

# MANNA 101:

Introduction to MANNA's Services &  
Research Study

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Delivering Nourishment.  
Improving Health.



**Delivering Nourishment.  
Improving Health.**

Especially for people at acute nutritional risk due to life-threatening illness, MANNA prepares and delivers delicious nourishing meals and counsel, empowering individuals to battle illness and improve their quality of life.

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

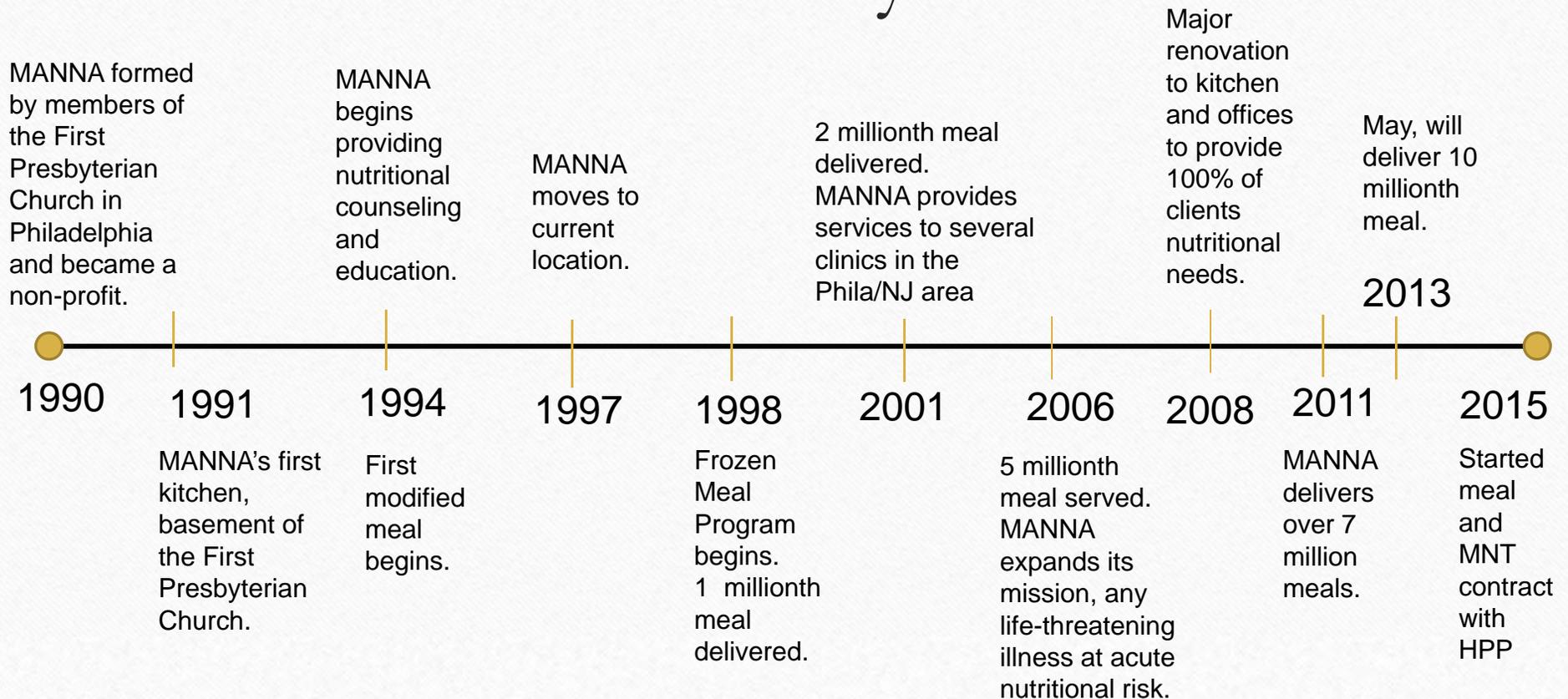


# MANNA's Story

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- Began in 1990 at the First Presbyterian Church in Philadelphia.  
Goal: Nourishing those with HIV/AIDS  
**M**etropolitan **A**IDS **N**eighborhood **N**utrition **A**lliance
- June 2006 New mission and new name: Now MANNA provides nutrition services to anyone at acute nutritional risk, regardless of diagnosis  
**M**etropolitan **A**rea **N**eighborhood **N**utrition **A**lliance

# MANNA's History



# MANNA Facts

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- Metropolitan Area Neighborhood Nutrition Alliance
- Non-profit
- Volunteer Organization
- All services are FREE to the client
- FY2014
  - Averaged delivery of over 56,000 meals per month
  - Received ~1,700 referrals
  - Drivers logged over 67,000 miles (circle Earth over 3 times)



# MANNA's Services

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- o MANNA provides 2 services
  - o Free meal delivery program to those who qualify
  - o Free nutrition education and counseling, all qualify
- o Criteria
  - o Qualifying consideration is based upon a life-threatening illness diagnosis and current nutritional status
  - o Not financial based, no age criteria, no longer disease specific, not based on ADLs or homebound status
- o How to Apply
  - o Patient's doctor, dietitian, case manager, nurse practitioner, etc., must fill out a referral form and submit to MANNA
  - o Copy can be found on website, under Nutrition

# MANNA's Services

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## o MANNA Meals

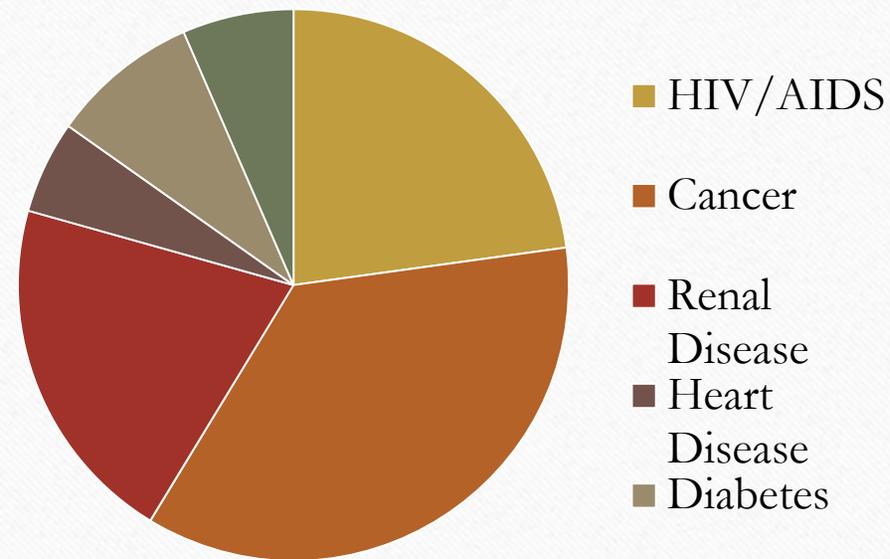
- o Provide 3 meals/day, 7 days/week
- o 11 diet modification options (can choose up to 3)
- o Deliver to 5 counties in PA, 4 counties in NJ

## o Nutrition education and counseling

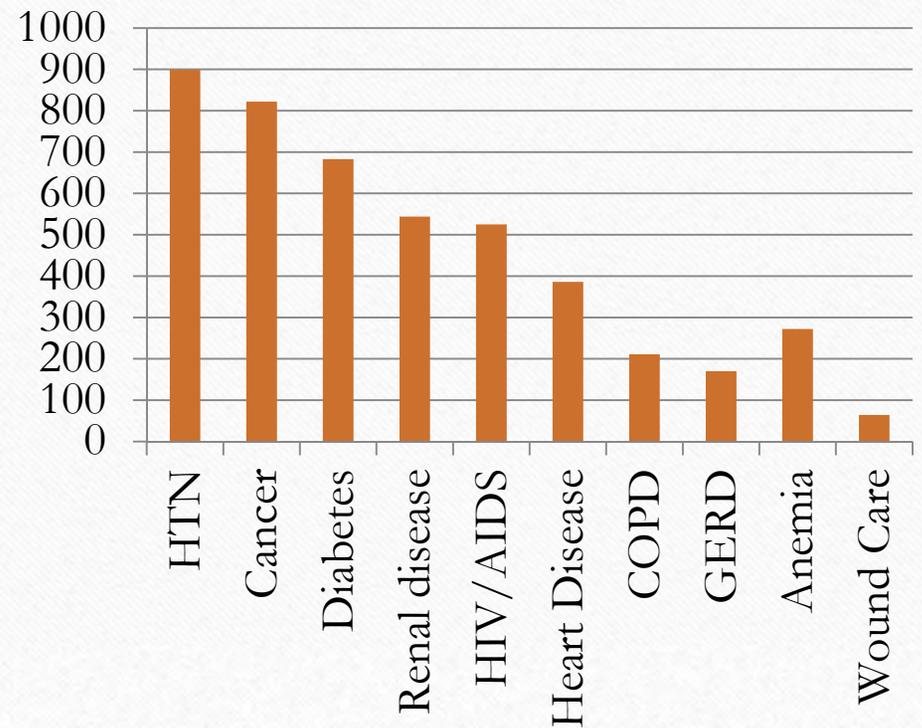
- o Provided by Registered Dietitians, all accredited by the American Dietetic Association
- o Provide diet education, nutrition counseling and evaluations in office, at ID clinics, or by phone
- o Provide group education classes to clients and community at MANNA office and off-site

# MANNA Client Demographics

## Primary Diagnosis



## Coexisting Conditions



# MANNA's Research

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- Food as Medicine: Reducing Health Care Costs with Comprehensive Medical Nutrition Therapy
  - Pilot study; critically ill, nutritionally at-risk people served by MANNA reduces health care costs
  - Tracked average monthly health care expenditures 65 MANNA clients the year before received MANNA and during the service period
  - Costs compared to control group (matched for comparable health, demographics, and insurance plan) during same period

# The Need for this Research

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- The correlation between malnutrition and worsening disease state is well known
  - Dietitians exist for a reason
  - Many studies show the link between MNT to improved health and cost outcomes
  - Result in net reduction in health services utilization and costs
- The future of Health Care costs saving is with MNT
  - This has been looked at before
  - The results are significant
  - Goal is to partner with local health insurance company

# Results

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- **Average monthly health care costs for MANNA clients decreased 62% (\$30,000)**
- HIV/AIDS patients, costs decreased by 80% and average of \$20,000 less per month
- Reduced number of average monthly visits to hospital and length of stay by 37%
- Monthly inpatient hospital costs 30% lower over six months following initiation of MANNA services
- Costs of inpatient hospitalization of MANNA clients 40% lower and HMO paid out \$12,000 less per month
- MANNA clients 20% more likely to be released from hospital to home than to long-term care

# Results: Comparison

	12 months post-starting service with MANNA	Comparison Group (mean over 44 months of the study period)
<b>Overall Health Care Costs</b>		
Mean monthly costs <sup>‡</sup>	\$28,268	\$40,960
Mean monthly costs HIV/AIDS <sup>‡</sup>	\$16,765	\$37,287
<b>ER Visits</b>		
Mean monthly ER visit costs	\$4,893	\$3,700
Mean monthly number of ER visits <sup>‡</sup>	0.6	0.3
<b>Inpatient Stays</b>		
Mean monthly inpatient costs <sup>‡</sup>	\$132,441	\$219,639
Mean monthly number of inpatient visits <sup>‡</sup>	0.2	0.4
Mean monthly inpatient length of stay <sup>‡</sup>	10.7	17.1
Mean percentage of individuals with discharges to home <sup>‡</sup>	93%	72%

# Conclusion

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- Study represents a comparative analysis of the impact of meal delivery service on health care costs and utilization of health care services
- Few studies existing evaluations of comprehensive programs, 21 meals per week that also have ongoing counseling component
- Findings in this study consistent with prior research, nutrition is integral part of disease management
- Results suggest an improvement in health outcomes, quality of life, in addition to cost savings
- MANNA's meal program may have positive impacts for clients served
- Results present strong claim for further research
- To read the full study go to,  
<http://jpc.sagepub.com/content/early/2013/06/02/2150131913490737>

Research Results led to first  
collaboration of its' kind.

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Partnership!

# MANNA Contacts

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- [www.mannapa.org](http://www.mannapa.org)
- Client and Nutrition Services
  - 215-496-2662 x5
- Dietitians
  - 215-496-2662
  - x135 and x156
- Toll free number
  - 1-866-626-6209

