



MEALS on WHEELS
AMERICA

BILLIONS OF VISITS. MILLIONS IN SAVINGS.

Medicaid 2020



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A nutritious meal is only the start of the value that Meals on Wheels can deliver to keep your most vulnerable members healthy.

For nearly 50 years, Meals on Wheels has touched the lives of millions of seniors, serving as a proven and effective nutritional and social support system. The benefits of this care and compassion drive notable improvements in seniors' health and your bottom line.

The national network of more than 5,000 community-based Meals on Wheels programs provide “eyes and ears” in the homes of your most at-risk members. Put us to work to observe firsthand and report any changes in their physical or mental conditions, so you always know your members are safe.

We identify risks before they become problems; address problems before they become health issues; and solve health issues before they become catastrophic and costly.

Meals on Wheels addresses social isolation as well as a whole host of other social determinants that degrade your members' health and cost your organization money. Access to nutritious food, social interaction and community services can mean the difference between living independently at home and an unwelcome transfer to a costly long-term care facility, helping to support federal and state rebalance goals.



SHARE IN THE TRUST WE'VE EARNED.

When Meals on Wheels knocks on the door, vulnerable seniors open it with a smile.

Being invited into the homes of millions of the nation's most high-risk seniors and disabled individuals is an honor and privilege. It is also the first line of defense in avoiding additional healthcare costs.

Every visit comes with a healthy meal created to address the specific health conditions of the senior and may allow the opportunity to perform a safety check around the house and an assessment of any changes that might impact future medical needs.

When you partner with Meals on Wheels, your organization can leverage our nationwide wealth of experience and the 90% favorability of our brand name.¹ Our close contact with your members will help you avoid costly hospital visits. In fact, 92% of the people we serve believe Meals on Wheels is a key factor that enables them to continue to live independently in their own homes and out of expensive long-term care facilities.² This can be particularly valuable when serving beneficiaries in states with Medicaid Long-Term Services and Supports, Medicare-Medicaid Dual Eligibles and Dual-Special Needs Populations programs, helping you to reduce costs and demonstrate accrued savings.

CARING IS COST-EFFECTIVE.

While Meals on Wheels feeds both the body and soul, it also has a profound effect on lowering healthcare costs.

One in four of today's seniors lives alone,³ and one in five feels lonely.⁴ Loneliness is associated with an increased risk of heart disease, stroke and high blood pressure,⁵ which may increase utilization of acute care services and risk of long-term care placement. Meals on Wheels can serve as a timely intervention for these individuals, helping you save expenditures on avoidable treatments. In fact, the costs of caring for a senior through Meals on Wheels for an entire year is equivalent to the cost of 10 days in a nursing home⁶ or one day in the hospital.⁷ Plus, every \$25 per year per older adult spent on home-delivered meals results in a 1% reduction in the low-case nursing home population, saving hundreds of millions of dollars in annual Medicaid costs alone for individuals and taxpayers.⁸

84% of the people we serve say Meals on Wheels improves their health. Now multiply that by the hundreds of thousands of home visits we make every week, and the number of healthier and happier seniors adds up in your favor.

Healthcare providers are continually looking to deliver efficient and cost-saving services, and Meals on Wheels can bring our special brand of service to your vulnerable senior members.

| It's what we do every day.

OUR SERVICES AT YOUR FINGERTIPS

We're able to tap into our nationwide network of local, community-based programs to serve virtually any geography in the country.¹⁰

COMMUNITY CONNECTIONS

The “in community” presence of local Meals on Wheels programs enables relationship-building and connections to needed services that can help seniors stay healthier (e.g., home repair, cleaning, grocery shopping, transportation and nutrition education, among others), often through other community-based organizations.¹¹

FLEXIBILITY AND REACH

Local Meals on Wheels programs can offer a wide variety of daily hot or chilled meal types, including medically tailored – such as pureed or renal diet meals – and meals created to meet evolving needs of homebound Medicaid beneficiaries and cultural preferences to reflect the community in many areas. Seniors who consume Meals on Wheels meals demonstrate improved diet quality, increased intake of vital nutrients, reduced food insecurity and a reduction in indicators of nutrition risk.¹² Home delivery of frozen meals that meet the dietary reference intake (DRI) requirements of the Older Americans Act Nutrition Program is also available everywhere in the continental U.S.

RESPONSIVENESS IN A CRISIS

So much of our country's normal operations have been upended by COVID-19, and it is estimated that Medicaid enrollment could increase by between 5 and 18 million by the end of 2020,¹³ due to the social and economic effects of the pandemic. In the midst of this crisis, Meals on Wheels programs across the country stepped up to continue to safely meet the nutritional and social needs of seniors, remaining nimble and adjusting their operations, as necessary. States will likely want your organization to demonstrate that you have taken disaster planning and recovery into consideration, and working in partnership with Meals on Wheels can do just that.

CONTACT US TODAY!



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Information on data sources available at www.mealsonwheelsamerica.org/medicaidsources.