

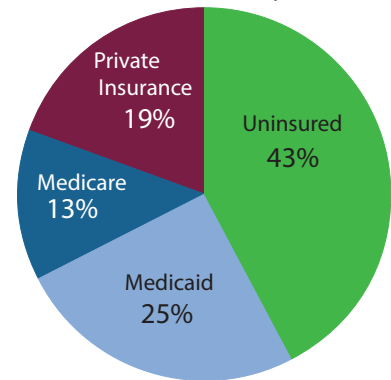
WHAT ARE COMMUNITY HEALTH CENTERS?

Not-for-profit health care practices that provide comprehensive, patient-centered primary care

42 North Carolina Community Health Centers:

- 520,000 patients served in 2016
- \$675 annual average patient costs
- Fees adjusted based on patients' ability to pay
- Serve medically underserved populations
- Demonstrate sound clinical and financial management
- Governed by a patient-majority board
- Serve all 100 North Carolina counties

Insurance Coverage of North Carolina Community Health Center Patients, 2016



\$1,233

**Median Cost per
Emergency Room
Visit**

\$151

**Cost per Community
Health Center (CHC)
Medical Visit**

CHCs Take Care of the Whole Person

- Primary medical care
- Dental care
- Behavioral/ mental health care and substance abuse counseling
- Pharmacy or medication assistance programs
- Health insurance outreach and enrollment
- Enabling services: case management, health education, interpretation, WIC programs, transportation

North Carolina CHC Visits by Type of Service¹:



Medical
1,329,324



Dental
224,220



**Behavioral &
substance abuse**
95,968



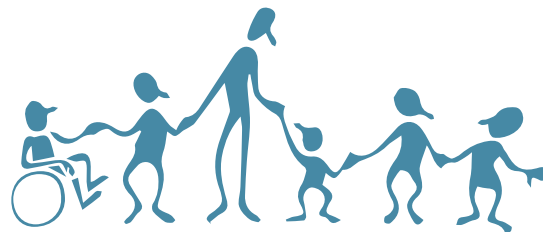
Enabling
160,886

1. BPHC, HRSA, 2016 Uniform Data System (UDS)

MEDICAID & CHCS WORK TOGETHER

More Insured People Will Grow Our Economy

- Insurance coverage is needed when CHC preventive and primary care is not enough for patients that need specialty and hospital care.
- 390,000 more North Carolinians would have insurance coverage if the state expanded Medicaid.
- People without health insurance are sicker and poorer, making it more difficult for them to contribute to the economy.¹
- The healthcare system is a driving force in North Carolina's economy. Making health coverage available to the uninsured could add 43,000 jobs over four years.¹
- States that reduced their uninsured populations saw uncompensated care at hospitals decrease by 21% compared to states that did not act.²



390,000 more North Carolinians would have insurance coverage



43,000 jobs could be added to NC

Medicaid Helps NC Fulfill the CHC Mission

Every North Carolina community should have access to a patient-centered, patient-governed, culturally competent health care home. Many CHCs go further to meet community needs by integrating high quality medical, pharmacy, dental, vision, behavioral health, and enabling services, serving patients without regard to a person's ability to pay. Medicaid helps fulfill that vision.

- Medicaid covers 19% of NC CHC patients
- NC CHCs serve 6.2% of NC Medicaid patients and account for only 0.5% of the state's Medicaid expenditures¹

A Strong Medicaid Program:

- Maintains services for beneficiaries
- Helps CHCs plan for future years / budgets / growth / increase in services
- Helps patients with specialty & wraparound services that improve health & reduce expensive emergency department visits
- Means that CHCs are able to competitively recruit, hire, and retain staff

NC HAS LESS COVERAGE THAN THE USA

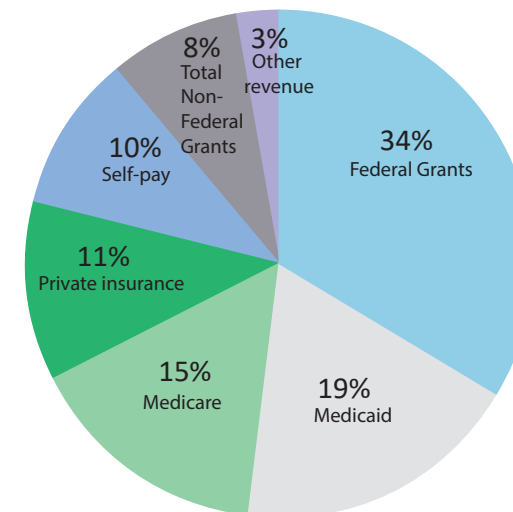
North Carolina has to cover more uninsured patients



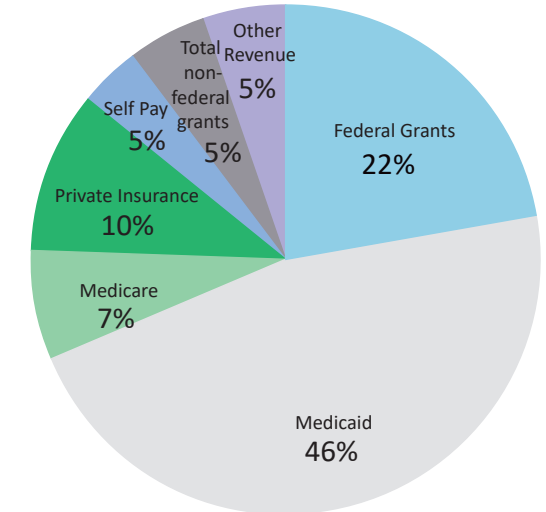
North Carolina Community Health Centers have twice as many uninsured ("self-pay") patients and less than half as many patients covered by Medicaid than CHCs nationally. With such a high percentage of federal grant funding dedicated to sliding scale patient fees, North Carolina CHCs are more limited in:

- Expanding sites
- Adding services
- Developing new programs that could help improve health outcomes

North Carolina Community Health Center
Revenue Sources, 2016

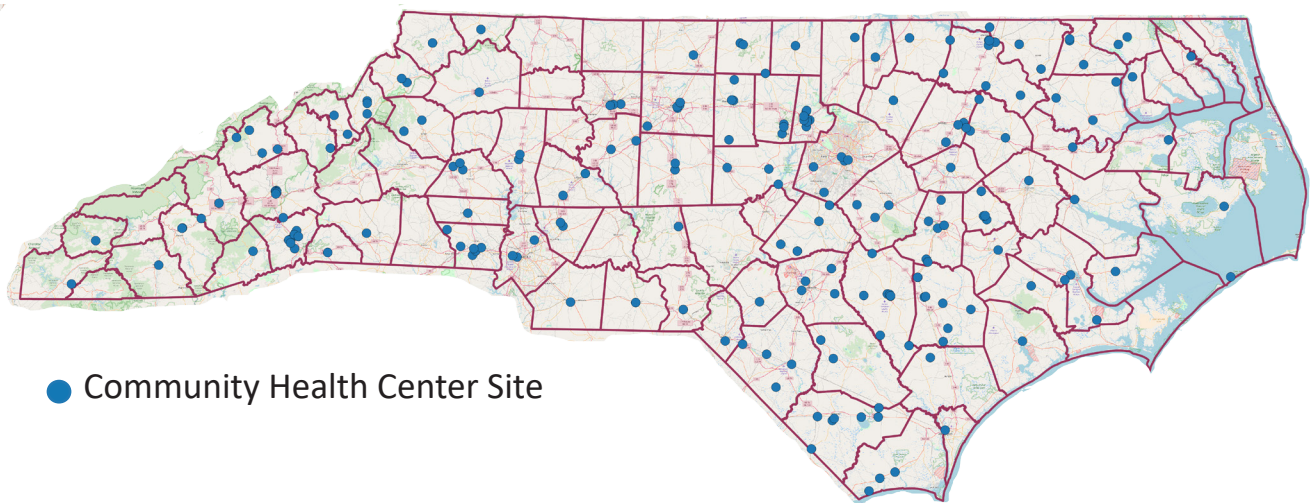


National Community Health Center
Revenue Sources, 2016



Federal grants are almost half of NC CHC revenues. To be less dependent on federal grant funding, North Carolina would have to cover more people.

1. Ku, L., Bruen, B., Steinmetz, E., Bysshe, T. (December 2014). The Economic and Employment Costs of Not Expanding Medicaid in North Carolina: A County-Level Analysis. The George Washington University Center for Health Policy Research. Retrieved from: <http://www.conehealthfoundation.com/app/files/public/4202/The-Economic-and-Employment-Costs-of-Not-Expanding-Medicaid-in-North-Carolina.pdf>
2. Office of the Assistant Secretary for Planning and Evaluation. "Economic Impact of the Medicaid Expansion." (March 2015). Available online at: https://aspe.hhs.gov/sites/default/files/pdf/139231/ib_MedicaidExpansion.pdf.



● Community Health Center Site

Federal Grant Dollars to NC
Direct economic impact:
\$127,843,883
Indirect economic impact:
\$111,774,361¹

Total Jobs (full-time equivalents)
= 3,765 including¹

- 1,312 Medical FTEs
- 272 Dental FTEs
- 190 Pharmacy FTEs
- 102 Mental Health/ Substance Abuse FTEs

National Health Service Corps Brings People to NC

The National Health Service Corps is a loan forgiveness program that encourages recent medical school graduates to work in rural health locations.

- North Carolina had 237 NHSC placements in 2016, 103 of which are at CHCs

“We couldn’t continue to fully staff our CHC without the National Health Service Corps Program,” says Chuck Shelton, CEO of Mountain Community Health Partnership. “They have been and continue to be a key factor in our ability to attract providers to our rural location.”

340B Program Gives Access to Needed Medicine

The 340B Drug Discount Pricing Program is a federal program that enables qualified safety net organizations, including Community Health Centers, to purchase discounted outpatient drugs directly from pharmaceutical companies. Drug manufacturers participating in the Medicare and Medicaid programs are required to participate.

Health Centers utilize the 340B Program to:

- Provide access to low-cost medications for uninsured patients
- Reinvest savings to:
 - Provide medication management services
 - Offer patient navigation services that connect patients to other community services
 - Connect clinical pharmacists and primary care providers to manage chronic conditions as a care team
 - Support staff time to work on quality improvement initiatives
 - Conduct local community health education
 - Expand pharmacy services through innovative initiatives, such as a medication delivery service pilot

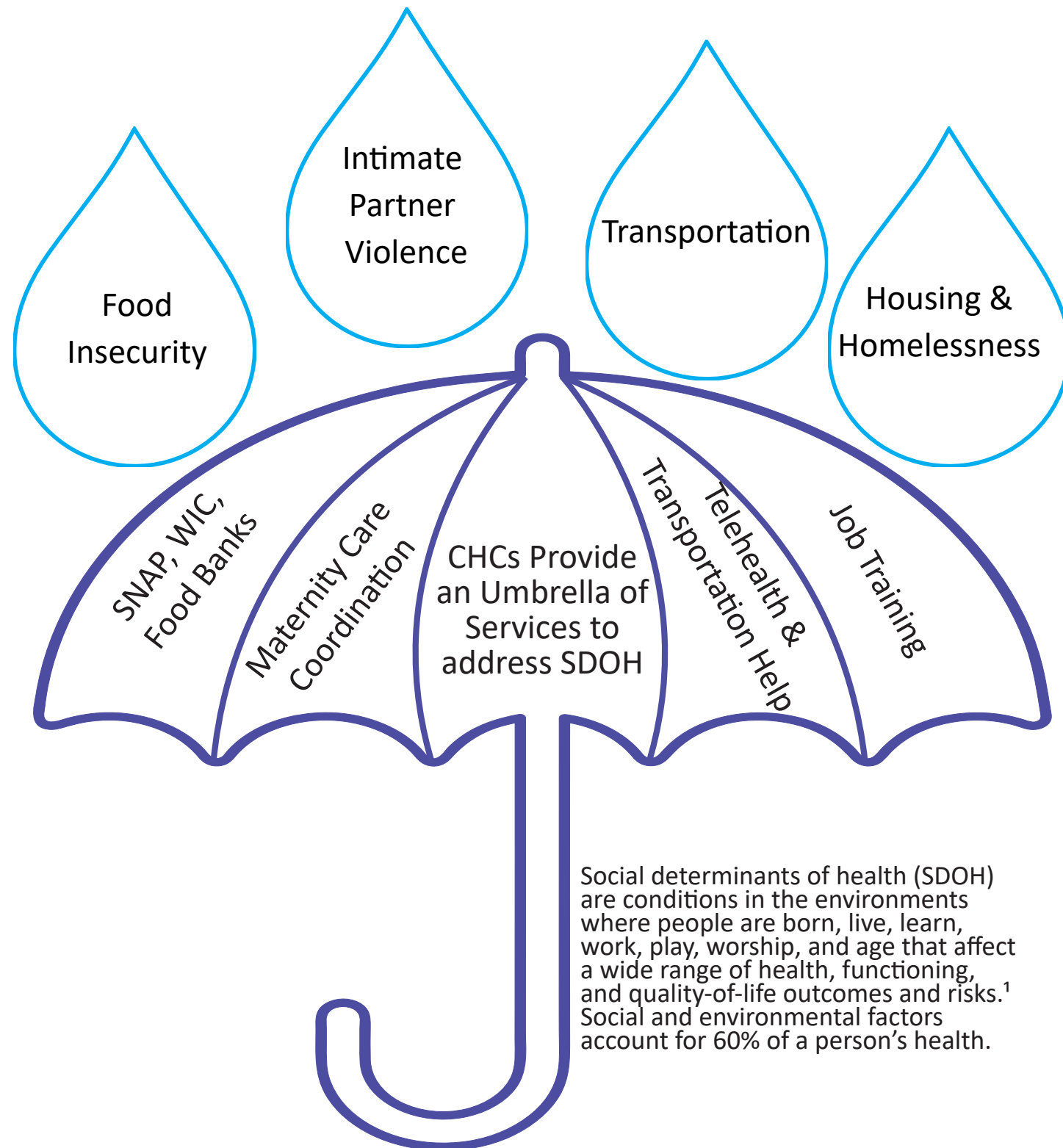


Health centers exemplify the type of safety net program that the 340B program was intended to support. By law, all health centers:

- serve only those areas and populations that HHS as designated as high need
- ensure that all patients can access the full range of services they provide, regardless of insurance status, income, or ability to pay
- are required to reinvest all 340B savings into activities that are federally-approved as advancing their charitable mission of ensuring access to care for the underserved

1. BPHC, HRSA, 2016 Uniform Data System (UDS)

CHCs Help Address Social Determinants of Health



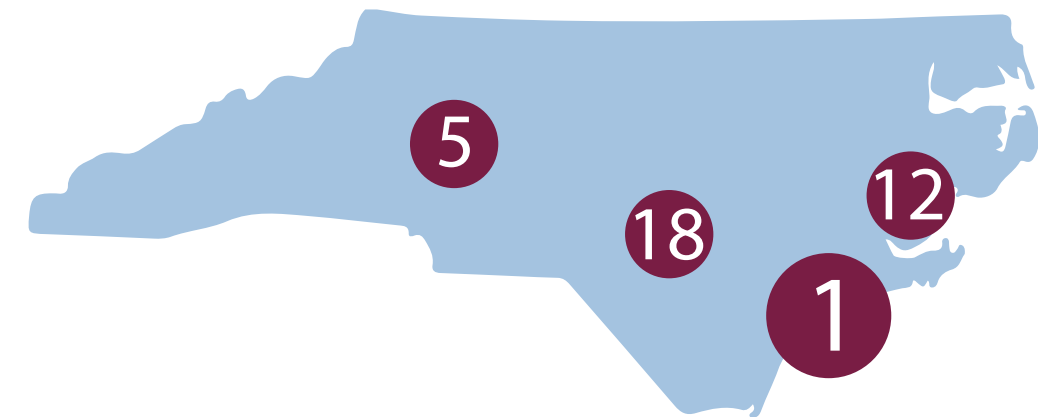
1. <https://www.healthypeople.gov/2020/topics-objectives/topic/social-determinants-of-health>

CHCs are Important Players in Behavioral Health

Behavioral Health Services by the Numbers:

- 29: NC CHCs offering behavioral health diagnosis and treatment
- 96,000: Behavioral Health & Substance Abuse visits, an increase from 2015
- 102: FTE Behavioral Health Professionals in 2016 (psychiatrists, clinical psychologists, licensed clinical social workers, addiction specialists, others)

Wilmington, NC has the highest rate of opioid addiction (11.6%) in the country, and three other NC cities are in the top 25: Hickory (9.9%), Jacksonville (8.2%) and Fayetteville (7.9%).¹



North Carolina CHCs and their patients are best served when there is a strong mental health and substance abuse treatment system. Community Health Centers work closely with other providers, including mental health services, hospitals, academic medical centers, community providers, and private practitioners to ensure the needs of patients are being met.

FQHCs Delivering Medication Assisted Treatment

- Appalachian Mountain Community Health Centers
- Blue Ridge Health
- Gaston Family Health Services
- High Country Community Health*
- Lincoln Community Health Center*
- Metropolitan Community Health Services, Inc.*
- Mountain Community Health Partnership
- Piedmont Health Services
- Stedman-Wade Health Services, Inc.
- And more are planning to do this in the future

*These health centers are participating in a Medication-Assisted Opioid Use Disorder Treatment Pilot Program created by the NC General Assembly through House Bill 1030.

1. Knopf, T. (27 July 2017). Four North Carolina Cities Make Top 25 List for Opioid Abuse. *North Carolina Health News*. <http://www.northcarolina-healthnews.org/2017/07/27/four-north-carolina-cities-make-top-25-list-opioid-abuse/>

NC COMMUNITY HEALTH CENTERS 2018

Alamance | Piedmont Health Services
Alleghany | AppHealthCare
Anson | Anson Regional Medical Services
Ashe | AppHealthCare
Avery | High Country Community Health
Beaufort | Metropolitan Community Health Services
Bertie | Bertie County Rural Health Association |
Roanoke Chowan Community Health Center
Bladen | CommWell Health
Brunswick | CommWell Health | Goshen Medical Center
Buncombe | Western NC Community Health Services |
Blue Ridge Health
Burke | High Country Community Health
Cabarrus | Cabarrus Rowan Community Health Center
Caldwell | West Caldwell Health Council
Caswell | Caswell Family Medical Center | Piedmont
Health Services
Catawba | Gaston Family Health Services
Chatham | Piedmont Health Services
Cherokee | Appalachian Mountain Community Health
Centers
Chowan | Gateway Community Health Centers
Columbus | Goshen Medical Center | Robeson Health
Care Corporation
Craven | Goshen Medical Center | Craven County
Community Health Center
Cumberland | Stedman-Wade Health Services |
South Central Community Health Center
Davidson | Gaston Family Health Services
Duplin | Goshen Medical Center
Durham | Lincoln Community Health Center
Edgecombe | Carolina Family Health Centers | OIC
Family Medical Center | Rural Health Group
Forsyth | United Health Centers
Franklin | Advance Community Health
Gaston | Gaston Family Health Services
Gates | Gateway CHC
Graham | Appalachian Mountain Community Health
Centers
Greene | Greene County Health Care
Guilford | Triad Adult and Pediatric Medicine
Halifax | Rural Health Group
Harnett | First Choice Community Health Center
Haywood | Appalachian Mountain Community Health
Centers | Blue Ridge Community Health Services
Henderson | Blue Ridge Health
Hertford | Roanoke Chowan Community Health Center
Hoke | South Central Community Health Center
Hyde Mountain Community Health Partnership
Iredell | Gaston Family Health Services
Jackson | Appalachian Mountain Community Health
Centers | Blue Ridge Health
Johnston | CommWell Health
Jones | Goshen Medical Center
Lenoir | Kinston Community Health Center
Lincoln | Gaston Family Health Services
Macon | Appalachian Mountain Health Center
Madison | Hot Springs Health Program
Martin | Metropolitan Community Health Services
McDowell | Appalachian Mountain Community Health
Centers
Mecklenburg | C.W. Williams Community Health Center |
Charlotte Community Health
Mitchell | Mountain Community Health Partnership
Montgomery | Robeson Health Care Corporation
Nash | Carolina Family Health Centers
New Hanover | MedNorth Health Center
Northampton | Rural Health Group
Onslow | Goshen Medical Center
Orange | Piedmont Health Services
Pamlico | Greene County Health Care
Pasquotank | Gateway Community Health Centers
Pender | CommWell Health | Black River Health Services
Person | Person Family Medical Center
Polk | Blue Ridge Health
Pitt | Greene County Health Care
Randolph | Randolph Family Health Care at MERCE
Richmond | Anson Regional Medical Services
Robeson | Robeson Health Care Corporation
Rockingham | Triad Adult and Pediatric Medicine
Rowan | Cabarrus Rowan Community Health Centers
Rutherford | Blue Ridge Community Health Services
Sampson | CommWell Health | Goshen Medical Center
Scotland | Robeson Health Care Corporation
Transylvania | Blue Ridge Health
Union | Anson Regional Medical Services
Vance | Rural Health Group
Wake | Advance Community Health
Warren | Rural Health Group
Washington | Roanoke Chowan | Metropolitan
Community Health Center
Watauga | High Country Community Health
Wayne | Goshen Medical Center
Wilkes | Wilkes Community Health Center
Wilson | Carolina Family Health Centers
Yancey | Mountain Community Health Partnership