

# Impact of Environmental Changes On Federally Qualified Health Centers (FQHCs) in Maryland

Mid-Atlantic Association of Community Health Centers

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# MACHC Background

- MACHC is the Primary Care Association (PCA) which represents the interest of Maryland and Delaware Federally Qualified Health Centers.
- PCA receive funding from HRSA's Bureau of Primary Care to provide training and technical assistance (TA) to health centers and other safety-net providers, support the development of health centers in their state, and enhance the operations and performance of health centers. PCA also responsible for advocacy

# Environmental Changes



Increased  
Competition

Changing  
Consumer

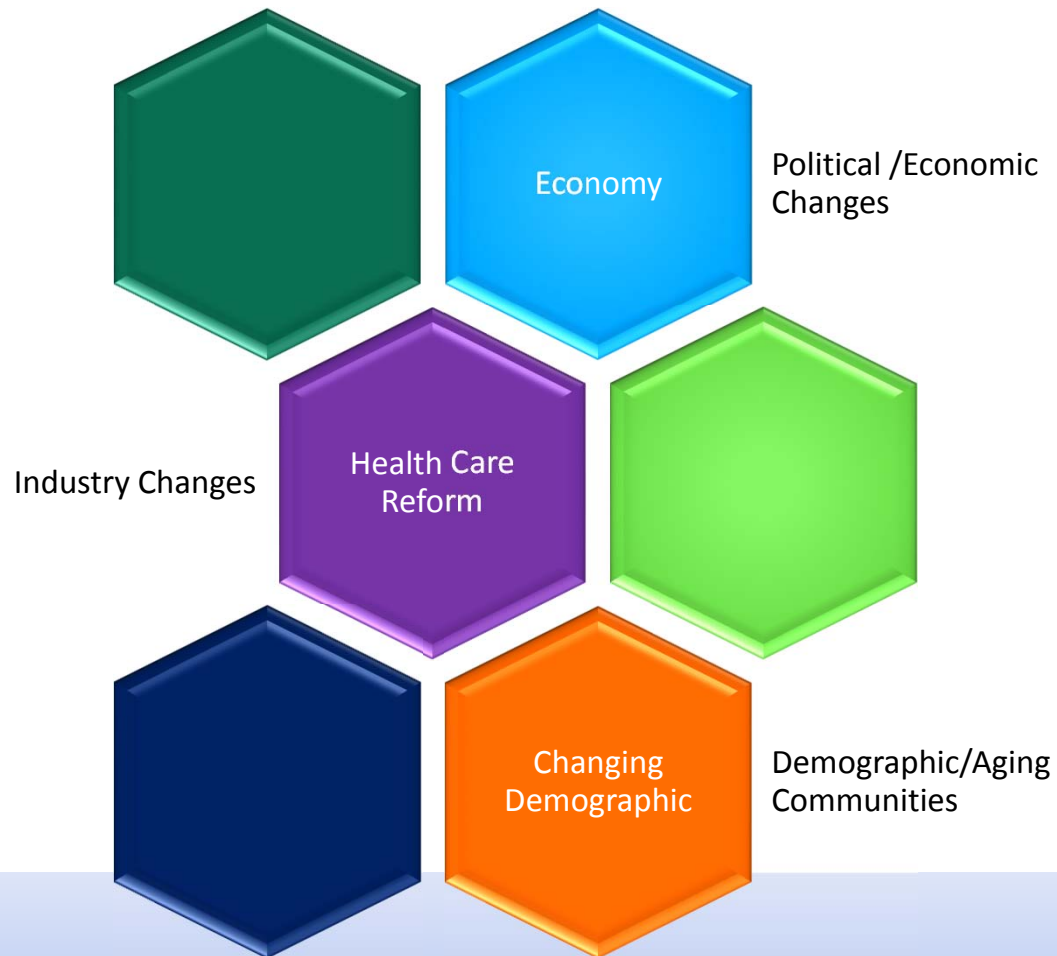
Changing  
Technology

PCMH

Affordable  
Care ACT

Cost  
Efficectivness

# Changing Environment



# Unique Challenges in Maryland



- Closure of People's Community Health Center. Who is taking their patients & getting their resources?
- MD hospital all payor system is unique and changing.
- Uncompensated care system reduces burdens on safety net hospitals, but does this mean that they don't gain if there is a reduction in care for the uninsured?
- How will the SIMs proposal impact Health Centers?

# Answers and ongoing discussion



- Closure of Peoples- Total Health Care is taking the lead on the SAC in partnership with Family Health Centers of Baltimore and Chase Brexton.
- Hospital Waiver- has created unique partnerships with FQHCs and Hospitals- The HEZ has created a forum for this discussion to become realized. Ex. Greater Baden Medical Systems and St. Mary's Hospital. Transition in Care is imperative.
- Decrease in uncompensated care patients have caused an uptake in Medicaid Patients but has also created increase in patients utilizing the fee-scale at FQHCs that are in QHPs due to large co-pays.
- SIMS- Creates a huge opportunity for increased collaboration amongst providers as well as opens the conversation for payment reform.

# Impact of ACA on FQHCs



- FQHCs have seen a shifting of their payor mix relative to uninsured patients becoming insured relative to become either insured through Medicaid or QHPs
- Increased in role and responsibility of Health Centers in assisting with outreach and enrollment efforts. Many health centers have hired individuals to become application counselors and assistors. Some are directly contracted with the 6 Connector Entities
- Health Centers have seen an increased in patients that need fundamental information about co-pays, co-insurance.
- Health Centers have also seen and increase in underinsured due to large deductibles, co-pays and co-insurance.
- Fee Scales have also been revisited at health centers.

# Impact of ACA on FQHCs-Continued



- Have Centers have experienced increase partnerships across payors, other safety net providers and
- Health Centers have also seen approximately 25% increase in volume
- Health Centers are preparing for the 2<sup>nd</sup> Open Enrollment period in November and the Open Enrollment for Small Group Employers.
- Some of our smaller health centers may take advantage of the ACA as small group employers.



# Impact of other Environmental Factors on Health Centers



- Health Centers have also seen an aging populations so there involvement in Medicare PPS is imperative. Many have seen an increase 15%-20% of individuals over the age of 65 being seen at health centers.
- Health Centers have also seen an expansion in the diversity of patients that they are seen.
- Health Centers have seen increased competition from other providers who are know interested in the underinsured and uninsured. As a result we have seen expanded services to include: behavioral health, dental, and OBGYN. We also see more health centers extended their hours and having weekend hours.

# Funding Cliff for Health Centers in 2015



- Funding Cliff- Health Care Fund expires in FY 2015, impact potential 70% reduction in CHC funding FY 2016- *Good News- All MD delegates did sign the petition to the President sponsored by Rep. Elijah Cummings and Rep Gene Green- which calls for mandatory Health Center Fund for FY 2016-2020 in the President's Budget Request for FY 2015.*
- PPS Protections- demonstrating the value of saving cost- to the health care system, particularly preventive services and ER diversion
- Alternative Payment Methodolgy

# Increased Emphasis on Data and Quality



- Health Centers are facing increased emphasis on Quality. All health centers have been certified as Patient Centered Medical Home (PCMH).
- Health Centers are also asked to show their data and quality outcomes. This has led to an emphasis to focus on population management. MACHC engaged the health centers in Aggregate Data Warehouse project.
- The Data Warehouse will afford for comparability of data across the health centers regardless of their specific EMR to share and examine data as a collective. This will afford for best practice sharing, cost and outcomes evaluation as well as further demonstrating the value of health centers.

## Questions - Thoughts

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McWit, however ... "

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THE ONLY REASON ROBERT WAS INVITED TO BOARD  
MEETINGS WAS BECAUSE HE DID AN AWESOME  
ROBOT DANCE.