

# HEALTHCARE DISPARITIES: CREATING A SCALABLE/SUSTAINABLE SOCIAL DETERMINANTS OF HEALTH PROGRAM

AMGA: LARGE GROUP COUNCIL EXECUTIVE SUMMIT

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SANFORD HEALTH SYSTEM



## DISCLOSURES








AMGA Public Policy Committee

No financial disclosures

"Making our communities stronger and healthier is at the core of everything we do at Sanford Health..."

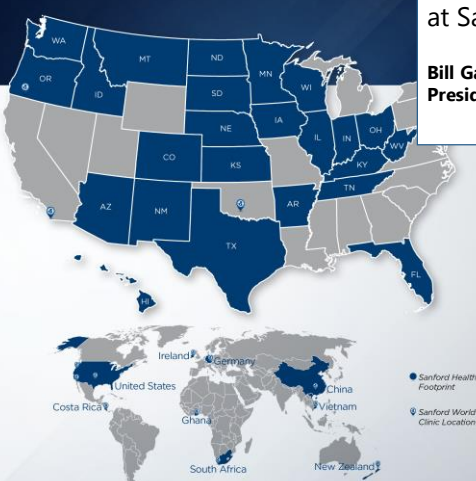
**Bill Gassen**  
President and CEO

## SANFORD HEALTH TODAY

-  **44** medical centers
-  **\$6.1 billion** in annual revenue
-  **482** clinics
-  **269** senior living centers
-  **190,000** Sanford Health Plan members
-  **1,453** physicians, **1,001** advanced practice providers and **8,179** registered nurses delivering care in more than **80** specialty areas
-  **49,086** employees

**Sanford Health annual statistics:**

- **5.4 million** outpatient and clinic visits
- **86,305** admissions
- **138,881** surgeries and procedures
- **9,436** births
- **212,332** emergency department visits
- **2.8 million** post-acute/skilled census
- **687,228** assisted living census
- **1.3 million** senior living census



Legend:  
● Sanford Health Footprint  
Ⓧ Sanford World Clinic Location

Impact in the economy  
**\$11.9 Billion**

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## HEALTHCARE DISPARITIES

- What is or disparity challenge?
- Access to care- Rural setting/geography
- Access to care- Recruitment/Retention
- At risk populations- American Indian
- Commitment: Moving care into our communities

# BEHAVIORAL HEALTH

## THE SILENT PANDEMIC



## WHAT WE KNOW TO BE TRUE

### Patients and Communities

- Higher prevalence of:
  - Suicide
  - Mental illness
  - Substance use and abuse
  - Addiction to prescription drugs

### Workforce

- The majority of Sanford's footprint is federally designated as a mental health **professional shortage area**. Challenging recruitment and retention.

## 2022 GOALS AND INITIATIVES

### Patients and Communities

- Improve access to services:
  - Large expansion of virtual behavioral health services (wait time <3 days)
  - Use of technology: i.e. Text based screening chat bot for emergency needs
- Community: On-site in public k-12 schools (15 pilots), other collaborations
- Sanford Foundation- Philanthropic matching efforts 150 million
- Research- Behavioral Health Specific (eating disorders, childhood trauma)
- Imagenetics- Polygenic score assessments for anxiety and depression

### Workforce

- Increase provider comfort and confidence in caring for patients with behavioral health needs raising awareness and decreasing stigma
  - BeHEARD Program
- Develop additional workforce pipelines
  - IHT/BHT as APCs
  - Integrate in Primary Care model- (65 clinics/50 FTE's)
  - Pre-doctoral psychology Internships

# COVID RESEARCH REGISTRY

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## COVID

- Patient Registry
  - 135,687 COVID positive patients (as of 11/26/21)
- Identify risk factors for hospitalization and death
  - Co-morbid conditions:
    - Obesity, CV disease, CRF, Age >60, Native American
- **Proactively** identify patients with risk factors
- Programs:
  - Home O2- 60 patients in average daily census
  - Monoclonal Antibodies Therapy
  - Vaccine Distribution

### 10,664 Monoclonal Antibody Infusion

<b>Admission Rate</b>	7.0% (infused) vs 15.0% (non-infused)
<b>Estimated Reduction in Admissions</b>	850
<b>Reduction in Census Days</b>	7,432
<b>Estimated Reduction in Mortality</b>	127.5

# SANFORD VIRTUAL CARE



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## SANFORD VIRTUAL CARE

### Virtual Headquarters and Services

#### Services

By 2026

170 FTE's  
350-million-dollar  
investment

#### Hospital Services

- One Connect Emergency (ER, Stroke, Burn, Behavioral Health, Neonatology)
- Remote Hospitalist (Tele-ICU, Specialty consults)
- Tele-sitter and Inpatient Remote Monitoring
- Transport/Transfer Center

#### Clinic Services

- Primary Care
- Specialty Care
- Virtual School-based Care (nurse connection)
- DTC-On demand services
- Occupational Medicine

#### Other Services

- Long Term Care and Assisted Living
- Home Based Services (Home monitoring, Care Management)
- Ancillary Services (Pharmacy, Laboratory, Imaging)

#### Education, and Research Services

- Learning and Education
- Simulation Centers
- Innovation Laboratory
- Educational Activities: Tumor Board, Grand Rounds

# MEDICAL EDUCATION



## RURAL GRADUATE MEDICAL EDUCATION: DISPARITIES EXIST

### Proportionately Fewer Medical Students to Recruit

ND, SD, MN, NE, MT, WY and IA: 7 medical schools.

NY (17), CA (16), FL (10), PA (7).

Sanford's rural footprint, there are 2 medical schools.

### Proportionately Fewer Training Positions

### Proportionately lower CMS funding

New York 19.9%

29 states receive less than 1%

CMS per resident payment: 100:1 proportional funding per resident New York vs Montana

State	CMS-supported residents per 100,000 population
NY	77.13
MA	66.08
RI	61.48
ND	11.52
SD	8.84
WY	6.64
MT	1.63

# RURAL GRADUATE MEDICAL EDUCATION INVESTMENT

## Why does this matter?

### *Increased costs in physician recruitment*

There is a known correlation between the location of GME training programs and the location of clinical practice. (Seifer, et al., JAMA, 1995)

### *Cost of Turnover*

Sanford hosts 22 Residency and Fellowship Programs (375 trainees)

CMS cap- 8 programs are Fully funded by Sanford Health

35% retention/transition rate

# FUTURE PROPOSED TRAINING PROGRAMS



350 Million Dollars



# SANFORD DEPARTMENT OF MILITARY AND VETERAN AFFAIRS

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## DEPARTMENT OF MILITARY AND VETERAN AFFAIRS

### Responsible For...

-Developing and executing strategies that position Sanford Health to become the **destination of choice** for Veterans and military personnel for **employment and care**.

### Help a Veteran or Military Member:

- Employment Opportunities
- Employee and Family Support Services: Continuation of Benefits, Differential Pay Policy
- Health Care Services and Care Navigation
- Wellness Services: Veteran Hotline
- Veteran Community Outreach: Veteran Club, Veteran of the Year Award

### Recognitions

Pro Patria Award  
 #11 Best for Vets Employers list  
 Military Friendly Employer Designation  
 Employees Support Freedom Award

# A Healthy Community Through Sanford Sports

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## MASTER PLAN



Partnerships  
Programs  
Advocacy, Research, and  
Integration (NYSHI)  
POWER performance  
Community Involvement

# SERVING RURAL COMMUNITIES AND BEYOND

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- Objectives:

- Understand challenges of care delivery in Rural America and how such challenges impact disparities in healthcare
- Describe unique approaches to address Healthcare Disparities within the context of an integrated system