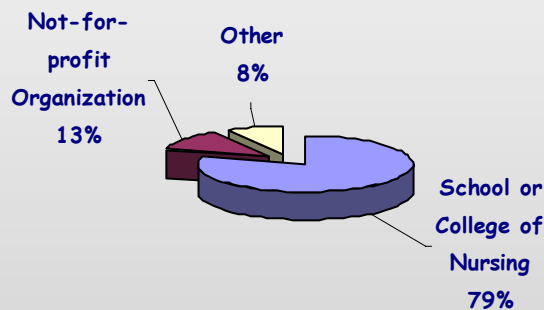


The Institute for Nursing Centers (INC) has the first national dataset that tracks clinical and financial data from nurse managed health centers (NMHCs) across the United States. This report contains data from the third year's survey. Twenty-four centers responded to the survey submitting 2006-2007 fiscal year data. This report shares key findings from these 24 NMHCs. For more information on INC and its data warehouse see our website (www.nursingcenters.org).

To inquire about purchasing the full report, please contact Clare Tanner at ctanner@mphi.org.

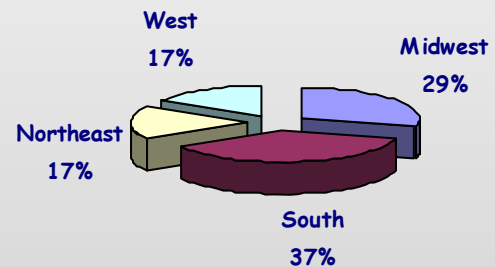
Snapshot of Nurse Managed Health Centers

NMHC Ownership



Most NMHCs are owned by schools of nursing.

Geographic Location in the United States



A majority are located in urban settings.

NMHCs are located throughout the country. Centers participating in the INC Data Warehouse Survey are located in Southern (37%), Midwestern (29%), North Eastern (17%), and Western (17%) regions of the United States.

NMHCs range in size. The median full-time equivalency (FTE) of advanced practice nurse providers is 1.85. The median number of unduplicated patients served is 1,735. The median number of annual visits is 4,102.

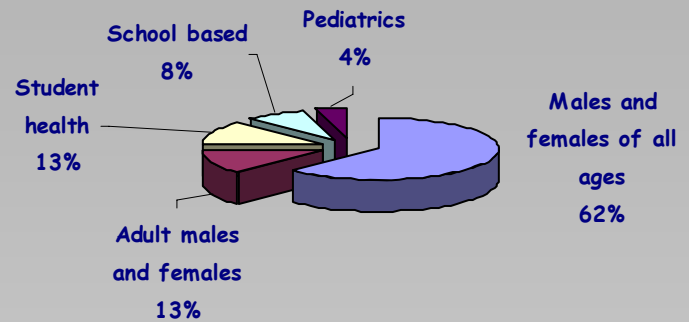
Many NMHCs operate as family practice clinics, while some NMHCs focus on specific age groups or sub-populations.

Clients served by Nurse Managed Health Centers

NMHCs serve all ages, races, ethnic groups and genders. On average:

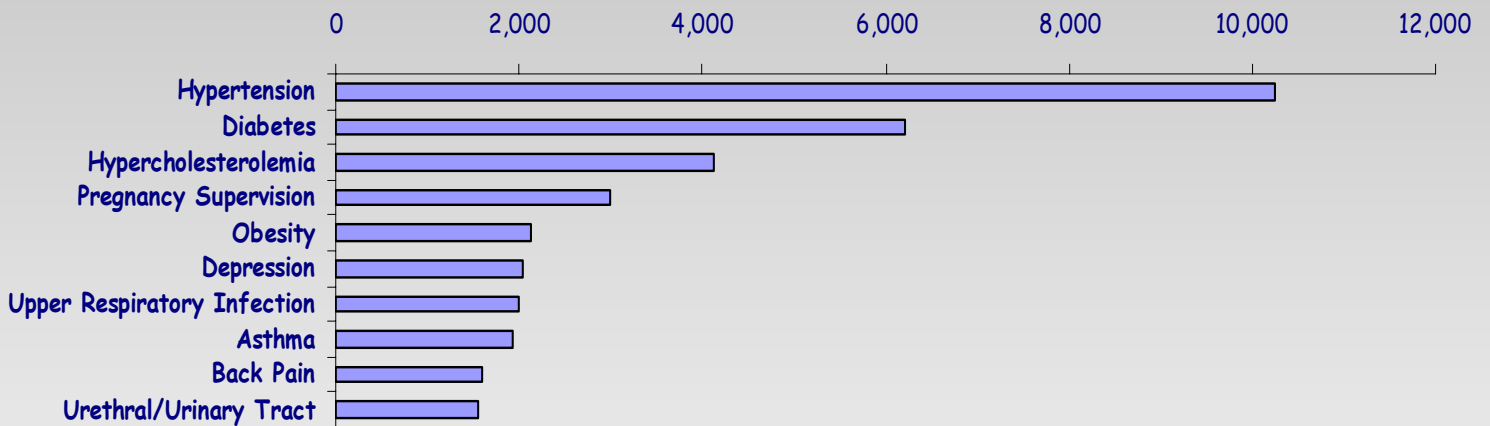
- ♦ Children (ages 0-19 years) account for 26% of patients
- ♦ African Americans account for 29% of patients, and Caucasians 46%
- ♦ Hispanics account for 20% of patients
- ♦ Females account for 59% of patients

Types of Primary Care Focus



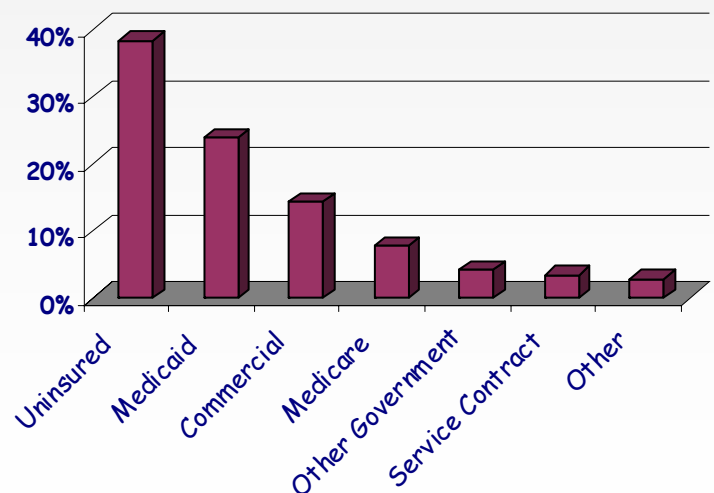
Top 10 Diagnoses

Number of visits



NMHCs traditionally focus on populations underserved by the larger healthcare system. Many have realized that to be sustainable, they must also provide care for populations with insurance.

Mean Payer Mix of Unduplicated Patients



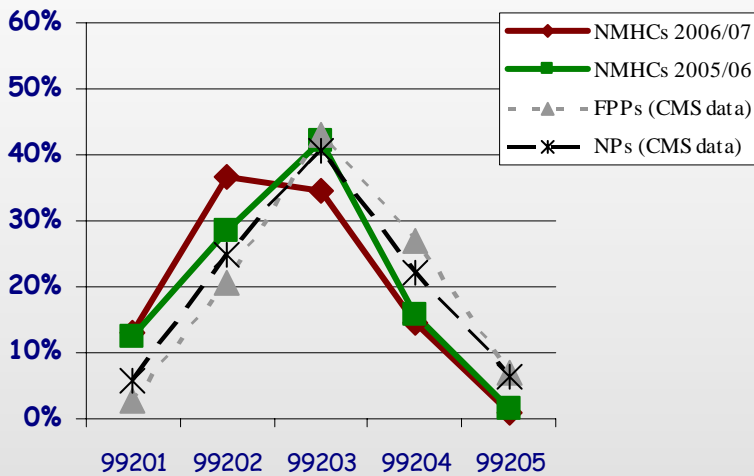
Populations of Focus in NMHCs

- ♦ More than half of the centers (67%) focus on patients without insurance
- ♦ Over one-third (38%) have clinics in or near public housing units
- ♦ One quarter (25%) address needs of homeless people

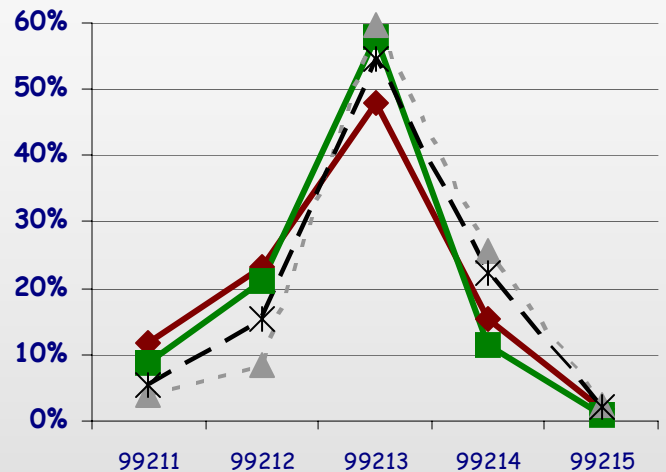
NMHC Financials

Compared to national data on Family Practice Physicians (FPPs) and Nurse Practitioners (NPs) serving Medicare patients in non-NMHCs, NMHC providers consistently code fewer high complexity office visits and more low complexity office visits.

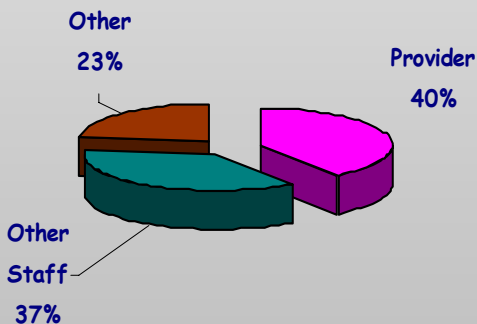
Comparison Coding for New Patients



Comparison Coding for Established Patients



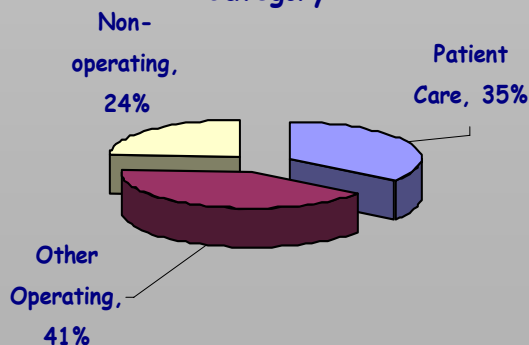
Average Percent Expenses by Category



Expenses are categorized as:

- ◆ Provider salary and fringe
- ◆ Other staff salary and fringe (including RN, LPN, MA, clerical, administrative, etc.)
- ◆ Other (medical and office supplies, equipment, occupancy, IT, services, etc.)
- ◆ Many NMHCs receive in-kind donations of resources as well

Average Percent Revenue Source by Category



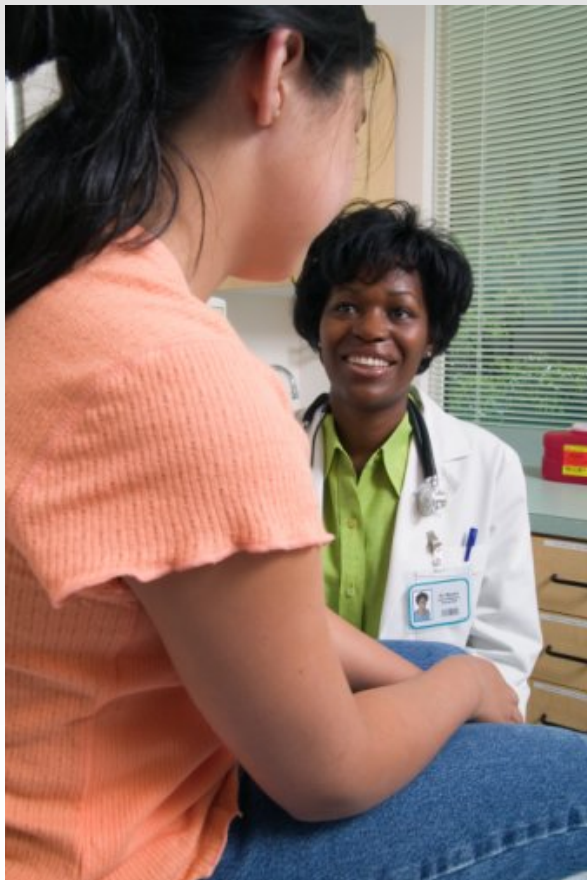
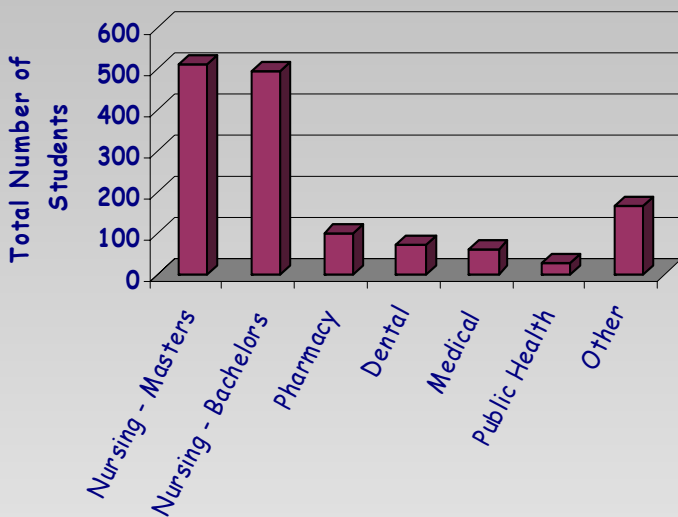
Revenue is classified as:

- ◆ Patient care reimbursement including fee for service (FFS) reimbursement and capitated payments
- ◆ Other operating revenue (primarily federal, state, local, and private grants)
- ◆ Non-operating revenue (subsidy, gifts and donations, and interest income)

Preparing the Next Generation of Healthcare Providers

Twenty (20) NMHCs provided clinical educational experiences to 1,435 students with a median of 54 students per center.

Types of Students Educated in NMHCs



WHO WE ARE

We are a national network of key stakeholders promoting direct access to high quality, affordable and cost-effective healthcare services to the nation's communities.

OUR GOALS

1. Create a strong network to facilitate the development and promotion of nurse managed primary healthcare centers that:
 - ◆ Increase access to primary healthcare
 - ◆ Respond to communities' needs and target historically underserved populations
2. Develop a national data center for NMHCs
3. Inform policy to promote NMHCs as a viable healthcare option
4. Develop and market educational and business products and services

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