



CALIFORNIA COMMUNITY SUPPORTS & MEDICALLY TAILORED MEALS

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CA COMMUNITY SUPPORTS OVERVIEW



WHO IS ELIGIBLE FOR MEDICALLY TAILORED MEALS UNDER CA COMMUNITY SUPPORTS?

DHCS has streamlined eligibility criteria, effective July 1, 2025.

- Member must have a **nutrition-sensitive health condition appropriate** for MTM services to help them **regain or maintain their health status** related to their specific condition
- Nutrition-sensitive condition examples:
 - cancer(s)
 - cardiovascular disorders
 - chronic kidney disease
 - chronic lung disorders or other pulmonary conditions such as asthma/COPD
 - heart failure
 - diabetes or other metabolic conditions
 - elevated lead levels
 - end-stage renal disease
 - high cholesterol
 - human immunodeficiency virus
 - hypertension
 - liver disease
 - dyslipidemia
 - fatty liver
 - malnutrition
 - obesity
 - stroke
 - gastrointestinal disorders
 - **gestational diabetes**
 - **high risk perinatal conditions**
 - chronic or disabling mental/behavioral health disorders



MOM'S MEALS NUTRITION ASSESSMENT TIMELINE

- Depending on the health plan, member will receive a nutrition assessment either:
 - Before MTM authorization can be requested
 - Within first 1-4 weeks of the MTM authorization
- Once MTM authorization is received, member receives an additional 2 monthly nutrition education calls

Call Cadence

Month 1	Assessment
Month 2	Nutrition Education
Month 3	Nutrition Education





MOM'S
MEALS®
—



PROVEN RESULTS

INLAND EMPIRE HEALTH PLAN (IEHP) CASE STUDY

Dual-eligible (Cal MediConnect) members with Heart Failure

- 93 enrolled members recruited from Riverside and San Bernardino Counties starting in June 2021
- 6-month program of services from IEHP and Mom's Meals – Home-delivered meals, Produce and Pantry Boxes, Nutrition Counseling, safety checks



50% Reduction in
Hospitalizations
and ED visits



Cumulative Total
Weight Loss = 339 lbs.
Average Weight
Loss/Person = 5.8 lbs.



Increase in
Medication
Adherence

Proportion of Days
Covered (PDC) from
33% to 100%



Annual Cost Savings
\$77,419 to \$58,064
per member per year
=
\$19,355 per year cost savings
or **\$1,613** PMPM

This was primarily from decreased
hospitalizations and associated costs.



25% reduction
in total cost of
care

IEHP 12-MONTH RESULTS

Reanalysis of claims 12 months after program end date show lasting impact

- Data for 93 enrolled members reanalyzed 6 months after first analysis; 12 months after program end date
- Members self reported improved access to healthy foods and lower salt consumption, as well as reduced HF symptoms such as shortness of breath and swelling



42%

reduction in
hospitalizations

39%

reduction in length
of stay



21%

reduction
in total cost of care



Members self reported
continued healthy
lifestyle changes



MOM'S MEALS/IEHP CHF PROGRAM: MEMBER TESTIMONIAL





MEDICALLY TAILORED MEALS RESULT IN POSITIVE OUTCOMES

Mom's Meals leads the industry in nutrition-related outcomes with numerous real-world examples supporting high-risk individuals – this is just a sample of results achieved



Diabetes

- **\$5,127 PMPY** (125 members)
- **82% decrease** in inpatient costs
- **17.5% reduction** in A1c levels



Heart Disease

- **1.8 million** in total cost savings (93 members)
- **50%** reduction in hospitalizations
- **5.8 lbs** average weight loss/ person



Renal

- **1687 mg** reduction in sodium intake
- **-18 mmHg** reduction in systolic blood pressure



Chronic Care

- **36%** decrease in median total cost*
- **31%** decrease in ED*



Behavioral Health

- **\$654 savings** per member per month
- **61% decrease** in inpatient costs
- **34% reduction** in ER utilization



Post-Discharge

- **45%-55%** reduction in ABD readmits
- **24%** reduction in TANF readmits

*6 months post meals



MOM'S MEALS SOLUTION



MOM'S
MEALS®




MISSION

Improving life through
better nutrition at home.

GIVING BACK TO THE COMMUNITIES WE SERVE



Ensure equitable food access

Collaborated with **community-based organizations** to donate more than **80,419** meals nationwide through our annual **Hunger Challenge Program**¹



Support our communities

- Nearly **\$256,000** worth of ingredients donated to **food banks**²
- **83,775** shelf-stable meals donated to **Community-Based Organizations**³



Engage employees

- **9,500+** pounds of food donated from food drives
- **60,264 meals** packaged for Meals from the Heartland and **\$15,800** donated
- **\$15,000+** worth of supplies and food to Puerto Rico for hurricane relief
- **\$10,000** to American Red Cross Disaster Relief efforts
- **\$5,000+** to Above + Beyond Cancer⁴

¹(2020-2024 YTD), ²(2019-2024 YTD), ³(2021-2024 YTD), ⁴(2012-2024 YTD)



Scan to read the stories behind these numbers





TWO DECADES OF MOM'S MEALS PRESENCE IN CALIFORNIA

20
YEARS

Mom's Meals has been providing **medically tailored home-delivered meals** in California for 20 years

41
CALIFORNIA
EMPLOYEES

Our **employees across the state** are proud to work and live alongside the people they serve every day



We **deliver meals to every zip code** in California even in rural communities

\$2.8M+
LOCALLY SOURCED
INGREDIENTS IN 2024

Our meals are made with ingredients sourced from regions where they are in-season and high quality including many from **local California producers**

6
LOCATIONS

We have **6 locations** throughout the state of California to reach every address in 1-3 business days



Mom's Meals can quickly and easily scale its operations to serve more Californians **without capacity issues or waitlists**



OUR CORE OFFERING – MEDICALLY TAILORED MEALS



Refrigerated



Supports most
Major Chronic
Conditions



Choice of Every
Meal, Every
Delivery*



Delivery to
Any
Address



Compassionate
Customer
Service

*Initial deliveries will have a variety of meals based on dietary preferences.





MEDICALLY TAILORED TO SUPPORT MOST MAJOR CHRONIC CONDITIONS

We use evidence-based dietary guidelines to ensure meals meet chronic conditions needs

Condition	Standard
Diabetes or A1C $\geq$ 9.0	Meet the American Diabetes Association Standards of Care
Congestive Heart Failure or Hypertension	Comply with the National Institutes of Health DASH eating plan
Renal disease	Meet the National Kidney Foundation's Kidney Disease Outcomes Quality Initiative Clinical Practice Guidelines

MENUS CONTAIN NO EXCESSIVE SALT

- <1000 mg: General Wellness, Diabetes Friendly, Protein Plus, Gluten Free and Pureed
- <800 mg: Heart Friendly
- <600 mg: Lower Sodium
- <700 mg: Renal Friendly

MENUS CONTAIN NO EXCESSIVE SUGAR

On average, added sugars <10% per the Dietary Guidelines.

HOW OUR PROGRAM WORKS

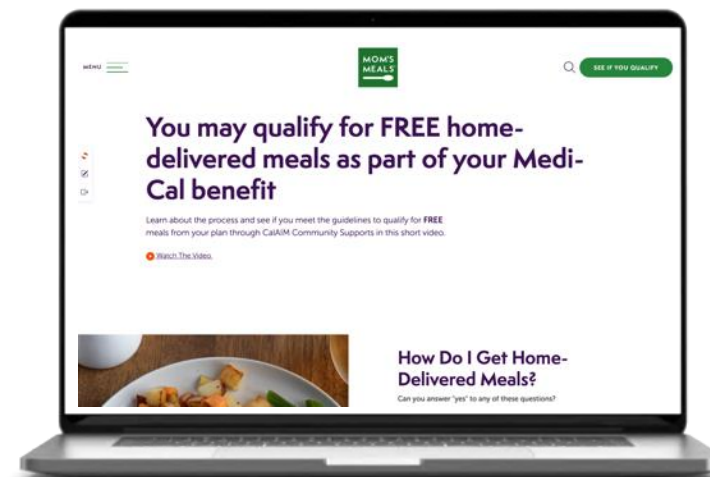


CALAIM COMMUNITY SUPPORTS INQUIRIES

- Individuals can **submit an inquiry to determine if they are eligible to receive medically tailored meals** under the CalAIM Community Supports Program
- Direct Link to referral: www.momsmeals.com/csform
- Webpage: www.momsmeals.com/calaim
 - Learn more about the CalAIM program
 - Browse and download menus
 - Submit an inquiry



Scan here
to make an
inquiry



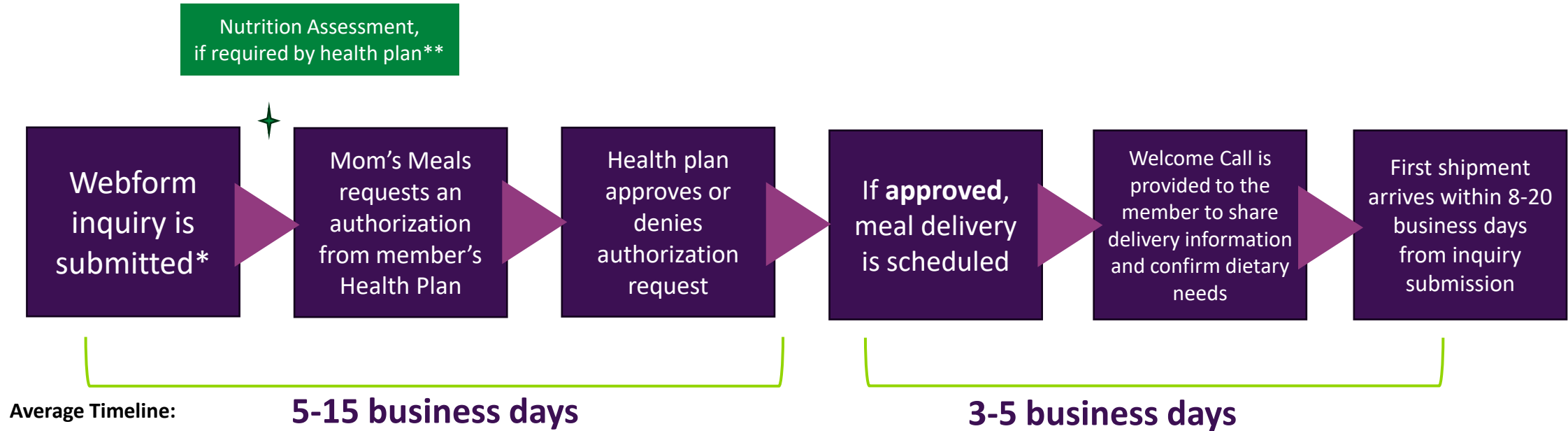
Web Page

A laptop screen displaying the MOM'S MEALS website, specifically the "CalAIM Community Supports Inquiry Form". The form includes a consent statement: "By providing my information and submitting this form, I give my permission for MOM'S MEALS to contact me." followed by a "Required Fields" section. Below this, there are input fields for "Health Insurance Company Name" and "Member ID #". At the bottom, there is a consent question: "Do you give consent to discuss the information on this form with your health plan?" with a "Yes" button. The MOM'S MEALS logo is in the top right corner.

Inquiry Form



MEDICALLY TAILORED MEAL COMMUNITY SUPPORTS REFERRAL PROCESS



*Mom's Meals sends an automated email confirming receipt of the inquiry and details regarding the process illustrated above. Referring party should verify that confirmation email is received.

**If a Nutrition Assessment or other form of documentation is required by member's Health Plan prior to receiving MTM services, Mom's Meals will attempt to contact member. This step can prolong MTM start date, if Mom's Meals is unable to reach member. Contracted Health Plans that require Nutrition Assessment: IEHP, HealthNet, CalViva, Community Health Plan of Imperial Valley.

REQUEST A SAMPLE COOLER

It's the best way to experience the great taste, quality and packaging your clients receive



"I received the sample meals yesterday. I have to tell you that I am impressed with the quality and taste. We would definitely recommend Mom's Meals to our customers and other agencies."
- Satisfied Case Manager



— **WHAT'S NEW WITH
MOM'S MEALS?**



**MOM'S
MEALS®**



**SINCE
1999**



MOM'S MEALS HUNGER CHALLENGE

Helping those in need by providing short-term access to home-delivered meals

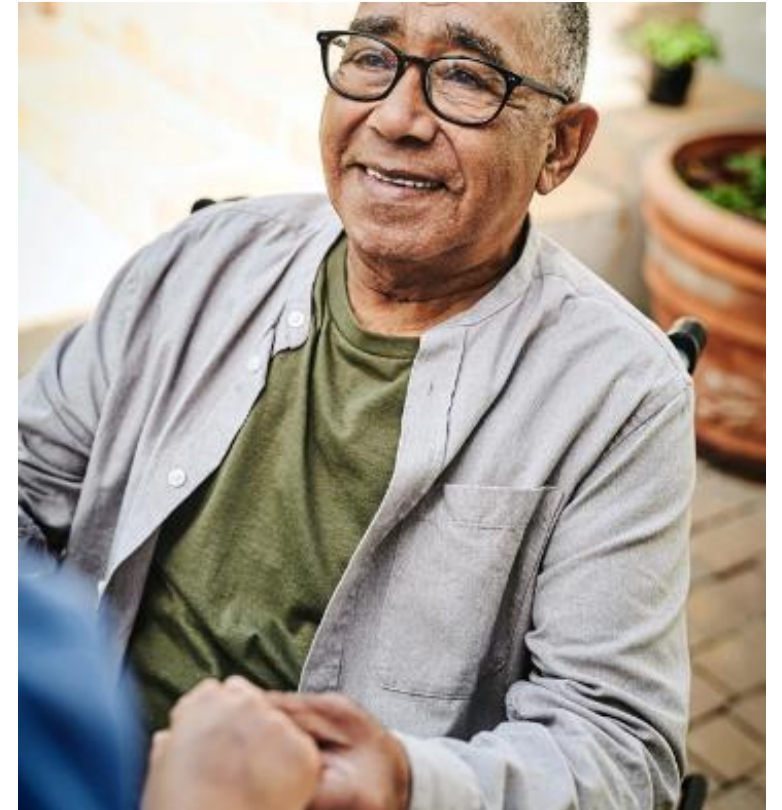
While the clients you serve may have access to food, many still suffer from some level of food insecurity, and with the holidays quickly approaching, this increases their risk even more.

Do you know someone in your community who is NOT eligible for Medicaid or home-delivered meals but is at risk of food insecurity?

Submit a request and Mom's Meals will donate a cooler of 14 meals from now through the end of the year to anyone not currently eligible for a meals benefit.



**Scan to learn more or
to submit a request**



Join us in this fight to help combat food insecurity. Together we can make a remarkable impact!



YOUR MOM'S MEALS SUPPORT



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