

Suitability for Partnership



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Roadrunner Food Bank of New Mexico
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Partnership

We are eager to explore!

Roadrunner Food Bank of New Mexico, Inc (Roadrunner®) is delighted to explore the potential of a meaningful and long-lasting partnership with [Name of Healthcare Organization Including Parent Organization]. We realize that both of our organizations typically support the same community members. These individuals may be food insecure, struggling to access care, managing a chronic health condition(s), and may be experiencing other life challenges. Our purpose is to help communities thrive and to be solution-focused. Together, we have the potential to promote health and resolve food access inequities in our community.

To ensure our partnership will be effective, it is important to ensure that our perspectives align. We wish to understand your goals, ideals, and perspectives, and to have you understand ours. We find that when we have good mutual understanding of philosophies and approaches, it is easier to find ways to creatively problem-solve, build our capacity, and better understand those who are most vulnerable and in need. Let's get started!

“The food provided through this program has immensely helped our patients. We have been able to use the distribution as a place to communicate with our patients. We are now better able to anticipate the health challenges they face”.

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Let's Get Started!

Discussion

1. What is your understanding of Roadrunner®? What more would you like to know about us?
2. What does your organization understand about the relationship between health and nutrition including food access and the detrimental impact on health?
3. Does your senior leadership support this potential partnership? If they do not yet know about the potential for partnership, how may we help garner the support?
4. What is your organization's philosophy and objectives in screening patient social determinant of health needs, and how do you envision leveraging partnerships within your community to address those needs?
5. How do you envision Roadrunner® partnering with your organization to deliver patient-level and community-level health outcomes, and what value do you think Roadrunner® brings to the healthcare delivery system?
6. If there is a systems change due to our partnership, does your organization have the commitment and resources time to educate and train personnel, community partners, and stakeholders?
7. What other project or initiatives is your organization planning, or are currently underway? Do you have capacity to incorporate a partnership with Roadrunner®?
8. What are your hopes and fears in partnering with Roadrunner®?

Follow-Up Questions

Partnership Evaluation

Does your organization's mission, vision, and values align with Roadrunner®? Is Roadrunner® a good organizational and cultural fit? _____

Based on our discussion today, briefly describe how you see the future of healthy New Mexicans? _____

What are your organization's assets to the community, patient health, and to the relationship? _____

Patient Population Information

What percent of your patient population has health insurance? What percent is considered underinsured? _____

What percent of your patients are managing more than one co-morbidity? _____

What percent of your patients are considered high risk or have high utilization of the Emergency Department? _____

Have you examined or measured the level of food insecurity? What percent of patients are food insecure and/or at risk?

What percent of patients are living in food deserts? Describe the area of the food desert?

Is there accessible public transportation to the facility(ies) [to be able to take food home after a visit]? _____

Clinical Management

Does your organization screen for the Social Determinants of Health (SDOH)? _____

What does your care coordination processes or wrap-around services look like to assist patients with social issues they may be experiencing? _____

Is your organization familiar with food insecurity screening tools, such as Hunger Vital Signs™? _____

Are you aware that this assessment and responses can be entered into an Electronic Medical Record? _____

What is your philosophy on increasing health literacy, and how do you implement the logistics? _____

How much does your organization value qualitative relationships between doctor and patient? How do you measure the quality? _____

What are the hours of operation at your organization? Do you offer weekend hours/weekend rotation? _____

Do you think adding fresh fruits and vegetables to patient's diets will improve health care outcomes and reduce healthcare costs? Are there other foods that you think may help your patients? _____

Do you offer your patients access to a dietician or Diabetic Educator? Is there a cost or insurance coverage of the dietician? _____

Program Development and Evaluation

If we were to partner, what departments within your organization would be involved in the planning and program evaluation? Who would serve as the primary contact? _____

Would your organization assist in the development of a project management plan and is it customary to have a signed agreement or a Memorandum of Understanding (MOU)? _____

How would you like to see the process of data sharing between our two organizations, and how would this assist the clinic in managing the patient health outcomes and program & partnership evaluation? _____

What potential benefits and/or data would your organization share with Roadrunner®, and what type of information would be helpful from Roadrunner Food Bank in facility qualitative and comprehensive patient care models? _____

How may your organization assist with collaborative funding efforts to ensure your patients are connecting to food-based programs to help them manage their nutrition-related chronic health conditions? _____

Roadrunner® Evaluation

Score Card

Discussion	Strongly Disagree	Disagree	Neutral	Agree	Strongly Agree
The discussion was engaged and lively					
Roadrunner and the healthcare partner have a mutual interest in understanding and resolving hunger in the community it serves.					
This healthcare partner would be a strong partner for Roadrunner®					
The healthcare partner has the capacity and the necessary support to move forward in a partnership					
Partnership Evaluation	Strongly Disagree	Disagree	Neutral	Agree	Strongly Agree
The mission, vision, and philosophy align between Roadrunner® and the healthcare partner					
The partnership would be a resourceful asset to the communities it serves					
We share a common vision towards the future health of New Mexicans					
Patient Population Info	Strongly Disagree	Disagree	Neutral	Agree	Strongly Agree
Roadrunner® and the healthcare partner had a good discussion about the attributes of the patient population the community serves					
Roadrunner® and the healthcare partner are equally interested in better understanding the health inequities that exist in the communities being served					
Roadrunner® and the healthcare partner want to be an integral part of the solution in reducing the challenges with nutrition-related chronic health issues					

Score Card Continued...

Clinical Management	Strongly Disagree	Disagree	Neutral	Agree	Strongly Agree
The healthcare partner has sound comprehensive evidenced-based models of care practices					
The healthcare partner has full scale SDOH and Food Insecurity Assessment along with referrals, care coordination, and wrap around care					
The healthcare partner values the medical and non-medical needs of the patient					
The healthcare partner values good nutrition education and outreach as an integral component to healthcare					
Program Development & Evaluation	Strongly Disagree	Disagree	Neutral	Agree	Strongly Agree
There is a specific point person and process in place between Roadrunner® and the healthcare partner to develop programming and evaluation					
There is a solid foundation of knowledge, resources, and capacity to develop data points and data sharing processes					

Roadrunner’s® Hopes and Fears About the Partnership

Additional Thoughts or Concerns? _____

Scoring Outcome

- Let’s Move Forward and Partner!
- We have some additional questions
- This may not be a good fit right now