2018 Annual Report
The Value of Membership
April 1, 2017 - March 31, 2018

The Value of Pennsylvania Community Health Centers
279 Community Health Center sites in PA
Located in 52 of the 67 PA counties
Serving 869,258 patients
And 1 in 15 Pennsylvanians

Value Highlights:
• Partnerships
• Purchase Savings
• Operational Excellence
• Advocacy Actions
• Recruitment & Retention
• Trainings & Education
• Financial Highlights

100% of FQHCs and Look-Alikes Are PACHC Members
The Value of PACHC Partnerships

Our Partners
- 3RNet
- DentaQuest
- Department of Drug & Alcohol
- Department of Health
- Department of Human Services
- Department of Insurance
- Department of State
- Health Federation of Philadelphia
- Mid Atlantic Public Health
- National Association of Community Health Centers
- PA Office of Rural Health
- PA Area Health Education Center
- PA Coalition for Oral Health

Our PACHC Preferred Vendors
- Alliant Employee Benefits
- CommonWealth Purchasing Group (GPO)
- Fix Healthcare Technology

Our Corporate Members

Gold
- AmeriHealth Caritas
- Aetna Better Health
- Gateway Health Plan
- Highmark Blue Shield
- PA Health & Wellness

- BKD, LLP
- Center for Organ Recovery Education (CORE)
- Geisinger Health Plan
- Gift of Life Donor Program
- UnitedHealthcare

Silver
- Arnett Carbis Toothman LLP
- Chiropractic Service Corp, Inc
- CliftonLarsonAllen
- Nonstop Admin & Insurance Services

Bronze

The Stats
- Expedited credentialing for 148 providers
- 7 out of 12 corporate members sponsored the 2017 annual conference
- 88% corporate membership retention rate
- $44,500 corporate member revenue

$1.1M GPO Savings

7 out of 12 corporate members sponsored the 2017 annual conference
# The Value of Operational Excellence

## Clinical Education

4 clinical trainings in 2017
- Dental Director Boot Camp
- Safe Medication Prescribing and Risk Management
- Buprenorphine Waiver Training
- Patient-Centered Medical Home

20 annual conference educational sessions

## Financial Guidance

**NEW** finance leaders peer networking group
- July 2017 started quarterly calls
- Online Peer Networking Forum launched Jan. 2018
- CFO Boot Camp and Billing Manager Boot Camp

3 finance educational sessions at the annual conference

## Outreach & Enrollment

6 annual conference educational sessions

2 Regional Debriefs and Trainings
- Pittsburgh
- King of Prussia

10 Monthly Assister Calls

Attendance at 11 community events

## Organization Support

50 editions of News CHCs Can Use e-newsletter

**NEW** Find a Health Center map and CHC directory launched with **NEW** website

**Advanced** partnerships with PA Medicaid & Department of Health

**NEW** COO/Operations, CMO and behavioral health peer networking groups
The Value of Advocacy

State

Preserving 340B
Partnering with DHS on development of a pilot project to maintain the contract pharmacy option while avoiding duplicate discounts.

Improved O&E required security clearances
Assisters now have many more accessible processing sites to use as they comply with state navigator oversight law.

Secured funding for the PA Primary Care Practitioner Program in State 2017-18 Budget
This includes the state’s Primary Care Loan Repayment program and the PA Primary Care Career Center.

Developed an expedited provider licensure process
In partnership with the Department of State, developed an expedited licensure process for health professionals working at FQHCs and non-profit RHCs with critical need.

Federal

Successfully blocked ACA Repeal and Replace efforts
PACHC worked diligently with membership, NACHC, and more than 30 statewide healthcare provider associations to raise public concern about the impact on patients if the ACA would be repealed.

Saved from the primary care funding cliff!
Health Center leaders raised public awareness and congressional support as we searched for a legislative solution to the funding crisis and engaged key partners across the healthcare continuum, the governor’s office and Senator Casey to advocate on our behalf.
The Value of Recruitment

Our Candidates

1,146 Candidates in the Career Center data-

192 Candidates applying to jobs

Recruitment Events

4 Career Center hosted events

13 Events attended

The Jobs

145 Job postings

18 Placements

The Latest

NEW Career Center website
- Went Live Feb. 1
- 928 Users
- 1,221 Sessions
- 2.01 Page Views per Session
- March Users – 135
- April Users – 252

The Stats

Expedited credentialing
$21M additional revenue*

Career Center placements
$17.1M economic impact

Career Center Benefits

Job Postings on 5 Sites
- 3RNet
- Career Center Website
- PracticeLink
- Indeed.com
- CareerMD

Fees We Pay for Posting
- $4,500 3RNet
- $13,995 PracticeLink

Fees You Pay for Posting
- $0 Health Centers

*Median PPS of $152 (as per UDS median) X 74 physician providers with an average 3189 visits annually (per 2017 UDS) & 74 non-physician providers with an average 2463 visit (per 2017 UDS)
The Value of Trainings & Education

Number of Health Centers Represented at Trainings

13 trainings held

NEW online event registration

PACHC Annual Conference & Clinical Summit

2017 conference had 53 educational opportunities

NEW expanded finance track

NEW public relations/marketing sessions

63 exhibitors at the 2017 trade show event

10 sponsorships sold in 2017 for a total of $62,000

2017 conference closed with $175,312 in non-grant revenue
PACHC Financial Highlights

**PACHC Annual Revenue Mix**

- Federal Grants (62%)
- Other Grants (6%)
- State Grants (6%)
- Non-Grants Revenue (26%)

**PACHC Annual Expenses**

- Program Services (86%)
- Management & General (14%)

**Total Revenue:** $2,562,568
- Federal Grants (62%) $1,588,713
- State Grants (6%) $159,902
- Other Grants (6%) $154,168
- Non-Grant Revenue (26%) $659,785

**Total Expenses:** $2,542,395
- Program Services (86%) $2,190,770
- Management & General (14%) $351,625

**Net Surplus:** $20,173
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- Improving access to affordable, quality health care for all

- Representing and supporting the largest network of primary health care providers in the commonwealth