

# Hot Spotting: Innovative Approaches to Caring for the Very Ill

Jeffrey Brenner, MD  
Executive Director



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

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You are cordially invited to the first

## Camden City Healthcare Providers' Breakfast



Join fellow clinicians to get acquainted, and to share strategies, resources, and ideas on providing health care to Camden City residents.

**Thursday, January 24, 2002**  
**7:30 – 9:00 am**

At the Rutgers University Octagon Room,  
Camden Campus Center, North Third Street

Sponsored by the Center for Strategic Urban Community Leadership at Rutgers University, Division of Urban Health in the Department of Family Medicine at Cooper Hospital, and the Camden Area Health Education Center

Please RSVP to Daria Chacón at 856-963-2432 x218 by Friday, January 11.

# History of CCHP

# 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 \$108 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

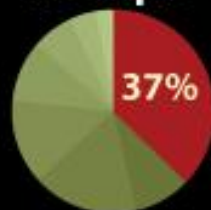


### Abigail House

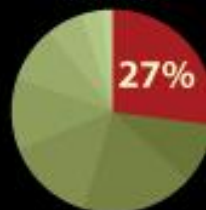
1,414 visits, 332 patients  
\$92 million in charges  
(\$65,000 per visit)  
\$15 million in receipts  
16% collection rate

## Overview of High Cost Hotspots...

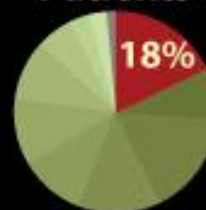
### Receipts



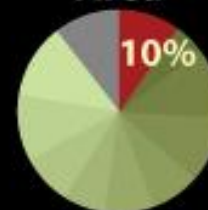
### Visits



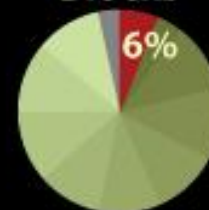
### Patients



### Area



### Blocks



Change what you know. Know what to change.



CamConnect.org



**Camden Coalition of  
Healthcare Providers**

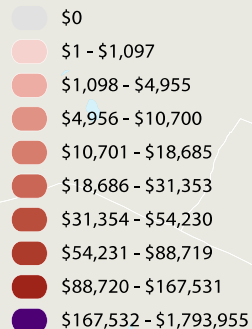
[www.camdenhealth.org](http://www.camdenhealth.org)

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



# Newark Beth Israel Hotspot Analysis (2010)

## Total Costs per Census Block (deciles)



★ Hotspot  
(>\$200k in receipts  
and >50 patients)

## Total Receipts by Zip Code

07112	\$24,079,842
07108	\$16,553,538
07103	\$14,181,330
07106	\$11,788,444
07104	\$7,022,274
07114	\$6,440,656
07107	\$5,594,552
07105	\$5,498,100
07102	\$4,206,927



**Mt Vernon and Manor Dr  
High Rises (4 Buildings)**  
272 Patients  
379 ER & Inpatient Visits  
\$1.11 million in receipts



**1060 Broad St  
(1 Building)**  
87 Patients  
198 ER & Inpatient Visits  
\$993 thousand in receipts



**Elizabeth Ave  
High Rises (6 Buildings)**  
774 Patients  
1,390 ER & Inpatient Visits  
\$2.0 million in receipts

**SAINT BARNABAS  
HEALTH CARE SYSTEM**  
*Newark Beth Israel Medical Center*



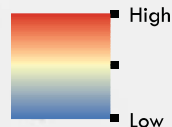
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# MaineCare Hotspot Analysis: Penobscot County

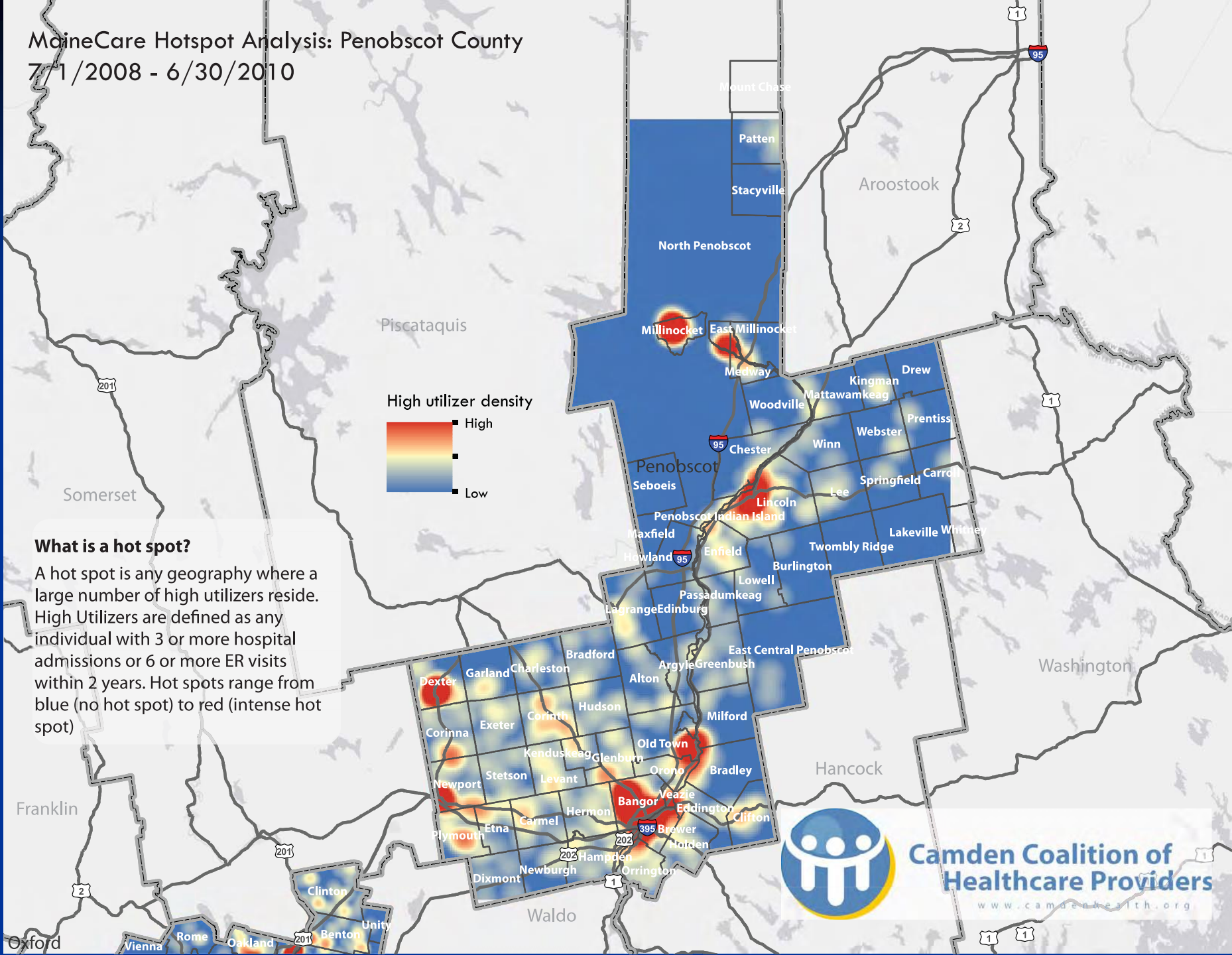
7/1/2008 - 6/30/2010

High utilizer density



## 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 2 years. Hot spots range from blue (no hot spot) to red (intense hot spot)



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[www.camdenhealth.org](http://www.camdenhealth.org)

# Hospital Utilization since 1996



<b>ER Visits</b>	<b>102</b>
<b>Admissions</b>	<b>54</b>
<b>Total CT Scans</b>	<b>147</b>
<b>CT Scan-Head</b>	<b>73</b>



# 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

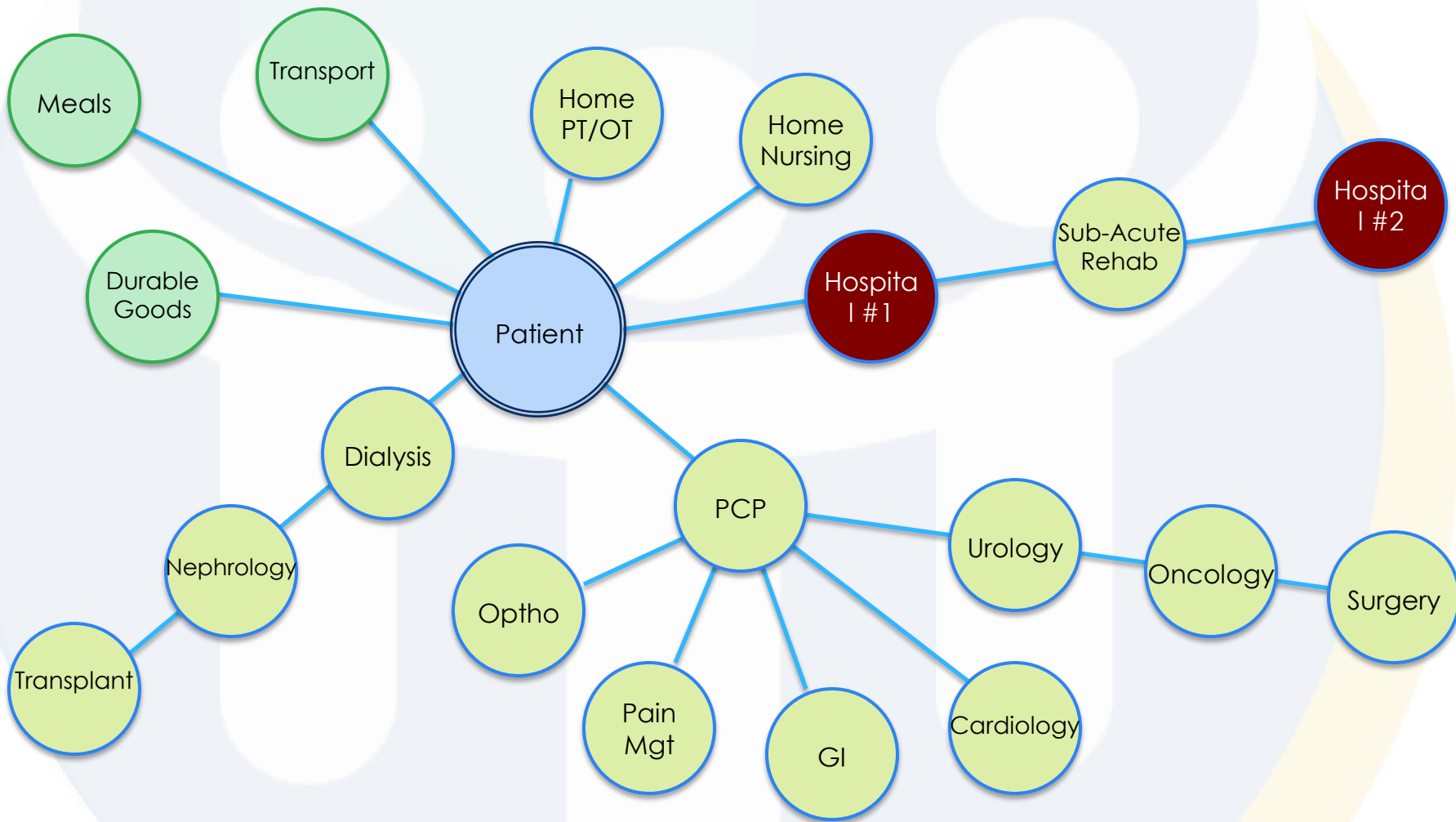
Asthma

Glaucoma (blind in one eye)

Sleep Apnea

Severe Back Pain

# Patient Centered Care Coordination

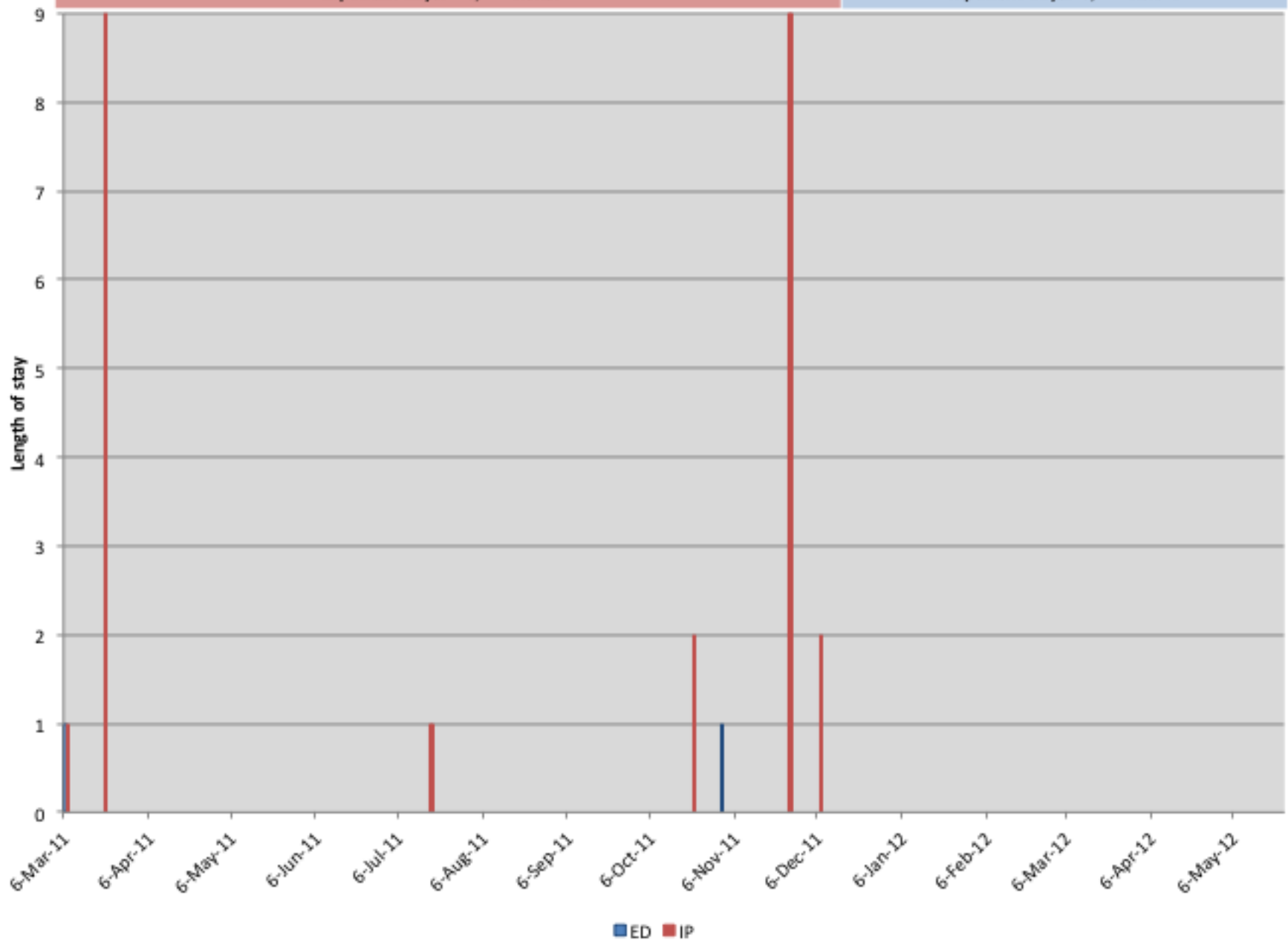






**1 year pre-enrollment**  
Charges = \$312,525; Receipts: \$59,133  
Inpatient days: 24; ED visits: 2

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







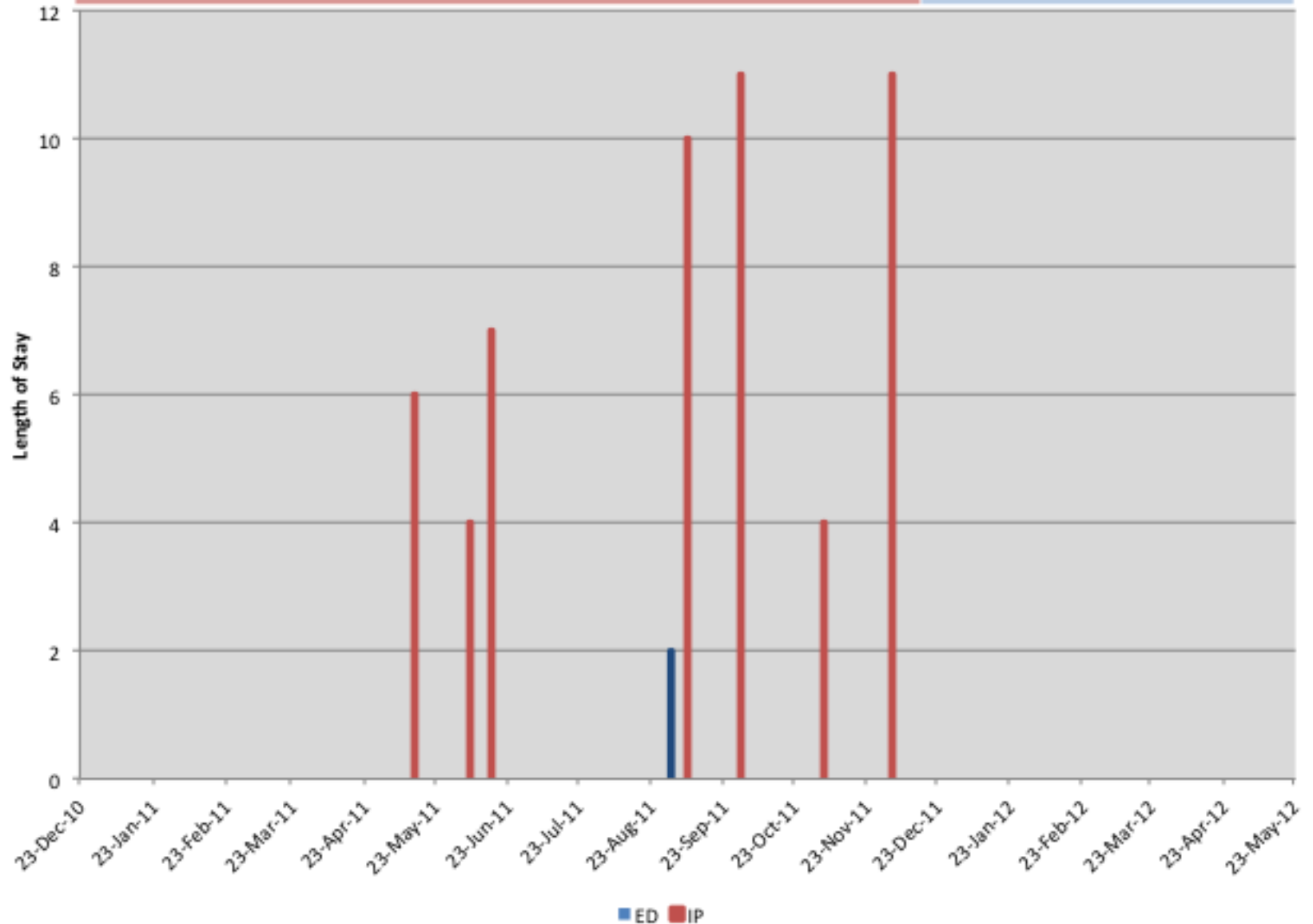
# Patient Case Presentation #2

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



1 year pre-enrollment  
Charges = \$745,018; Receipts: \$95,358;  
Inpatient days: 55; ED visits: 1

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





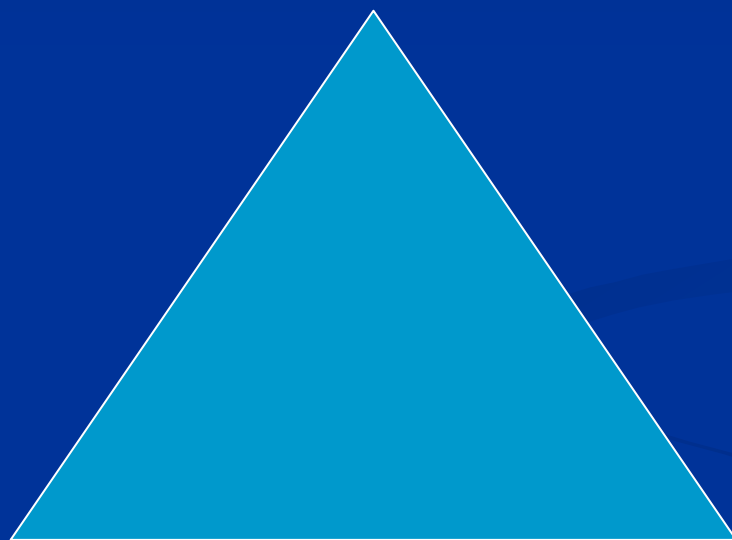
# Daily Admissions Feed

## Admitted past month, 6 month summary

Days 6 mo episodes											
Admit	Facility	Inp	ED	Name	dob	age	sex	PCP	PracticeName	Insurance	
06/13/12											
	Cooper	40	7	3	XXXXXXXXXXXXXX	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		
	LOLO	1	2	1		xx/xx/xxxx	56	M			SELF PAY -
	Cooper	5	2	1		xx/xx/xxxx	61	M			
	LOLO	4	2	1		xx/xx/xxxx	54	M			SELF PAY
	Cooper	27	2			xx/xx/xxxx	47	M	MARILYN GORDON	CAMcare Health	
06/12/12											
	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	
06/11/12											
	Cooper	9	9	5		xx/xx/xxxx	48	M	LYNDA BASCELLI	Project Hope	
	LOLO	43	9	1		xx/xx/xxxx	71	F			INTERNAL BILLING
	LOLO	17	5	5		xx/xx/xxxx	66	F			HORIZON NJ
	Cooper	27	5	3		xx/xx/xxxx	52	M	LYNDA BASCELLI	Project Hope	
	LOLO	35	5	1		xx/xx/xxxx	70	F			BRAVO HEALTH
	LOLO	46	4	5	-	xx/xx/xxxx	73	F			HORIZON NJ
	LOLO	31	3	2		xx/xx/xxxx	52	F			SELF PAY
	Cooper	2	3	1		xx/xx/xxxx	68	F	MINH HUYNH		
	LOLO	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		
	LOLO	54	2	6		xx/xx/xxxx	49	F			SELF PAY -
	LOLO	177	2	4		xx/xx/xxxx	91	F			HORIZON NJ
	Cooper	3	2	2		xx/xx/xxxx	51	M	NO PHYSICIAN		MEDICAID
	LOLO	139	2	2		xx/xx/xxxx	87	F			HORIZON NJ









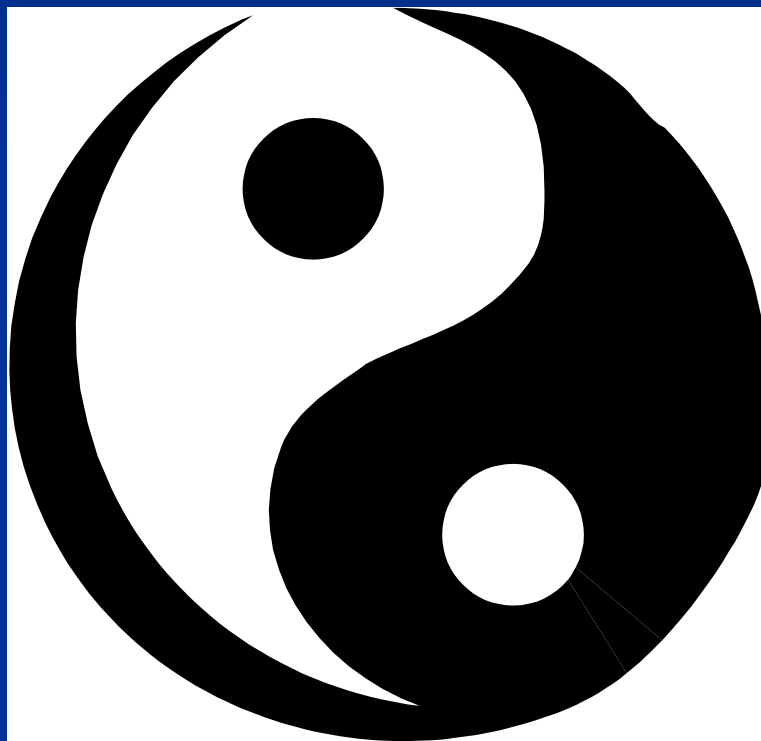


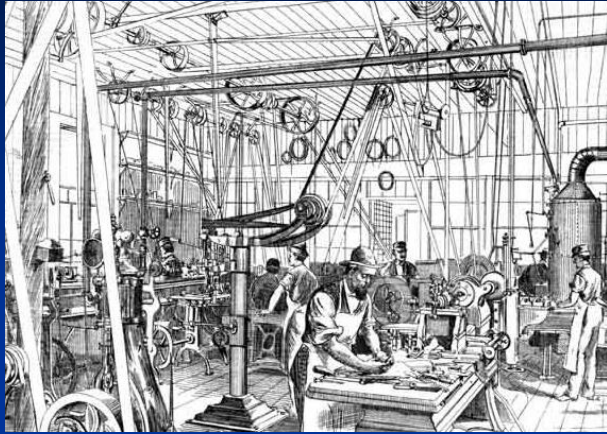
# **Relationship of Childhood Abuse and Household Dysfunction to Many of the Leading Causes of Death in Adults**

## **The Adverse Childhood Experiences (ACE) Study**

Vincent J. Felitti, MD, FACP, Robert F. Anda, MD, MS, Dale Nordenberg, MD, David F. Williamson, MS, PhD, Alison M. Spitz, MS, MPH, Valerie Edwards, BA, Mary P. Koss, PhD, James S. Marks, MD, MPH

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# Effect of a Community-Based Nursing Intervention on Mortality in Chronically Ill Older Adults: A Randomized Controlled Trial

Kenneth D. Coburn\*, Sherry Marcantonio, Robert Lazansky, Maryellen Keller, Nancy Davis

Health Quality Partners, Doylestown, Pennsylvania, United States of America

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