# Assess Patient Demographics and Utilization Trends to Determine Program Need

## Purpose
- Demonstrate market demand for integrated behavioral health services
- Guide program development discussions and pilot site selection

## Suggested Audience
- Primary care practice managers
- Primary care or population health strategic leadership

## Type of Tool
Cheat sheet of recommended assessment criteria

## When to Use
- Initial program development and early planning stages
- Repeat exercise on an annual basis to inform goal setting and program targets

## Additional Resources from PHA
The **Behavioral Health Workforce Analysis** presents market-specific data on behavioral health condition prevalence and practitioner density for various types of behavioral health providers. The analysis draws from the nation’s largest practitioner-level medical claims dataset, recognized as the industry standard.

## Primary Care Practice-Based Needs Assessment: Recommended Criteria

### Patient Demographics
- **Access to primary care**
  - Time to next scheduled appointment
  - Avg. commute time to PC office
  - % patients with reliable transportation
- **Access to social services**
  - % patients with stable, affordable housing
  - % patients with full/part-time employment
  - % patients who struggle to financially meet health care needs
- **Health insurance status**
  - Medicare
  - Medicaid
  - Commercial
  - Self-pay
- **Patient activation**
  - Avg. score in assessment of patient knowledge, skill, confidence to self-manage health
  - Avg. score in assessment of patient’s ability/willingness to comply with mutually agreed-upon care plan

### Disorder Prevalence
- **Behavioral health disorder prevalence**
  - Volume of patients with positive screen for mental health condition
  - Volume of patients with positive screen for substance abuse disorder
  - Rate of comorbid mental and physical health diagnosis
- **Behavioral health medication management**
  - % patients receiving antidepressants, mood stabilizers, or antipsychotics
  - % patients receiving sedative-hypnotic drugs (e.g. Ambien)
  - % patients receiving opioid management for chronic pain
  - % patients receiving long-term substance abuse tx medication

### Workforce Availability
- **Provider density**
  - Psychologists, therapists, counselors
  - Behavioral health social workers
  - Psychiatrists
  - Behavioral health NPs and PAs

### Utilization Trends
- **Primary care utilization**
  - Annual volume of individuals seen in the primary care practice
  - Annual volume of patient visits
  - Annual volume of individuals who visited the emergency department (ED) within the last 12 months from the primary care practice
  - Annual volume of emergency room visits for patients seen in the primary care practice
  - Annual volume of patients seen in the primary care practice subsequently admitted to the hospital

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1) Number of providers per 1,000 patients.