



**GOD'S LOVE**  
**WE DELIVER®**

# Health Equity Alliance of Long Island

## Monthly Meeting

### &

## God's Love We Deliver

Addressing the Social Determinants of Health

**MARCH 2023**

# Overview of God's Love We Deliver

## MISSION STATEMENT

# Food is Medicine Food is Love

The mission of God's Love We Deliver is to improve the health and well-being of men, women and children living with HIV/AIDS, cancer and other serious illnesses by alleviating hunger and malnutrition. We prepare and deliver nutritious, high-quality meals to people who, because of their illness, are unable to provide or prepare meals for themselves. We also provide illness-specific nutrition education and counseling to our clients, families, care providers and other service organizations.

All of our services are provided free to clients without regard to income.

God's Love We Deliver is a non-sectarian organization.





## What We Do

- Lead the NY metro area in delivering life-sustaining meals and nutritional counseling for people living with severe and chronic illnesses
- Alleviate hunger and malnutrition
- Problem-solve for individuals unable to shop or cook meals for themselves
- Provide illness-specific nutrition education and counseling to clients
- Tailor meals for each client by one of our Registered Dietitian Nutritionists (RDN)
- Deliver to each client's doorstep



## Who We Serve:

People who are too sick to shop and cook for themselves

- **A diagnosis that requires or benefits from nutrition intervention**, such as chronic kidney disease, cancer, congestive heart failure, COPD, HIV/AIDS, dementia, and more
- Potential to be **hospitalized**
- Limited relevant **activities of daily living**
- Developing **new or worsening** disease-related issues
- Discharged from acute care with **no supports in home**



# Mission in Action:

## Food is Medicine | Food is Love

- 3.2+ million meals per year
- ~10,000 chronically ill clients, children and caregivers served annually
- 13,000 meals prepared each day
- Nutrition counseling and education
- 225,000+ miles driven for deliveries
- 200+ diagnoses served



## Counties Served

- Bronx
- Brooklyn
- Queens
- Manhattan
- Richmond (Staten Island)
- Hudson County, NJ

*Through funded Healthcare Partnerships:*

- Nassau
- Suffolk
- Westchester
- Rockland
- Orange

We Deliver.  
Meals.  
Nutrition.  
Dignity.  
Hope.  
Love.

204 SPRING STREET

★ GENERATIO

RESTAURANT S



## What are Medically Tailored Meals?

- Meals approved by a **Registered Dietitian Nutritionist** that reflect **evidence-based guidelines** for dietary therapy.
- Meal recommendations are based on the **RDN's nutritional assessment** and a referral by a healthcare provider.
- Meals address a **medical diagnosis, symptoms allergies, medication management, and side effects** to ensure the best possible nutrition-related health outcomes.





# Healthcare Engagement





**FOOD IS MEDICINE™**  
— COALITION —

**We are an association of medically tailored meal providers.**

**Our purpose is:**

- To **provide** a complete, evidence-based, medical food and nutrition intervention to critically and chronically ill people in our communities
- To **advance** public policy that supports access to food and nutrition services for people with severe and/or chronic illnesses
- To promote research on the efficacy of food and nutrition services on health outcomes and cost of care
- To **share** best practices in the provision of medically tailored meals and of nutrition education and counseling

## **Accomplishments**

- Clinical Nutrition Standards for MTM
- Congressional Briefings and memos
- Food Is Medicine Working Group collaboration
- FIMC agencies participate in healthcare innovation projects with Medicaid, Medicare and Duals populations
- Supported H.R. 5370 The Medically Tailored Home-delivered Meal Demonstration Pilot Act of 2021

# FIMC Policy Priorities



Our recommendations include:

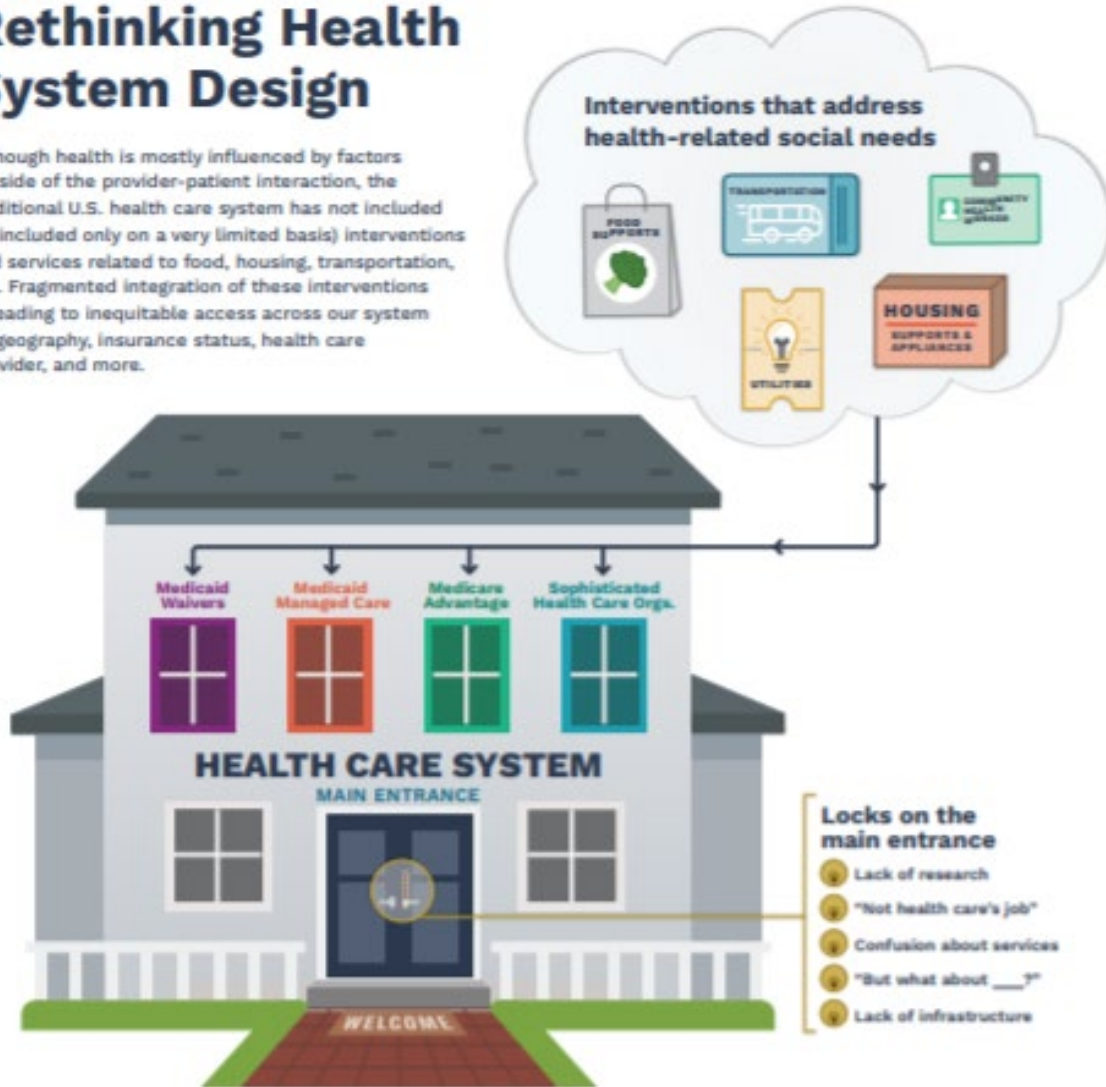
- **Modernize Medicare and Medicaid to Make MTMs a Fully Reimbursable Benefit for People Living with Severe Illness;**
- **Increase Funding and Institutional Support for New Research on MTMs and other Food Is Medicine Interventions;**
- **Improve Quality Standards for Nutrition Interventions;**
- **Connect Clinical Systems to the Social Services Safety Net**



# Policy Review

## Rethinking Health System Design

Although health is mostly influenced by factors outside of the provider-patient interaction, the traditional U.S. health care system has not included (or included only on a very limited basis) interventions and services related to food, housing, transportation, etc. Fragmented integration of these interventions is leading to inequitable access across our system by geography, insurance status, health care provider, and more.



**MTMs are not getting in through the “front door” of most healthcare programs**

- Some coverage in Ryan White
- No baseline coverage in Medicaid or Medicare

**MTMs are getting in through policy “windows”**

- **Medicaid**
  - Waivers
  - Managed Care Flexibilities
- **Medicare**
  - Managed Care Flexibilities

**Contracts in these policy windows are an opportunity to access sustainable healthcare funding!**

# Opportunities: Types of Partners



Payers

## Public:

- Medicare
- Medicaid
- Dual Eligible Programs

## Private:

- Private Insurers
- Employee Insurance



Providers

- FQHCs
- Community Health Centers
- ACOs
- IPAs
- Hospitals



Non-Traditional

- Innovations Projects
- Other SDH Providers

# Funding Streams for Partnerships at God's Love

- Administrative Funding
- Foundation/Corporation Grants
- Medicaid Managed Long Term Care
- Mainstream Medicaid Managed Care
- Medicaid Advantage Plus (MAP)
- Medicare Advantage
- Health and Recovery Plan (HARP)
- HIV Special Needs Plan (SNP)
- Child Health Plus
- Individual Marketplace/Private Pay
  
- And we've already been approved for:
  - In Lieu of Service (Statewide Pilot)
  - Value Based Payment (Tier 1 provider)

## Value Based Payment: 5 Contracts



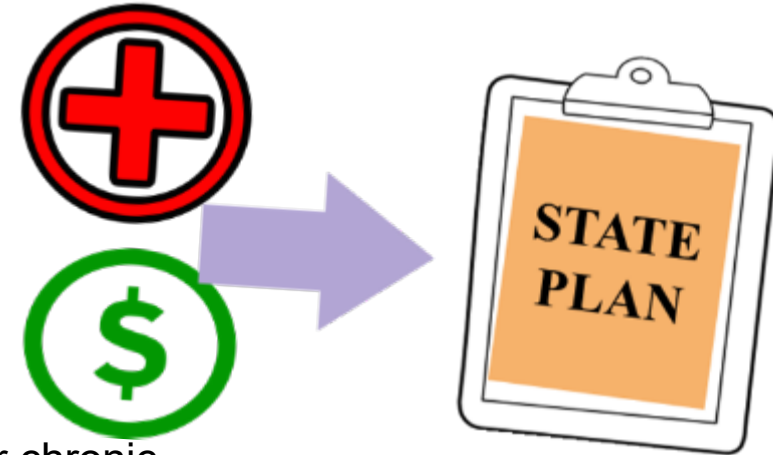
## In Lieu of Services: 3 contracts



# Statewide Pilot: In Lieu of Service

## What are ILOS?

- Medically appropriate and cost-effective substitutes for services covered under Medicaid State Plans
- Approved by State Medicaid Agency, offered at MCO's discretion
- Factored into the capitated rate paid to MCOs



## The Benefit

**Population:** Adult members aged 18 and older diagnosed with one or more serious or chronic illness(es), are limited in their activities of daily living, and who receive 20 hours or more per week of **PCA care that includes some time allotted for meal preparation.**

**Duration/Density:** 14 or 21 meals per week for 6 months with a reassessment

**Organizations:** MCOs provide the benefit and do the reporting

**Reporting:** A formal cost parity report

**Current Reality:** MTM Pilot working with Amida Care, MetroPlus and Empire Blue Cross Blue Shield

# Payers: Medicaid and Medicare

## Managed Long Term Care

Aetna Better Health (NY)

AgeWell New York, LLC

Archcare

Centers Plan for Healthy Living, LLC

Elderplan, Inc.

ElderServe Health

Empire Blue Cross

Extended Care Managed Long Term Care

Fidelis Medicaid Advantage Plus

Healthfirst MLTC

Integra MLTC

Metroplus Health MLTC

Montefiore HMO, LLC MLTC

Senior Health Partners, Inc.

Senior Whole Health

VillageCareMax

VNS Choice

## Mainstream Medicaid

### Value Based Payment 5 Contracts



### In Lieu of Services 3 Contracts



## Medicare Advantage

### Meals Benefit Expansion 2020

Home-Delivered Meals can be offered to chronically ill enrollees who are at risk for hospitalization or need care coordination





# Our Program



# Medically Tailored Meals

**Medical Nutrition Therapy** uses assessment and counseling to prevent, delay, or manage diseases and chronic health conditions.

**Medically Tailored Meals** are delivered to individuals living with severe illness through a referral from a medical professional or healthcare plan. Meal plans are tailored to the medical needs of the recipient by a Registered Dietitian Nutritionist (RDN).

**All meals** are heart-healthy, low in sodium, made without additives, fillers or preservatives, and member-tested for taste and ease of use.

**Medically-tailored meal intervention is evidence-based.**



# Nutrition Service Details

## Nutrition Assessment

- Provided by a Registered Dietitian Nutritionist (RDN) at start of program.
- Includes complete review of medical and nutritional history, anthropometrics, lab values, signs and symptoms, treatments, medications and food security screening.
- Medical Nutrition Therapy along with the development of a treatment plan, diet individualization, and the provision of counseling and education.

## Nutrition Reassessment

- Provided by RDN at specific intervals – typically every 6 months.
- Complete review of assessment elements, addressing disease progression previous goals, changes and/or concerns. Reevaluation of treatment plan.

## Nutrition Counseling

- Provided by RDN to address a nutritional issue(s) through education and to promote behavior change

Assessment



MTM &  
Counseling



Reassessment



# Service Details

## Meal Components

- Meals available for up to five or seven days a week
- Breakfast, Lunch, and Dinner OR Lunch and Dinner each day (depending on model)
- Meals and overall meal plan tailored for member's specific medical situation
- Entrees contain a protein, vegetable and starch
- Meals are blast chilled and sealed. They contain no preservatives, starters or fillers.
- Meals can be reheated in a microwave or oven

## Delivery

- Timing is based on patient's zip code
- Each delivery includes multiple days of meals
- Members will receive deliveries two days a week (at a maximum)

\*There are no beverages

### Breakfast

Cooked,  
Oatmeal,  
Milk



### Lunch

Soup, Whole  
Wheat Roll,  
and Dessert

### Dinner

Entrée with  
Protein,  
Vegetable and  
Carbohydrate



# Standard Menu 2023

You may receive for MONDAYS:	You may receive for TUESDAYS:	You may receive for WEDNESDAYS:	You may receive for THURSDAYS:	You may receive for FRIDAYS:
<p><b>Soup/Salad:</b></p> <p>Cuban Black Bean <sup>v</sup> / Basil Macaroni <sup>v</sup>            Cannellini Bean &amp; Barley <sup>v</sup> / Bulgur Wheat &amp; Lentils <sup>v</sup>            Caramelized Onion <sup>v</sup> / Green Quinoa <sup>v</sup>            Curried Carrot <sup>v</sup> / Farro Beet <sup>v</sup></p>	<p><b>Soup:</b></p> <p>Split Pea Soup <sup>v</sup>            Curried Red Beet <sup>v</sup>            Coconut Curry <sup>v</sup>            White Bean and Potato <sup>v</sup></p>	<p><b>Soup/Salad:</b></p> <p>Puree of Mushroom <sup>v</sup> / Roasted Chickpea Salad with Kale <sup>v</sup>            Smoky Three Bean <sup>v</sup> / Couscous Salad with Mint &amp; Sumac            Puree of Parsnip/ Asian Brown Rice &amp; Edamame Salad <sup>v</sup>            Pureed Spinach <sup>v</sup> / Black Lentil Herb Salad <sup>v</sup></p>	<p><b>Soup:</b></p> <p>Turmeric Lemongrass <sup>v</sup>            Puree of Summer Squash <sup>v</sup>            Butternut Squash <sup>v</sup>            Quinoa Vegetable <sup>v</sup></p>	<p><b>Soup:</b></p> <p>Potato White Bean <sup>v</sup>            Lemony Lentil <sup>v</sup>            Curried Lentil and Potato <sup>v</sup>            Smoky Eggplant <sup>v</sup></p>
<b>Whole Grain Roll</b>	<b>Whole Grain Roll</b>	<b>Whole Grain Roll</b>	<b>Whole Grain Roll</b>	<b>Whole Grain Roll</b>
<p><b>Entrée:</b></p> <p>Salmon with Herb Pesto            Quinoa Pilaf            Mixed Vegetables</p> <p>Miso Glazed Cod            Green Fried Millet            Mixed Vegetables</p> <p>Baja Fish w/ Lime Sauce            Tomato Rice            Mixed Vegetables</p> <p>Ginger Glazed Pollock w            Asian Slaw            Mixed Vegetables</p>	<p><b>Entrée:</b></p> <p>Brown Stew Chicken            Bulgur w/ Pigeon Peas            Mixed Vegetables</p> <p>Chicken with            Peppers and Onions            Pasta            Mixed Vegetables</p> <p>Crustless Chicken Pot Pie            Wild Rice            Mixed Vegetables</p> <p>Adobo Glazed Chicken            Garlic Rice w/ Corn            Mixed Vegetables</p>	<p><b>Entrée:</b></p> <p>Braised Beef w/ Mint &amp; Sumac            Mixed Vegetables</p> <p>Ginger Braised Beef            Peas and Pearls            Mixed Vegetables</p> <p>Beef Burger w            House Made Ketchup            Mixed Vegetables</p> <p>Beef Picadillo            Garlic Egg Rice            Mixed Vegetables</p>	<p><b>Entree:</b></p> <p>Kale Burger            Mashed Potatoes            Mixed Vegetables <sup>v</sup></p> <p>Black &amp; White Bean Stew            Mixed Vegetables <sup>v</sup></p> <p>Vegetable Burger            Bulgur Wheat            Mixed Vegetables <sup>v</sup></p> <p>Chickpea Curry            Couscous            Mixed Vegetables <sup>v</sup></p>	<p><b>Entrée:</b></p> <p>Braised Pork and Beans            Bean Puree            Mixed Vegetables</p> <p>Sweet and Sour Pork            White Rice            Mixed Vegetables</p> <p>Smothered Pork Stew            Smashed Potato            Mixed Vegetables</p> <p>Sofrito Diced Pork            Quinoa with Pigeon Peas            Mixed Vegetables</p>
<p><b>Dessert:</b></p> <p>In-House Baked Cookie</p>	<p><b>Dessert:</b></p> <p>Fruit</p>	<p><b>Dessert:</b></p> <p>Fruit</p>	<p><b>Dessert:</b></p> <p>Crumb Cake</p>	<p><b>Dessert:</b></p> <p>Fruit</p>

<sup>v</sup> = vegetarian

\*Menus are subject to change without prior notice. May contain soy, eggs, and wheat.

# Going the Extra Mile...and More!



**BIRTHDAY  
CAKES**



**SPECIAL  
HOLIDAY MEALS**



**EMERGENCY  
MEALS**







# Program Offerings

## CHILDREN'S PROGRAM

Sick parents often report extreme difficulty in caring for their family while undergoing debilitating treatments.

Children of sick clients receive breakfast kits, after school snacks, and child-friendly, healthy dinners.

Children experiencing a serious illness are also eligible as primary clients.

## IN-HOME CAREGIVERS

Many caregivers often find themselves challenged by the pressures of providing care for an ailing loved one while simultaneously looking after their own health and lifestyle. God's Love supports caregivers with nutritious, home-delivered meals.

## MILITARY PROGRAM

The program strives to improve the nutritional health and well-being of those who have served the U.S. Military in NYC affected by PTSD, anxiety disorders, major depression, bi-polar disorder, schizoaffective disorders, schizophrenia, or substance use disorders that has impacted their ability to shop or cook for themselves.

## GESTATIONAL DIABETES

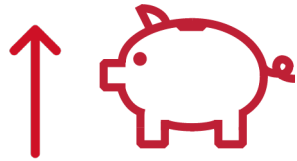
Medically tailored home-delivered meals for the expectant parent and a robust nutrition education program, including several web-based educational sessions as part of the curriculum for a healthier pregnancy. We also provide meals for dependent children.

# The Research

# Solving Unique Health Needs

**For people with serious illness, medically-tailored meals result**

**in:**



31% net savings in  
healthcare costs



52% fewer hospital  
admissions



23% more likely to be  
discharged to home and  
not an institution

**Studies focused on specific illnesses show that people who get**

**meals:**



Adhere to  
medication



Improved lab  
results



Have better health  
functioning



# New Research Findings 10/17/22

JAMA Network Open featured an original study showcasing the power and promise of medically tailored meals for those living with diet-related illnesses across the country: [Association of National Expansion of Insurance Coverage of Medically Tailored Meals with Estimated Hospitalizations and Healthcare Expenditures in the US](#)

## The Outcomes are Stunning

If all eligible patients received access to MTMs in just the first year of service, **1,594,000 hospitalizations** could be avoided for a net cost savings of **\$13.6 billion**

## If Extrapolated to 10 Years...

**18.2 million hospitalizations** averted for a net savings of **\$185 billion**



# Traditional Referral Details

# Traditional Program Qualifications:

## Eligibility



Clients who live with a serious illness, in the five boroughs of NYC or Hudson County, New Jersey

\*\*Funded partnerships support services in additional counties



Who are unable to shop or cook for themselves



Who visit a primary care provider that will verify the client's illness and restricted ability to shop or cook (ADLs)



## Does the client have the resources to receive meals?



Do they have a refrigerator and freezer to safely store meals?



Do they have an oven, stove, or microwave to reheat meals?



Can they be home at regular times for delivery? (Delivery is 1-2 days/week, between the hours of 8:00 am and 4:00 pm)



Do they have a working phone, so that we can contact them?

# What makes a complete referral?



**Additional Demographic Information**



**Language(s) Spoken**

**Healthcare Proxy**

**Recurring Medical Appointments**

Client Services Department  
 Phone: 212-294-8102  
 Fax: 212-294-8198  
 Email: [clients@glwd.org](mailto:clients@glwd.org)



**A LICENSED MEDICAL DOCTOR, PHYSICIAN'S ASSISTANT OR NURSE PRACTITIONER MUST FILL OUT, SIGN, AND FAX OR EMAIL THIS FORM**

Medical nutrition therapy and home-delivered medically tailored meals are needed for:

<b>CLIENT</b>	Date: _____											
	Name: _____ DOB: _____ Ph: _____ Cell: _____											
	Address: _____ _____											
<b>LIMITATIONS</b>	<b>Two criteria for God's Love service: 1) qualifying diagnosis; and 2) at least one of the following:</b>											
	<b>PHYSICAL LIMITATIONS:</b> All clients, except dementia and HIV+ diagnoses, must have at least one:											
	<input type="checkbox"/> Client cannot stand for more than 20 minutes											
	<input type="checkbox"/> Client cannot walk more than 20 feet without resting											
	<input type="checkbox"/> Client has severely limited range of motion in arms and legs											
<input type="checkbox"/> Client needs assistance ambulating outside												
<input type="checkbox"/> Except for appointments, client's mobility is restricted to home												
<input type="checkbox"/> Client is bedbound												
<b>COGNITIVE LIMITATIONS:</b> Clients with either a dementia/Alzheimer's or AIDS-related dementia diagnosis may have the following in lieu of physical limitations:												
<input type="checkbox"/> Client exhibits impaired judgement												
<input type="checkbox"/> Client is disoriented to person/place/time												
<input type="checkbox"/> Client exhibits wandering												
<b>MEDICAL DIAGNOSES</b>	Primary Medical Diagnosis: _____ Date of Dx: _____											
	Additional Medical Conditions: _____											
	ICD-9/ICD-10 code(s): _____ Disease Stage (if applicable): _____											
	Current Medications/Treatments: _____ Hgt: _____ Wgt: _____ Date: _____											
<b>MEDICAL PROVIDER</b>	<b>CD4 and Viral Load required for HIV+ diagnosis</b>											
	Test	Value	Date	Test	Value	Date	Test	Value	Date	Test	Value	Date
	CD4			LDL			Triglycerides			Tot Cholesterol		
VL			HDL			HbA1C			Serum Glucose			
If the client is deemed to be eligible for services based on their medical diagnosis and physical inability to shop and cook meals for themselves, the client is referred for meals and medical nutrition therapy for: <input type="checkbox"/> < 3 months <input type="checkbox"/> 6 months <input type="checkbox"/> 1 year												
Medical Provider's Name: _____ Title: _____ License #: _____												
Medical Provider's Signature: _____ Date: _____												
Facility/Hospital: _____												
Medical Provider Ph: _____ Fax: _____ Email: _____												

Certification: I hereby confirm the information above is true and accurate

God's Love We Deliver | 166 Avenue of the Americas, New York, NY 10013



# Why God's Love?

- Providing services for 38+ years
- Experience working with both providers and payors
- Delivering high-quality, delicious meals
- Better health outcomes and impressive cost savings
- Mission-focused, service – oriented, for providers and members



**Thank You**

# Contacts

## God's Love We Deliver

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New York, NY 10013

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## Client Services Department

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