

# The MANNA Model

Improving Health and Reducing Healthcare Costs with Comprehensive Food and Nutrition Services



## The Problem



Rates of chronic illnesses and the costs associated with managing these diseases are skyrocketing.

Complex illnesses and repeated hospitalizations have caused 5% of the US population to account for more than 50% of all healthcare spending.



Based on current estimates, 1 in 3 hospitalized patients are malnourished.

## The Solution

MANNA: a research-based nutrition intervention for those at nutritional risk due to serious illness; providing 21 medically tailored, home-delivered meals per week, paired with nutrition counseling by a registered dietitian.

MANNA uses philanthropic funding to provide nourishment to seriously ill people in the greater Philadelphia region and works with insurance plans to deliver reimbursable services to their members across the state.



## Looking Forward

- MANNA currently serves more than 1 million meals per year to 3,500 clients across Pennsylvania and Southern New Jersey.
- In response to growing demand, MANNA moved to a new state-of-the-art facility with the capacity to prepare 2.5 million meals per year.
- To reach more people in need of services, MANNA is growing a shipping program that allows us to deliver meals across the state.
- MANNA believes that all people should have access to medically necessary nutrition services and continues to advocate for public policies that will ensure access throughout our healthcare system.

## The Research

MANNA clients' average monthly healthcare costs were

**\$13,000**

less after starting services - a 32% cost savings\*

MANNA clients' rate of hospitalization was

**50%**

lower, and inpatient stays were 37% shorter\*

MANNA clients were over

**20%**

more likely to be released from hospital to home, rather than to long-term care\*

\*when compared to a matched control group

Source: Gurvey, J., Rand, K., Daugherty, S., Dinger, C., Schmeling, J., & Lavery, N. (2013). Examining Health Care Costs Among MANNA Clients and a Comparison Group. *Journal of Primary Care & Community Health*, 4(4), 311-317.

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## The MANNA Nutrition Program

### Home-Delivered Meals

MANNA's meals are wholesome, healthy, and delicious. Individualized meal plans, consisting of 21 meals per week tailored to each client's medical needs, help nourish our clients through the height of their illness.

### Nutrition Counseling

MANNA offers both individual and group nutrition counseling that is designed to educate and empower our clients to make the best food choices. All MANNA registered dietitians are members of the Academy of Nutrition and Dietetics.

## MANNA by the Numbers

**4,300** volunteers per year

**37** staff members

**>13.3 MILLION** meals served\*

**>24,000** clients helped\*

\* in the past 27 years

## Client Census

Primary Diagnoses:

Cancer: **25%**

Renal Disease: **11%**

Diabetes: **10%**

HIV/AIDS: **9%**

Income Status:

Below the poverty line: **75%**

Within 200% of the poverty line: **98%**

Average annual income: **\$10,400**

## Contact

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