Tennessee Primary Care Association

2018 Annual Report
As we prepare for a new year and the myriad challenges and opportunities ahead, I am excited to take a moment to reflect on the accomplishments of the Tennessee Primary Care Association in 2018 and the many ways community health centers across Tennessee have impacted the lives of so many.

This year, we commemorated 40 years as an Association. While this is a remarkable milestone, the number most worthy of celebration is 437,532 – the number of patients served by Tennessee’s community health centers. These are individuals across the state, in rural and urban areas, who received access to quality health care that might have otherwise been unavailable to them. When these patients visited a community health center, they received comprehensive care from dedicated professionals committed to improving the lives of individuals, families, and communities. This work is far-reaching and will continue to make a difference for years to come.

Since coming on-board as chief executive officer in May 2018, I have had the opportunity to visit almost all of the health centers that comprise our membership. I’ve begun to learn what makes each organization unique, as well as which qualities and values are held in common to bind us and make us stronger together. At our Annual Leadership Conference in October, I shared an old saying: “If you want to go quickly, go alone. If you want to go far, go together.” This adage is certainly relevant to the work being done by community health centers. Community health centers individually change lives and positively impact the health and wellness of their communities. However, collectively, our Tennessee community health centers change the fabric of our larger society, with access to quality healthcare that welcomes all. It is exceptional care, without exception! The Tennessee Primary Care Association is privileged to be a partner in your work.

I look forward to all we will accomplish together in 2019 and in the years ahead!

Terri Sabella, RN, JD, CPHQ
Chief Executive Officer
**Patient Visits**

1,523,768

**Economic Impact of Health Centers**

**Total Economic Impact**

$57,005,500

**Direct Health Center Spending**

$277,744,652

**Community Spending**

$279,260,848

**Income**

76.67%

**Patients at or below 100% of the Federal Poverty Level**

94.67%

**Patients at or below 200% of the Federal Poverty Level**

21.45%

**Patients Covered by Medicare**

33.30%

**Patients Covered by Medicaid/CHIP**

11.98%

**Patients Covered by Other Third Party**

33.28%

**Uninsured Patients**

24.41%

**Children under 18 years old**

9.43%

**Adults 18-64 years old**

66.16%

**Adults 65 years and older**

4.93%

**Program Accomplishments and Highlights**

**Economic Impact**

Throughout 2018, TPCA supported the continued growth of oral health services at Tennessee's community health centers. TPCA is also taking steps toward forming an oral health coalition that will include dental providers from other nonprofit organizations across the state.

**Clinical and Telehealth**

TPCA has 21 health centers participating in the Center for Quality in Community Health, a network of health centers that share information and expertise to facilitate learning, support quality improvement, and develop leadership. Additionally, TPCA facilitates other networking opportunities, including a new initiative for clinical collaborative pharmacists with initial calls offering updates on collaborative pharmacy practices, the TN Together plan to address the opioid crisis, and medication therapy management. In the area of telehealth, TPCA upgraded equipment for all participating health centers, helped in the development of two school-based telehealth programs, and joined the Tennessee Telehealth Task Force to further support the advancement of telehealth in the state.

**Oral Health**

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**Technical Assistance to Health Centers**

TPCA actively provides technical assistance to its member health centers in a variety of areas, including governance, compliance, policy, primary care practice coaching, oral health, behavioral health, data analytics, and health information technology (HIT) and telehealth. For the program year ending September 30, 2018, TPCA staff provided approximately 2,610 episodes of technical assistance and more than 550 total hours of technical assistance.

**Education and Training**

The Association also offers several collaborative learning opportunities, including workgroups, users groups, meetings, and trainings for members to learn and share best practices. In 2018, TPCA held 28 distinct trainings, on topics ranging from Open Enrollment and financial policies to Medicaid PPS and integrating behavioral health. TPCA’s Annual Leadership Conference was attended by 199 health center representatives and 32 exhibitors.

**Health Policy**

TPCA works to keep our members informed about federal and state policy issues that impact their organizations, and to educate government leaders and others about primary health care in medically underserved communities. Accomplishments in those areas for 2018 included:

- Coordinated visits to health centers with several Members of Congress and Tennessee state legislators to increase understanding of community needs, CHC services, and the importance of stable funding.
- In partnership with NACHC, generated more than 6,400 communications (emails and calls) from Tennessee CHC advocates to Members of Congress, advocating for the reauthorization of CHC funding, the continued stability of Medicaid funding, and patient access to care.
- Facilitated achievement and recognition of the first Tennessee health center to be recognized as an Advocacy Center of Excellence.

- Securing an additional $550,000 for Health Care Safety Net funding for Tennessee health centers through a legislative budget amendment.
- Worked with TennCare to implement PPS Change in Scope process, generating Medicaid reimbursement increases for health centers.
- Organized meetings for 26 Tennessee health center advocates with nine Tennessee Members of Congress and both Tennessee Senators in Washington, and facilitated 31 visits with state legislators on TPCA’s 2018 Hill Day.

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FINANCIALS
Audited 2017 Financial Data

SUPPORT AND OTHER REVENUE:
- Federal grants: $1,568,748
- Other grants: $703,511
- Program services: $83,195
- Membership dues: $190,587
- Leadership conference: $88,075
- Other income: $42,686
- Workshop and training: $14,225
- Interest income: $2,811

TOTAL SUPPORT AND OTHER REVENUE: $2,693,838

EXPENSES:
- Program Services:
  - Technical assistance: $992,955
  - HCCN: $425,420
  - TDOH: $374,797
  - United Health Foundation: $292,639
  - DentaQuest: $122,608
  - Baptist Healing Trust: $42,459
  - AHEC Meharry: $38,271

TOTAL PROGRAM SERVICES: $2,289,149

- Support Services:
  - General and administrative: $418,979

TOTAL EXPENSES: $2,708,128

Change in net assets: ($14,290)
Unrestricted net assets, beginning of year: $1,470,342
Unrestricted net assets, end of year: $1,456,052

MEMBER HEALTH CENTERS
- Cempa Community Care
- Cherokee Health Systems
- Chota Community Health Services
- Christ Community Health Services
- Citizens of Lake County for Health Care
- Community Health of East Tennessee
- Connectus Health
- Dayspring Family Health Center
- Erlanger Community Health Centers
- ETSU College of Nursing – Nurse Managed Health Centers
- Gibson County Community Health Center
- Hardeman County Community Health Center
- Henry County Medical Center/Medical Arts Health Clinic
- Homeless Health Care Center of Chattanooga/Hamilton County Health Department
- Hope Family Health

ASSOCIATE MEMBERS
- PLATINUM: Amerigroup • BlueCare Tennessee • UnitedHealthcare
- GOLD: Tennessee Center for Health Workforce Development
- SILVER: Tennessee Department of Health Office of Rural Health and Access