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A RIPPEL INITIATIVE

Paying for Population Health

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NCIOM Task Force, May 31, 2018



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A RIPPEL INITIATIVE

**Catalyzing changemakers to
reimagine and transform health**



It's not that we can't afford to have healthy people and communities...

If we want healthy people and communities, we **must change our spending patterns**

How???



What Is the State of the Field of Sustainable Financing for Population Health?

1. You are “in the know” as much as anyone else.
2. There is no magic bullet (yet).
3. You have important expertise: think about financing as the application of your knowledge, skills and relationships to a challenge that happens to be money-related.

You Are in the Know: Financing sources as reported in RTH's 2017 "A Pulse Check" on Multi-Sector Partnerships

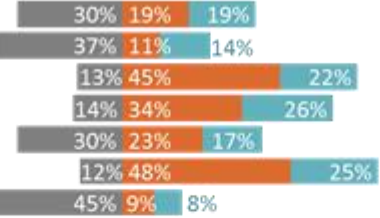
Short-term

DEPENDABILITY

Long-term

1. Grants, contracts, donations

- Grants/contracts: Academic centers
- Grants/contracts: Business, banks
- Grants/contracts: Government
- Grants/contracts: Health care sector
- Grants/contracts: Individuals or other
- Grants/contracts: Philanthropy/United Way
- Other: Anything related to competitions or prizes



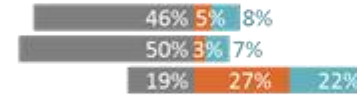
2. In-kind or barter agreements

- All types



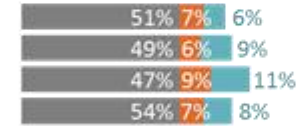
3. Health system payments

- Medicaid waivers
- Per capita payments from health plans
- Hospital community benefit



4. Loans

- Community development financing
- Impact investment, venture capital, or pay-for-success
- Program-related investments
- Debt financing, loan guarantees, or line of credit



5. Dues, earnings, legal settlements

- Dues or membership fees
- Earned income, service or management fees
- Legal settlements



6. Gain sharing or shared savings agreements

- All types



7. Health and wellness trusts

- All types

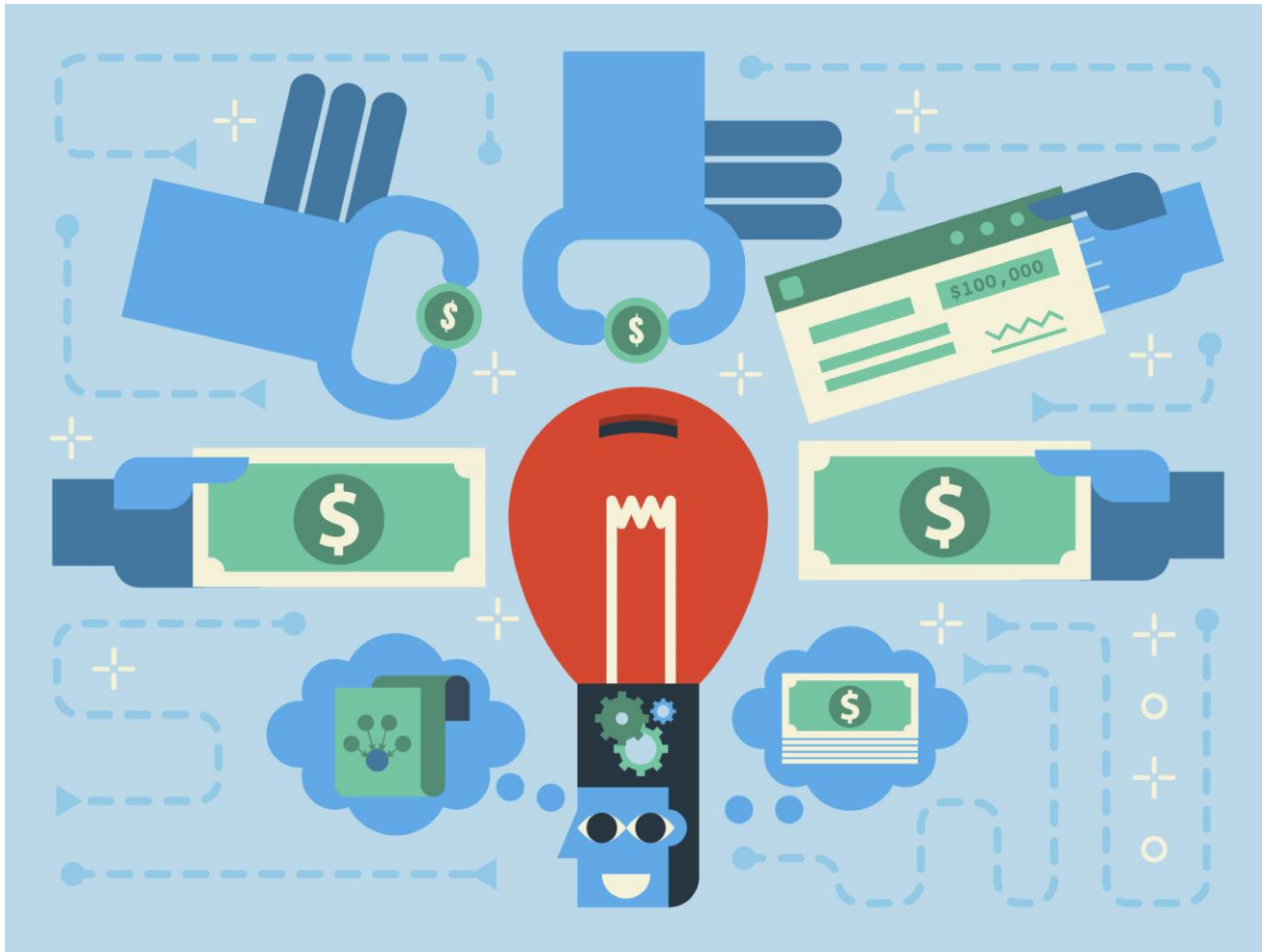


8. Taxes, waivers, levies, assessments, credits, etc.

- All types



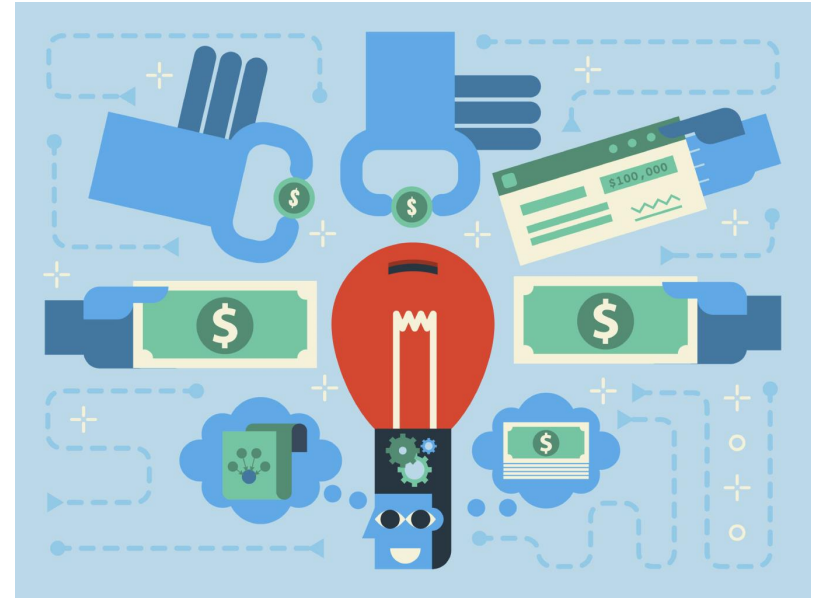
Revenue Typology: There Is No Magic Bullet (yet)



What is the Typology?

Overview

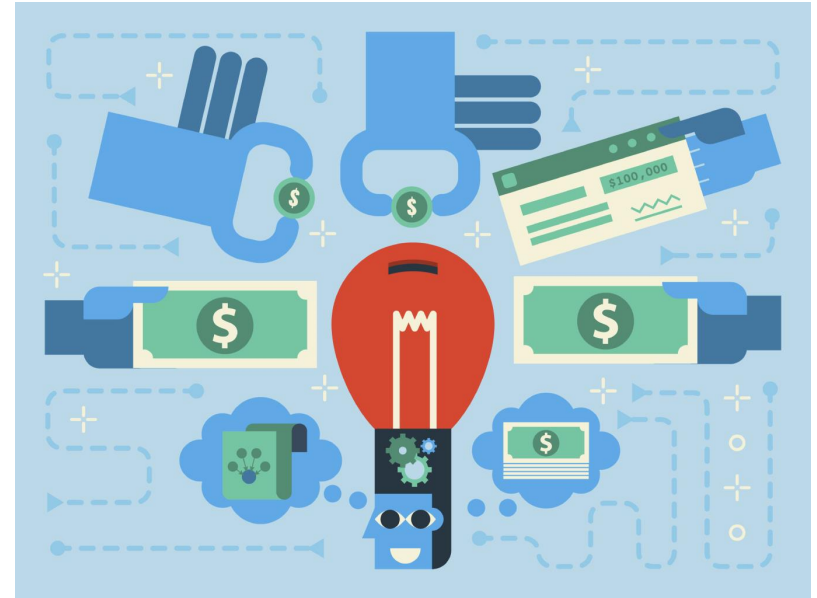
- **What are the “innovative financing mechanisms”?**
 - Require sources
- **Two aspects of funding options**
 - Where the money comes from
 - The process by which the money is acquired
- **Together these are a financing structure**
 - Suggests arrangement, a composition, a system of decision, procedures, and authorities



What is the Typology?

Orientation

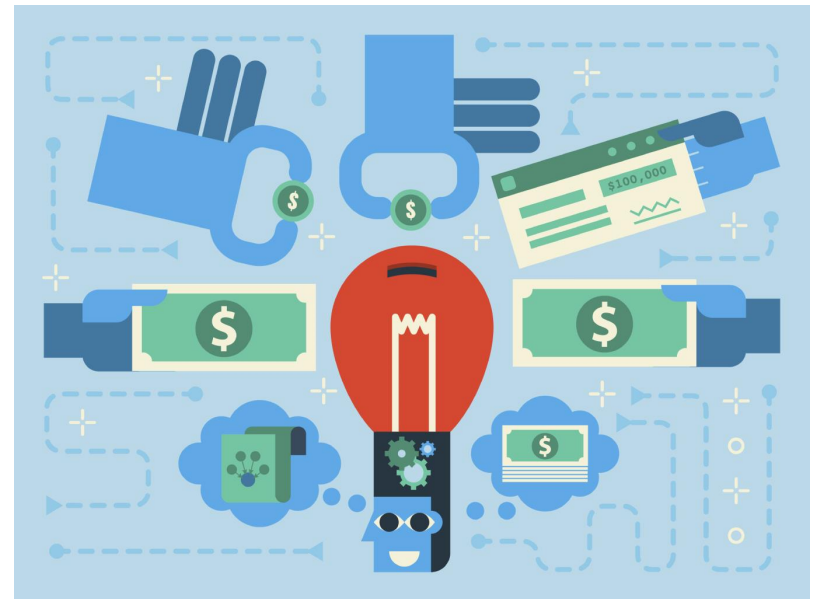
- **Financing Structures**
 - Spectrum: non-sustainable to sustainable
- **Examples**
- **Who Decides**
- **Most Suitable Applications**
- **Decision Making Process**
- **Level**
- **Primary Influences on Supply**
- **Why Important**
- **Key Challenges**



What is the Typology?

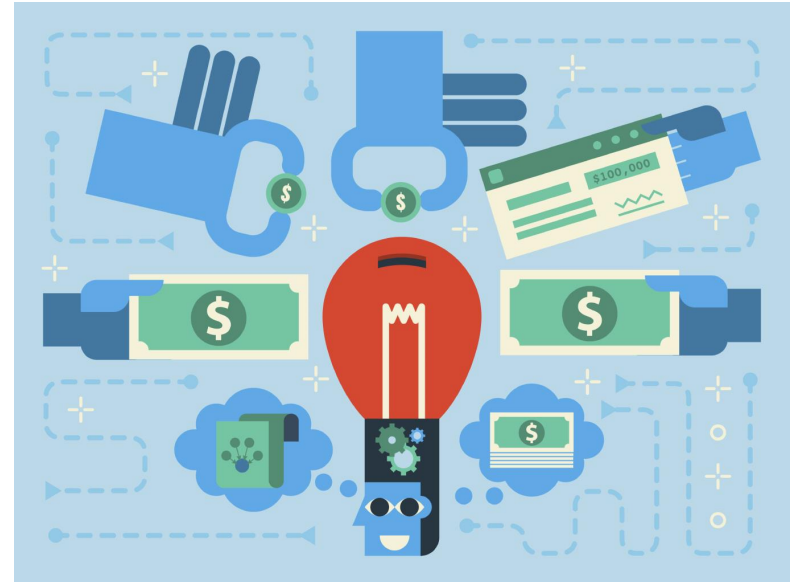
Financing Structures

- **Seed**
 - Grants
- **Debt & working capital**
 - Bonds/loans
 - Social Impact bonds
- **Sustainable:**
 - Health care payment model
 - Reinvestment
 - Anchor institutions
 - Public dedicated revenues (taxes, tax credits, fees)
 - Public appropriations
 - Mandates
 - Private market

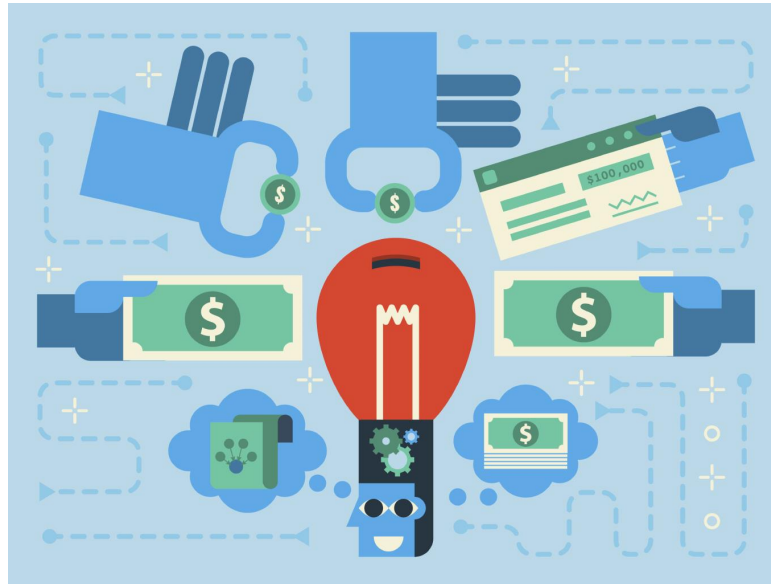


Your Turn! Apply Your Expertise

1. Spend a few minutes reviewing the typology.
2. In pairs:
 - a) Select an intervention you would like to fund.
 - b) With your intervention in mind, look through typology and identify a financing structure you're interested in exploring.
 - c) Work through the questions on the handout provided.



Your Turn: What Did You Discover?





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Thank you!

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