



The *Healthy Hospital Initiative* helps hospitals establish 100% tobacco-free campuses, provide comprehensive cessation support, and build tobacco-free communities.



HHI TOBACCO CESSATION WORKSHEET

The cost to implement a 100% tobacco-free campus wide policy is unique to each hospital. The following worksheet will help to estimate potential costs as well as provide additional insight to consider throughout the implementation process.

Step 1: Enter number of employees.

How many people do you employ?

Step 2: Calculate the approximate number of tobacco-users in your workforce.

Multiply number of employees by the estimated percentage of tobacco-users in NC (22.6%)^{*}.

X 0.226 =

Step 3: Calculate the approximate number of tobacco-users who want to quit.

Multiply number of tobacco-users by 70%. According to the Centers for Disease Control (CDC), at least 70% of tobacco-users have some desire or intention to quit.

X 0.70 =

Step 4: Calculate likely number of tobacco-users who are ready to quit.

Most tobacco-users want to quit, however only 30% are ready to quit. Multiply number of tobacco users who want to quit by 30%.

X 0.30 =

Keep in mind that others will be moving closer to quitting but might not be ready and will be further motivated once the policy is implemented.

Step 5: Calculate likely number of tobacco-users who will use resources¹.

¹ This number is based on several assumptions 1) that you heavily promote the cessation benefits available and the benefits of quitting (in-house newsletter to employees, flyers in all employee areas, announcements about quitting and who to call, CEO letter to all employee informing cessation benefits and resources available in the hospital, community, and the NC Quitline at 1 800 784 8669 available 7 days a week, from 8:00 a.m. to midnight, specialists available to coach you through the quitting process and call you back once you set your quit date, send materials, etc.; 2) you heavily promote the fact that 'cold turkey' only works for about 8% of people, and that by using quitting medications and getting counseling you will DOUBLE your chances of quitting successfully; 3) you provide at no-cost, two rounds of NRT; or Chantix/varenicline; and/or Zyban. 4) For all those wanting to quit, counseling will be made available on work-time at no cost, and access to the quitline, and information will be provided about community resources.



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Even when resources are made available for free, it is very difficult to persuade people to use those resources. Multiply number of tobacco users who are ready to quit by 15%.

_____ X 0.15 = _____

Step 6: Calculate potential costs for medications.

Assuming a budget of approximately \$100 for medications per employee, multiply number of tobacco-users who will use resources by \$100.

_____ X \$100 = _____

Keep in mind that these costs will be a one-year expense. Currently the cost of each tobacco-using employee is approximately \$3500 per year. This cost accumulates year after year.

Step 7: Calculate total costs.

Add all additional costs.

<i>Total medication costs (from above)</i>	_____
<i>Staff training</i>	_____
<i>Promotional signage</i>	_____
<i>Access to cessation counseling</i>	_____
<i>Access to NC Quitline</i>	_____

<i>Total costs</i>	_____

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