



## 2022 Annual Report

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April 1, 2021 -  
March 31, 2022\*

\*PACHC Fiscal and Organizational  
Membership Year



# Pennsylvania Community Health Centers



\* Counties without health centers appear in white

51 Community Health Center organizations  
operating **395** sites in PA

Located in **54** of the **67** PA counties

Serving **1,013,600** patients or

**1** in **13** Pennsylvanians



**100%**  
of FQHCs and  
Look-Alikes are  
PACHC Members

# PACHC Partnerships

## Our Corporate Sponsors

**Gold**

- Aetna Better Health
- AmeriHealth Caritas
- Highmark Wholecare
- PA Health & Wellness (CENTENE)
- TangoRX
- UPMC Health Plan

**Silver**

- Adaptive Medical Partners
- BakerTilly, LLP
- FORVIS
- Center for Organ Recovery Education
- Gift of Life Donor Program
- Hartman Executive Advisors
- United Healthcare Community Plan

**Bronze**

- Highmark Blue Shield

## Corporate Sponsor Investments

- **9** out of **14** annual corporate sponsors supported the 2021 Annual Conference & Clinical Summit through sponsorships
- **\$56,500** annual corporate sponsor revenue

## Our Partners

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

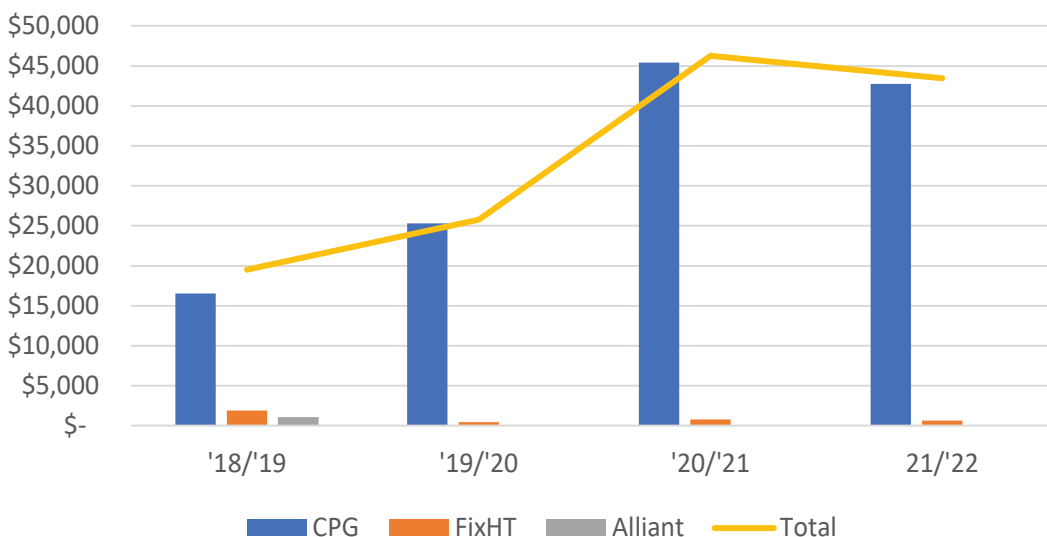
## Our PACHC Preferred Vendors

- Alliant Employee Benefits
- Commonwealth Purchasing Group (GPO)
- Fix Healthcare Technology

## Credentialing Support Statistics

- Expedited Medicaid enrollment for **367** providers
- **119** expedited health professional licenses

### PACHC Preferred Vendor Revenue Trend



## Clinical Initiatives

- Patient-Centered Medical Home Training - **53** Attendees, **18** Health Centers Represented
- Cancer Screening Summit - **18** Attendees, **10** Health Centers Represented
- Dental Operational Excellence & Value-Based Care Summit - **33** Attendees, **20** Health Centers Represented
- CMO/Medical Directors Peer Group and Peer Queries
- Dental Director and Dental Staff Peer Group and Peer Queries
- Quality Improvement/Patient-Centered Medical Home Peer Group and Peer Queries
- Behavioral Health Peer Group and Peer Queries
- Registered Dietitian Peer Group and Peer Queries being planned
- **127** health center sites provide dental services
- **69%** of health centers have Patient-Centered Medical Home Recognition
- **37** health centers prescribe Medication Assisted Treatment
- **98%** of health centers have in-house Behavioral Health Services
- **10** FQHC Centers of Excellence for Opioid Use Disorder

## Financial Guidance

- Billing Leader Peer Group and Peer Queries
- Finance Leader Peer Group and Peer Queries
- Technical assistance calls and emails
- **6** finance/billing educational sessions at the 2021 PACHC Annual Conference & Clinical Summit
- On-boarding assistance provided to new CFOs
- Continued collaboration with PA Office of Medical Assistance Programs on Medicaid payment policy
- CFO Boot Camp - **17** Attendees, **17** Health Centers Represented

## Operations Support

- Saved health centers **\$39,750\*** through PACHC provided technical assistance  
\*265 recorded technical assistance support provided at \$150/hour value
- Group purchasing savings of **23.5%** or **\$3.5 million**
- COO/Operations Peer Networking Group and Peer Queries
- Compliance Peer Networking Group and Peer Queries
- HR and Credentialing Peer Networking Groups
- Development of the Pennsylvania Community Health Center Manual

## Outreach & Enrollment

- **43** PACHC/Pennie Health Center Affiliated Organizations
- **135** Certified Enrollment Assistants
- Department of Aging Enrollment Assistance Partnership
- CMS Advisory Panel on Outreach and Education participant
- **1** National Learning Collaborative focused on Redefining Outreach and Enrollment Workflows and Data Collection
- Monthly Assister Peer Networking Call  
Averaging **40** in attendance,  
representing **43** Health Centers
- Statewide Open Enrollment  
Debrief – **72** Attendees,  
**36** Health Centers Represented
- Technical Assistance Webinars on Immigration,  
Medicaid Enrollment and the Social  
Security Disability and Referral Process
- Marketplace plan preview



# Advocacy

## State Issues

- **PBM Legislation-340B:** At PACHC's behest, Rep. Carrie Lewis DelRosso (R-Westmoreland) introduced HB 1319 on April 30. The bill would prohibit imposing fees or reducing reimbursement to Pennsylvania 340B covered entities just because they are a 340B provider. The bill will protect the intent of the 340B Program by ensuring the savings are directed to our most vulnerable and not pharmacy benefit managers (PBMs).
- **OMAP Telehealth Bulletin:** The Department of Human Services (DHS), Office of Medical Assistance Programs (OMAP) released MA Bulletin 99-21-06, "Guidelines for the Delivery of Physical Health Services via Telemedicine," effective September 30, 2021, to maintain telehealth as a modality to deliver care.
- **PA Primary Care Practitioner Program:** A PACHC-led coalition of five organizations secured \$4.5 million in the 2021-22 Department of Health budget to support the state's Primary Care Loan Repayment program and the PA Primary Care Career Center.
- **Physician Assistant Modernization Bills:** PACHC worked with a coalition to remove unnecessary restrictions on Physician Assistants (PA), SB 397 and SB 398. The bills, signed in October 2021, removed the 100% countersignature requirement, allowing supervising physicians to determine need for countersignature and aligning the supervision requirements under Medical Board and Osteopathic Board.



# Advocacy

## Federal Issues

- **PROTECT 340B Act:** Representatives David McKinley (R-WV) and Abigail Spanberger (D-VA) introduced the PROTECT 340B Act on July 9, 2021. The bill combats discriminatory reimbursement policies that threaten health centers' abilities to provide patients with 340B eligible medications. PACHC is working to get members of the Pennsylvania delegation to sign on to the legislation, with only Rep. Susan Wild and Rep. Dwight Evans have signed on to the legislation before April 1, 2022.
- **Congress Passes Bipartisan Infrastructure Bill:** On Nov. 15, President Biden signed the Infrastructure Investment and Jobs Act, H.R. 3684, into law. The bill provides \$550 billion in new federal spending for roads, bridges, transit, airports, and other traditional infrastructure and \$65 billion to improve broadband infrastructure, which will improve access to telehealth video services and help address a social determinant of health. There is increasing evidence demonstrating a strong relationship between broadband access, Internet adoption and health outcomes.
- **Telehealth:** PACHC worked with Rep. Glenn Thompson to introduce The Helping Ensure Access to Local TeleHealth (HEALTH) Act ( HR 4437 ) on July 16, 2021. The bill codifies Medicare reimbursement for telehealth services rendered by community health centers and rural health clinics. The bill also allows these health facilities to continue to utilize audio-only telehealth visits for patients who do not have access to quality broadband.
- **FQHC Funding Support:** Fifteen of the 18 members of the PA delegation signed on to the DeGette-Bilirakis Health Center Program Funding letter in support of FQHC funding. Rep. Perry did not sign on, while Rep. Cartwright and Rep. Reschenthaler offered their support but could not sign on as members of the Appropriations Committee. Senator Casey signed on to the Senate letter. Senator Toomey did not.
- **Omnibus Appropriations Package:** On March 15 President Biden signed the FY22 omnibus appropriations package. The bill includes a \$65 million increase for Community Health Centers from FY21 allocations, totaling \$1.748 billion. Additionally, the bill provides direct spending "earmarks" for individual health centers, PCAs, and HCCNs. Lastly, the package includes a 151-day extension of telehealth flexibilities beyond the Public Health Emergency. These telehealth flexibilities will allow health centers to provide virtual care to patients, including audio-only visits.

# Advocacy

## Advanced Legislative Activity

- **March 14-18: PACHC Congressional Virtual Meetings:** PACHC held virtual meetings with the offices of each member of the Pennsylvania delegation during the week of March 14, 2022. Discussions with the Member of Congress (MoC) and their key legislative staff focused on the 340B Drug Pricing Program, appropriations funding, planning for the future health center workforce and telehealth expansion: COVID-19 and beyond.
- **PACHC Advocacy Forum:** PACHC held virtual meetings during the month of May 2021 with key members of the administration including the Secretaries of Health, Human Services, Drug and Alcohol and Aging departments to discuss the COVID-19 pandemic and its impacts on the patients Community Health Centers serve.

## COVID-19 Funding

Funding Source*	Amount	Date
<b>Federal Funding</b>		
ARP Funding (H8F)	\$157,607,000	April 2021
Capital Improvement (C8E)	\$27,442,068	Sept. 2021
Look-Alike ARP Funding (L2C)	\$16,883,874	July 2021
<b>State Funding</b>		
PA Dept. of Health Vaccine Grant	\$20,633,000	Sept. 2021
PA Dept. of Health Vaccine Hesitancy Grant	\$26,606,800	Sept. 2021
<b>Total</b>	<b>\$249,172,742</b>	

## Federal COVID-19 Funding disbursed directly to Pennsylvania Health Centers

Funding Source	Funding Amount
H8C:	\$2,861,609
H8D:	\$37,296,755
H8E:	\$16,797,397
L1C:	\$1,690,690
L2C:	\$17,383,874
C8E:	\$27,442,068
H8F:	\$157,607,000
<b>TOTAL</b>	<b>\$261,079,393</b>



# Recruitment

## Our Candidates

- **2,898** Candidates added to the Career Center Database
- Referrals to Health Centers:
  - By the Career Center - **345**
  - By the Candidate - **150**
  - Automatic by 3RNET – **23,821**

## Recruitment Events

- **4** Career Center Hosted Events:
  - 2 Virtual
  - 2 In Person
- **7** Events Attended

## The Jobs

- **135** New Job Postings
- **302** Total Job Postings
- **21** Placements

# Career Center Benefits

## Job Posting on 5 Sites

- 3RNet
- Career Center Website
- PracticeLink
- Indeed.com
- CareerMD

## Fees We Pay for Postings

- **\$4,500** 3RNet
- **\$9,995** PracticeLink

## Fees You Pay for Postings

- **\$0** Health Centers

# The Stats

Expedited enrollment and licensure  
**\$40 M** additional revenue\*

Career Center placements **\$4.9 M**  
economic impact\*\*

\*There were licensures and enrollments processed for 145 physicians, 41 dentists, 289 other and 11 sites.

Physician: 2681 visits X \$154 PPS rate = \$433,972 X 145 providers = \$59,866,730

Dentist: 2039 visits X \$148 PPS rate = \$377,548 X 41 providers = \$12,372,652

Other: 1067 visits X \$154 PPS rate = \$384,846 X 300 providers = \$49,295,400

Total = \$121,534,782 /12 X 4 months = \$40,511,594

\*\*\$449,000 per year in increased employment and labor income due to the support each physician needs. NPs, PAs and Dentists are less.

Average across all professions is \$300,000 x 57 placements = \$17.1 million in economic impact over 3.5 years

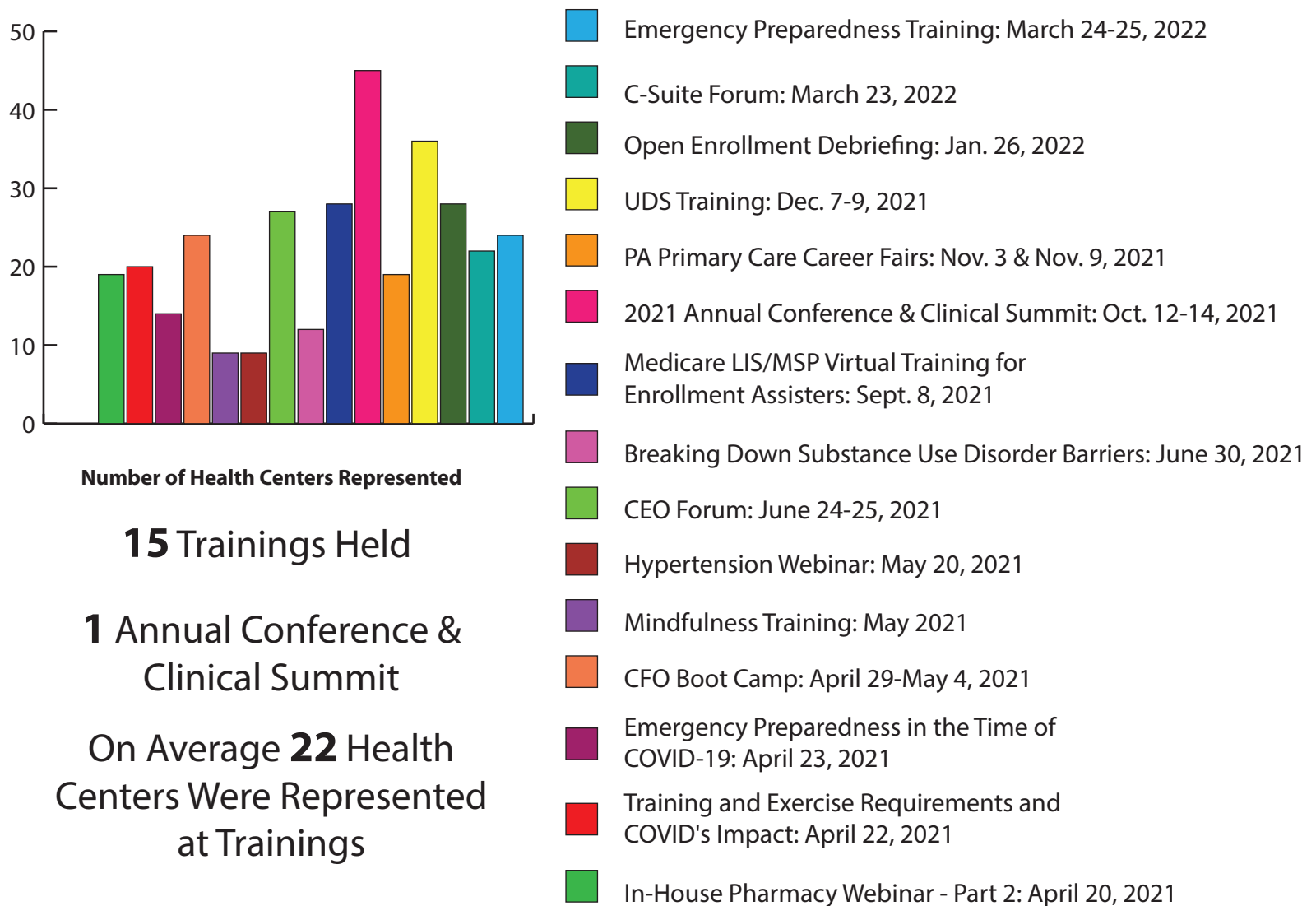
\$17.1 M / 42 months = 0.407 M per month x 12 months = \$4.9 M

Source: <http://ruralhealthworks.org/wp-content/uploads/2018/04/Physician-Impact-Study-Final-100416.pdf>



# Trainings and Education

## Number of Health Centers Represented at Trainings



**15** Trainings Held

**1** Annual Conference & Clinical Summit

On Average **22** Health Centers Were Represented at Trainings

**10** sponsorships were sold for a total of **\$61,000** in support of the PACHC Annual Conference in 2021.

The 2021 PACHC Annual Conference & Clinical Summit had **652** attendees representing **45** health centers.

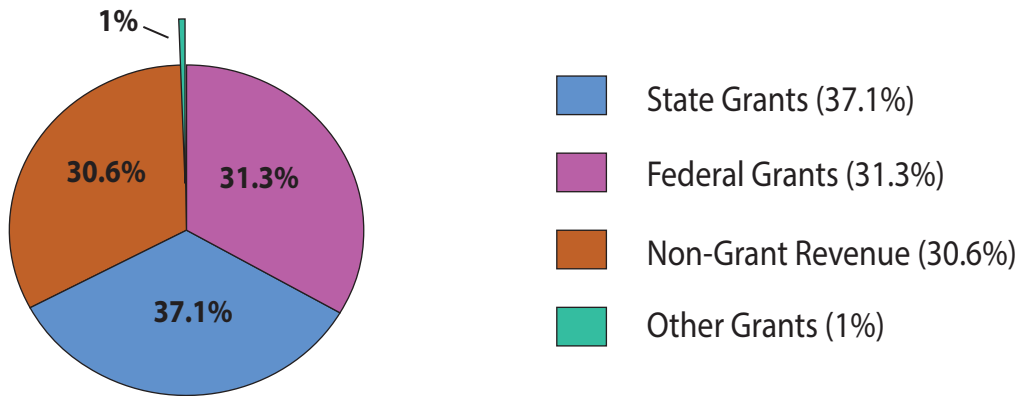
On average, it would cost **\$4,042.86\*** for an individual health center to purchase and host one of these trainings

\*The total cost to PACHC of the 15 educational trainings was \$60,642.89.  
 $\$60,642.89 \div 15 = \$4,042.86$

# Financial Highlights

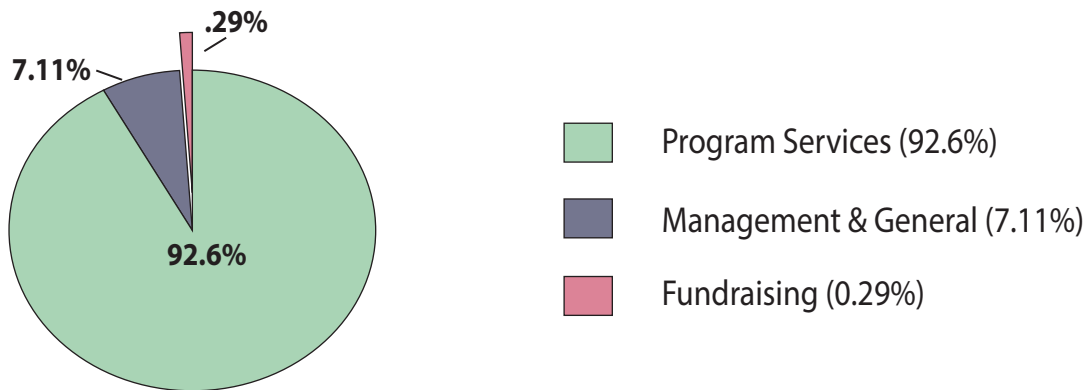
## Annual Revenue Mix

(COVID Stimulus Funding Excluded)



## Annual Expenses

(Excludes COVID Stimulus Pass-Through Expense)



## Statement of Revenue and Expense

(Includes COVID Stimulus Funding)

<b>Total Revenue:</b>	<b>\$23,867,909</b>
Federal Grants	\$1,244,014
State Grants	\$21,367,946
Other Grants	\$40,386
Non-Grant Revenue	\$1,215,563
<b>Total Expenses:</b>	<b>\$23,794,353</b>
Program Services	\$23,473,159
Management & General	\$308,594
Fundraising	\$12,600
<b>Net Surplus:</b>	<b>\$73,556.43</b>

## Pennsylvania's Community Health Centers

- Ambulatory Health Services
- Berks Community Health Center
- Broad Top Area Medical Center
- Centerville Clinics, Inc.
- ChesPenn Health Services, Inc.
- Community Care\*
- Community Health Clinic, Inc.
- Community Health & Dental Care
- Community Health Net
- Cornerstone Care, Inc.
- Covenant House Health Services, Inc.
- Delaware Valley Community Health, Inc.
- East Liberty Family Health Care Center
- Esperanza Health Center, Inc.
- Family First Health
- Family Practice & Counseling Network
- Glendale Area Medical Association, Inc.
- Greater Philadelphia Health Action, Inc.
- Hamilton Health Center, Inc.
- Hyndman Area Health Center, Inc.
- Keystone Health Center
- Keystone Rural Health Consortia, Inc.
- Laurel Health Centers
- LCH Health and Community Services
- Metro Community Health Center\*
- Multi-Cultural Health Evaluation Delivery System\*
- Neighborhood Health Centers of the Lehigh Valley
- NEPA Community Health Care
- North Side Christian Health Center
- Philadelphia FIGHT
- Primary Care Health Services, Inc.
- Primary Health Network
- Project H.O.M.E.
- Public Health Management Corporation
- Quality Community Health Care, Inc.
- River Valley Health & Dental Center
- Rural Health Corporation of Northeastern PA
- Sadler Health Center Corporation
- Sayre Health Center
- Scranton Primary Health Care Center, Inc.
- Sharon Community Health Center\*
- Spectrum Health Services, Inc.
- Squirrel Hill Health Center
- Star Community Health\*
- Sto-Rox Neighborhood Health Center
- The Wright Center for Community Health\*
- Tri-State Community Health Center
- Union Community Care
- Universal Primary Care
- Valley Health Partners Community Health Center\*
- Wayne Memorial Community Health Centers

\* Represent FQHC Look A-Likes

### Pennsylvania Association of Community Health Centers

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