

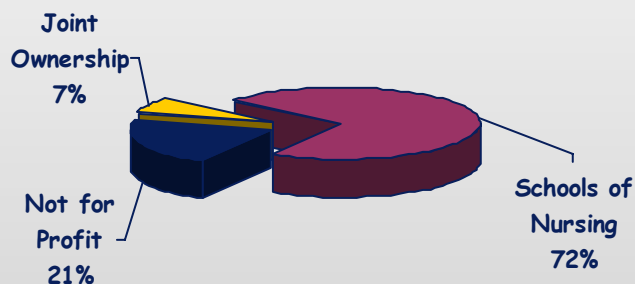
INSTITUTE FOR NURSING CENTERS: REPORT FROM THE DATA WAREHOUSE

The Institute for Nursing Centers (INC) has the first national data base tracking clinical and financial data from nursing centers across the United States. INC has completed its first national survey of nurse managed health centers (NMHCs). Twenty nine centers responded to the clinical and financial data survey based on 2004-2005 fiscal year. This report shares key findings. For more information on INC see our website and the back page of this document.

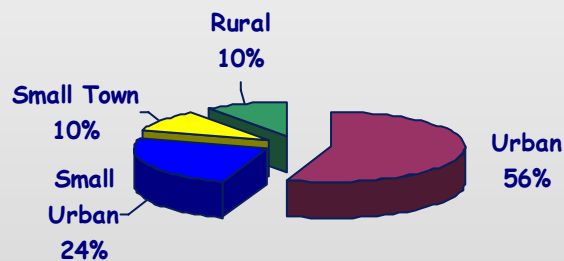
To inquire about purchasing the full report, please contact Clare Tanner at ctanner@mphi.org.

Snapshot of Nurse Managed Health Centers

NMHC Ownership



Urban vs. Rural Location



Most NMHCs are owned by schools of nursing.

A majority are located in urban settings.

NMHCs are located throughout the country. Centers participating in the INC Data Warehouse Survey are located in Midwestern (38%), Southern (28%), North Eastern (24%), and Western (10%) regions.

NMHCs range in size. The median full time equivalency (FTE) of advanced practice nurse providers is 1.95. The median number of unduplicated patients served is 1,078. The median number of annual visits is 3,810.

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



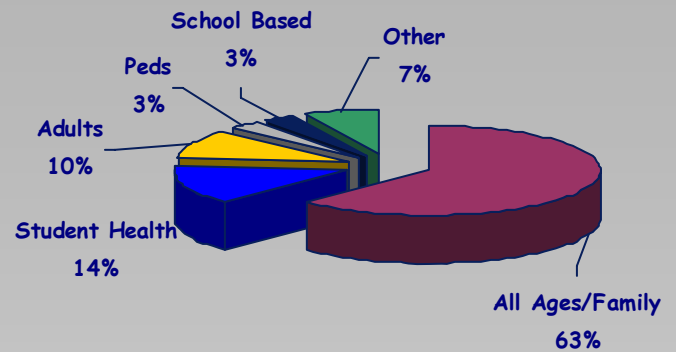
www.NursingCenters.org

Clients served by Nurse Managed Health Centers

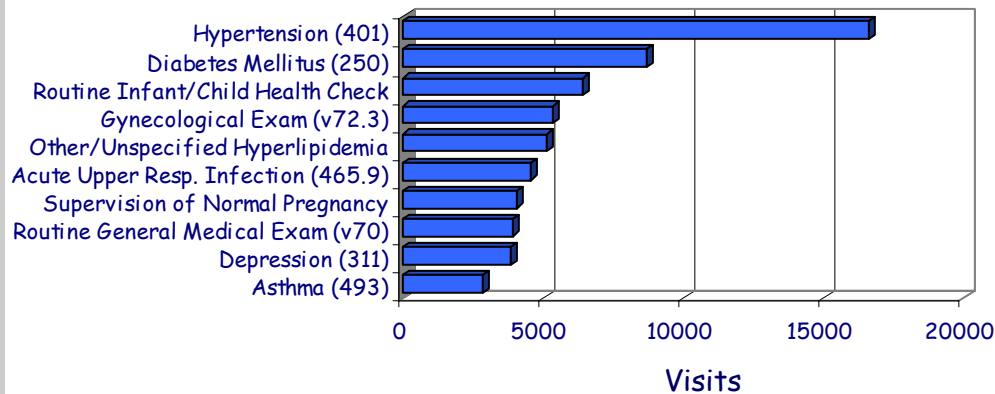
NMHCs serve all ages, races, ethnic groups and genders. On average:

- ♦ Children (ages 0-19 years) account for 33% of patients
- ♦ African Americans account for 34% of patients, and whites 39%
- ♦ Hispanics account for 12% of patients
- ♦ Females account for 66% of patients, and males 34%

Types of Primary Care Focus



Top Ten Diagnoses

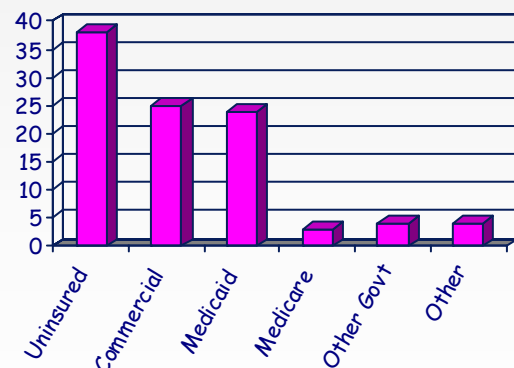


NMHCs traditionally focus on populations underserved by the larger healthcare system. Many have realized that to be sustainable, they must also provide care for populations with insurance.

Populations of focus in NMHCs

- ♦ Uninsured patients: 45% of NMHCs reporting
- ♦ Public housing residents: 28% of NMHCs reporting
- ♦ Homeless patients: 14% of NMHCs reporting
- ♦ Migrant workers: 14% of NMHCs reporting

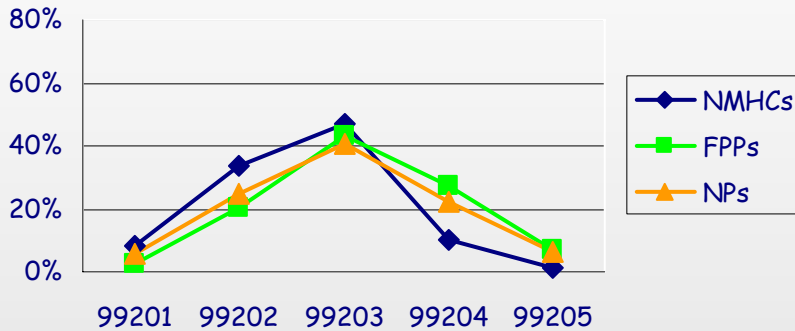
Mean Payor Mix of Unduplicated Patients



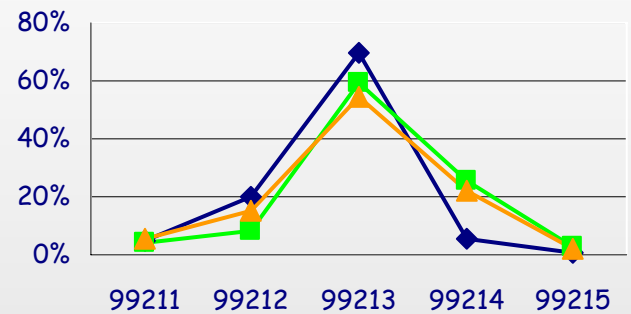
NMHC Financials

Compared to national data on Family Practice Physicians (FPPs) and Nurse Practitioners (NPs) serving Medicare Patients in non-NMHCs, NPs in NMHCs tend to code more intermediate and fewer complex CPT codes.

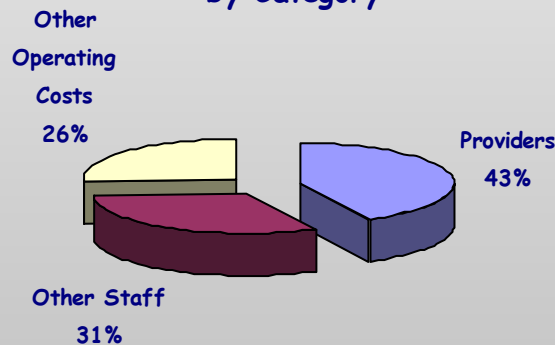
Comparison coding for new patients



Comparison coding for established patients



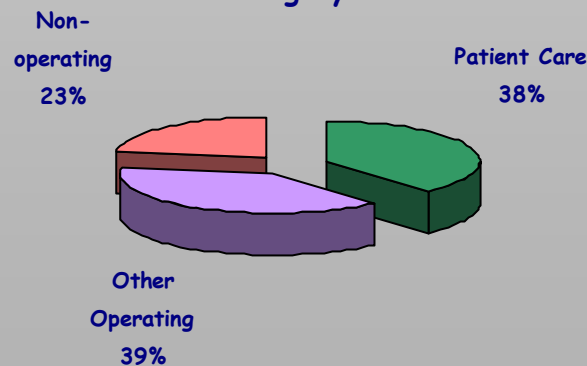
Average Percent Operating Expenses by Category



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



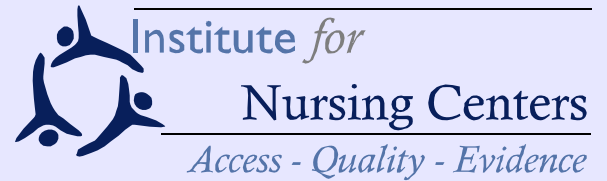
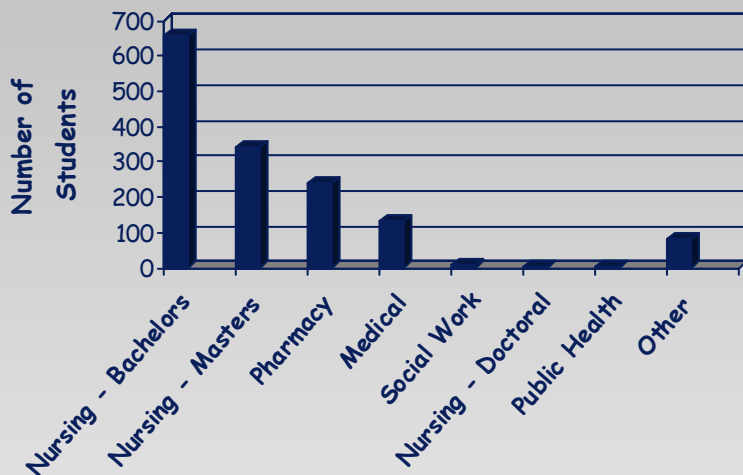
Revenue is classified as:

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

Preparing the Next Generation of Healthcare Providers

Twenty six (26) NMHCs provided clinical educational experiences to 1,491 students with a median of 42 students per center.

Type 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 health care services to the nation's communities.

OUR GOALS

1. Create a strong network to facilitate the development and promotion of nurse managed primary health care centers that:
 - ◆ Increase access to primary health care
 - ◆ 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 health care option
4. Develop and market educational and business products and services

PRINCIPAL INVESTIGATOR

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