



# Data Checklist

## Baseline Utilization Rates

The tool's basic algorithm calculates the financial returns of partnerships by subtracting the expense of offering social services from the financial benefits of avoided medical events.

Consequently, it is necessary to estimate what the overall medical costs of the targeted population would be under “usual care” – that is, in the absence of social services. You will enter the utilization rates for the medical events that you expect will be affected by incorporating social services into the care plan. (There is no need to collect baseline utilization data on medical events that social services will not impact.) These rates will form the baseline against which the success of the program to address social needs is compared. If control group data is unavailable, you can use rates for the treatment population from the period prior to addressing social needs.

You will be able to express utilization rates however your data is already collected: per month, per year, per person, or per 100 or 1,000 persons. The calculator automatically converts your data into a standard per member, per month basis. The following is a list of the medical events included in the calculator:

- Hospital Length of Stay
- Hospital Admissions
- Hospital Readmissions
- Skilled Nursing (SNF)/Rehab Facility Admissions
- SNF Length of Stay
- Emergency Department (ED) Visits
- Falls
- Outpatient Visits
- Pharmacy, Imaging & Other

## Estimated Unit Utilization Costs

The magnitude of cost avoidance and the return on investment in social services is dependent not only on the baseline rates of utilization of medical events, but also on the cost of each social service. Consequently, you will need to provide the cost of each medical event likely to be affected by the program. (If you have deemed certain medical events as not being relevant to your partnership, then there is no need to collect data on these costs.)

- Hospital Day
- SNF/Rehab Day
- ED Visit
- Falls
- Outpatient Visit
- Other

## High-Need, High-Cost (HNHC) Population Data

Later, you will be asked to provide estimates of the type, extent, and cost of the various social services that you might offer.

**For each of the following social services** → **you'll need entries for:**

|  |  |
|--|--|
| Nutritional support (meal)                           | → the number of HNHC beneficiaries deemed eligible to receive one or more social services  |
| Transportation (ride)                                | → percentage of HNHC beneficiaries to receive each service   |
| Home modifications (homes)                           | → monthly service intensity, meaning the number of units of each service to be provided to each recipient per month  |
| Housing (bed night)                                  | → the annual fixed cost, if any, incurred by the community-based organization (CBO) or social service organization for the provision of the service to its medical partner |
| Counseling: Legal, Financial & Social Support (hour) | → the variable cost per unit incurred by the CBO or social service organization for the provision of the service to its medical partner                                    |
| Overall care management (call or visit)              | → the annual fixed cost, if any, to the medical partner of incorporating the social service into its care plans  |