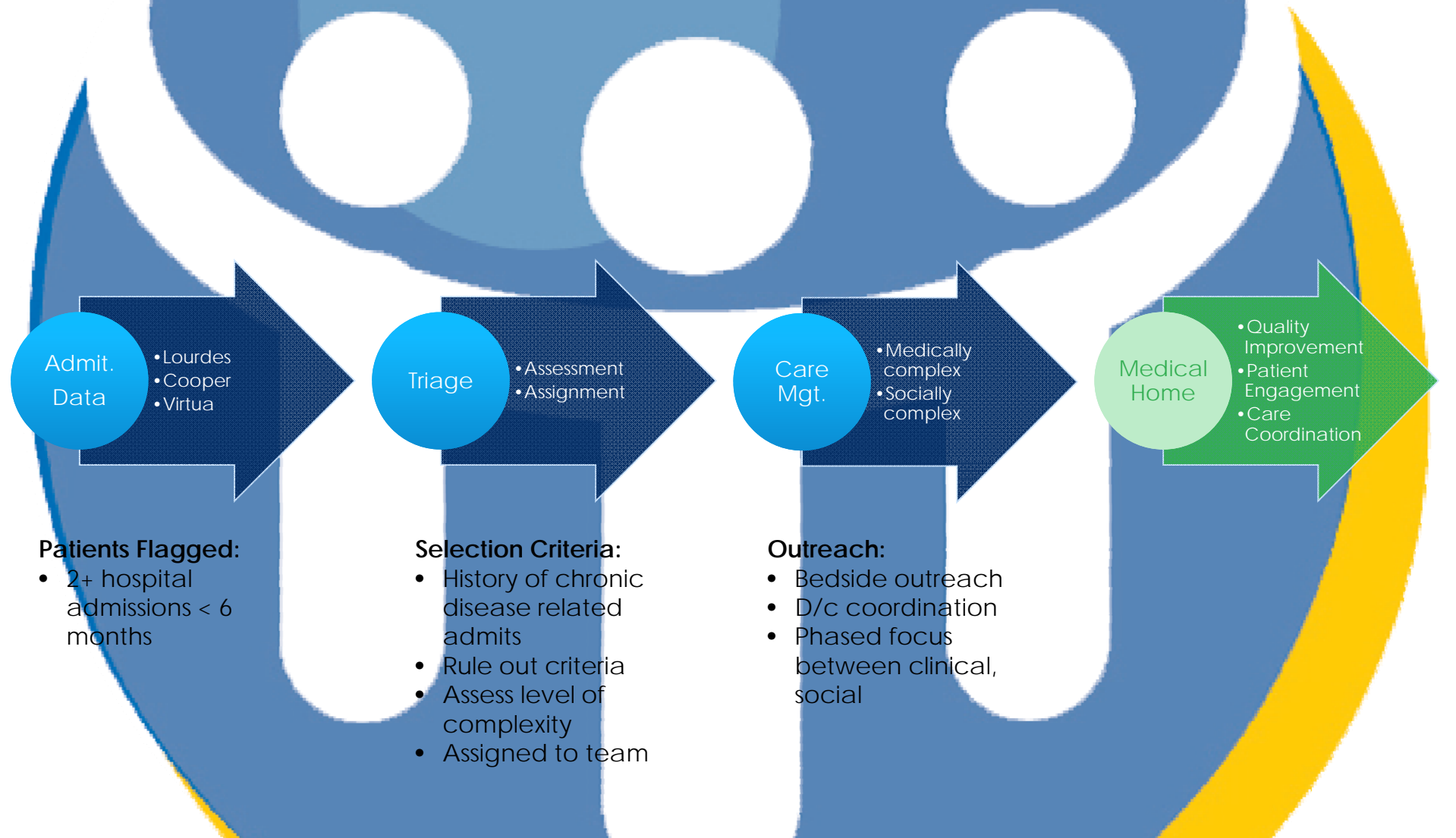
- 52-yo Female, Spanish-speaking, admitted for SOB
- Lives with family
- 6 months- 6 inpatient visits
- Ventilator dependent and has tracheostomy
- Severe COPD





www.camdenhealth.org

Clinical Model

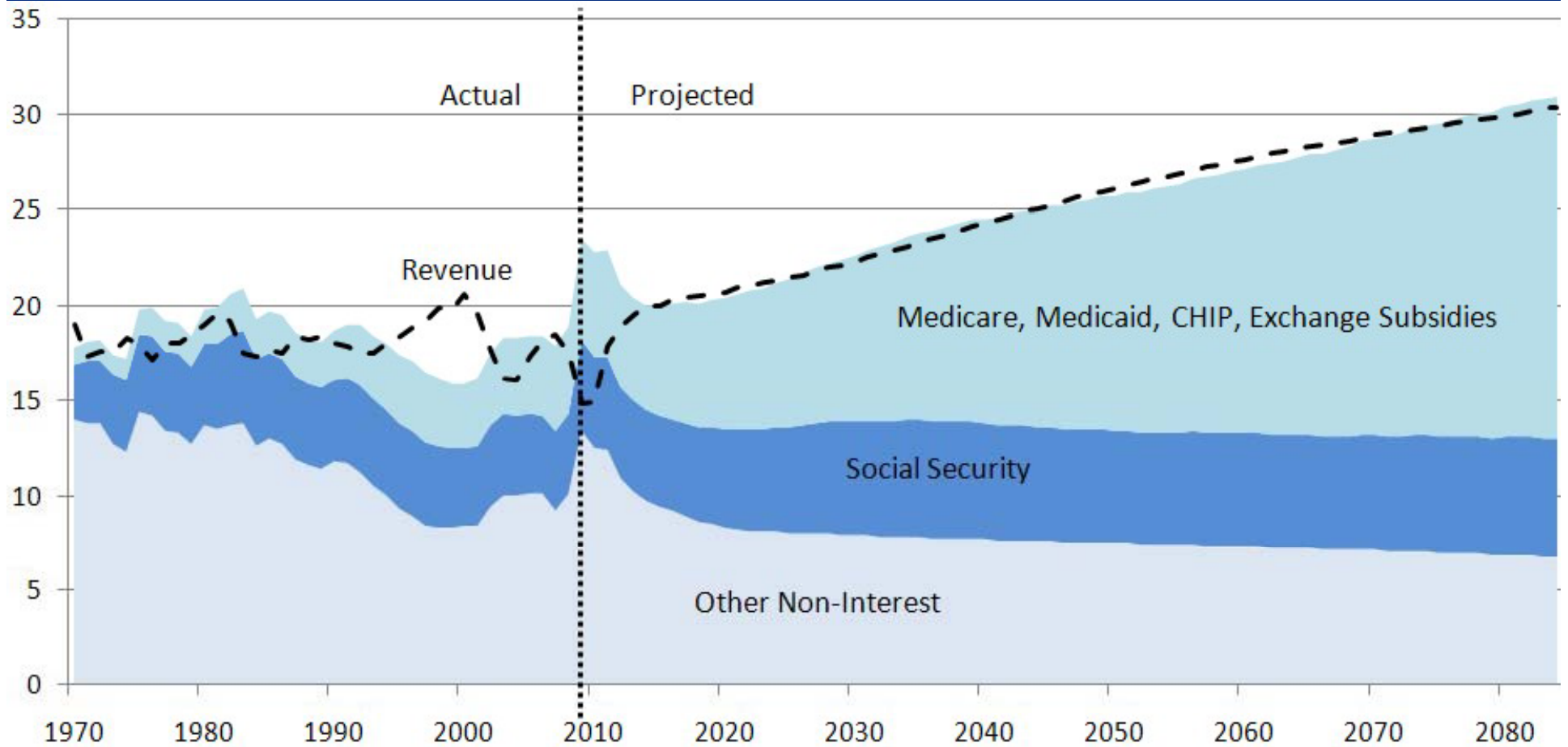


Daily Admissions Feed

Admitted past month, 6 month summary

				<i>Days 6 mo episodes</i>							
<i>Admit</i>	<i>Facility</i>	<i>Inp</i>	<i>ED</i>	<i>Name</i>	<i>dob</i>	<i>age</i>	<i>sex</i>	<i>PCP</i>	<i>PracticeName</i>	<i>Insurance</i>	
<i>06/13/12</i>											
Cooper		40	7	3 XXXXXXXXXXXXXXXX	xx/xx/xxxx	55	M	JACK GOLDSTEIN	CMC Dept of		
Cooper		44	3	2	xx/xx/xxxx	73	F	MARILYN GORDON	CAMcare Health		
Cooper		79	3		xx/xx/xxxx	57	M	JOHN KIRBY	Cooper Physician	HORIZON NJ PPO	
Cooper		35	2	3	xx/xx/xxxx	21	M	NO PHYSICIAN			
OLOL		1	2	1	xx/xx/xxxx	56	M			SELF PAY -	
Cooper		5	2	1	xx/xx/xxxx	61	M				
OLOL		4	2	1	xx/xx/xxxx	54	M			SELF PAY	
Cooper		27	2		xx/xx/xxxx	47	M	MARILYN GORDON	CAMcare Health		
<i>06/12/12</i>											
Cooper		15	13	1	xx/xx/xxxx	22	F	MIGUEL MARTINEZ	Cooper Physician		
Cooper		18	3	2	xx/xx/xxxx	55	M	NO PHYSICIAN		AMERHLTH/KEYST	
Cooper		99	3	1	xx/xx/xxxx	64	M	DANIEL HYMAN	Cooper Physician		
<i>06/11/12</i>											
Cooper		9	9	5	xx/xx/xxxx	48	M	LYNDA BASCELLI	Project Hope		
OLOL		43	9	1	xx/xx/xxxx	71	F			INTERNAL BILLING	
OLOL		17	5	5	xx/xx/xxxx	66	F			HORIZON NJ	
Cooper		27	5	3	xx/xx/xxxx	52	M	LYNDA BASCELLI	Project Hope		
OLOL		35	5	1	xx/xx/xxxx	70	F			BRAVO HEALTH	
OLOL		46	4	5	xx/xx/xxxx	73	F			HORIZON NJ	
OLOL		31	3	2	xx/xx/xxxx	52	F			SELF PAY	
Cooper		2	3	1	xx/xx/xxxx	68	F	MINH HUYNH			
OLOL		1	3	1	xx/xx/xxxx	73	F			HORIZON NJ	
Cooper		34	3		xx/xx/xxxx	62	F	ANNA HEADLY	Cooper Physician		
Cooper		131	2	10	xx/xx/xxxx	35	M	NO PHYSICIAN			
OLOL		54	2	6	xx/xx/xxxx	49	F			SELF PAY -	
OLOL		177	2	4	xx/xx/xxxx	91	F			HORIZON NJ	
Cooper		3	2	2	xx/xx/xxxx	51	M	NO PHYSICIAN		MEDICAID	
OLOL		139	2	2	xx/xx/xxxx	87	F			HORIZON NJ	

Long-term Federal Debt







 **US Army Corps of Engineers**
United States Army
Civil Works Division
New York District
New York City Office
(Emer. Con.) 732-548-8730 (Gen. Info) 800-346-5089

SUPERFUND PROJECT
GGM Building Demolition

 
A 7,000,000 Federal Dollars

NO
TRESPASSING



Actually, quitters do win.

The non-smokers around you are waiting to inhale.

NEW JERSEY QUITLINE
1-844-NJ-STOP

E DIE'S LIQUOR
COLD BEER WINES LOTTERY

97th
CHESTNUT

CHESTNUT BAR
PACKAGE COOKS

NO LOITERING

NO LOITERING

24 Pack Cans
1174
24 7oz Bottle
99¢





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

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

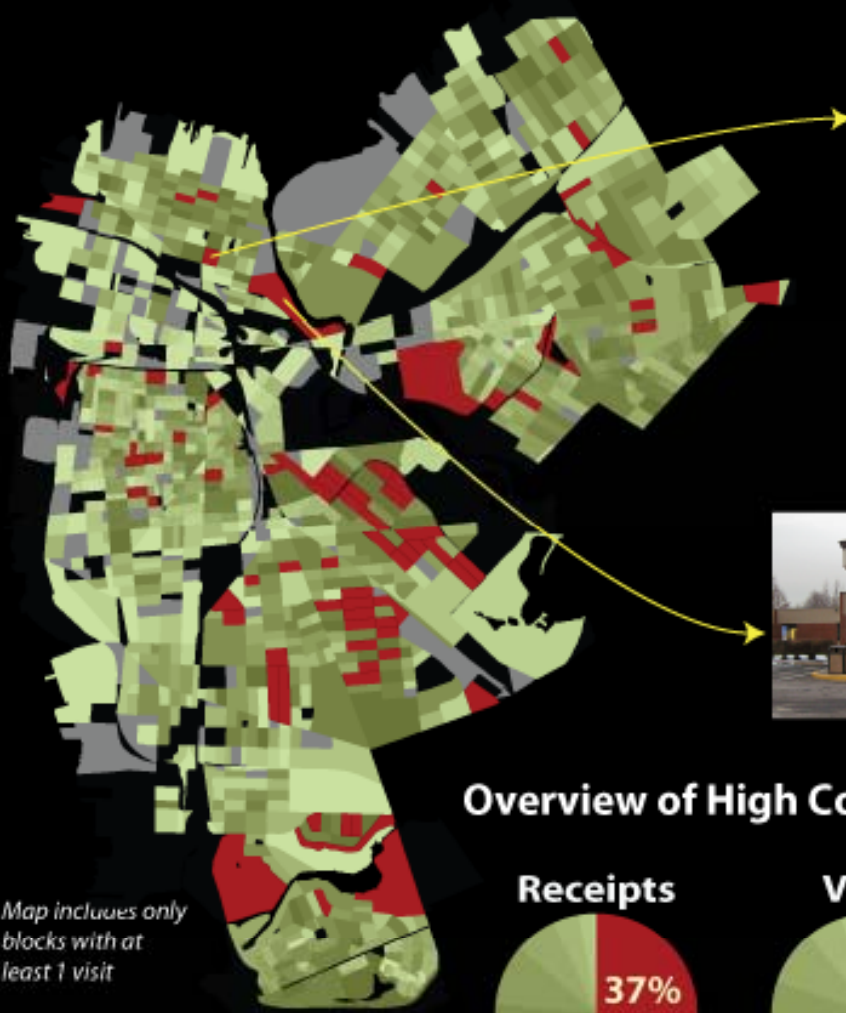
Camden Health Data

- 2002 – 2011 with Lourdes, Cooper, Virtua data
 - 500,000+ 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 \$100 million per year
 - 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 virus)	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

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



High Cost Buildings...



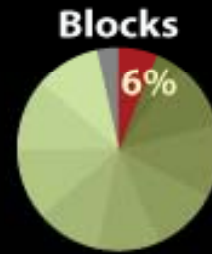
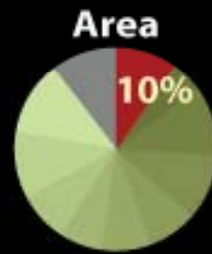
Northgate II
 3,901 visits, 615 patients
 \$83 million in charges
 (\$21,000 per visit)
 \$12 million in receipts
 15% collection rate



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

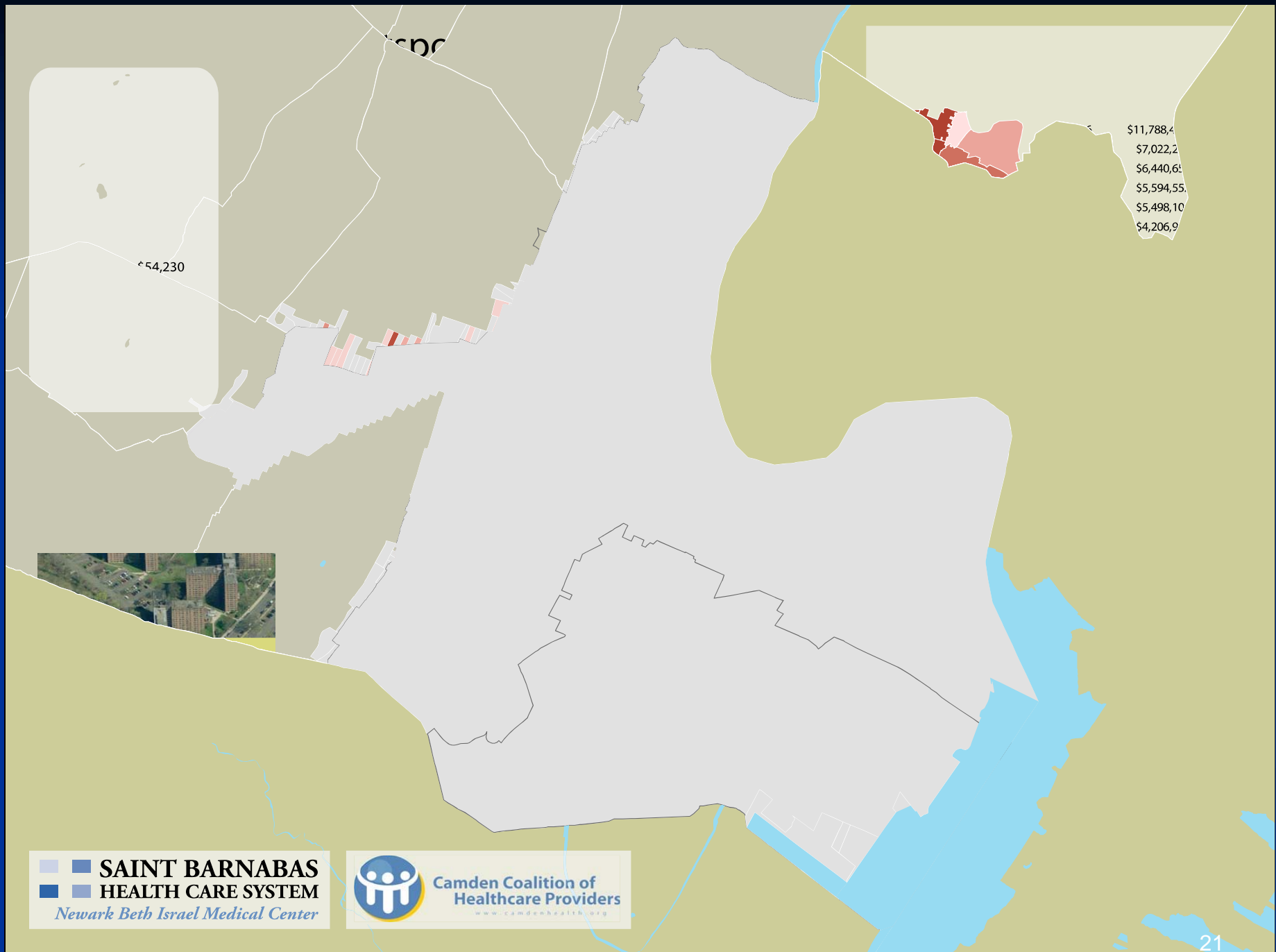
Overview of High Cost Hotspots...

Map includes only blocks with at least 1 visit



Camden Coalition of Healthcare Providers
 www.camdenhealth.org

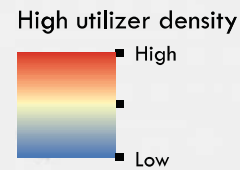
Source: Cooper, Lourdes, and Virtua Hospital and ER billing data Jan 2002-June 2008




SAINT BARNABAS
HEALTH CARE SYSTEM
Newark Beth Israel Medical Center

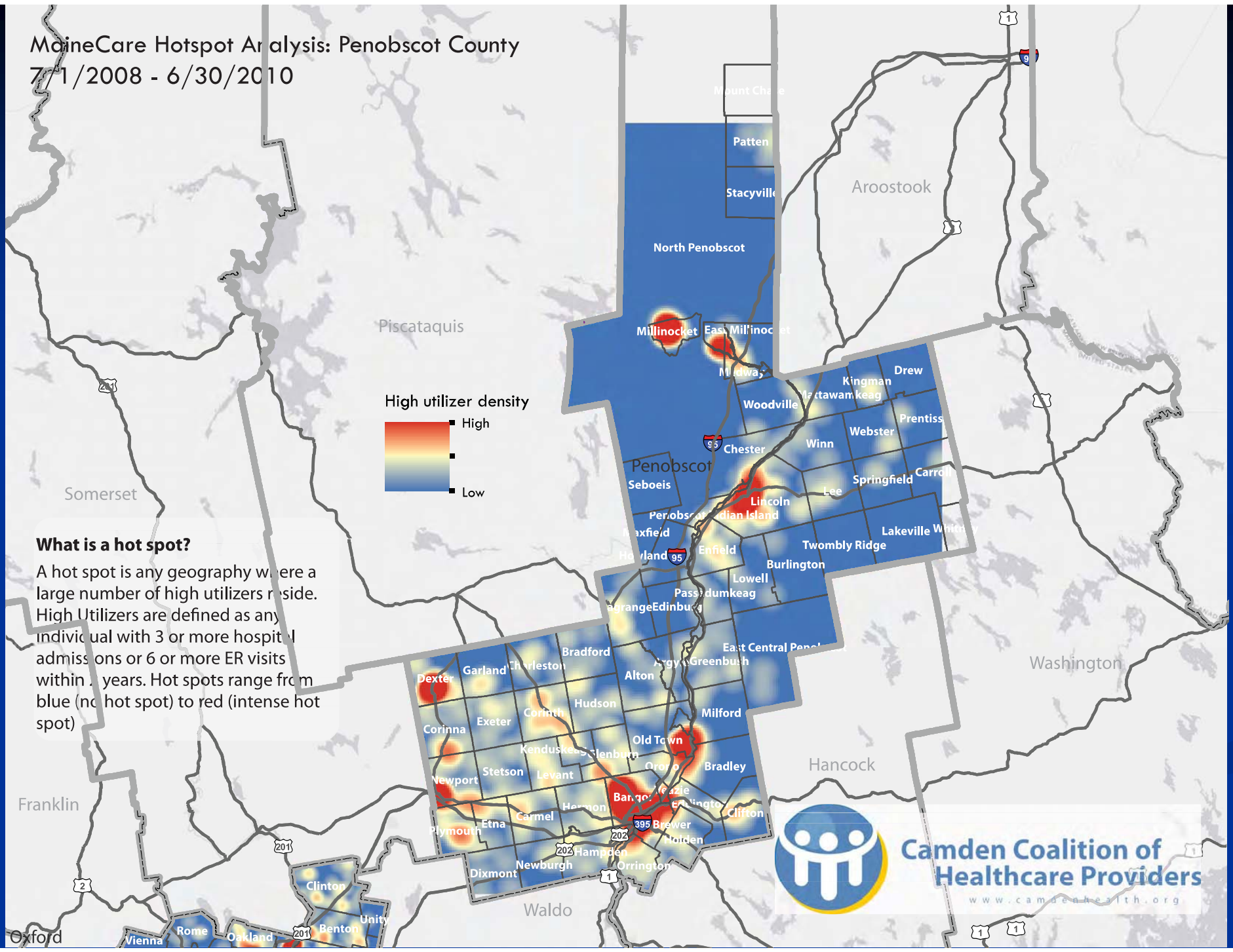

**Camden Coalition of
Healthcare Providers**
www.camdenhealth.org

MaineCare Hotspot Analysis: Penobscot County
 7/1/2008 - 6/30/2010



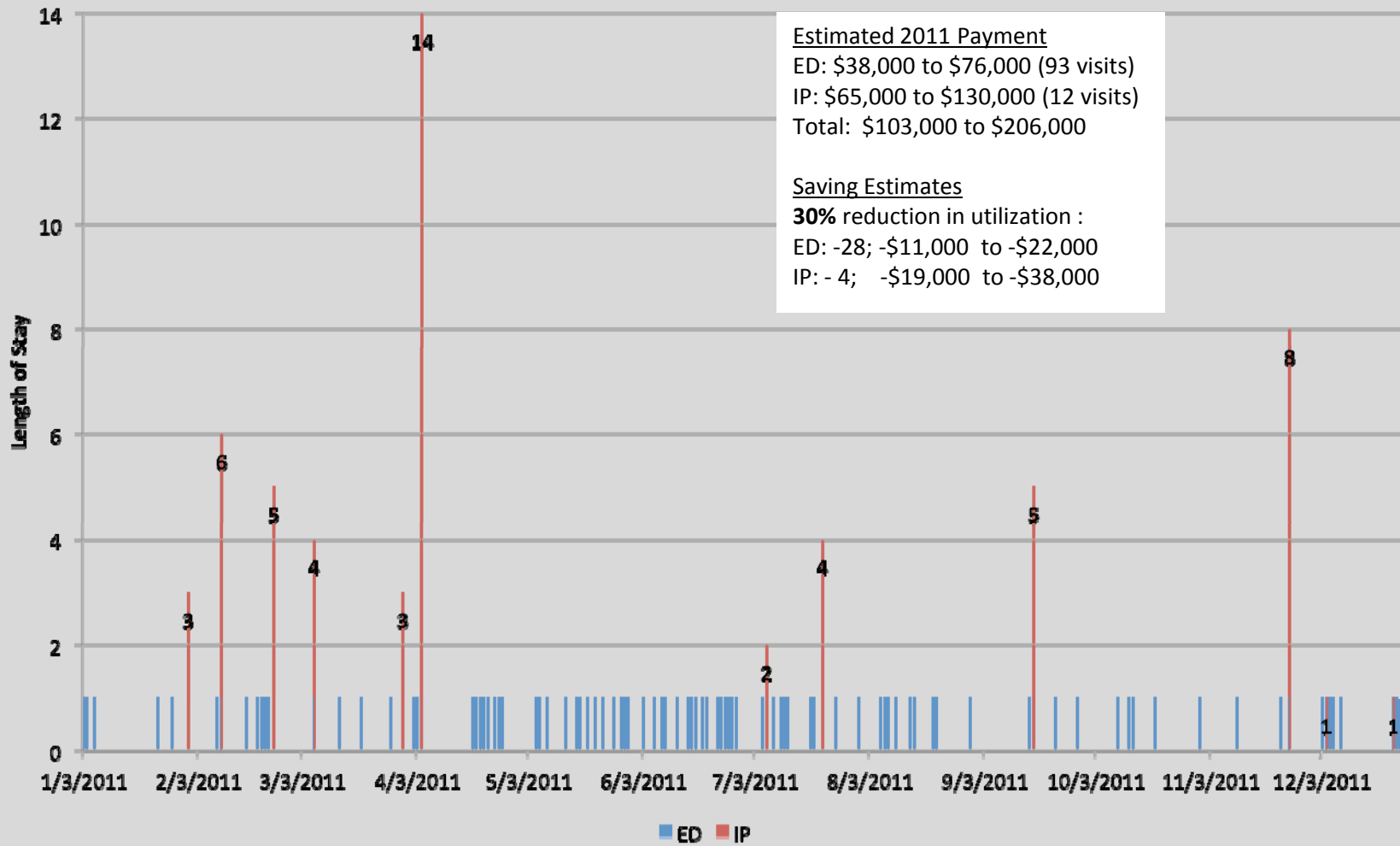
What is a hot spot?

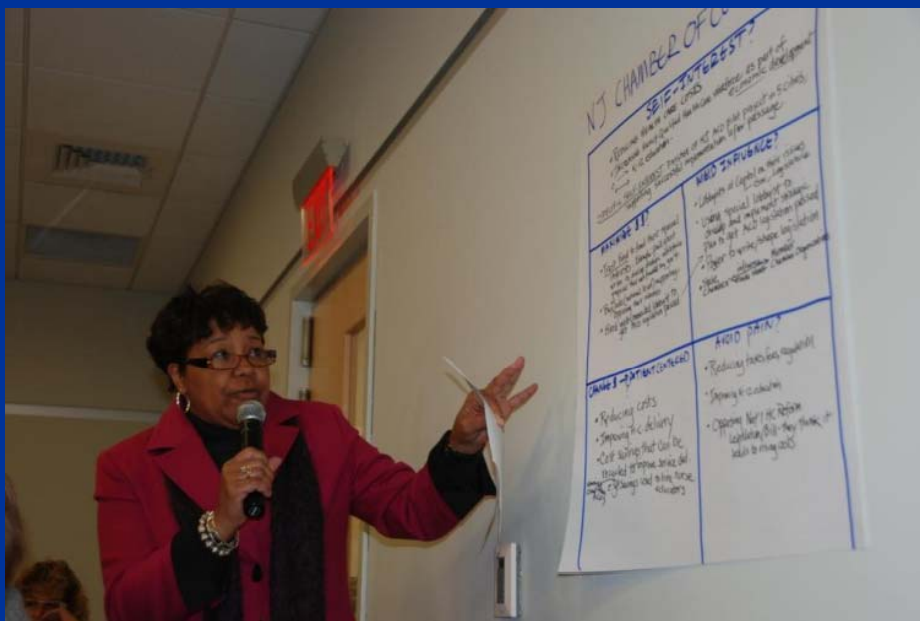
A hot spot is any geography where a large number of high utilizers reside. High Utilizers are defined as any individual with 3 or more hospital admissions or 6 or more ER visits within 1 year. Hot spots range from blue (no hot spot) to red (intense hot spot)



Camden Coalition of Healthcare Providers
www.camdenhealth.org

Patient A





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

Promote collaboration
among providers and
between providers and the
community

CAMDEN CHURCHES
ORGANIZED
FOR PEOPLE





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.

Overview of the Coalition

- 20 member board, incorporated non-profit
- Foundation and hospital support

