



Family Nutrition Center of South Florida Medical Nutrition Therapy Works

*"The doctor of the future will no longer treat the human frame with drugs, but rather will cure and prevent disease with nutrition."
Thomas Edison*

Today's Reality

- One-third of U.S. population are obese which amounts to \$160 Billion a year in additional healthcare costs
- Few healthcare providers report using Body Mass Index (BMI) for assessing overweight and obesity
- Many healthcare providers feel uncomfortable discussing weight with patients
- Many health insurers do not pay for obesity prevention and treatment services

Tomorrow's Vision

- Controlling and reversing obesity trends
- All healthcare providers have a standard practice for prevention, screening, diagnosis and treatment of overweight and obesity
- Healthcare providers are trained in and offer counseling and behavioral support for weight management
- Obesity prevention services are considered a core benefit and insurance plans include incentives for healthy weight

Nutritional Counseling Works

Research has shown the cost-effectiveness of Medical Nutrition Therapy (MNT) performed by Registered Dietitians

- Diabetics – 9.5% reduction in hospital utilization and 25.4% reduction in physician visits
- Cardiovascular disease – 8.6% reduction in hospital utilization and 16.9% reduction in physician visits
- Weight Loss – MNT provided over 12 months has proven to yield significant mean weight loss of up to 10% of body weight with maintenance of this weight loss beyond one year
- Diabetes – MNT provided over three to six months reported reductions of A1C from 0.25% to 2.9% with sustained improvements in A1C at twelve months or longer.

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Overview: Family Nutrition Center of South Florida (FNC), which was founded by Lucille Beseler MS, RD, LD/N, CDE, provides nutrition and wellness services throughout Florida. She is past president of the Florida Dietetic Association and is on the national board of the Academy of Nutrition and Dietetics.

Medical Nutrition Therapy (MNT) Study: FNC provides MNT to hundreds of patients each year. FNC randomly selected 119 patient charts for MNT services provided over the past two years. Each patient's vitals were observed during each session with Lucille and her team. These vitals include: Weight, BMI, Blood Pressure, Hemoglobin A1c, and Fasting Blood Sugar.

Results: Ninety-Five percent or 113 of the 119 patients showed a reduction in each of the vital signs measured. As highlighted in the table below, the patients experienced significant reductions across all vitals measured. Furthermore, the over 20% reduction in hemoglobin A1c and nearly 35% reduction in fasting blood sugar (glucose) shows the significant impact MNT has on controlling and managing diabetes.

Vital	AVG Initial	AVG Final	AVG Δ	% Δ
Weight	216 lbs	204 lbs	-12 lbs	-5.6%
BMI	35.0	33.1	-1.9	-3.0%
Blood Pressure (sys)	151 mmHg	142 mmHg	-10 mmHg	-6.6%
Blood Pressure (dia)	85 mmHg	78 mmHg	-7 mmHg	-8.2%
Hemoglobin A1C	8.4 %	6.7 %	-1.7 %	-20.2%
Fasting Blood Sugar	178* mg/dL	116 mg/dL	-62 mg/dL	-34.8%

Cost Savings:

BMI - A slight decrease in BMI (1 point) is associated with a \$202.30 decrease in medical and pharmaceutical claims costs over one-year.

Blood Pressure - Overall economic burden of illness to employers was higher for hypertension than for nine other conditions — \$392 per eligible employee per year.

Diabetes Management - One glucose management study showed that for every 1% decrease in A1c, there is approximately a \$820 savings per year per person.

Based on the results from the FNC MNT study, the annual cost savings for patients receiving MNT from FNC is estimated to be over \$2,100.

Vital	AVG Δ	Cost Savings (per person per year)	
BMI (Weight)	-1.9	\$202.30 per point	\$385
Blood Pressure (sys/dia)	-6.6%/ -8.2%	\$392 per person	\$392
Diabetes	-1.7% A1c	\$820 per 1%	\$1,394
Total			\$2,171