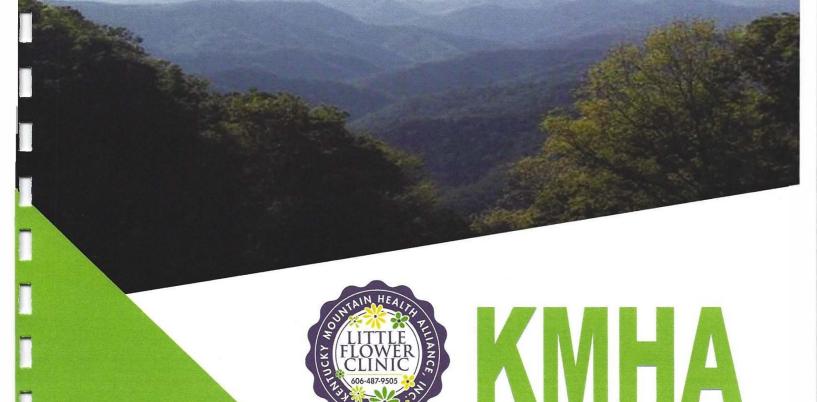
# "YOUR MEDICAL HOME IN THE MOUNTAINS"





2017 ANNUAL REPORT



Program funded in part by Health and Human Services. Administered by Kentucky Mountain Health Alliance, Inc.

"This health center receives HHS funding and has Federal Public Health Service deemed status with respect to certain health or health-related claims, including medical malpractice claims, for itself and its covered individuals."

#### **Our Mission**

The mission of Kentucky Mountain Health Alliance, Inc. is to improve, in a respectful manner through a coordination of quality holistic services, the health and well-being of Southeastern Kentucky citizens who are underserved or at risk for homelessness.



1999

to the uninsured



# SAINT THERESE "THE Little Flower"

This "Little Flower" in the midst of the mountains, is a sign of God's love, reaching out to others. May we have eyes to see those who are invisible and excluded, healing hands to touch their lives with love, Open arms to reach out and include them, And in the process heal ourselves.

#### A LITTLE HISTORY

Rotary Free Clinic was formed to provide healthcare

	8	
A CONTRACTOR	2001	Little Flower Free Clinic opens its doors in the basement of Mother of Good Counsel Catholic Church
	2001	Community Ministries receives federal funding to support Little Flower Clinic and other programs that help homeless people in the community
	2004	Little Flower Clinic moved from Mother of Good Counsel to a rented storefront on Main Street in Hazard, Kentucky
	2004	Kentucky Mountain Health Alliance, was incorporated to be the single point of entry for the Healthcare for the Homeless Program, Little Flower Free Clinic and the Rotary Free Clinic
	2009– 2	2011 Kentucky Mountain Health Alliance, Inc. raised money for the their own new clinic building
	2012	The New Kentucky Mountain Health Alliance, Inc., Little Flower Clinic opens on Memorial Drive, Hazard, Kentucky
	2012	KMHA - Little Flower Clinic purchased Electronic Health Record System through Coal Severance Funds
	2014	Finished Dental Suites, Added Dental Hygienist, Added Additional Parking
	2015	Acquired new van, New address sign in front of clinic
	2016	Acquired new Ford Escape, New Video Surveillance, Advertisement on Hazard Billboards, USDA Loan for Elevator
	2017	Added 3rd Dental Suite, 2017 BEST LOCAL BUSINESSES AWARD, Acquired loan for Building Remodel including elevator, and x-ray

### 2017 Board of Directors

Sam Collins, Chairman
Chris Doll, Vice-Chair
Carla Seals, Treasurer
Linda Blair, Secretary
Julie Akemon
Alvin "Ray" Hill
Nancy Crawford
Cecelia Stewart
Bailey Richards
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Vanessa Blanton
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Connie Lane
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Lester Broyles
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# 2017 Kentucky Mountain Health Alliance, Inc Health Center Profile

HAZARD, KENTUCKY

Service Area Map

Total Patients Served: 2,724









### **UDS Data Comparisons**

Expand the tables below to view UDS data comparisons from 2015 to 2017

Age and Race/Ethnicity			lacksquare
	2015	2016	2017
Total Patients	2,056	2,583	2,724
Age (% of total patients)			Proceedings
Children (< 18 years old)	3.26%	6.89%	7.82%
Adult (18 - 64)	90.66%	82.97%	79.59%
Older Adults (age 65 and over)	6.08%	10.14%	12.59%
Patients By Race & Ethnicity (% known)			
Non-Hispanic White	97.03%	97.40%	96.76%
Racial and/or Ethnic Minority	2.97%	2.60%	3.27%
Hispanic/Latino Ethnicity	0.34%	0.35%	0.88%
Black/African American <sup>1</sup>	2.24%	2.06%	1.77%
Asian <sup>1</sup>	0.44%	0.19%	0.48%
American indian/Alaska Native $^{ m 1}$	0.00%	0.00%	0.04%
Native Hawaiian / Other Pacific Islander $^{ m 1}$	0.05%	0.00%	0.00%
More than one race $^{1}$	0.10%	0.23%	0.44%
Language (% known)			
Best Served in another language	0.00%	0.27%	0.18%

Patient Characteristics			<b>④</b>
	2015	2016	2017

#### Related

Grantee Data

View all Kentucky Program View National and State Program

# **Special Populations**

Health Care for the Homeless Migrant Health Centers

Public Housing Primary Care

#### **Data Tools**

Data Warehouse

Data Snapshot

Data Comparisons

**UDS Resources** 

Income Status (% of patients with known incom	e)		
Patients at or below 200% of poverty	91.04%	89.90%	83.86%
Patients at or below 100% of poverty	74.68%	70.41%	61.58%
Insurance Status (% of total patients)			
Uninsured	41.78%	19.86%	25.59%
Children Uninsured (age 0-17 years)	20.90%	18.54%	11.74%
Medicaid/CHIP <sup>2</sup>	45.23%	49.28%	45.12%
Medicare	6.52%	16.30%	11.05%
Dually Eligible (Medicare and Medicaid)	2.43%	1.86%	3.93%
Other Third Party	6.47%	14.56%	18.25%
Special Populations			
Homeless	95.43%	85.13%	81.79%
Agricultural Worker	0.00%	0.00%	0.00%
Public Housing <sup>3</sup>	0.00%	0.00%	0.00%
School Based	0.00%	0.00%	0.00%
Veterans	0.58%	0.77%	1.40%
Gender of Patients by Age			
Women's Data (% of total women)			
Women's Health (ages 15-44)	43.16%	42.86%	38.88%
Patients Under 15 Who are Female	1.52%	4.01%	5.91%
Patients 15-64 Who are Female	91.47%	84.49%	79.36%
Patients 65 and Over Who are Female	7.01%	11.50%	14.73%

Services					
Services (% of patients)	2015	2016	2017		
Medical	96.45%	77.16%	48.49%		
Dental	31.57%	30.16%	36.60%		
Mental Health	6.96%	11.42%	10.39%		
Substance Abuse		-	2.75%		
Vision	-	-	0.00%		
Enabling	76.51%	26.48%	60.32%		

Clinical Data			•
	2015	2016	201711
Patients			
Medical Conditions (% of Patients with Med	dical Conditions)		
Hypertension <sup>4</sup>	21.03%	25.28%	41.77%
Diabetes <sup>5</sup>	10.40%	10.70%	20.64%
Asthma	2.37%	2.81%	2.95%
HIV	0.00%	0.10%	0.15%
Prenatal Patients <sup>6</sup>	6	1	2
Prenatal Patients who Delivered	1	0	0

	2015	2016	2017	Qua	isted irtile king <sup>Z</sup>
				2016	2017
Quality of Care Measures					
Perinatal Health	THE THE				
Access to Prenatal Care (First Prenatal Visit in 1 <sup>st</sup> Trimester)	83.33%	100.00%	100.00%	-	-
Low Birth Weight	0.00%	-		-	
Preventive Health Screening & Services					
Cervical Cancer Screening <sup>12</sup>	16.25%	15.71%	21.59%		3
Weight Assessment and Counseling for Nutrition and Physical Activity for Children and Adolescents	70.37%	62.86%	82.00%	-	1
Body Mass Index (BMI) Screening and Follow-Up	89.91%	100.00%	92.57%	-	1
Adults Screened for Tobacco Use and Receiving Cessation Intervention <sup>13</sup>	100.00%	97.14%	92.29%	-	2
Colorectal Cancer Screening14	30.53%	5.71%	40.78%	-	1
Childhood Immunization Status 8	0.00%	0.00%	0.00%		
Screening for Clinical Depression and Follow-Up Plan <sup>15</sup>	91.73%	100.00%	98.59%	-	1
Dental Sealants for Children between 6-9 Years <sup>16</sup>	-	-	-	-	-
Chronic Disease Management					
Use of Appropriate Medications for Asthma <sup>17</sup>	100.00%	94.64%	53.85%	-	-
Coronary Artery Disease (CAD): Lipid Therapy	71.11%	97.92%	76.71%	-	3
lschemic Vascular Disease (IVD): Use of Aspirin or Another Antithrombotic	85.71%	94.83%	71.15%	-	4
Controlling High Blood Pressure (Hypertensive Patients with Blood Pressure < 140/90) <sup>18</sup>	46.15%	51.82%	55.23%	-	3
Diabetes: Hemoglobin A1c Poor Control (Diabetic Patients with HbA1c > 9%) or No Test During Year <sup>19</sup>	28.28%	25.77%	35.92%	-	3
HIV Linkage to Care	100.00%	100.00%	_	-	

Cost Data			•
	2015	2016	2017
Cost Data			
Health Center Service Grant Expenditures	\$1,284,892	\$1,413,599	\$1,689,456
Total Cost	\$1,504,709	\$1,859,154	\$2,070,835
Total Cost Per Patient	\$731.86	\$719.77	\$760.22

# Program Requirements



#### Program Conditions 10

There are no conditions for this grantee

#### **Footnotes**

- '-' Data cannot be calculated or has been suppressed for confidentiality purposes.
- 1. Includes Hispanic/Latino and Non-Hispanic/Latino.
- 2. Includes Medicaid. Medicaid CHIP, and Other Public Insurance CHIP.
- 3. Measure revised in 2014 UDS to include patients served in health centers with and without Public Housing Primary Care funding.
- 4. Hypertensive adults as a percent of estimated adult medical patients of ages 18-85.
- 5. Diabetic adults as a percent of estimated adult medical patients of ages 18-75.
- All health centers who provide prenatal care directly or by referral are included in the prenatal care calculations, effective 2014.
- 7. Adjusted Quartile Rankings: Provides a health center's adjusted quartile ranking compared to health centers nationally for each of the clinical performance measures. Clinical performance for each measure is ranked from quartile 1 (highest 25% of reporting health center) to quartile 4 (lowest 25% of reporting health centers). Adjusted quartile ranking is not calculated when there are fewer than 30 patients in the universe count. To learn more about the Health Center Adjusted Quartile Ranking please refer to <a href="https://bphc.hrsa.gov/datareporting/reporting/ranking.html">https://bphc.hrsa.gov/datareporting/reporting/ranking.html</a> and for FAQ's please refer to <a href="https://bphc.hrsa.gov/datareporting/reporting/rankingfaq.html">https://bphc.hrsa.gov/datareporting/reporting/rankingfaq.html</a>.
- 8. Childhood Immunization Status: Change to the denominator in 2016 may affect 2015-2017 trends: Children 2 years of age (previously 3 years of age). Change to the exclusions criteria: No longer permits exclusion of patients not seen ever prior to turning 2. Change to the numerator: Adds 1 Hepatitis A (Hep A), 2 or 3 rotavirus (RV), and 2 influenza (flu) vaccines. Please see: <a href="https://ecqi.healthit.gov/ecqm/measures/cms117v5">https://ecqi.healthit.gov/ecqm/measures/cms117v5</a>
- 9. Measure changed in 2015 to address uncontrolled diabetes for patients with Hba1c > 9.
- 10. Program conditions are based on non-compliance with Health Center Program requirements and are updated daily. To learn more about the Health Center Program requirements, please visit <a href="https://www.bphc.hrsa.gov/about/requirements/index.html">https://www.bphc.hrsa.gov/about/requirements/index.html</a>.
- 11. Effective with calendar year 2016 reporting, clinical quality measures (CQMs) were changed to align with the Centers for Medicare & Medicaid Services' electronic specified clinical quality measures (eCQMs) and therefore caution should be used for trends between 2015 and 2016 UDS CQMs. Health centers are encouraged to review the year over year differences before using for comparisons.
- 12. Cervical Cancer Screening: Change to the denominator in 2016 may affect 2015-2017 trends: Women age 23 through 64 years (previously age 24 through 64 years). Change to the numerator: No longer includes concurrent human papillomavirus (HPV) and Pap test for those ages 30 and older. Please see: https://ecgi.healthit.gov/ecgm/measures/cms124v5
- 13. Tobacco Use: Screening and Cessation Intervention: Change to the denominator in 2016 may affect 2015-2017 trends: Includes patients seen twice for medical care or at least once for a preventive visit. Change to the exclusions criteria: Documentation of medical reason(s) for not screening for tobacco use (e.g., limited life expectancy, other medical reason). Please see: <a href="https://ecgi.healthit.gov/ecgm/measures/cms138v5">https://ecgi.healthit.gov/ecgm/measures/cms138v5</a>
- 14. Colorectal Cancer Screening: Change to the denominator in 2016 may affect 2015-2017 trends: Patients age 50 through 75 (previously 51 through 74). Please see: <a href="https://ecqi.healthit.gov/ecqm/measures/cms130v5">https://ecqi.healthit.gov/ecqm/measures/cms130v5</a>
- 15. Screening for Depression and Follow Up Plan: Change to the denominator in 2016 may affect 2015-2017 trends: Do not include patients who refuse to participate, urgent or emergent situations, or if the patient's functional capacity or motivation to improve impacts the accuracy of results. Please see: <a href="https://ecqi.healthit.gov/ecqm/measures/cms002v6">https://ecqi.healthit.gov/ecqm/measures/cms002v6</a>
- 16. The Dental Sealants Screening measure was introduced in 2015 and is not comparable to prior years.
- 17. Use of Appropriate Medications for Asthma: Change to the denominator in 2016 may affect 2015-2017 trends: Patients age 5 through 64 years (previously age 5 through 40 years),

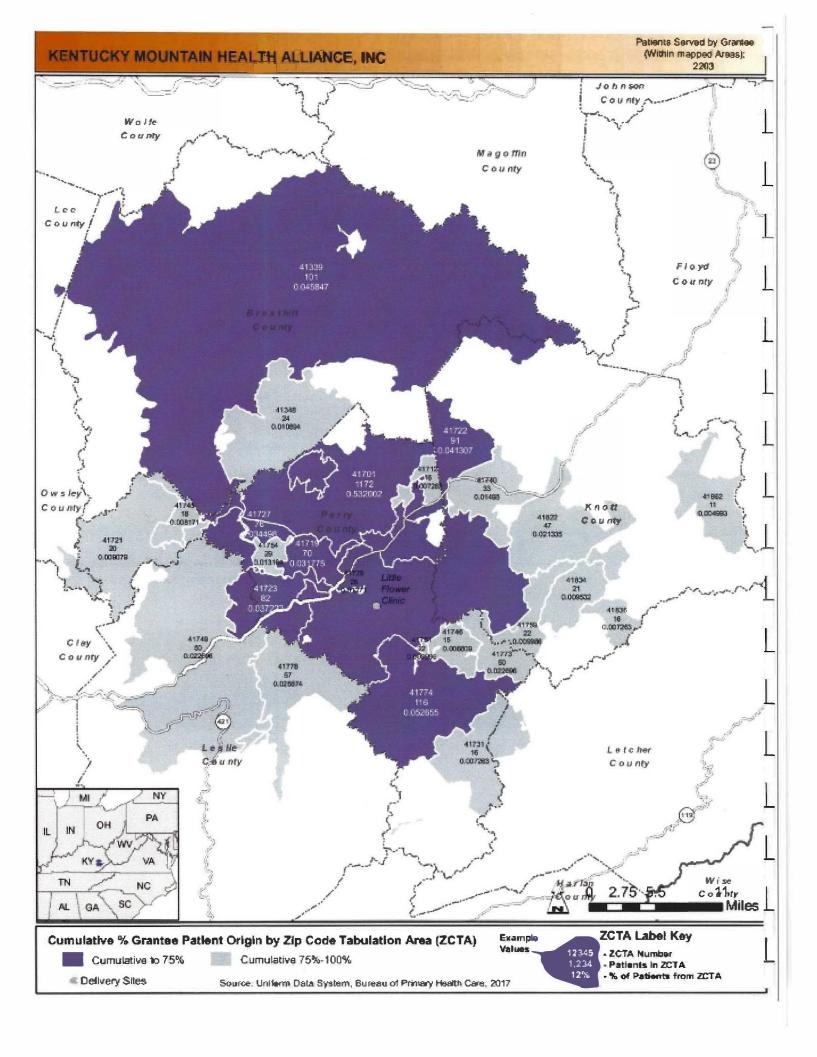
eligibility not limited to individuals with 2 medical visits ever. Change to the exclusions criteria: Patients with emphysema, chronic obstructive pulmonary disease, cystic fibrosis, or acute respiratory failure during or prior to the measurement period, patients with allergic reactions to asthma medications are no longer excluded from the measure denominator. Please see: <a href="https://ecgi.healthit.gov/ecgm/measures/cms126v5">https://ecgi.healthit.gov/ecgm/measures/cms126v5</a>

- 18. Controlling High Blood Pressure: Change to the denominator in 2016 may affect 2015-2017 trends: Age 18 through 85 years (previously age 18 through 84 years), eligibility no longer limited to patients with at least 2 medical visits during the measurement, must be essential diagnosis. Change to the exclusions criteria: Exclude patients with dialysis or renal transplant before or during the measurement period and chronic kidney disease, Stage 5 (in addition to evidence of end state renal disease), and patients with a diagnosis of pregnancy during the measurement period year. Please see: <a href="https://ecqi.healthit.gov/ecqm/measures/cms165v5">https://ecqi.healthit.gov/ecqm/measures/cms165v5</a>
- 19. Diabetes: Hemoglobin A1c Poor Control: Change to the denominator in 2016 may affect 2015-2017 trends: Age 18 through 75 years (previously age 18 through 74), eligibility no longer limited to patients with at least 2 medical visits during the measurement year. Please see <a href="https://ecqi.healthit.gov/ecqm/measures/cms122v5">https://ecqi.healthit.gov/ecqm/measures/cms122v5</a>
- \*Note: Health center profile data are aggregated to the health center parent organizational level, which may be comprised of multiple service delivery sites.

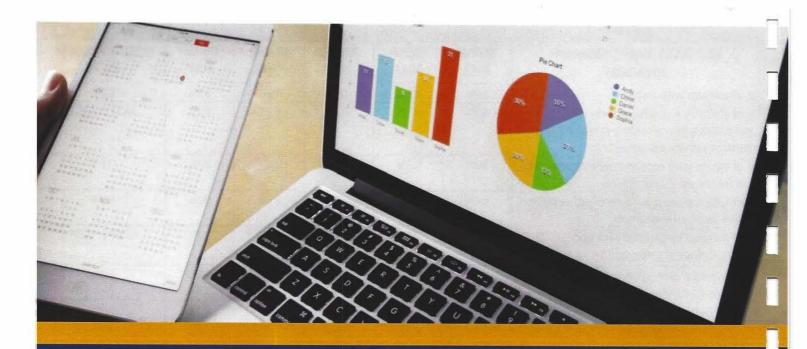
#### **Accessibility Statement:**

Persons using assistive technology may not be able to fully access information in these files. For assistance, contact the BPHC Helpline at: 1-877-974-2742.





UDS DATA Health Measures	КМНА	КМНА	КМНА	КМНА	КМНА	HEALTHY PEOPLE
2013-2017	2013	2014	2015	2016	2017	20/20
% of women with pap test	19%	28%	16%	16%	22%	93%
% of children and adolescents with BMI	83%	73%	70%	63%	82%	NOT LISTED
percentile and counseling on nutrition and						
physical activity documented % of adults who received weight screening	70%	73%	90%	100%	93%	32%
and follow-up if appropriate	70%	7370	3076	100%	3370	32/0
% of tobacco users who received cessation	64%	47%	99%	97%	92%	60%
advice and/or medication						
% of asthmatics treated with appropriate pharmacological intervention	88%	76%	100%	95%	54%	NOT LISTED
% of hypertensive patients with blood pressure <140/90	56%	59%	46%	52%	55%	61%
% of diabetic patients with HGBA1C <=8	55%	74%	56%	54%	50%	15%
% of patients with colorectal cancer screen-	47%	25%	31%	6%	41%	71%
ing ages 51-70 % of patients with diagnosis of CAD	70%	65%	71%	98%	77%	NOT LISTED
prescribed a lipid lowering therapy	70%	03/6	7170	3070	/ / /0	NOTEISTED
% of IVD patients with aspirin or another	90%	88%	86%	95%	71%	NOT LISTED
antithrombotic therapy						
Utilization by Top 4 Chronic Illnesses (visits regardless of primacy)	2013	KMHA 2014	2015	KMHA 2016	KMHA 2017	
Hypertension	1,730	1,675	1,852	2,994	2,394	
Diabetes	1,135	867	927	1,257	1,141	
Depression and other mood disorders	836	841	1,177	2,341	1,841	
Tobacco use disorder	541	1,667	1,679	1,464	1,000	
	кмна	кмна			кмна	KMHA GOALS BY
Financial Measures	2013	2014			2017	2018
Working Capital to Monthly Expense Ratio	0.23	1.63	3.50	4.64	6.890	1 TO 2 0.50
Long term debt to equity ratio  Change in net assets as a percent of expense	0.37	0.33	0.23	0.18	0.013	4.8
Current ratio	1.11	1.08	5.60	8.94	12.090	1 TO 2
Days in accounts	0.08	0.01	0.01	0.0003	0.004	45
Days in operating cash	66	53	109	165	201	60 TO 90
# insured	108	798	1121	2,070	2,027	1,575
	KMHA 2013	KMHA 2014	KMHA 2015	KMHA 2016	KMHA 2017	KMHA GOALS BY 2018
Productivity	2,170	1,740	2,056	2,583	2,724	2,667
Total Users	10,756		10,022			15,800
Total Encounters		7,211		12,721	11,997	13,000
Total Medical Users	1,715	1,361	1,983	1,993	1,321	5.500
Total Medical Encounters	5,198	4,064	3,745	4,931	4,300	5,560
Total Dental Users	98	69	649	779	997	
Total Dental Encounters	222	168	1,812	1,848	2,703	2,000
Total Mental Health Users	38	100	143	295	283	
Total Mental Health Encounters	78	250	532	1,184	1,236	1,200
Total Enabling Encounters	5,258	2,729	3,933	4,248	3,450	7,040



# Performance Evaluation Profile

Kentucky Mountain Health Alliance, Inc. 2014 - 2016

Prepared by

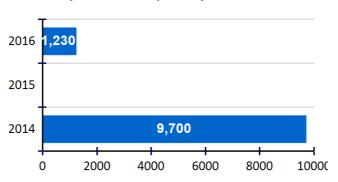


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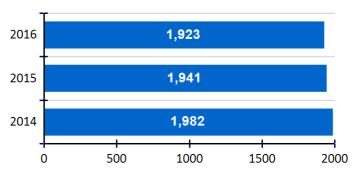
# **Productivity Dashboard**

Kentucky Mountain Health Alliance, Inc. 2014 - 2016

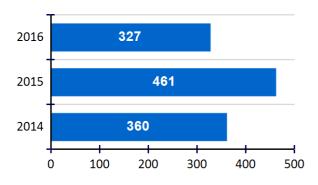
### **Physician Visits per Physician FTEs**



### Mid-Level Visits per Mid-Level FTEs



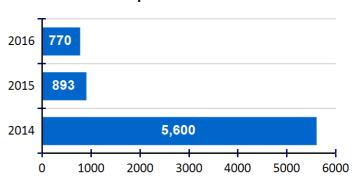
**Medical Patients per Medical FTE** 



### **Medical Patients per Medical Provider FTEs**



#### **Dental Visits per Dental Provider FTEs**



Key Productivity Metrics	2014	2015	2016	Kentucky Median 2016	High Performers Median 2016
Physician Visits per Physician FTE	9,700	-	1,230	3,036	3,392
Mid-Level Visits per Mid-Level FTE	1,982	1,941	1,923	2,461	2,990
Medical Patients per Medical Staff FTE	360	461	327	303	324
Medical Patients per Medical Provider FTE	765	992	767	882	987
Dental Visits per Dental Provider FTE	5,600	893	770	1,829	2,192

# **Productivity: Patients**

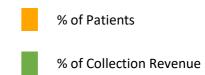
	2014	2015	2016	Percentile	Kentucky 2016	High Performers 2016
				75	376	359
Medical Patients per Medical Staff FTE	360	461	327	50	303	324
				25	247	287
				75	975	1,066
Medical Patients per Medical Provider FTE	765	992	767	50	882	987
				25	731	832
		320		75	984	967
Dental Patients per Dental Provider FTE	2,300		325	50	786	808
				25	595	697
		572	155	75	339	417
Mental Health Patients per Mental Health Provider FTE	400			50	224	272
				25	165	175
		2,056	2,583	75	27,835	51,757
Total Patients	1,786			50	12,263	37,796
				25	7,025	12,184
				75	188	143
Total Unduplicated Patients per Total FTE	116	86	88	50	136	130
				25	119	116
				75	846	883
Total Patients per Provider FTE	867	480	374	50	663	683
				25	583	589

# **Productivity: Visits**

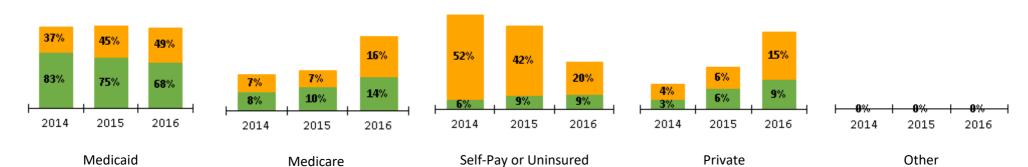
	2014	2015	2016	Percentile	Kentucky 2016	High Performers 2016
				75	3,854	3,671
Physician Visits per Physician FTE	9,700	-	1,230	50	3,036	3,392
				25	2,384	2,938
				75	3,118	3,269
Mid-Level Visits per Mid-Level FTE	1,982	1,941	1,923	50	2,461	2,990
				25	2,012	2,430
				75	3,440	3,629
Medical Visits per Medical Provider FTE	2,283	2,191	2,093	50	2,751	3,206
				25	2,262	2,739
				75	2,192	1,872
Medical Visits per Non-Provider Medical Staff FTE	2,032	1,905	1,555	50	1,555	1,679
				25	1,125	1,487
		893	770	75	2,176	2,393
Dental Visits per Dental Provider FTE	5,600			50	1,829	2,192
				25	1,079	1,797
		2,084	623	75	1,385	1,323
Mental Health Visits per Mental Health Provider FTE	1,000			50	904	1,070
				25	725	785
		457	483	75	459	606
Enabling Services Visit per Enabling FTE	515			50	7	221
				25	-	4
				75	95,802	244,202
Total Visits	7,211	10,648	12,721	50	43,310	153,250
				25	28,417	56,059
				75	676	671
Total Visits per All FTE	469	448	433	50	489	556
				25	441	460
				75	2,908	3,801
Total Visits per Provider FTE	3,500	2,488	1,844	50	2,392	3,026
				25	2,135	2,454

# Payer Mix Dashboard

Kentucky Mountain Health Alliance, Inc. 2014 - 2016



### **Patient and Collection Revenue by Payer Service**



Payer Mix	2014	2015	2016	Kentucky Median 2016	High Performers Median 2016
Self-Pay Patients as Percentage of Total Patients	52%	42%	20%	13%	23%
Self-Pay Collections as Percentage of Total Collections	6%	9%	9%	6%	6%
Medicaid Patients as Percentage of Total Patients	37%	45%	49%	47%	52%
Medicaid Collections as Percentage of Total Collections	83%	75%	68%	61%	71%
Medicare Patients as Percentage of Total Patients	7%	7%	16%	11%	6%
Medicare Collections as Percentage of Total Collections	8%	10%	14%	10%	5%
Other Publicly Insured Patients as Percentage of Total Patients	-	-	-	-	0%
Other Public Collections as Percentage of Total Collections	-	-	-	-	1%
Privately Insured Patients as Percentage of Total Patients	5%	7%	15%	21%	16%
Private Insurance Collections as Percentage of Total Collections	3%	7%	9%	15%	10%

# Operations & Utilization: Utilization Growth Rates

Utilization Growth Rates	2014	2015	2016	Percentile	Kentucky 2016	High Performers 2016
				75	15.3%	7.9%
Medical Patient Growth Rate	-20.6%	45.7%	0.5%	50	4.8%	4.7%
				25	1.1%	2.0%
				75	20.6%	10.3%
Medical Visit Growth Rate	-21.8%	7.8%	24.2%	50	12.1%	6.1%
				25	6.2%	1.7%
				75	48.2%	22.0%
Dental Patient Growth Rate	-29.6%	840.6%	20.0%	50	5.2%	11.2%
				25	-5.0%	1.2%
				75	37.1%	24.1%
Dental Visit Growth Rate	-24.3%	978.6%	2.0%	50	1.7%	12.6%
				25	-8.4%	0.1%
	163.2%	43.0%	106.3%	75	77.5%	25.9%
Mental Health Patient Growth Rate				50	18.8%	14.0%
				25	5.7%	2.6%
				75	59.6%	38.5%
Mental Health Visit Growth Rate	220.5%	108.4%	127.3%	50	38.1%	14.1%
				25	15.4%	2.0%
		15.1%	25.6%	75	21.1%	10.8%
Patient Growth Rate	-17.7%			50	10.1%	6.0%
				25	3.7%	2.1%
	-33.0%	47.7%	19.5%	75	19.7%	11.5%
Visit Growth Rate				50	15.8%	6.5%
				25	7.4%	1.7%

# Operations & Utilization: Revenue & Cost per Patient

	2014	2015	2016	Percentile	Kentucky 2016	High Performers 2016
				75	\$970	\$1,095
Operating Revenue per Patient	\$700	\$768	\$742	50	\$783	\$871
				25	\$645	\$811
				75	\$907	\$975
Operating Expense per Patient	\$618	\$768	\$742	50	\$635	\$857
				25	\$593	\$667
				75	\$720	\$679
Net Patient Service Revenue per Patient	\$159	\$256	\$330	50	\$489	\$559
				25	\$394	\$401
				75	\$23,148,805	\$45,138,998
Total Revenue	\$1,249,576	\$1,579,204	\$1,915,892	50	\$16,930,854	\$28,014,337
				25	\$6,957,909	\$15,663,803
				75	\$21,800,667	\$44,909,183
Total Expenses	\$1,104,247	\$1,579,295	\$1,916,155	50	\$14,806,150	\$25,375,726
				25	\$5,575,152	\$12,784,395
				75	\$407	\$399
Direct Medical Cost per Medical Patient	\$246	\$233	\$336	50	\$367	\$369
				25	\$315	\$319
				75	\$280	\$362
Direct Dental Cost per Dental Patient	\$423	\$492	\$380	50	\$226	\$304
				25	\$146	\$258
				75	\$675	\$643
Mental Health Cost per Mental Health Patient	\$298	\$354	\$631	50	\$490	\$484
				25	\$292	\$245
			\$2,756	75	\$3,793	\$1,373
330 Grant Dollars per Uninsured Patient	\$930	\$1,496		50	\$1,744	\$616
				25	\$975	\$375

# Operations & Utilization: Revenue & Cost per Visit

	2014	2015	2016	Percentile	Kentucky 2016	High Performers 2016
				75	\$279	\$227
Operating Revenue per Patient Visit	\$173	\$148	\$151	50	\$227	\$205
				25	\$157	\$171
				75	\$241	\$232
Operating Expense per Patient Visit	\$153	\$148	\$151	50	\$177	\$181
				25	\$145	\$159
				75	\$207	\$155
Net Patient Service Revenue per Patient Visit	\$39	\$49	\$67	50	\$134	\$131
				25	\$116	\$106
				75	\$134	\$120
Direct Medical Cost per Medical Patient Visit	\$83	\$105	\$123	50	\$103	\$105
				25	\$95	\$98
				75	\$170	\$143
Direct Dental Cost per Dental Patient Visit	\$174	\$176	\$160	50	\$112	\$123
				25	\$94	\$98
				75	\$165	\$127
Mental Health Cost per Mental Health Patient Visit	\$119	\$97	\$157	50	\$116	\$107
				25	\$87	\$87

# Operations & Utilization: Service Mix

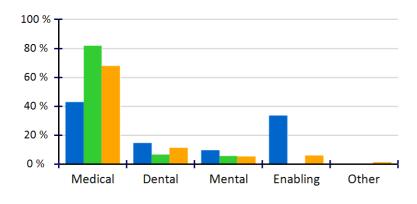
Service Mix	2014	2015	2016	Percentile	Kentucky 2016	High Performers 2016
				75	91.3%	74.5%
Medical Visits as a Percentage of Total Visits	56.4%	41.2%	42.8%	50	81.4%	67.7%
				25	71.6%	60.6%
				75	14.8%	17.3%
Dental Visits as a Percentage of Total Visits	2.3%	17.0%	14.5%	50	6.6%	11.1%
				25	0.4%	8.1%
				75	8.9%	9.0%
Mental Health Visits as a Percentage of Total Visits	3.5%	4.9%	9.3%	50	5.5%	5.1%
				25	2.8%	3.4%
				75	7.1%	14.0%
Enabling Visits as a Percentage of Total Visits	37.8%	36.9%	33.4%	50	0.0%	5.8%
				25	-	0.1%
Total Visits per Patient		5.2	4.9	75	3.9	5.1
	4.0			50	3.6	4.2
				25	3.4	3.8

# Peer Comparison

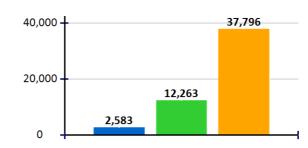
### 2016

- Kentucky Mountain Health Alliance, Inc.
- Kentucky median
- High Performers median

# Array of Services 2016 (Percentage of Total Visits)



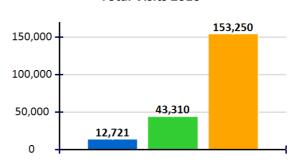
#### **Patient Served 2016**



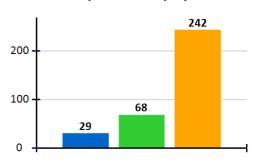
#### Revenues 2016



**Total Visits 2016** 



**Full-Time Equivalent Employees 2016** 



Key Metrics	Health Center 2016	Kentucky Median 2016	High Performers Median 2016
Medical Visits as a Percentage of Total Visits	43%	81%	68%
Dental Visits as a Percentage of Total Visits	15%	7%	11%
Mental Health Visits as a Percentage of Total Visits	9%	6%	5%
Enabling Visits as a Percentage of Total Visits	33%	0%	6%
Other Professional Visits as a Percentage of Total Visits	-	0%	1%

Key Metrics	Health Center 2016	Kentucky Median 2016	High Performers Median 2016
Total Revenue	\$1,915,892	\$16,930,854	\$28,014,337
Total Patients	2,583	12,263	37,796
Total Visits	12,721	43,310	153,250
Total FTEs	29	68	242

### **Patient Care Services**

### MEDICAL

- Office Visits with a Provider
- Disease/Case Management
- Health Education
- Home Visits
- Medication Assistance Programs
- Referrals for Eye Glasses

### **BEHAVIORAL HEALTH**

- On-site Mental Health Services
- Referrals for Mental Health,
   Substance Abuse, Dental and
   Specialty Care Services

# DENTAL

- Serving Patients of all ages!
- Visits with a Dentist & Hygienist
- On-site Dental Health Services
- Full Set of Dentures \$300
- Sliding Fee Scale to help make dental care affordable and accessible in our service area.
- Accepts Most Major Insurances

### **FUNDRAISING**

**VALENTINE BASKET RAFFLE** 

RACE DAY RAFFLE

YARD SALE

**BLACK GOLD FESTIVAL** 

**BACK TO SCHOOL BASH** 

**BASS TOURNAMENT** 

CHILI COOK OFF

#### **EVENTS**

**National Wear Red Day** 

**Paint Perry Purple** 

**BIG Give-a-way** 

**Annual Board Meeting** 

**Nurses Week** 

**Health Fair** 

Senior Citizen Health
Awareness

**Employee Appreciation** 

**Trivia Night** 

### OUTREACH

FREE SOUP & SANDWICH LUNCH DAY

FREE HOT DOG LUNCH DAY

FREE SLOPPY JOE LUNCH DAY

FREE WALKIN TACO LUNCH DAY

FREE SPAGHETTI LUNCH DAY

GOODWILL

TRUNK OR TREAT

TURKEY DINNER GIVEAWAY

**MOUNTAIN MISSION** 

### **STAFF TRAININGS**

**EMERGENCY PREPAREDNESS** 

**CPR TRAINING** 

**HOW TO ENGAGE & INSPIRE HEALTHCARE TEAMS** 

**ARH DIABETES LUNCH & LEARN** 

**KPCA CONFERENCES** 

# National Wear Red Dayl Eebruary 3, 2017



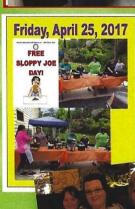








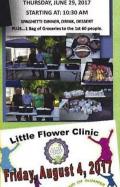






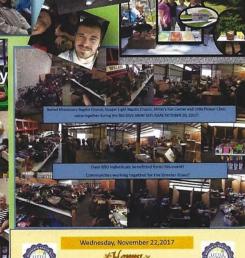












REE LUNCH

