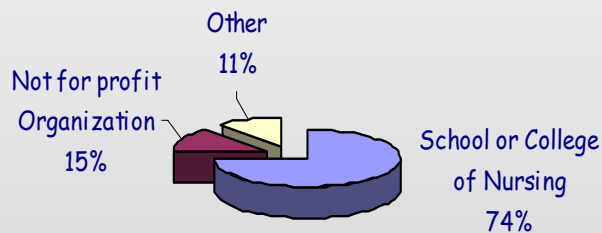


The Institute for Nursing Centers (INC) has the first national dataset that tracks clinical and financial data from nurse managed health centers (NMHCs) across the United States. This report contains data from the second year's survey. Twenty-seven centers responded to the survey based on 2005-2006 fiscal year. This report shares key findings from these 27 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.

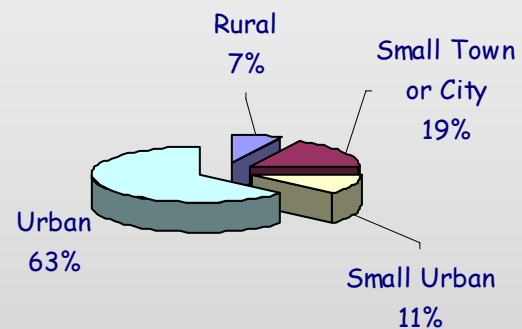
Snapshot of Nurse Managed Health Centers

NMHC Ownership



Most NMHCs are owned by schools of nursing.

Rural vs. Urban Location



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 (30%), North Eastern (26%), Southern (22%), and Western (22%) regions.

NMHCs range in size. The median full-time equivalency (FTE) of advanced practice nurse providers is 1.81. The median number of unduplicated patients served is 2,080. The median number of annual visits is 3,712.

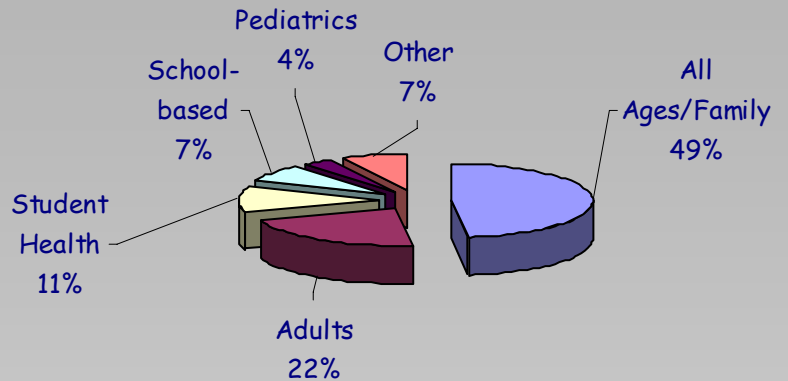
Many NMHCs operate as family practice clinics, while some NMHCs focus on specific age groups or sub-populations.

Clients served by Nurse Managed Health Centers

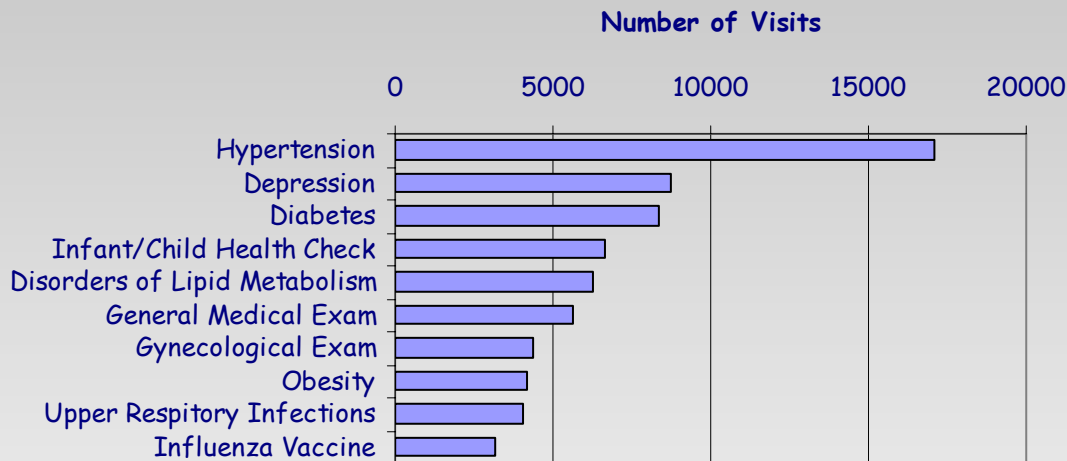
NMHCs serve all ages, races, ethnic groups and genders. On average:

- ◆ Children (ages 0-19 years) account for 31% of patients
- ◆ African Americans account for 36% of patients, and Caucasians 44%
- ◆ Hispanics account for 20% of patients
- ◆ Females account for 57% of patients

Types of Primary Care Focus

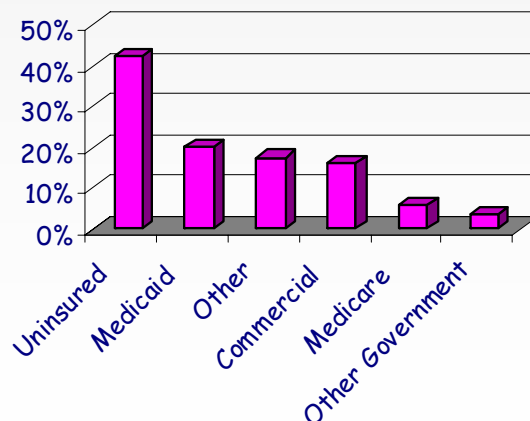


Top Ten Diagnoses



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.

Mean Payer Mix of Unduplicated Patients



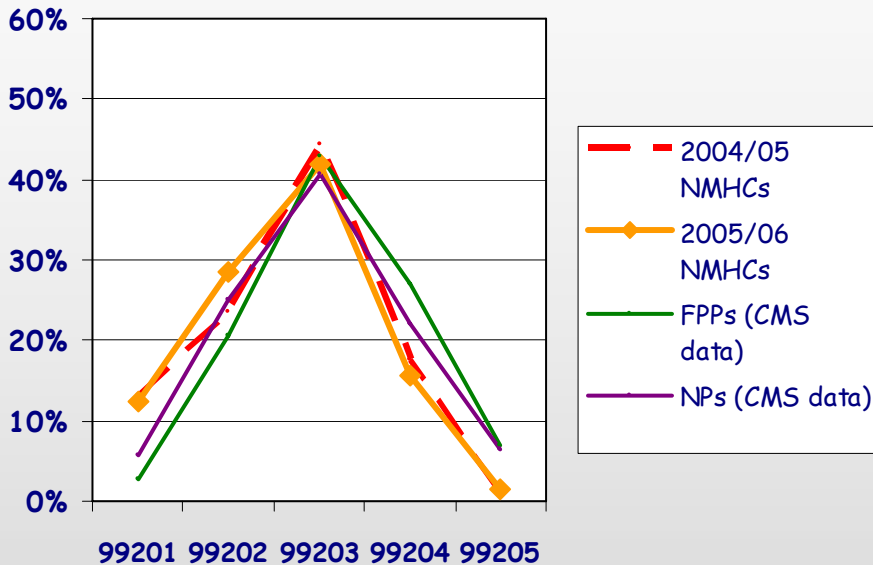
Populations of focus in NMHCs

- ◆ More than half of the centers focus on patients without insurance
- ◆ About one fourth (26%) have clinics in public housing
- ◆ 18% address needs of homeless

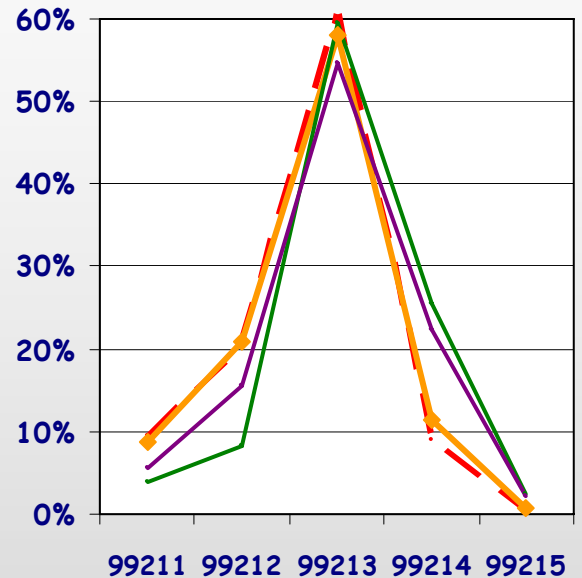
NMHC Financials

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.

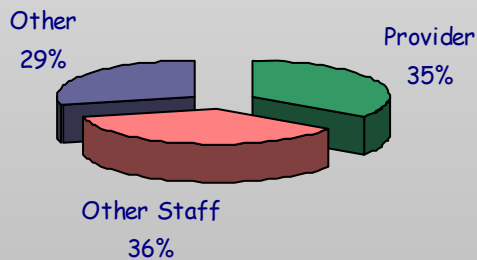
Comparison Coding for New Patients



Comparison Coding for Established Patients



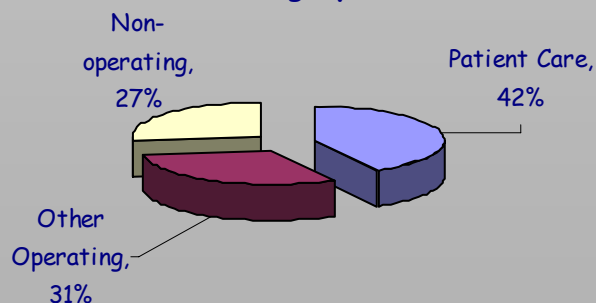
Average Percent Expenses by Category



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



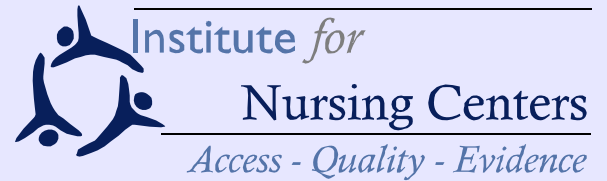
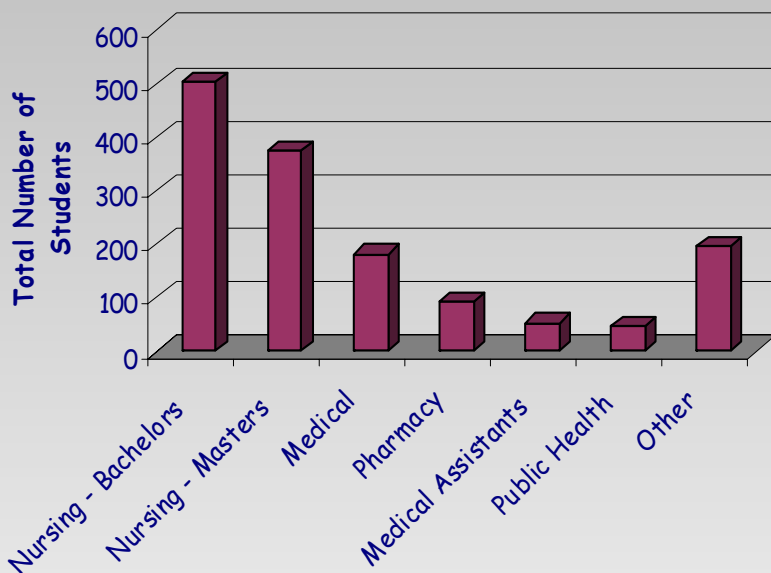
Revenue is classified as:

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

Preparing the Next Generation of Healthcare Providers

Twenty-five (25) NMHCs provided clinical educational experiences to 1,467 students with a median of 45 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

PRINCIPAL INVESTIGATOR

Joanne M. Pohl, PhD, APRN, BC, FAAN
Associate Dean & Professor
Office for Community Partnerships
University of Michigan
School of Nursing

FUNDED BY

The W.K. Kellogg Foundation

CONTACT US

www.NursingCenters.org

Clare L. Tanner, PhD

Database Manager
Institute for Nursing Centers
Michigan Public Health Institute
2440 Woodlake Circle, Suite 100
Okemos, MI 48864

Email: ctanner@mphi.org

Phone: (517) 324-7381