Navigating Online CHC Data Resources for Market Needs Assessments

Tom Manning, Strategies for Healthy Communities

June 18, 2015

The CDFI Fund is an equal opportunity provider.

GoToWebinar

CDFI Fund’s Capacity Building Initiative

• The Capacity Building Initiative will greatly expand technical assistance and training opportunities for Community Development Financial Institutions (CDFIs) nationwide and significantly boost the ability of CDFIs to deliver financial products and services to underserved communities.

• Industry-wide training will target key issues currently affecting CDFIs and the communities they serve.
CDFI Fund’s Capacity Building Initiative: Financing Community Health Centers

- **Goal**: Build the capacity of CDFIs to successfully finance and provide services to community health centers in underserved communities.

- **Focus**: Health care sector trends, underwriting, program designs for lending to CHCs, and other relevant subjects.

- **Approach**: Advanced forum, six trainings, five affinity groups, one-to-one technical assistance, webinars, virtual resource bank.

**Presenter**

Strategies for Healthy Communities

Tom Manning, Principal

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Presentation Agenda

- Context
- FQHC-oriented Websites
- Other Resources

Let’s Use This Context: HRSA Funds 164 New CHC Sites

On May 5th, HRSA announced operating grants for 164 new CHC sites (“New Access Points”) in 33 states.
HRSA Funds 164 New CHC Sites: Who’s a good candidate for a CDFI loan?

- New sites must be operating within 120 days; will probably be expanding; may need a loan
- Let’s look at Kentucky:

<table>
<thead>
<tr>
<th>Organization</th>
<th>Location</th>
<th>Funding</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mountain Comprehensive Care Center</td>
<td>Prestonsburg</td>
<td>$650,000</td>
</tr>
<tr>
<td>Mountain Comprehensive Health Corp.</td>
<td>Whitesburg</td>
<td>$608,317</td>
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</table>

**KENTUCKY TOTAL:** 2 awards to serve a proposed 4,490 new patients

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<table>
<thead>
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<tbody>
<tr>
<td><strong>Other contexts</strong> to use these resources:</td>
<td></td>
</tr>
<tr>
<td>– Underwriting any health center loan request</td>
<td></td>
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<tr>
<td>– Examining the potential market of any location</td>
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Mountain Comprehensive Health (MCHC):
-- started in a trailer in 1971 in Leslie County, KY
-- now serves 26,000 patients in 4 sites plus schools
Mountain Comprehensive Health:
-- New site is planned for Pineville, KY in Bell County
-- Previously added sites in Harlan & other counties

HRSA Bureau of Primary Health Care - Health Center Data site (UDS data):
National; State & CHC level data
Health Center Data site
Uniform Data System (UDS) data:
Click to any state and any CHC

Health Center Data – Kentucky State Level
- 21 CHC entities; average size approx. 15,000 patients
- 13% growth in # of patients over two years

2013 Health Center Data
Kentucky Program Grantee Data

Total Number of Reporting Program Grantees: 21
Total Patients Served: 315,593

81.0% 55%

View information by Criteria Reported Table 3A through 9E
View Fall 2013 State Report

Age and Race/Ethnicity

<table>
<thead>
<tr>
<th>Total Patients</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2011 - 2013 %Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Patients</td>
<td>278,242</td>
<td>291,266</td>
<td>315,593</td>
<td>13.4%</td>
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</table>
Health Center Data -- CHC level

- MCHC – w/ 26,000 patients bigger than average
- Can see service area; data profiling patients & services

2013 Health Center Profile

Mountain Comprehensive Health Corp.
Whitesburg, Kentucky
Service area map
Total Patients Served: 25,699

Age and Race/Ethnicity
Patient Characteristics
Services
Clinical Data
Cost Data
Program Requirements

MCHC – Service Area Map

- Where MCHC’s patients live, by zip code; darker=more patients
- Very few current patients in Pineville area
- MCHC: Total # of patients down slightly
- Compared to 13% increase statewide

### 2013 Health Center Profile

Mountain Comprehensive Health Corp.  
Whitesburg, Kentucky  
[View Service area map](#)  
Total Patients Served: 25,699

#### Age and Race/Ethnicity

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2011-2013 Trend %Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Patients</td>
<td>26,520</td>
<td>26,182</td>
<td>25,699</td>
<td>-3.1%</td>
</tr>
<tr>
<td>Age (% of total patients)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Children (&lt; 18 years old)</td>
<td>21.4%</td>
<td>22.9%</td>
<td>24.0%</td>
<td>12.2%</td>
</tr>
<tr>
<td>Adult (18 - 64)</td>
<td>64.3%</td>
<td>62.4%</td>
<td>60.7%</td>
<td>-5.7%</td>
</tr>
<tr>
<td>Older Adults (age 65 and over)</td>
<td>14.3%</td>
<td>14.7%</td>
<td>15.4%</td>
<td>7.5%</td>
</tr>
</tbody>
</table>

#### Patient Characteristics

<table>
<thead>
<tr>
<th>Income Status (% of patients with known income)</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2011-2013 Trend % Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Patients at or below 100% of poverty</td>
<td>45.1%</td>
<td>59.5%</td>
<td>51.0%</td>
<td>13.0%</td>
</tr>
<tr>
<td>Patients at or below 200% of poverty</td>
<td>59.2%</td>
<td>85.2%</td>
<td>77.3%</td>
<td>30.6%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Insurance Status (% of total patients)</th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Uninsured</td>
<td>17.7%</td>
<td>18.5%</td>
<td>15.4%</td>
<td>-13.2%</td>
</tr>
<tr>
<td>Children uninsured (age 0-17 years)</td>
<td>-</td>
<td>-</td>
<td>5.4%</td>
<td>-</td>
</tr>
<tr>
<td>Medicaid/CHIP (age 0-17 years)</td>
<td>24.7%</td>
<td>26.5%</td>
<td>31.1%</td>
<td>26.1%</td>
</tr>
<tr>
<td>Medicare</td>
<td>18.4%</td>
<td>20.7%</td>
<td>21.4%</td>
<td>15.9%</td>
</tr>
<tr>
<td>Other Third Party</td>
<td>39.2%</td>
<td>34.0%</td>
<td>32.1%</td>
<td>-17.5%</td>
</tr>
</tbody>
</table>
MCHC Services:
• Predominantly medical; some dental; no mental health

UDS Mapper (www.UDSmapper.org):
• Few CHC patients in Pineville zip code (2.3% of total pop.; 4.4% of low-income pop.)
• Few CHC patients in surrounding zip codes (darker = more CHC patients)
• 3 other CHCs have patients in zip code – use HRSA site, UDS Mapper to see footprints
• 3 hospitals nearby – do they provide primary care? to all?
County Health Rankings:

- Bell County ranked 104 overall of 120 KY counties
- Shortages of primary care physicians; dentists; & especially MH providers
- Very high preventable hospitalizations

Bell County

Bell County: 1.879; 1,045:1; 1,531:1

Primary care physicians: 2.324:1

Dentists: 1,377:1; 1,683:1

Hospitalization risk: 216; 200-221

Clinical Care

Preventable hospital stays: 110

Medical care: 158; 16-20%

Diabetes monitoring: 766; 69-89%

Mammography screening: 92.8%; 44.5-90.6%

Social & Economic Factors

High school graduation: 89%

Ranking: 119
Guidestar for IRS 990 filings – basic financial info:
- Do revs exceed expenses;
- What is net asset level?
- Are management salaries reasonable?

What have we learned?
- MCHC received a New Access Point grant from HRSA – huge positive
- From humble beginnings, MCHC has grown impressively, though growth is stalled of late
- Targeted area appears to have significant needs and is very underserved by CHCs
- But it might be well served by hospital clinics
- 990 info shows recent losses
- We don’t know MCHC’s service plan for the area
PCA sites for policy & other info

- Each state has a Primary Care Association (PCA)
- Website content may include program & policy info

National & Statewide info at NACHC site

State Fact Sheets & other

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NACHC – Nat’l Assn of CHCs
• Combines info and data from many sources – HRSA; census; academic studies
• Kentucky state fact sheet shows significant CHC statewide presence

Understand the Market – Additional Resources

• Any Mapping site
  – for replacement site – know physical & transportation relationship to old site

• CMS (Center for Medicare and Medicaid)
  – Medicaid enrollment data
  – Medicaid eligibility levels

• Census data
  – Know & compare demographics and trends
Understand the Market – Additional Resources

• Primary Care Development Corporation
  – Growth & Sustainability Profiles (14 states)
  – Use for info, sources, methodology

• Capital Link
  – “Community Health Center Financial Perspectives” series

• Kaiser Family Foundation
  – Health policy; ACA & substantial other information

Questions?
Financing Community Health Centers
Webinar Series

Upcoming topics include:

• **Changing Revenue Landscapes for CHCs**
  • Tuesday, June 23, 2015 at 2pm ET

• **Updated Financial and Operating Metrics and Trends**
  • Tuesday, July 7, 2015 at 2pm ET

Upcoming webinar registration and webinar recordings can be found at:
The CDFI Fund’s Virtual Resource Bank.
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