

Population: 16,000

Size: 3,000 square miles

Elevation: 3,400 feet - 9,600 feet

Unemployment level: 10%

Per capita income: \$22,305

Residents over age 65: 3,430

Individuals below poverty level: 3,100



Valley Medical Clinic

- Rural Health Clinic (sole proprietorship)
- General Internal Medicine
- ~ 3500 patients
- ~ 60% Medicare
- ~ 25% Medicaid (half are dual eligible)
- ~ 5% Uninsured
- ~ 6500 annual patient visits

Valley Medical Clinic Staff

- 1 MD
- 2 Physician Assistants
- 4 RN/case managers (1 at a time!)
- 2 Medical Assistants
- 2 Front office staff (secretary & medical records technician)
- 2 Billing staff
- 1 Lab technician

Valley Medical Clinic Business Model

- Open Access Scheduling
- Team-based Care
- Chronic Disease Management
- Quality Measurement

Valley Medical Clinic – the future

- Meaningful use EMR (implementation date 11/1/11)
- Additional PA?
- Purchased by Hospital?

Cost Saving Implications

- Conservatively \$1,000,000 yearly