

ANNUAL REPORT 2018 AND 2019

*Haymarket Center*

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# Hope Starts Here

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Haymarket Center is the Midwest's most comprehensive community-based provider of substance use and mental health treatment, battling one of our region's most devastating health problems.

## WHY WE GET RESULTS

From experience we know that our best hope for patients struggling with substance use disorders is to provide treatment solutions that are immediately available, comprehensive, and focused on the whole person.

**We lead with access.** With our open access system, patients can call us 24/7—or walk in—to be welcomed into same day treatment.

**Our residential treatment capacity is large.** We offer residential treatment to men and women day and night.

**Our program is comprehensive.** In fact it is the most comprehensive of any community-based treatment provider in the area, addressing mental health and primary health conditions along with substance use disorders, utilizing proven effective interventions.

**Haymarket Center is among the very few Illinois providers of community based medication assisted treatment (MAT) offered across all programs.** Our recovery homes are among the few that welcome individuals on MAT.

**No one is turned away due to inability to pay.**

**We embrace families.** We provide residential treatment programs for mothers where their children up to age 5 can stay with them. We help couples. Our programs support fathers to reunite with their families through our research-based programs.

**We stick with patients for the long run.** Patients finishing treatment are vulnerable, and often this is when the real work begins. Haymarket Center's trained recovery coaches assist patients for an entire year.

**Our over 130 recovery home beds provide supervised transitional settings** for men, women, and women with young children.

**These solutions are not quick and easy.** We are committed to supporting our patients and their families for the long term, providing recovery support—including transitional housing—to prevent future cycles of recidivism that too often burden patients seeking help.

## CLARION VISION

Since our inception, Haymarket Center has treated addiction as a complex medical disorder. The majority of our patients have multiple underlying health and mental health conditions. This fundamental perspective continues to guide Haymarket Center in pioneering behavioral health programs that are gender responsive, culturally appropriate and population specific.

With the need for effective care so pressing, Haymarket Center is a leader in fighting the opioid and substance use epidemic in our region. Year after year, we continue to demonstrate excellence in facilitating long term recovery, with the emphasis on a comprehensive approach to create lasting, cost-effective results.

Haymarket is currently one of the only treatment centers in Illinois that offers all levels of care as defined by the American Society of Addictions Medicine (ASAM). As Haymarket expands, we will assure that patients not only receive expert behavioral health treatment, but also have access on site to primary health care, clinical laboratory, and pharmacy services. To promote recovery, Haymarket will continue to expand transitional residential care, recovery coaching, education and employment services, case management, and family counseling. Our overarching goal, reflected in each of our programs, is to help our patients address social determinants of health and to re-integrate with family, community and work life.

“

**We serve patients often failed by other settings—including patients who are homeless and indigent.**

”

Dr. Dan Lustig  
Haymarket Center CEO





**DEAR FRIENDS,**

Never before has the need been so dire for effective solutions to opioid dependence, substance use disorders and mental health conditions. With four decades of leadership in substance use treatment and mental health care, we are proud of our key role in providing life-saving and life-changing treatment for 12,000 patients annually across Illinois and beyond.

We guide Haymarket Center's treatment, recovery, teaching and research programs with an optimism based on years of wisdom and experience.

Even at this very critical time when rising opioid-related death tolls continue to make news, our many friends, donors, volunteers, partners and supporters share our optimism. They see how the tenacious Haymarket Center commitment to excellence extends across each phase of treatment and recovery.

Moreover, they see that the Haymarket Center offers care to all in need, regardless of ability to pay, including some of the region's most disadvantaged residents.

Our board and staff would not have it any other way.

Thank you for being interested in the solutions we offer—research-based, state-of-the-art, family-oriented, and most important, long range in duration.

We thank you for joining with us in recognizing that Hope Starts Here at Haymarket Center.

Sincerely,



Dr. Dan Lustig  
*President and  
Chief Executive Officer*



Honorable Lee A. Daniels  
*Board Chairman*





**FEATURED  
PROGRAM**

## **Recovery Coaching for Long Term Results**

As patients progress from detox to treatment and then back to the community, they remain at very high risk for relapse. One of the proven ways Haymarket Center supports patients to succeed in the long run is through evidence-based recovery coaching.

“  
Haymarket Center presents a clear alternative to the alarming episodes of emergency care and attempted rescue that have become all too common.

”  
Dr. Michael Baldinger,  
*Haymarket Center Medical Director*

**RECOVERY PLANS TYPICALLY  
ADDRESS NINE LIFE DOMAINS  
INCLUDING:**

- 1** Recovery from substance use
- 2** Independent living and financial management
- 3** Employment and education
- 4** Relationships and social support
- 5** Medical health
- 6** Leisure and recreation
- 7** Independence from legal problems and institutions
- 8** Mental wellness
- 9** Spirituality

Haymarket Center adds a tenth domain:

- 10** Recovery from HIV risk behaviors

### **PROVEN RESULTS**

Research completed at Haymarket by external investigators shows that supporting patients with recovery coaching for a full year is, in fact, highly cost-effective due to outstanding results.

Independent evaluation of a SAMHSA-funded intervention providing recovery coaching for 455 adult men with substance use disorders for one year showed:

- 87% reduction in substance use
- 64% decrease in mental health symptoms
- 91% reduction in criminal activity
- 74% increase in clients employed.

### **THE MODEL**

The recovery coaching program uses peer coaches, trained and supervised by Haymarket Center, who have lived experience with substance use. These peers work individually with patients to help them acquire the resources and skills they need to sustain recovery over time.

Recovery coaching is one of the least expensive and most cost-effective components of the continuum of care provided to Haymarket Center patients. Paradoxically, until this year, recovery coaching services were not covered by private insurance or Medicaid, so Haymarket Center used grants and contributions to fund this intervention. Due to the successes demonstrated by Haymarket Center, combined with our advocacy work in Springfield, the state's new Medicaid behavioral health demonstration includes funding for recovery coaching. Haymarket Center is currently a demonstration site for this pilot initiative.



**FEATURED  
PARTNERSHIP**

## **Linking Cook County Health Patients To Treatment**

Haymarket Center collaborates with public and private partners to assure that high risk patients receive the high quality comprehensive behavioral health treatment resources that are critical to a thriving economy.

With federal funds issued through the state's office of Substance Use Prevention and Recovery, Cook County Health invited Haymarket Center to bring a team of recovery coaches right on site within the emergency room to help patients who have an opioid use disorder to enter a comprehensive treatment program. A team of five Haymarket Center recovery coaches work hand-in-hand with Cook County Health clinicians within the emergency room to serve patients coming to the hospital due to opioid use.

"We know how and when to approach patients with motivational interviewing techniques that encourage them to consider treatment. No matter what their situation, we welcome them and respect their effort to attempt a life-changing course," describes Aesha Muhammad, the program's supervisor who has almost two decades of experience at Haymarket. Every month, the Haymarket Center recovery coach teams accompany patients discharged from the Cook County Health emergency room, all with life-threatening addictions, to nearby treatment resources, including to Haymarket Center.

Due to the success of the program for patients using opioids, Cook County Health hopes to partner with Haymarket Center to expand its program on site to encourage patients with alcoholism to enter treatment. Alcoholism is the most prevalent substance use disorder encountered in Illinois emergency rooms.

“

Our partnership with Cook County Health is emblematic of the public-private partnerships that make smart, patient-centered use of resources to help engage patients in need of help.

”

Kenyatta Cathey

*Haymarket Center Vice President of Clinical Services*

“

Our collaboration with Haymarket Center provides effective support to help patients seamlessly enter treatment following an emergency room visit related to their substance use.

”

Juleigh Nowinski Konchak, MD, MPH

*Cook County Health and*

*Haymarket Center Leadership Circle Member*

## FINANCIAL HIGHLIGHTS

### REVENUE

|                                     | 2019                | 2018                |
|-------------------------------------|---------------------|---------------------|
| Medicaid & Commercial Insurance     | \$9,014,342         | \$8,136,790         |
| Government Grants & Contracts       | \$12,656,886        | \$14,042,537        |
| Foundation Grants & Private Support | \$1,311,048         | \$798,397           |
| Client Fees & Other                 | \$694,513           | \$482,575           |
| <b>Total Revenue</b>                | <b>\$23,676,789</b> | <b>\$23,460,299</b> |

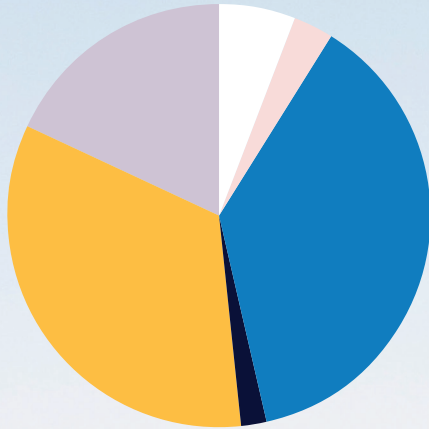
### EXPENSE

|                         |                     |                     |
|-------------------------|---------------------|---------------------|
| Program                 | \$18,742,629        | \$18,937,382        |
| Administration          | \$3,800,287         | \$3,671,965         |
| Development & Expansion | \$518,231           | \$297,301           |
| <b>Total Expense</b>    | <b>\$23,061,147</b> | <b>\$22,906,648</b> |

### OPERATING SURPLUS

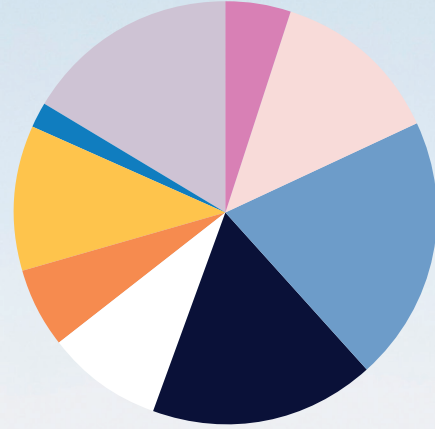
\$615,642                      \$553,651

### SOURCES



|     |                                     |
|-----|-------------------------------------|
| 38% | Medicaid & Commercial Insurance     |
| 34% | State Grants & Contracts            |
| 18% | City & County Grants and Contracts  |
| 6%  | Foundation Grants & Private Support |
| 3%  | Client Fees & Other                 |
| 2%  | Federal Grants                      |

### USES



|     |                               |
|-----|-------------------------------|
| 20% | Women's Residential Treatment |
| 17% | Men's Residential Treatment   |
| 16% | Administration                |
| 13% | Medical Detox                 |
| 11% | Specialty Programs            |
| 9%  | Recovery Homes                |
| 6%  | Outpatient Treatment          |
| 5%  | Intake & Care Coordination    |
| 2%  | Development & Expansion       |



“

**Haymarket Center eliminates access barriers, which is critical for effectively fighting the opioid epidemic.**

”

Jay Bhatt, MD  
*Chief Medical Officer, American Hospital Association  
and Haymarket Center Leadership Council member*

“

**Achieving long term results is central to the Haymarket Center approach. We need to help people maintain recovery to break the disheartening cycle of recidivism.**

”

Erin Lavin Carbonargi  
*Managing Director, URBAN ReSOLVE,  
and Haymarket Center Board Member*

“

**Visiting Haymarket Center, I saw their values come alive. Haymarket Center focuses on the ‘whole person,’ recognizing the effects of trauma and social determinants in their approach to treatment and recovery.**

”

Nneka Jones Tapia, Psy.D  
*Leader in Residence at Chicago Beyond  
and Haymarket Center Leadership Council member*

## **COST EFFECTIVENESS CAPSULE**

The cost of comprehensive treatment at Haymarket Center pales compared to the costs borne by the criminal justice and health systems that are not positioned to address opioid use disorders as well as underlying other substance use disorders, mental health conditions and social issues. Haymarket Center’s gift to its communities is that it fills this void using fewer public resources.

Haymarket Center’s high quality, comprehensive services come at a significantly lower cost than hospital or jail settings. Haymarket clients in Fiscal Year 2018 had more than \$58 million in utilization costs during the year prior to entering treatment, most of which were hospitalization costs. The total cost of their criminal justice involvement was over \$126 million.

These figures are astonishing – especially in comparison to the level of funding for substance use disorders treatment in Illinois, where the federal block grant to Illinois for treatment is only \$67 million.

**Haymarket Center’s external evaluators from Lighthouse Institute collected data describing the health care utilization and criminal justice involvement of 3,327 patients treated at Haymarket Center in fiscal year 2018. Their conclusions point to the high financial cost of untreated addictions.**



# Haymarket Center Leadership

Supported by an expert, committed voluntary Board of Directors and Leadership Council, Haymarket Center works to stay ahead of the curve to offer hope to families and solutions for communities.

## HAYMARKET CENTER BOARD

**Honorable Lee Daniels**, Chair

**Michelle Andreoli**, MD

**Erin Lavin Cabonargi**

**Stephen L. Davis**

**Tanya Davis**

**Harmony Harrington**

**Dan Lustig**, PsyD, CAADC, MISA II

**Jerry Masterson**

**Matt Powers**

**Susan Rose**, PhD

**Joseph Stack**

**Thomas J. Stack, Jr.**

## LEADERSHIP COUNCIL MEMBERS

In the spring of 2019, Haymarket Center hosted an inaugural event for its Leadership Council, a group of highly talented, committed volunteers who are passionate about improving opportunities for patients with substance use and mental health conditions. These volunteers, with expertise spanning multiple sectors, have been recruited to support the work of the board and executive team.

### **Sonia Bhagwakar**

Associate General Counsel,  
Presence Health

### **Jay Bhatt**, MD

Senior VP and CMO, American Hospital  
Association, President & CEO HRET

### **Jim Bolin**

First Vice President (Retired), Merrill Lynch

### **Colleen Burns**

Assistant Director, Examination Resources

### **Chelsy Castro**, JD, MA, MSW, LCSW

CEO/Founder, Castro Jacobs  
Psychotherapy and Consulting

### **Michael Flood**

Sales/Business Development, Flood  
Brothers Disposal, and Recycling

### **Jack Hartman**

President, SDI Presence

### **Ed Heil**

President, E.F. Heil

### **Susan Heil**

Activist, and Philanthropist

### **Amanda Hirsh**

Principal, Amanda Hirsh Consulting

### **Juleigh Nowinski Konchak**, MD

MAT Collaborative Lead, Cook County  
Health & Hospitals System

### **Tom Marcucci**

Director, Gonnella Baking Co.

### **Jack McCarthy**

Partner (Retired), K & L Gates

### **Stacey McCullough**

Of Counsel, Mirabella, Kincaid, Frederick &  
Mirabella, LLC

### **Thomas McElroy II**

Principal, and CEO, Global Solutions

### **Mia McPherson**

Principal Attorney, The Law Offices of Mia  
S. McPherson, P.C.

### **Michael Meagher**

Senior Vice President, James McHugh  
Construction Co.

### **Daniel Nudelman**

JD, Counsel, Perkins Cole

### **Kim Walz Obando**

Regional Director, Government  
Relations, Walgreens

### **Peter O'Brien Sr.**

President, MADO Management

### **Cheryl Potts**

Executive Director, The Kennedy Forum

### **Chris Robling**

Principal, Clearspan Strategic, LLC

### **Kelly Suzanne Saultsberry**

Director of Policy and Outreach, Chicago  
Commission on Human Relations

### **Daniel Sullivan**, MD

Chief Medical Officer, Elmhurst Hospital

### **Terrence Swade**, MD

Endocrinologist, Advocate Medical Group

### **Nneka Jones Tapia**, PhD

Executive Director, Chicago Beyond

### **Diana Uchiyama**, JD, PsyD

Executive Director, Illinois Lawyers'  
Assistance Program

## EXECUTIVE TEAM

### **Dan Lustig**, PsyD, CAADC, MISA II

Chief Executive Officer

### **Karen Kissel**

Senior Executive Vice President

### **Don Musil**

Executive Vice President

### **Jeffrey Collord**

Vice President of Operations

### **Kenyatta Cathey**, LOPC, CADC

Vice President of Clinical Services

### **James Baldwin**, CPA

Chief Financial Officer

### **Samuel Provenzano**

Vice President of Development

### **Michael Baldinger**, MD

Medical Director

*For inquiries about supporting the Haymarket Center mission, please contact Sam Provenzano, [sprovenzano@hcenter.org](mailto:sprovenzano@hcenter.org).*