

Financial Benchmarks

**National Trends
AVAILABLE
NOW!!**

Health Center Industry-Specific Data from Capital Link

Capital Link's Data Resources Group provides **State Financial Trends Reports** for PCAs with up to 4-year state wide financial trends based on most recent audited statements of participating health centers. To date, we have worked with more than 29 PCAs on various data projects! **It's time to update the database with 2005 financial trend data.** Contact us today to have your state included or to obtain a list of PCAs that have completed work with us!!

Each participating PCA will receive:

- ◆ An aggregate state report on its members' financial trends

Each participating member health center will receive:

- ◆ A personalized report comparing that health center to the statewide trends (*only available through PCA participation*)
- ◆ Key financial ratios with ratio definition, formula and Capital Link recommended benchmarks

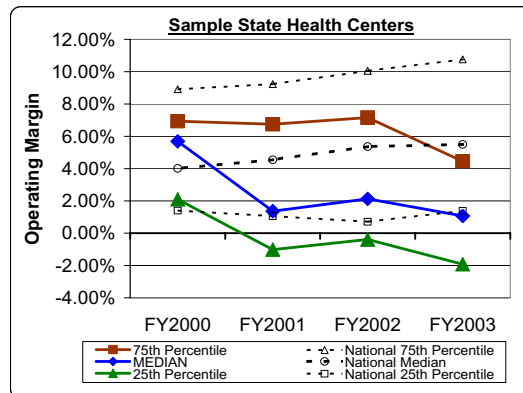
Comparison to national benchmarks is also available!

Why Should My PCA Participate?

- ◆ Great advocacy tool!
- ◆ Access valuable benchmark data
- ◆ Help CHC members improve financial performance & plan for capital needs
- ◆ Keep up-to-date financial information
- ◆ Provide state data to your members
- ◆ Provide lenders/grant funders with useful information

Sample State Aggregate Graph with National Comparison

(State information only available with PCA participation)



	FY2000	FY2001	FY2002	FY2003
Sample Size	16	19	18	17
75th Percentile	6.93%	6.74%	7.16%	4.46%
Median	5.68%	1.36%	2.12%	1.07%
25th Percentile	2.10%	-1.01%	-0.39%	-1.92%

	FY2000	FY2001	FY2002	FY2003
Sample Size	320	325	295	211
National 75th Percentile	8.91%	9.23%	10.05%	10.76%
National Median	4.01%	4.55%	5.37%	5.50%
National 25th Percentile	1.40%	1.06%	0.71%	1.39%

How financially stable are your health centers? Provide your members with individual reports compared with state and national benchmarks!!! (Median and 25th & 75th Percentiles for each ratio)

13 Key Financial Ratios

Profitability Ratios

- ◆ Operating Margin
- ◆ Bottom-Line Margin

Growth Rates

- ◆ Operating Revenue Growth
- ◆ % Change in Net Patient Service Revenue
- ◆ % Change in Grants & Contracts
- ◆ Operating Expense Growth

Liquidity Ratios

- ◆ Current Ratio
- ◆ Days in Net Patient Receivables
- ◆ Days in All Receivables
- ◆ Days in Accounts Payable
- ◆ Days Cash on Hand

Debt Capacity Ratios

- ◆ Leverage
- ◆ Debt Service Coverage

Contact us to include your state in the most recent Financial Benchmarks & SAVE!

Save 5%

Combine any two data resource services to receive a 5% discount!!

Save 10%

Order all three data resource services or update any report and receive a 10% discount !!!

Includes Financial Trends Analysis (*with state information only or add national data to the statewide and individual health center reports for an additional fee*), Statewide Economic Impact Analysis & Capital Needs Survey. (*see reverse for descriptions*)



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Additional Data Resources

Health Center Industry-Specific Data from Capital Link

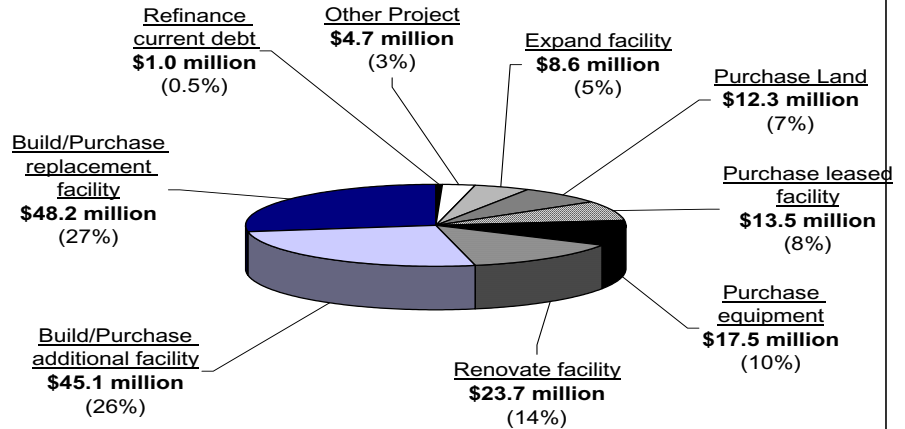
State Capital Needs Report

State Capital Needs Report

Report with summary of participating health centers' aggregate capital needs by project type, project priorities and technical assistance needs. The sample graph illustrates overall potential need by category for a single state. **Great advocacy tool for demonstrating need for State and local capital investments in health centers.**

Many PCAs combine this report with Capital Link's Financial Trends Analysis! Doing so allows a debt capacity assessment of the health centers as a group to determine the combination of debt and non-debt sources that will be needed to fund the capital needs. **States can also use this information to develop financing programs!!**

Sample State Health Centers
Capital development costs by project category,
projected for 5 years as of 2004*



Statewide Economic Impact Analysis Report

How can my PCA use a Statewide Economic Impact Analysis?

- ◆ Educate decision-makers on dual roles of health centers:
 - as important service providers AND
 - as engines for economic development
- ◆ Quantify your health centers' economic impact and track impact over time as health centers expand their reach
- ◆ Advocate for economic development-related funding for health centers
- ◆ Advocate for workforce development funding
- ◆ Give your health centers a tool for advocacy at the local level

Statewide Economic Impact Analysis

Utilizes economic modeling techniques to determine the economic impact of health center business operations on their communities. Demonstrates that an investment in health centers is an investment in the community. Also includes sections on the PCA and health centers' mission, services, challenges and opportunities and methodology. Each participating health center also receives a complimentary baseline economic impact profile report, which includes a summary of the economic impact of the health center's business operations on its community. Reports may be tailored to meet the PCA's specific needs.



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