Federally Qualified Health Centers such as Community Health Connection provide tremendous value and impact to their communities including JOBS and ECONOMIC STIMULUS in local communities; SAVINGS to the health care system; ACCESS to care for vulnerable populations.

**Value + Impact of Community Health Connection**

**Total 2017 Economic Impact**

$31,492,857

**Jobs and other positive economic stimulus**

- **116 TOTAL JOBS**
  - **74 HEALTH CENTER JOBS**
    - Including 10 ENTRY-LEVEL and 37 SKILLED JOBS for community residents
  - **42 OTHER JOBS IN THE COMMUNITY**
- **$12,698,537 JOBS IMPACT** of current operations.
- **$1,794,320 ANNUAL TAX REVENUES**
  - **$440,978 STATE AND LOCAL TAXES**
  - **$1,353,342 FEDERAL TAX REVENUES**

**Savings to the health system**

- **24% LOWER COST FOR HEALTH CENTER PATIENTS**
- **$17 Million SAVINGS TO THE HEALTH SYSTEM**

**Access to care for vulnerable populations**

- **13,091 PATIENTS SERVED**
  - 4,016 patients are CHILDREN AND ADOLESCENTS
  - 9,075 patients are ADULTS
- **99% of patients are LOW-INCOME** (Below 200% of the Federal Poverty Level)
- **86% of patients identify as an ETHNIC OR RACIAL MINORITY**

Community Health Connection
La Conexión Médica
COMMUNITY IMPACT
Community health centers provide patient-centered, high quality, cost-effective care to vulnerable populations. Health centers serve 1 in 7 Medicaid beneficiaries, almost 1 in 3 individuals in poverty, and 1 in 5 low-income, uninsured persons. Nationally, two-thirds of health center patients are members of racial or ethnic minorities, which places health centers at the center of the national effort to reduce racial disparities in health care.

Recent studies show that, on average, each patient receiving care at a health center saved the health care system 24%, annually. With 13,091 patients served by Community Health Connection in 2017, the estimated annual savings is $17 million at $1,263 saved per patient.

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.

REFERENCES AND DATA SOURCES
1. Economic and Employment Impacts: Calculated by Capital Link using 2016 IMPLAN Online.

Summary of 2017 Total Economic Activity

<table>
<thead>
<tr>
<th>Category</th>
<th>Economic Impact</th>
<th>Employment (# of FTEs)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Direct</td>
<td>$6,865,009</td>
<td>74</td>
</tr>
<tr>
<td>Indirect</td>
<td>$1,958,765</td>
<td>14</td>
</tr>
<tr>
<td>Induced</td>
<td>$3,874,763</td>
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</tr>
<tr>
<td>Total</td>
<td>$12,698,537</td>
<td>116</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>Category</th>
<th>Federal</th>
<th>State</th>
</tr>
</thead>
<tbody>
<tr>
<td>Direct</td>
<td>$918,791</td>
<td>$171,313</td>
</tr>
<tr>
<td>Indirect</td>
<td>$149,692</td>
<td>$77,758</td>
</tr>
<tr>
<td>Induced</td>
<td>$284,859</td>
<td>$191,907</td>
</tr>
<tr>
<td>Total</td>
<td>$1,353,342</td>
<td>$440,978</td>
</tr>
<tr>
<td>Total Tax Impact</td>
<td>$1,794,320</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).
HOW ECONOMIC IMPACT IS MEASURED

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 2015 IMPLAN Online.

WHAT ARE DIRECT AND COMMUNITY IMPACTS?

Direct impacts result from **health center expenditures associated with operations, new facilities, and hiring.**

Community impacts can be indirect, resulting from **purchases of local goods and services, and jobs in other industries.**

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.**

A health center purchases medical devices from a local medical supply store.

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.

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 **induced** economic impacts because they are the result of a ripple effect through the entire community.

This purchase is a **direct** economic impact of the health center’s operations.

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