

The Value and Impact of XYZ Primary Care Association

Two **XYZ Primary Care Association** health centers provide tremendous value and impact to the communities they serve, including **CARE FOR VULNERABLE POPULATIONS, SAVINGS TO THE SYSTEM, ECONOMIC STIMULUS,** and **STATE-OF-THE-ART PRACTICES** and **INTEGRATED CARE** with a focus on **MANAGING CHRONIC CONDITIONS, PREVENTIVE CARE,** and **QUALITY HEALTH OUTCOMES.**

This report highlights their **2019 savings and contributions.**

SAVINGS TO THE SYSTEM

24%
LOWER COSTS
FOR HEALTH CENTER
MEDICAID PATIENTS



\$85 Million
SAVINGS TO THE
OVERALL HEALTH
SYSTEM

\$61 Million
SAVINGS TO
MEDICAID

ECONOMIC STIMULUS



467
TOTAL JOBS

267
HEALTH CENTER JOBS

200
OTHER JOBS
in the community



\$53 Million
TOTAL ECONOMIC
IMPACT of current
operations

\$27 Million
DIRECT HEALTH
CENTER SPENDING

\$26 Million
COMMUNITY
SPENDING



\$7.7 Million
ANNUAL TAX
REVENUES

\$2.2 Million
STATE & LOCAL TAX
REVENUES

\$5.6 Million
FEDERAL TAX REVENUES

CARE FOR VULNERABLE POPULATIONS



45,859
PATIENTS SERVED

96% of patients
are **LOW INCOME**

57% of patients
identify as an **ETHNIC
OR RACIAL MINORITY**

0% of patients are
**AGRICULTURAL
WORKERS**

151,937
PATIENT
VISITS

1%
4-YEAR PATIENT
GROWTH

12,494 of patients
are **CHILDREN &
ADOLESCENTS**

1% of patients
are **VETERANS**

4% of patients are
HOMELESS

INTEGRATED CARE



42,302 patients received **MEDICAL** care



1,093 patients received **DENTAL** care



4,916 patients received **BEHAVIORAL HEALTH** care



1 patients received **VISION** care



1,389 patients received at least one **ENABLING SERVICE** to overcome barriers to care

Patients also received non-clinical services to connect them to community resources such as **HOUSING, JOB TRAINING, AND CHILD CARE**

MANAGING CHRONIC CONDITIONS



2,011 patients were diagnosed with **ASTHMA**



1,734 patients were diagnosed with **CORONARY ARTERY DISEASE**



5,154 patients were diagnosed with **DIABETES**



11,567 patients were diagnosed with **HYPERTENSION**

PREVENTIVE CARE



3,489 children attended **WELL-CHILD VISITS**



9,302 patients received **IMMUNIZATIONS** and **SEASONAL FLU VACCINES**

STATE-OF-THE-ART PRACTICES



100% of health centers have installed and currently use an **ELECTRONIC HEALTH RECORD (EHR)**

100% of health centers are currently participating in the Centers for Medicare and Medicaid Services **EHR INCENTIVE PROGRAM "MEANINGFUL USE"**



45% of health centers are using **TELEHEALTH TO PROVIDE REMOTE CLINICAL CARE SERVICES**

QUALITY HEALTH OUTCOMES

100% of health centers met or exceeded at least one **HEALTHY PEOPLE 2020 GOAL FOR CLINICAL PERFORMANCE**



Capital Link prepared this Value & Impact report using 2019 health center audited financial statements and Uniform Data System information. Economic impact was measured using 2019 IMPLAN Online.

REFERENCES AND DATA SOURCES

- Economic Stimulus: Economic impact was measured using 2019 IMPLAN Online from IMPLAN Group LLC, IMPLAN System (data and software), 16905 Northcross Dr., Suite 120, Huntersville, NC 28078, www.IMPLAN.com. Learn more at www.caplink.org/how-economic-impact-is-measured.
- Savings to the System: Nocon et al. *Health Care Use and Spending for Medicaid Enrollees in Federally Qualified Health Centers Versus Other Primary Care Settings*. American Journal of Public Health: November 2016, Vol. 106, No. 11, pp. 1981-1989.
- Care for Vulnerable Populations, Integrated Care, Managing Chronic Conditions, State-of-the-Art Practices: Bureau of Primary Health Care, HRSA, DHHS, 2018 Uniform Data System. Note: UDS data collection for telehealth began in 2016.
- Quality Health Outcomes: Bureau of Primary Health Care, HRSA, DHHS, 2019 Uniform Data System, and relevant Healthy People 2020 targets at www.healthypeople.gov/2020/data-search.
- “Low Income” refers to those who earn below 200% of federal poverty level guidelines.
- Full-Time Equivalent (FTE) of 1.0 is equivalent to one full-time employee. In an organization that has a 40-hour work week, an employee who works 20 hours per week (i.e., 50 percent of full time) is reported as “0.5 FTE.” FTE is also based on the number of months the employee works. An employee who works full time for four months out of the year would be reported as “0.33 FTE” (4 months/12 months).

SUMMARY OF 2019 ECONOMIC STIMULUS			
		Economic Impact	Employment (# of FTEs*)
Community Impact	Direct	\$27,366,856	267
	Indirect	\$8,252,916	64
	Induced	\$17,348,632	136
	Total	\$52,968,404	467

SUMMARY OF 2019 TAX REVENUE			
		Federal	State
Community Impact	Direct	\$3,624,953	\$800,614
	Indirect	\$637,388	\$334,539
	Induced	\$1,289,230	\$1,024,296
	Total	\$5,551,571	\$2,159,449
Total Tax Impact		\$7,711,020	

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Capital Link is a non-profit organization that has worked with hundreds of health centers and primary care associations for over 25 years to plan for sustainability and growth, access capital, improve and optimize operations and financial management, and articulate value. We provide an extensive range of services, customized according to need, with the goal of strengthening health centers—financially and operationally—in a rapidly changing marketplace. Capital Link maintains a database of almost 10,000 health center audited financial statements from 2005 to 2019, incorporating approximately 75% of all health centers nationally in any given year. This proprietary database is the only one of its kind as it exclusively contains health center information and enables us to provide information and insights tailored to the industry. For more information, visit us at www.caplink.org.

HEALTH CENTERS INCLUDED IN THIS ANALYSIS