



Cost Comparison Snapshot

XYZ Health Center, 2017 - 2019

Prepared by:



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About This Report

Capital Link prepared this Cost Comparison Snapshot to provide XYZ Health Center with a better understanding of its spending on patient medical care using our proprietary database of health center financial audits and Uniform Data System (UDS) information.

This snapshot includes multi-year trends on medical costs of care metrics and performance measures. It illustrates how your health center's specific metrics compare to peer groups, highlighting areas for further examination to support performance improvement.

Covering the three-year period of 2017 - 2019, the dashboards show:

- Overall Peer Costs Comparison
- Medical Costs per Patient
- Medical Costs per Visit

The metrics in this report are calculated using cost components as defined by standardized reporting requirements for the Uniform Data System, Table 8A: Financial Costs. The cost components are:

- **Staff Costs:** Includes salaries and benefits for medical providers and medical support personnel (hired and contracted), excluding lab staff.
- **Lab and X-Ray Costs:** Includes all medical lab and x-ray costs including supplies and lab staff.
- **Overhead Costs:** Includes facilities costs, allocated based on square footage, and non-clinical support services costs assigned to the particular service.
- **Other Direct Costs:** Includes dues, supplies, equipment depreciation, travel, CME, EHR system, and continuing medical education.

Methodology

The analysis and results contained in this report are based on two primary data sources covering the 2017 - 2019 period.

- Audited financial statements of health center corporations reported by fiscal year.
- Uniform Data System (UDS) information as self-reported by health centers each calendar year.

The comparative data sets include aggregated data from audited financial statements and UDS reports from Capital Link's proprietary financial and operational database. The specific number of health centers included in each comparative data set is listed below.

Data	State FQHCs 2019	National FQHCs 2019
Financial Audits	10	974
UDS Data	12	1,365

Percentiles

Statistical measures used to describe the financial ratios and trends include the 50th percentile (median), 75th percentile, and 25th percentile. By definition, half the values in a set are greater than the median and half are less. Therefore, the median is not skewed by large or small values outside the typical range as can happen with average figures. The 75th percentile is a value that is equal to or greater than 75 percent of others in the data set. The 25th percentile is a value that is equal to or greater than 25 percent of others.

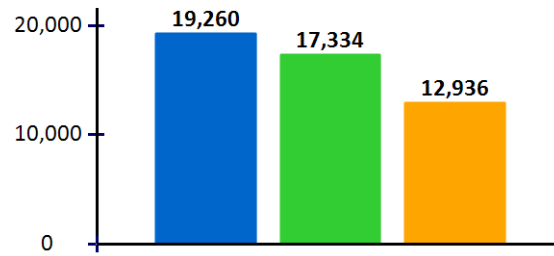
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Peer Comparison

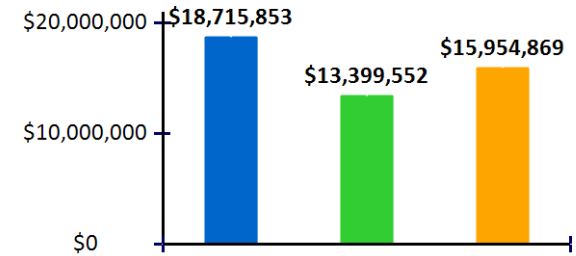
2019

- XYZ Health Center
- State FQHCs median
- National FQHCs median

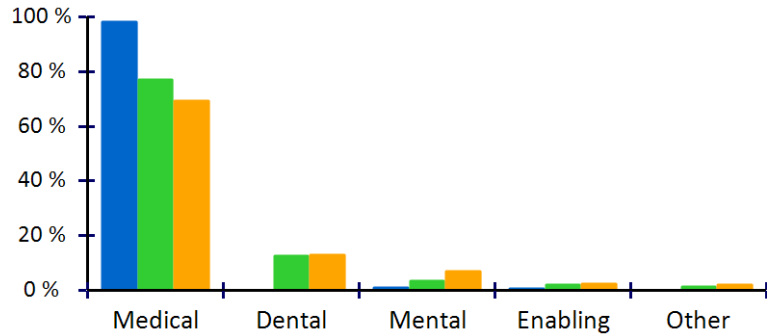
Patients Served



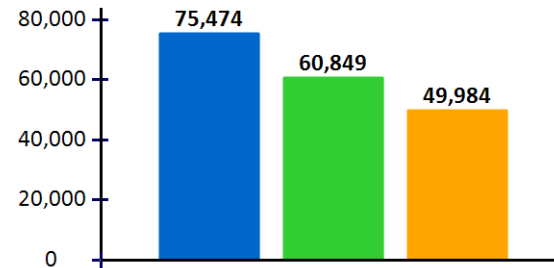
Revenues



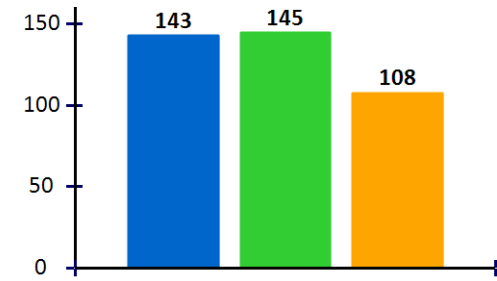
Array of Services
(Percentage of Total Visits)



Total Visits



Full-Time Equivalent Employees



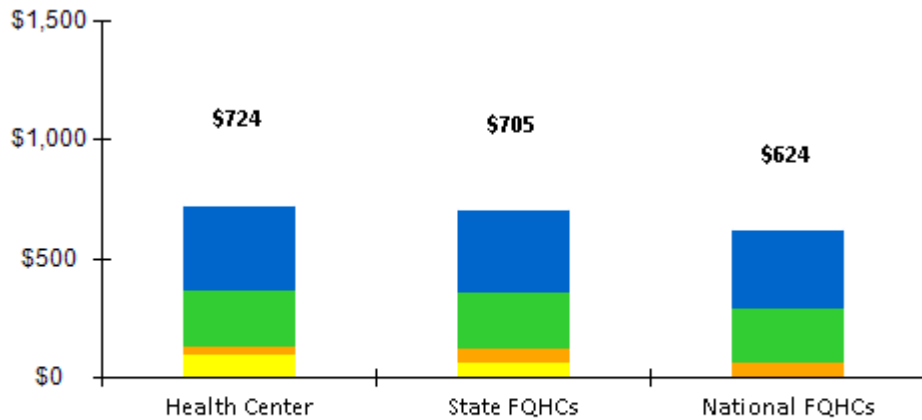
Array of Services	Health Center 2019	State FQHCs Median 2019	National FQHCs Median 2019	Key Metrics	Health Center 2019	State FQHCs Median 2019	National FQHCs Median 2019
Medical Services	98%	77%	69%	Total Patients	19,260	17,334	12,936
Dental Services	-	13%	13%	Total Revenue	\$18,715,853	\$13,399,552	\$15,954,869
Mental Health Services	1%	4%	7%	Total Visits	75,474	60,849	49,984
Enabling Services	1%	2%	2%	Total FTEs	143	145	108
Other Services	-	2%	2%				

Medical Services Cost per Patient Dashboard

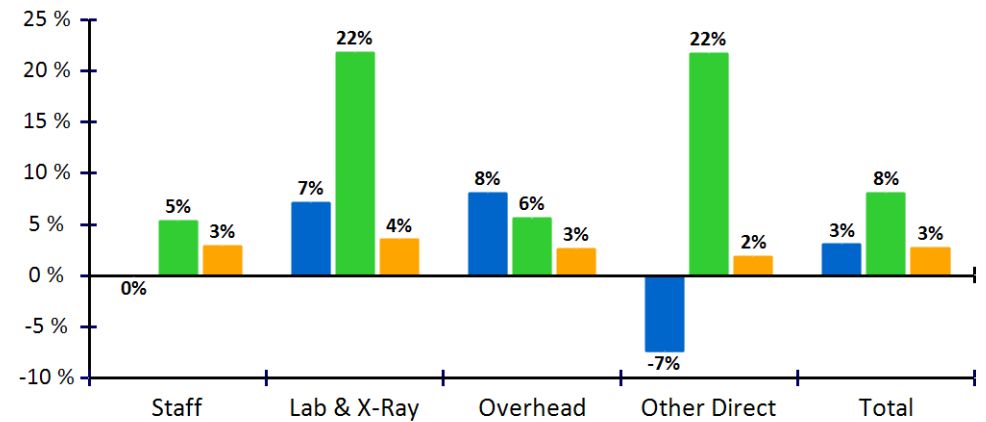
XYZ Health Center

2017 - 2019

Total Medical Cost per Patient 2019



Change in Cost 2018-2019



■ Lab & X-Ray Cost
 ■ Other Direct Cost
 ■ Overhead Cost
 ■ Staff Cost

■ 1st Choice Healthcare, Inc.
 ■ State FQHCs
 ■ National FQHCs

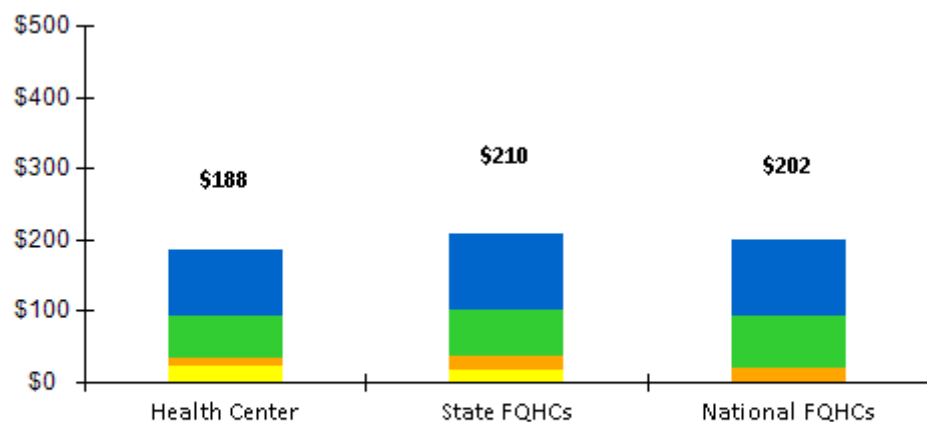
Medical Services Cost per Patient	2017	2018	2019	% Change 2018-2019	State FQHCs Median 2019	State FQHCs % Change 2018-2019	National FQHCs Median 2019	National FQHCs % Change 2018-2019
Staff Cost per Patient	\$322	\$352	\$352	0%	\$342	5%	\$328	3%
Lab and X-Ray Cost per Patient	\$96	\$95	\$102	7%	\$66	22%	\$12	4%
Overhead Cost per Patient	\$236	\$217	\$235	8%	\$235	6%	\$226	3%
Other Direct Costs per Patient	\$36	\$38	\$35	-7%	\$61	22%	\$57	2%
Total Medical Services Cost per Patient	\$690	\$702	\$724	3%	\$705	8%	\$624	3%

Medical Services Cost per Visit Dashboard

XYZ Health Center

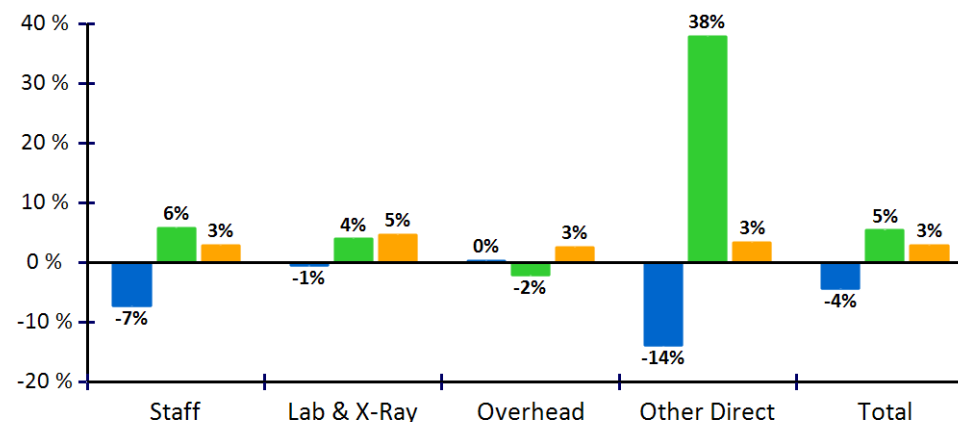
2017 - 2019

Total Medical Cost per Visit 2019



■ Lab & X-Ray Cost
 ■ Other Direct Cost
 ■ Overhead Cost
 ■ Staff Cost

Change in Cost 2018-2019



■ 1st Choice Healthcare, Inc.
 ■ State FQHCs
 ■ National FQHCs

Medical Services Cost per Visit	2017	2018	2019	% Change 2018-2019	State FQHCs Median 2019	State FQHCs % Change 2018-2019	National FQHCs Median 2019	National FQHCs % Change 2018-2019
Staff Cost per Visit	\$88	\$98	\$91	-7%	\$105	6%	\$106	3%
Lab and X-Ray Accrued Cost per Visit	\$26	\$27	\$26	-1%	\$20	4%	\$4	5%
Overhead Cost per Visit	\$65	\$61	\$61	0%	\$65	-2%	\$73	3%
Other Direct Costs per Visit	\$10	\$11	\$9	-14%	\$21	38%	\$19	3%
Total Medical Services Cost per Visit	\$190	\$196	\$188	-4%	\$210	5%	\$202	3%