Tennessee’s 30 Federally Qualified Health Centers provide tremendous value and impacts to their communities, including access to care for vulnerable populations; savings to the health care system; jobs and economic stimulus to local communities; state-of-the-art, comprehensive, coordinated care, with a focus on chronic disease management and quality health outcomes. Highlights of their 2017 contributions are shown below.

**Tennessee Health Centers Provide...**

- **4,835** TOTAL JOBS
- **2,817** HEALTH CENTER JOBS
- **2,018** OTHER JOBS IN THE COMMUNITY
- **$557,005,500** TOTAL ECONOMIC IMPACT of current operations.
- **$74 Million** ANNUAL TAX REVENUES
- **$18 Million** STATE AND LOCAL TAX REVENUES
- **$56 Million** FEDERAL TAX REVENUES
- **$277,744,652** DIRECT HEALTH CENTER SPENDING
- **$279,260,848** COMMUNITY SPENDING
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- **$279,260,848** COMMUNITY SPENDING

**Savings** to the health system

- **24%** LOWER COSTS FOR HEALTH CENTER MEDICAID PATIENTS
- **$323 Million** SAVINGS TO MEDICAID
- **$688 Million** SAVINGS TO THE OVERALL HEALTH SYSTEM

**Access** to care for vulnerable populations

- **437,532** PATIENTS SERVED
- **1,527,072** PATIENT VISITS
- **332,216** patients are ADULTS
- **105,316** patients are CHILDREN AND ADOLESCENTS
- **94%** of patients are LOW-INCOME (Below 200% of the Federal Poverty Level)
- **41%** of patients identify as an ETHNIC OR RACIAL MINORITY
COMPREHENSIVE COORDINATED CARE

387,107 patients received MEDICAL CARE
56,044 patients received MENTAL HEALTH CARE
41,151 patients received DENTAL CARE
664 patients received VISION CARE
48,317 patients received at least one ENABLING SERVICE to overcome barriers to care

In addition, patients received non-clinical services to connect them to community resources such as HOUSING, JOB TRAINING, AND CHILD CARE

PREVENTIVE CARE and CHRONIC DISEASE MANAGEMENT

14,846 patients were diagnosed with ASTHMA
16,589 patients were diagnosed with CORONARY ARTERY DISEASE
49,517 patients were diagnosed with DIABETES
108,598 patients were diagnosed with HYPERTENSION
39,339 children received WELL-CHILD VISITS
90,901 patients received IMMUNIZATIONS and SEASONAL FLU VACCINES

STATE-OF-THE-ART PRACTICE

90% of health centers have installed and currently use an ELECTRONIC HEALTH RECORD (EHR)
67% of health centers are currently participating in the Centers for Medicare and Medicaid Services (CMS) EHR INCENTIVE PROGRAM “MEANINGFUL USE”
63% of centers recognized as PATIENT-CENTERED MEDICAL HOMES

QUALITY HEALTH OUTCOMES

97% of health centers met or exceeded at least one HEALTHY PEOPLE 2020 GOAL FOR CLINICAL PERFORMANCE

For more information, visit us online: www.tnpca.org/
Summary of 2017 Total Economic Activity

Stimulated by Current Operations of Economic Impact

<table>
<thead>
<tr>
<th>Economic Impact</th>
<th>Employment (# of FTE’s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Direct</td>
<td>Indirect</td>
</tr>
<tr>
<td>Community Impact</td>
<td>$277,744,652</td>
</tr>
<tr>
<td>Induced</td>
<td>$82,890,810</td>
</tr>
<tr>
<td>Total</td>
<td>$196,370,038</td>
</tr>
<tr>
<td>Total</td>
<td>$557,005,500</td>
</tr>
</tbody>
</table>

Direct # of FTEs (employment) based on HRSA 2017 UDS state level data for FQHCs.

Summary of 2017 Tax Revenue

<table>
<thead>
<tr>
<th>Community Impact</th>
<th>Federal</th>
<th>State</th>
</tr>
</thead>
<tbody>
<tr>
<td>Direct</td>
<td>$33,652,684</td>
<td>$3,916,818</td>
</tr>
<tr>
<td>Indirect</td>
<td>$6,798,218</td>
<td>$3,418,686</td>
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<tr>
<td>Induced</td>
<td>$15,369,044</td>
<td>$10,835,469</td>
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<tr>
<td>Total</td>
<td>$55,819,946</td>
<td>$18,170,973</td>
</tr>
<tr>
<td>Total Tax Impact</td>
<td>$73,990,919</td>
<td></td>
</tr>
</tbody>
</table>

*Full-Time Equivalent (FTE) of 1.0 means that the person is equivalent to a full-time worker. In an organization that has a 40-hour work week, a person who works 20 hours per week (i.e. 50 percent time) is reported as “0.5 FTE.” FTE is also based on the number of months the employee works. An employee who works full time for four months out of the year would be reported as “0.33 FTE” (4 months/12 months).
Using IMPLAN, integrated economic modeling software, this analysis applies the “multiplier effect” to capture the direct, indirect, and induced economic effects of health center business operations and capital project plans. IMPLAN generates multipliers by geographic region and by industry combined with a county/state database. It is widely used by economists, state and city planners, universities and others to estimate the impact of projects and expenditures on the local economy. This analysis was conducted using 2016 IMPLAN Online with forecasted 2017 multipliers.

**WHAT ARE DIRECT AND COMMUNITY IMPACTS?**

- **Direct impacts** result from *health center expenditures associated with operations, new facilities, and hiring.*
  - A health center purchases medical devices from a local medical supply store.

- **Community impacts** can be indirect, resulting from *purchases of local goods and services, and jobs in other industries.*
  - The medical supply store purchases paper from an office supply store to print receipts and hires a local delivery service to transport the medical devices.

- **Community impacts** can be induced, resulting from *purchases of local goods and services at a household level made by employees of the health center and suppliers.*
  - As local industries grow and household income increases, employees of the health center, medical supply store, office supply store, and delivery service spend their salaries in the community.

These purchases are *indirect* economic impacts of the health center’s operations.

These purchases are *induced* economic impacts because they are the result of a ripple effect through the entire community.
COMMUNITY HEALTH CENTERS INCLUDED IN THIS ANALYSIS

Cherokee Health Systems
Chota Community Health Services
Christ Community Health Services, Inc.
Citizens of Lake County For Health
Community Health Of East Tennessee
Connectus Health
Dayspring Family Health Center, Inc.
Erlanger SSDA Community Health Centers
ETSU College of Nursing Clinics
Gibson County Community Health Center
Hardeman County Community Health Center
Homeless Health Care Center of Chattanooga Health Department
Hope Family Health Services
Lewis Health Center
Lifespan Health
Matthew Walker Comprehensive Health Center
Memphis Health Center
Mercy Health Services, Inc.
Morgan County Health Council, Inc.
Mountain People's Health Councils, Inc.
Neighborhood Health
Ocoee Regional Health Corporation
Primary Care and Hope
Prohealth Rural Health Services, Inc.
Rural Health Services Consortium, Inc.
Rural Medical Services, Inc.
Stewart County Community Medical Center
Three Rivers Community Health Group
Tri-State Community Health Center
Upper Cumberland Primary Care Project

This report was developed by Capital Link, a non-profit organization that has worked with hundreds of health centers and Primary Care Associations for over 18 years to plan capital projects, finance growth, and identify ways to improve performance. We provide innovative consulting services and extensive technical assistance with the goal of supporting and expanding community-based health care. For more information, visit us online at www.caplink.org.