



FOOD FOR HEALTH

A DOHMEN PROGRAM



IMPACT REPORT

HEALTHY FOOD, HEALTHY PEOPLE: OUR MODEL IN REVIEW



2020

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A PEOPLE AND HEALTH-FIRST APPROACH TO REVERSING AND PREVENTING CHRONIC ILLNESS

Chronic illness has become dangerously common in the U.S. In 2020, Centers for Disease Control and Prevention (CDC) found over half of U.S. adults are living with a chronic disease and a quarter have two or more¹. Even worse, our enormous healthcare spend is not helping address the issue. The reality is chronic illness drives 85% of U.S. healthcare expenditures², and it still accounts for 70% of all U.S. deaths³. Change is desperately needed.

We're not afraid of change at The Dohmen Company Foundation. We've touched nearly every part of the healthcare supply industry in our 160+ years of business. We realized our efforts – particularly in pharma – weren't moving the needle enough. In 2018 we exited the industry and transitioned from a for-profit S-Corp to a not-for-profit philanthropic enterprise. Today we are singularly focused on reversing and preventing the damage caused by chronic illness.

We partnered with our local and like-minded friends at Common Ground Healthcare Cooperative (CGHC) and leveraged our unique experiences to transform nutrition research into tangible action. The result is Food For Health: a 24-week charitable service pilot program designed to help people realize the life-saving benefits of good nutrition and healthy behaviors.

You're about to read an overview of our pilot program and the impact it has made. After reading this, we hope you'll join us in reaching more neighbors!



Kathy Koshgarian
President
The Dohmen Company Foundation



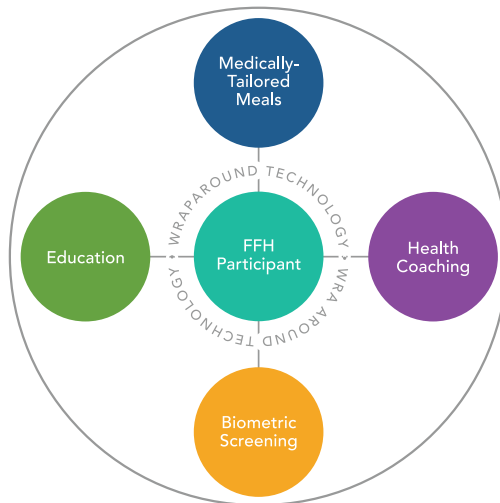
Rayna Andrews
Program Director
Food For Health



1. Boersma P, Black LI, Ward BW. "Prevalence of Multiple Chronic Conditions Among US Adults, 2018." *Preventing Chronic Disease*, 17 Sept. 2018, Vol. 17
 2. Holman, Halsted R. "The Relation of the Chronic Disease Epidemic to the Health Care Crisis." *ACR Open Rheumatology*, 3 Mar. 2020, Vol. 2,3
 3. Raghupathi, Wullianallur, and Viju Raghupathi. "An Empirical Study of Chronic Diseases in the United States: A Visual Analytics Approach." *International Journal of Environmental Research and Public Health*, 1 Mar. 2018, Vol. 15,3 431

PROGRAM OVERVIEW

Let's confront a reality: our decisions on what to eat, when to eat, how much to eat are nothing if not complicated. A program that offers clean meals is really nothing more than a diet. We know diet guidance alone is not sufficient to drive sustainable lifestyle change. The Dohmen Company Foundation created the Food For Health program to reverse and prevent the impact of chronic illness. In it's design, we aimed to take the guessing out of eating healthy and design a one-stop, wraparound-solution that includes: medically-tailored meals, health coaching, biometric screening, and education throughout the program duration.



Specifically, program participants received:

- 10 prepared, home-delivered meals per week
- Regular biometric screenings
 - Weekly: Weight, blood pressure and blood sugar
 - Quarterly: Lipid A1c
- Weekly health coaching, goal setting, support, and education
- Access to mobile app for program delivery, coaching support and educational materials

PARTICIPANT RECRUITMENT

To test our program, Food For Health partnered with like-minded insurer, CGHC, to deploy a 24-week pilot in the greater Milwaukee, WI area between October 2020 and April 2021.

The pilot consisted of 41 active participants, referred by CGHC with Type 1 and Type 2 diabetes (with or without complications) and met the following criteria:

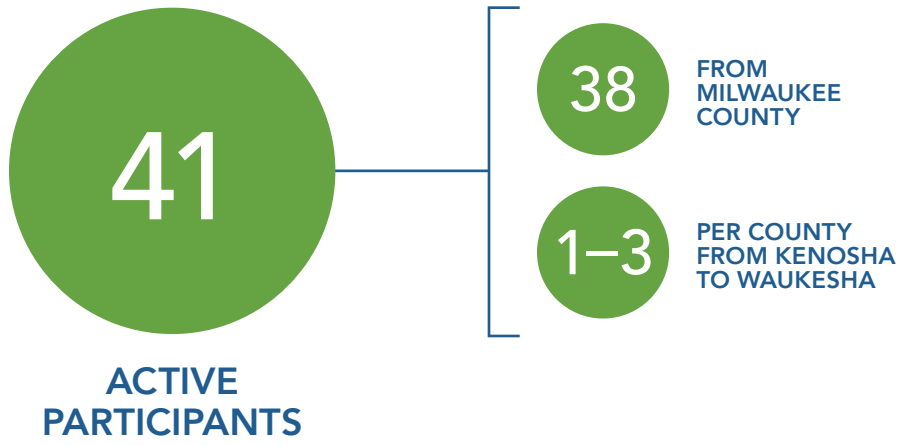


- Diagnosed with Type 1 or Type 2 diabetes
- Ages 18-63, 70+
- <200% of federal poverty level
- > 1-year tenure with CGHC
- English speaking
- No food allergies
- Access to smartphone and/or computer.
- Ability to store and prep food

PARTICIPANT & PROGRAM GOALS

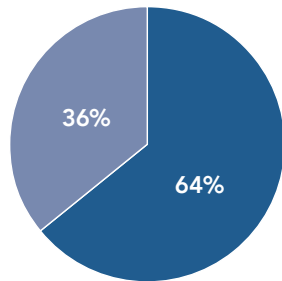
- Maintain all or reduce:
 - > Weight by 1 pound per program week
 - > Systolic and diastolic blood pressure by 5 points
 - > Fasting blood glucose to 80 to 130mg/dl (unless contraindicated by participant's provider)
- Have no diabetic-related ER visits during the program

PARTICIPANT DEMOGRAPHICS



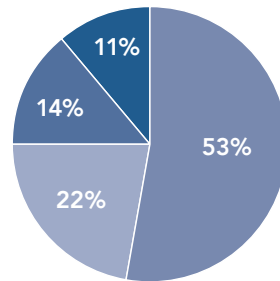
GENDER

Female
Male



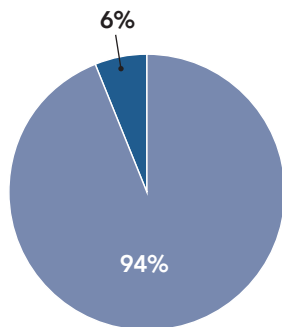
AGE

29-39
40-49
50-59
60-65



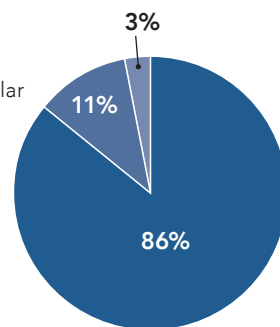
DIABETIC TYPE

Type 1
Type 2



COMORBIDITIES

Obesity
Cardiovascular
N/A



DATA COLLECTION

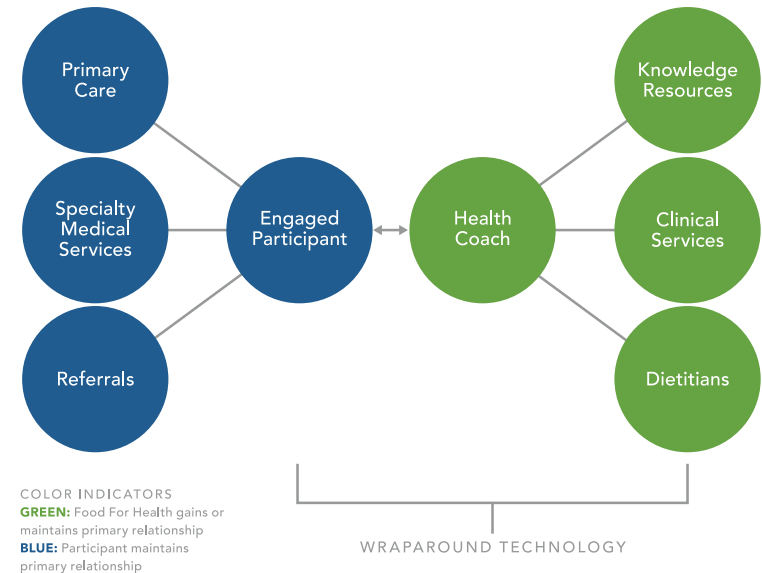
Program data was provided by participant's healthcare provider, Food For Health wellness coaches, or self-reported with technology provided in an at-home kit.

EVALUATION

Blinded, de-identified program performance data was monitored by the lead program implementation team weekly and included participation from both Food For Health and CGHC. A separate team evaluated the blinded, de-identified data upon program completion and all learning was verified by a third party (Vytal Health).

HEALTH COACHING

This pilot program leans in where others fall short by providing ongoing coaching, accountability, encouragement, and education. Mobile app technology was used to facilitate this entire process and designed to dovetail with a participant's existing healthcare experience. The chart below describes the primary interactions throughout the participant experience and the relationship with existing provider.



THE FOOD

Our recipes were developed in partnership with a dietitian and food-is-medicine-focused agencies to ensure appropriateness for the diabetic audience. All meals are medically tailored to meet the unique needs of our audience and delivered directly to their door; a necessary process as communities work to overcome challenges with equitable access to clean nutrition. Each meal is unique and delicious in its own right, but all follow a few guiding principles:



PROGRAM PARTNER

The Dohmen Company Foundation partnered with Common Ground Healthcare Cooperative (CGHC) to launch the 24-week Food For Health pilot with 41 CGHC members in need throughout the greater Milwaukee region. What was intended to just be a preventative health intervention through the power of food, served a dual purpose to also address an urgent community need for food due to the COVID-19 pandemic.

The partnership between The Dohmen Company Foundation and Common Ground Healthcare Cooperative seemed to be destined from the very beginning.

- First, our organizations shared in a mission match between both our philosophies and our organizational cultures who fundamentally believe in the power of food.
- Second, we share the same target audience. CGHC is a unique non-profit, member-governed health insurance company serving more than 54,000 members, primarily at or above the federal poverty level (FPL).
- Finally, from frontline staff to executive leadership, we all believe that food as medicine has the power to reverse chronic disease. All were willing to become activists in the movement to reduce the complexities and cost in the current healthcare system.

With this much alignment, it was a no-brainer for our organizations to chart this journey together. Our results prove what a fruitful decision that was!



CATHY MAHAFFEY
CEO, COMMON GROUND
HEALTHCARE COOPERATIVE (CGHC)

"CGHC is an intensively focused member-centric organization, and after meeting with the Dohmen team I knew that a partnership between our two companies would align nicely with our mission. It's been incredible working with such a like-minded organization with the mutual focus of helping people live better lives. I'm proud of what our teams have accomplished so far, and I look forward to further advancing this work and impacting more people along the way."



PROGRAM IMPACT

CREATING EQUITABLE ACCESS TO LIFE-CHANGING FOOD-IS-MEDICINE INTERVENTION

Program participants achieved notable improvements in their health indicators, including reduction in weight, blood glucose, HbA1c, blood pressure, and other positive health outcomes. Importantly, participants were also overwhelmingly positive about their experience—a critical metric for long-term adherence and actual real-world change.

Here are some highlights:

50% DECREASE IN DIABETIC-RELATED EMERGENCY DEPARTMENT VISITS

43% REDUCTION IN MEDICAL COSTS

For medical costs, the scale of savings is worth noting. In the six months prior to program kickoff, the pilot population incurred \$312,862 of medically allowed expenses (i.e. billed to their health insurance). In the six months after program start, this number reduced dramatically to \$178,927 for a total reduction of 43%.

PARTICIPANT SUCCESS STORIES



"This program is life changing. This is the first time I'm making my health a priority. I noticed a big change when I went to Kwik Trip the other day. Before the program I would have selected a breakfast sandwich, donut and soda. Now I grab a hard-boiled egg, fruit and unsweetened tea."

— KATEY L.



"Finally gave tofu a try and surprisingly really liked it."

— ROBERT B.



"I like the salads so much, I had one for breakfast!"

— RAEJEAN J.

PROGRAM OUTCOMES

Program participants reported great improvements in their overall health, vitality and quality of life. Biometric data was collected at the onset, midway and at the end of the program. In addition to seeing improvements to participant's biometric outcomes, many reported changes in their habits, like eating more fruits and veggies and getting more physically active, in addition to their medical providers noticing improvements in other areas such as vision and bodily pain. The collective biometric outcomes are as follows:

198 POUNDS OF TOTAL WEIGHT LOST

84% OF PARTICIPANTS LOST WEIGHT

> 40 = 0.4
35-39 = 0.3
30-34 = 0.2
25-29 = 0.1
< 25 = 0.1

POUNDS LOST PER WEEK
BASED ON INITIAL BMI

6.4 AVERAGE POUNDS LOST

2.6% AVERAGE BODY WEIGHT LOST

1.0 AVERAGE REDUCTION IN BMI

35% LOWERED BLOOD PRESSURE

5.7 AVERAGE REDUCTION IN GLUCOSE

PARTICIPANT SATISFACTION

PARTICIPANTS LOVED THEIR EXPERIENCE AND RESULTS

(results shown below are out of a possible five points)

OVERALL RATING	FOOD
4.25	3.8
COACHING	APP EXPERIENCE
4.4	4.1

As we are committed to quality assurance, we were also focused on participant experience through the pilot period. Program participants were surveyed midway through the program and at the end of the program to gauge their level of satisfaction with the medically-tailored meals, coaching, technology and overall program satisfaction. Making adjustments along the way, the final results above reflect a sensitivity to participant experience and an overall improvement in program deployment.

PARTICIPANT SUCCESS STORIES

"My optometrist said my eyesight has improved and it is likely due to my lowered A1c thanks to this program."

– LAURIE B.



"I've lost 20.6 lbs since I started the program. My doctor reduced my blood pressure medication dosage because I'm doing so well."

– PAT L.



"I really liked the variety, and the program has allowed me to try new foods."

– JACOB P.



FUELING THE FUTURE

Chronic disease is draining our society and killing our families. An unbelievable 70% of U.S. deaths attributed to chronic disease (1.7M) in 2019¹. In Milwaukee County, where the core of our work takes place, the percentage is even higher (76%)². The most painful statistic is that 40% of premature deaths due to chronic disease could have been avoided with a healthier diet and a little movement³.

OUR MISSION IS TO REVERSE CHRONIC DISEASE WITH OUR PEOPLE-CENTERED, MEDICALLY-TAILORED MEAL PLAN

With our Food For Health program we can reverse and prevent most chronic disease through a people-centered, medically-tailored meal program. The results observed during our initial pilot with Common Ground Healthcare Cooperative add further support to the already exhaustive body of work that demonstrate the impact of medically tailored meals. To be frank, the work ahead isn't focused on re-proving these facts—it's focused on scalable action so we can start making real sustainable change in our communities.

Food For Health is saving and transforming lives. We are helping individuals live longer, have more vitality, reduce chronic pain and see more birthdays celebrated with family and friends. Income and zip code should not dictate an individual's quality of life. Our intervention not only reverses chronic illness, it also addresses food security and access. Our goal is to ensure vulnerable populations across Wisconsin have access to healthy and safe food through our program. In our phase II pilot, we raised the stakes focusing on personal participant engagement, consistent collection of biometric data and pressure testing the systems to ensure we are culturally sensitive, meeting participants where they are and making significant progress at whatever stage their health journey begins.

Simply put, Food For Health is prevention through nutrition. At our core, we're focused on being a best-in-class solution evidenced by our tailored, measured and optimized impact. We realize we cannot do this alone. There are far more people who need our service than who we are currently impacting. We invite you along this journey of growth to reach more people, more families and to help our neighbors celebrate more birthdays.

If you want to work with, participate or support us in transforming lives, please contact our Food For Health Program Director, Rayna Andrews.




RAYNA ANDREWS
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1. Raghupathi, Wullianallur, and Viju Raghupathi. "An Empirical Study of Chronic Diseases in the United States: A Visual Analytics Approach." *International Journal of Environmental Research and Public Health*, 1 Mar. 2018, Vol. 15,3 431
2. "Milwaukee County 2018 Health Compass Report." Health Compass Milwaukee, www.healthcompassmilwaukee.org/indicators/index/dashboard?alias=chronicdisease.
3. Paula W. Yoon, ScD¹, Brigham Bastian², Robert N. Anderson, PhD², Janet L. Collins, PhD³, Harold W. Jaffe, MD⁴. "Potentially Preventable Deaths from the Five Leading Causes of Death – United States, 2008-2010." *Morbidity and Mortality Weekly Report*, 2 May 2014, Vol. 63,17



FOOD FOR HEALTH

A DOHMEN PROGRAM

HEALTHY PEOPLE
POWERING
HEALTHY COMMUNITIES

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