



**INTEGRATED  
BEHAVIORAL HEALTH AND PRIMARY CARE**

# **Financial Sustainability Project**





## **Community Health Center**

- Heartland Health Centers

## **Behavioral Healthcare Organizations**

- Trilogy, Thresholds, Turning Point

### ➤ **Trilogy Location**

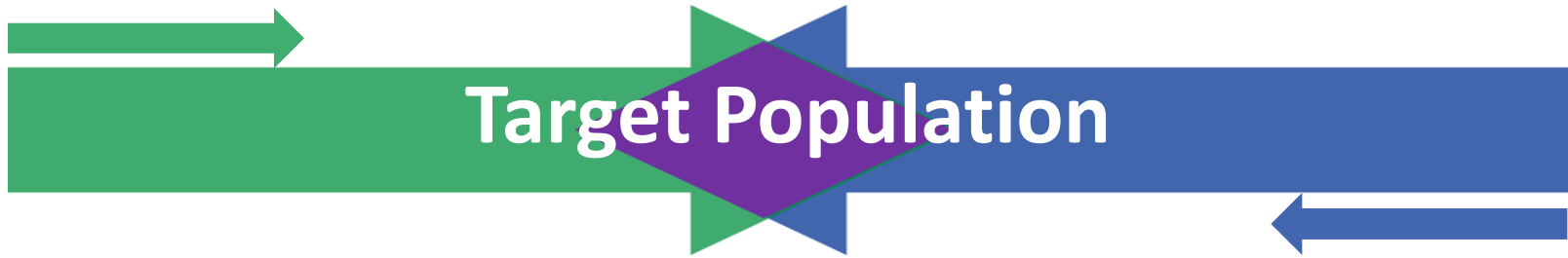
- Opened in 2011
- Four year SAMSHA Demonstration Project

### ➤ **Thresholds Location**

- Opened in Fall of 2016
- Primarily Funded by a Real Estate Transaction and Individual Giving

### ➤ **Turning Point Location**

- Project Under Construction - opening in Fall 2018
- Foundation Funding Enabled Site to Move Forward



## Thresholds and Trilogy Clients

- Individual with a serious mental illness
- More than a third Williams and Colbert
- More chronic conditions, specialty referrals, medications than general public
- More and longer healthcare visits w/providers than general public

2017	Trilogy	Thresholds
Unique Patients	1,209	875
AVG # of Visits	10.8	10.4
Client Utilization	48%	47%
Gender	62% M/ 38% F	61% M / 39% F
Average Age	52	51
Race/Ethnicity	37% African American / 40% White 23% other / 8% Hispanic	46% African American / 49% White 5% other / 11% Hispanic



# Findings & Recommendation

- Project partners experiences are different and have different viewpoints about the goals for the project and what data to share and collect.
- “Dry run” of data collection by the partners
  - Demographics and #'s served
  - Diagnoses
  - Services
  - Staffing
  - Trilogy deeper dive on costs and income at their site
- “Dry run” revealed that the scope of the project, regardless of its direction, would be time consuming and requires more resources
  - funding for staff and/or for contract with outside evaluators
- After discussion, recommend next step is to share the costs involved to achieve improve health outcomes for the client/patient.
  - Start-up cost for all three sites
  - On-going operations at Trilogy and Thresholds keeping data sets separate

# On-Going Operations - Costs

- Arrive at cost per patient
- Create categories of patient types - Options include:
  - Severity of mental illness
  - Physical health condition
  - Number of medications or patient visits
  - If and/or where the client/patient receives primary care
  - Length of time client/patient has been receiving care at the integrated site
- Size of data set to be determined

