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## DEAR FRIENDS



CLINICAL EXCELLENCE

COMMUNITY

ENGAGEMENT

A VALUED

**EXPERIENCE** 

THE WESTSIDE

Every day, Westside delivers compassionate, team-based primary care. Every year nearly 30,000 patients are welcomed, valued, and engaged with their health.

**The Westside Five** is a group of strategic priorities designed to help us achieve our mission of providing equal access to quality healthcare, regardless of ability to pay. On the following pages, we've collected real-life stories of The Westside Five in action and the value we provide to individuals, families, and the neighborhoods we serve.

As part of our commitment to **clinical excellence**, we use technology, telehealth, and team-based care to detect diabetes complications sooner, resulting in earlier intervention and proactive patients who are empowered to manage their disease.

Westside participates in hundreds of local events throughout the year, connecting our neighbors with community resources, health screenings, and healthy food. Each of these events creates an opportunity for **community engagement** and reinforces Westside's visibility.

We've taken innovative steps to reduce healthcare costs and increase health outcomes through value-based care programs and health information sharing. Ensuring the **financial viability** of Westside means we'll be here for our patients today and many years to come.

Westside has doubled the capacity of our on-site continuity training program in conjunction with Christiana Care to **train our future** healthcare providers. This year our first resident completed the program and joined the Westside provider care team full-time. We are thrilled!

Westside is Delaware's largest health center and a robust health champion for patients who know how deeply we care about them. We are committed to **creating valued experiences** for every patient we serve and every member of our workforce.

Our supporters play a vital role in Westside's success; together, we are improving the health of our community. Learn about the ways you can help at westsidehealth.org/getinvolved.

In health and happiness,

**Lolita A. Lopez, FACHE**President & CEO

**Thomas Sweeney, MD**Chair, Board of Directors

**Total Unique Patients** 28,316 **Total Patient Visits** 99,012

**Primary Care Services** 27,111 patients • 76,141 visits

**Dental Services** 4,557 patients • 16,106 visits

**Behavioral Healthcare** 810 patients • 2,740 visits

Family Support Services 1,772 patients • 3,046 visits

**Nutrition Services** 560 patients • 979 visits

**Rural Health Outreach Program** 339 patients • 1,832 visits

**Prenatal Care** 

1,153 patients • 627 babies delivered

85%

of patients have a household income at or below 200% of the federal poverty level

28% of patients are uninsured

> 40% of patients are best served in a language other than English

42%

of patients utilize Medicaid

95%

of babies are born

at a healthy weight

62%

of patients are female 2018 FINANCIAL STATEMENTS



\$10,872,822 **Patient Services** \$7,945,950 Federal Grants \$2,704,984 State & Local Grants \$51,196 Contributions \$2,436,586 Other Income

**EXPENSES** Total: \$22,519,284

\$20,266,725 Program Services \$2,252,559 **Support Services** 

**Operating Income** 

\$1,492,254

CTING HEALTH CARE
DELAWAREANS

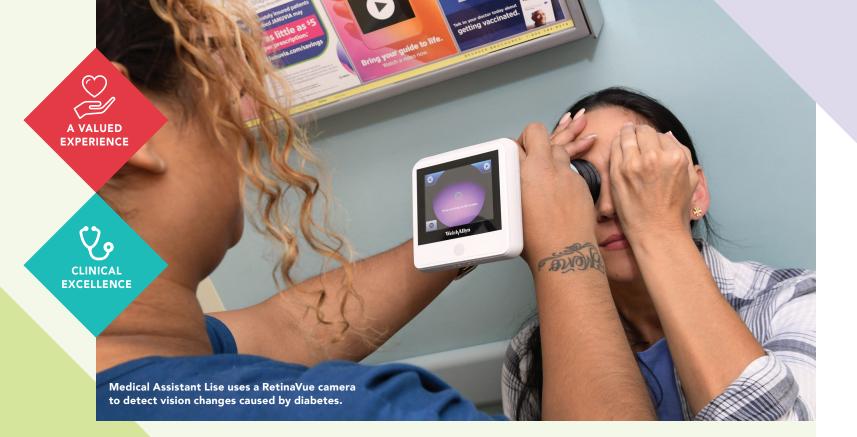
Change in **Net Assets** 

\$1,492,254

**Beginning of Year Net Assets** 

\$6,707,175

**Net Assets End of Year** \$8,199,429



## ACHIEVING EXCELLENCE IN CARING FOR PATIENTS WITH DIABETES

Innovative eye screening program increases early detection of eye disease related to diabetes and ensures patients get the right care, at the right time, at the right place.

Diabetic retinopathy is a complication of diabetes that, left untreated, can cause impaired vision and vision loss. Because diabetic retinopathy can manifest without any symptoms, it is essential to receive an annual eye screening.

#### One in ten treated by Westside has diabetes

Before 2018, eye screenings of Westside's patients were conducted off-site by a specialist. But barriers to care such as transportation, cost, and time off from work, resulted in only a fraction of patients receiving the exam and delaying a diagnosis of those with diabetes-related vision loss.

Westside recognized the adverse outcomes this produced and in 2018, launched a retinal eye screening program to improve the health outcomes of all patients at risk for diabetic retinopathy. Now all eye screenings are conducted at Westside locations by a member of a team led by Deborah Bryant, MSN, FNP, Westside's Director of Clinical Operations.

Bryant's team uses a secure telehealth platform that allows an off-site ophthalmologist to determine the test results and return them to Westside within 24 hours, further expediting care.

"By meeting patients where they are, we've increased the number of patients who receive this critical test and determine which patients need further care sooner," says Bryant.

#### A team approach to managing diabetes

Ronald Moses is one of Bryant's patients who completed the retinal eye screening. He has since received counseling, nutrition advice, and education that empowered him to manage his diabetes better. "The nurses and the staff at Westside taught me the importance of paying more attention to my health,"

By lowering or removing the barriers of lack of transportation, time off from work, and more, Bryant and her team can ensure diabetic patients, such as Moses, receive the support needed to manage the disease successfully. "Patients learn about changing their diet, managing sugar levels, and regular screenings," says Bryant.

Moses says the attention he received from the Westside care team was the primary catalyst for improving his health. "The nurses and the staff at Westside were genuinely concerned about me. They made it easier for me to do the things needed to get myself better," he says. "Now, I'm at the best I've ever been in my life." w

## TRAINING THE NEXT GENERATION OF PRIMARY CARE PROVIDERS

Westside offers medical students, resident physicians, resident dentists, and nurse practitioners extensive education and training opportunities in a community health center setting.

#### Continuity of care for the underserved

The Christiana Care Family Medicine Center (CCFMC) at Westside launched in 2016. It is an immersive program in which CCFMC at Westside serves as a high-quality continuity training site for recent medical school graduates.

CCFMC at Westside is the only federally qualified health center in Delaware to implement a continuity training program of this kind. Due to resident demand, Westside's partnership with Christiana Care has doubled in size since 2016 and now provides training to six residents each year.

#### Training in health center setting

"Previously, Family Medicine residents typically came to Westside for six-week blocks. Now they have a patient panel and complete their threeyear outpatient continuity training entirely at our Wilmington health center," says Dr. Tom Stephens, Chief Medical Officer. "Residents learn how to address the needs of a vulnerable patient population holistically."

By connecting the next generation of physicians to federally qualified health centers, the program increases access to primary care for the underserved, reduces the number of patients treated in the emergency room, and reduces healthcare costs in Delaware.

#### Primary care for the community

The first student to complete her

entire three-year residency at the CCFMC at Westside program was Dr. Victoria Shertel. She chose to join Westside's team permanently as a Family Physician. "I've always

According to the U.S. Health Resources and Services Administration, physicians trained in community health centers are three times as likely to work in health centers and twice as likely to work in underserved areas as those not trained at health centers.

wanted to work with the underserved

population," says Dr. Shertel.

"I see both individuals and

families, and I often will treat that family over the years," Dr. Shertel explains. "This helps ensure families are as healthy as they can be with all aspects of their healthcare."

#### Addressing the social determinants of health

Westside patients don't always have access to transportation and affordable medication. And cultural and language barriers can make getting healthcare even more difficult.

Developing critical problem-solving skills is needed to overcome the many barriers underserved patients may encounter when accessing health services. "CCFMC at Westside taught me how to be prepared for every patient's situation, so they receive the best care possible," says Dr. Shertel. w



Third Year Family Medicine Resident Dr. Hannah Purkey (left) assesses childhood developmental milestones with FMC Residency Clinical Lead Dr. Jamie Gellock.

#### 78 THE NUMBER OF STUDENTS TRAINED EACH YEAR\*









\*Data reflects an annual average. Accessibility may vary each year.

# WORKING TOGETHER TO BUILD HEALTHY COMMUNITIES



Westside is committed to community engagement to understand the barriers to care that patients face every day.

Each year Westside participates in more than 400 outreach activities with community partners, ranging from health fairs and festivals to coalition building and neighborhood canvassing. These activities and partnerships directly connect our patients and community with resources to live healthy lives.

#### **Growing Healthy Families**

Westside's signature community-based health event is Growing Healthy Families. Since its start in 2014, Growing Healthy Families has attracted more than 2,500 neighbors. It is now held at two health centers — Northeast Wilmington and Dover — and is used to connect attendees with community resources that address the social determinants of health.

During the event, Westside provides free medical and dental screenings to attendees. These screenings help individuals and families become better-informed consumers of their healthcare by learning vital health numbers such as blood pressure, weight, and diabetes risk

The cornerstone of Growing Healthy Families is a free farmer's market where attendees have access to locally grown produce. Families can enjoy the produce after completing a health screening. This incentive reinforces the food-health connection as eating the right foods can help prevent disease and promote wellness.

#### Collaboration for a healthy community

There are more than 55 community organizations that participated in Growing Healthy Families in 2019, including Parents as Teachers.

Westside's connection with Parents as Teachers formed many years ago when the group's Lead Parent Educator, Kimberly Nelson, moved to Delaware. At the time, Nelson was a single parent with two daughters. She chose Westside as her family's primary care provider, and her entire family remains patients to this day.

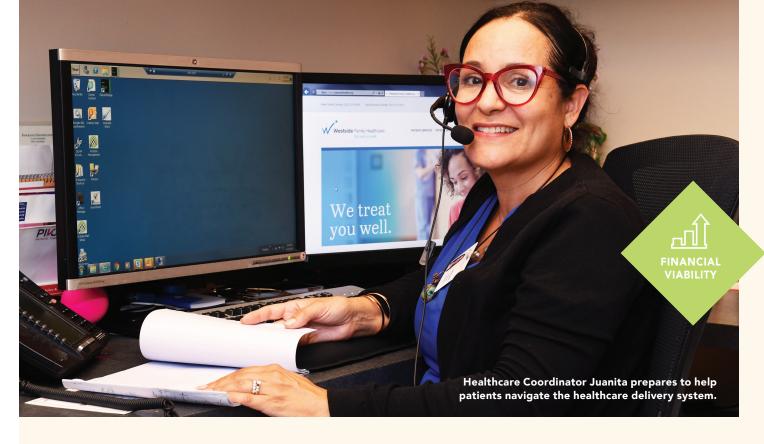
Westside and Parents as Teachers often work together to educate families about literacy, nutrition, and the importance of parent-child engagement. At Growing Healthy Families, Parents as Teachers coordinates on-site activities for children. Several times a year, Parents as Teachers joins Westside, the Wilmington Police Department, and PREP to distribute literacy resources to children during neighborhood walks. "Collaboration with other organizations is so important for healthy communities," Nelson explains.

With valuable insights as both a patient and a community partner, Nelson has deepened her commitment to fostering a healthier community. In 2018, she joined Westside's Board of Directors, which has a 16-member governance structure in which more than 51% of members are patients of Westside.

#### Investing in the health of our community

The success of Growing Healthy Families has earned financial support from corporate sponsors, including hospital systems and health insurance payers, increasing the event's impact. These organizations recognize the lasting value Growing Healthy Families provides to the community, and they have helped the event grow into what it is today.  $\checkmark$ 

Scenes from Growing Healthy Families Event: A child after completing an oral health screening (top); Parents as Teachers Lead Parent Educator Kimberly Nelson visits the produce stand; attendees visit the community partner tent.



### DELIVERING VALUE, BETTER OUTCOMES

Westside is reducing healthcare costs and increasing health outcomes through value-based care programs and health information sharing.

#### Introducing value-based care

Value-based care is a relatively new approach within health centers that improves the quality of healthcare, delivers better patient outcomes, and reduces healthcare spending.

Value-based care is proactive and aims to avoid health problems before they start by encouraging patients to make changes such as quitting smoking, improving diet, and getting more exercise. By seeking to prevent illness, value-based care reduces the need for costly tests, medical procedures, and prescription drug usage.

Instead of going to different doctors for care, Westside patients receive most of their health services under one roof from a multidisciplinary care team.

#### The benefits of accountable care organizations (ACOs)

An Accountable Care Organization (ACO) is a group of healthcare providers who collectively provide coordinated, high-value care to a defined patient population. In Delaware, ACOs have saved millions in healthcare costs and reduced the number of patients seen in emergency rooms.

ACOs support the Quadruple Aim of healthcare:

- Improving the health of patients
- Lowering healthcare costs
- Enhancing the patient experience of care
- Improving the work-life of healthcare providers

Westside is a member of eBrightHealth ACO, comprised of more than 1,200 primary and specialty care clinicians. A strong foundation in primary care is critical for an ACO to achieve the Quadruple Aim.

Skilled primary care providers can positively impact the total spending on healthcare services by using a team approach to provide the right care in the right setting. This approach allows providers to address the healthcare needs of an individual in a way that is patient-centered and efficient.

#### **Sharing health information reduces costs**

Through its partnership with the Delaware Health Information Network (DHIN), Delaware's health information exchange, Westside minimizes costs related to managing and accessing the health data of more than 30,000 patients. As a data sender to DHIN's Community Health Record, Westside makes patient health data available to healthcare partners to support the best care possible while reducing the overall cost of care.

Westside leverages DHIN to identify patients who frequently utilize emergency department services. The aim is to reduce overall health costs by intervening earlier in the care of these patients. And because utilization and cost are essential metrics in value-based programs, Westside is positioned to receive optimized reimbursement for improving the quality of care for its patients. w



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#### \*Largest corporate sponsorship of Westside's 30th Anniversary Campaign.

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\*\*In honor of Asha Panwalker.

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#### **Bear/New Castle**

404 Fox Hunt Drive Bear, DE 19701

#### **Dover**

1020 Forrest Avenue Dover, DE 19904

#### **Newark**

27 Marrows Road Newark, DE 19713

#### **Northeast Wilmington**

908-B East 16th Street Wilmington, DE 19802

#### Wilmington

1802 West 4th Street Wilmington, DE 19805

#### **Administrative Office**

300 Water Street, Suite 200 Wilmington, DE 19801

#### **Ancillary Administrative Office**

13 Reads Way, Suite 102 New Castle, DE 19720

## Patient Appointment Scheduling

(302) 224-6800

westsidehealth.org

