



**MAXIMIZE RURAL HEALTH CLINIC
PERFORMANCE:
A DATA-DRIVEN APPROACH**

June 11, 2025

PROJECT OVERVIEW

Colorado Rural Health Center, the State Office of Rural Health, engaged Stroudwater to complete the following:

- Develop a Rural Health Clinic Dashboard using publicly available Cost Report Data
- Establish Benchmark Data for future trending
- Provide training on the dashboard

Project Team:

Colorado Rural Health Center, The State Office of Rural Health

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MEASURES TARGETED FOR INCLUSION



- **RHC All-Inclusive Rate amount (AIR):** To track the all-inclusive payment rate clinics are receiving, to ensure payments are at least the National Statutory Payment limit
- **Cost per Visit:** Track costs to control profit margin erosion
- **Physician Productivity:** Track hours worked against the 4,200 minimum productivity requirement. Failing to meet this minimum productivity may result in reduced payments to the clinic.
- **Admin (Overhead) costs as a % of Total Costs:** Track admin costs to monitor the impacts on profit margin, leverage use of “home office” administrative costs, and understand how overall cost structure impacts RHC financial performance
- **Other key metrics** as determined through collaboration between Stroudwater, Colorado Rural Health Center, and participating Hospitals and RHCs



OUTPUT AND METHODOLOGY


OUTPUT

- Track Rural Health Clinics' cost report metrics
- Trend over 3-year period
- Compare your metrics to the 25th, 50th and 75th percentile
- Assist RHCs with best practices for their cost report
- Assist RHCs with improving cost report performance

TRACKING METHODOLOGY

- Utilizing cost reports, Stroudwater developed metrics relevant to RHCs
- Developed report for the RHC
- Developed system report for the hospital (PB-RHCs)
- Development benchmark report for the state level

RURAL HEALTH CLINIC DASHBOARD

SAMPLE HOSPITAL Cost Report Fiscal Year: 2023						
Facility	Clinic's Results			Benchmark for PB RHCs		
	2021	2022	2023*	25th	Median	75th
Adjusted Cost Per Visit	\$146	\$118	\$147	\$195	\$249	\$314
Admin (overhead) Costs as a % of Total Costs	20.49%	6.92%	15.37%	8.72%	17.28%	26.86%
Average Charge per Medicare Visit	\$96	\$105	\$115	\$174	\$216	\$270
Healthcare Staff Cost per Visit	\$39	\$35	\$53	\$91	\$123	\$165
Other Cost per Visit	\$5	\$6	\$4	\$5	\$11	\$20
Total Allowable Bad Debts				\$858	\$3,044	\$9,267
Total Allowable Dual-Eligible Bad Debts				\$354	\$1,606	\$7,414
Cost per FTE	Clinic's Results			Benchmark for PB RHCs		
	2021	2022	2023*	25th	Median	75th
Clinical Psychologist Cost per Provider FTE				\$147,065	\$255,290	\$383,088
Clinical Social Worker Cost per Provider FTE				\$81,632	\$112,546	\$170,880
Provider Cost per FTE for Nurse Practitioner	\$62,112	\$69,444	\$103,651	\$131,191	\$166,008	\$228,987
Provider Cost per FTE for Physician				\$308,180	\$433,597	\$611,051
Provider Cost per FTE for Physician Assistant	\$70,200			\$143,989	\$187,059	\$264,689
<small>Report Generated: April 14, 2025</small> <small>Cost Report Fiscal Year: 2023</small> <small>Contact: pknowlton@stroudwater.com</small>						
<small>*The Clinic's most recent results are in comparison to the National Median.</small> <small>For each metric, the benchmark is calculated using all PB RHCs reporting for the selected Cost Report Fiscal Year</small>						
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<small>Page 1 of 3</small>						

Individual RHC Dashboard

Three-year trending

Benchmark to like RHCs

Benchmark to the 25th, 50th,
and 75th percentiles

Updated quarterly

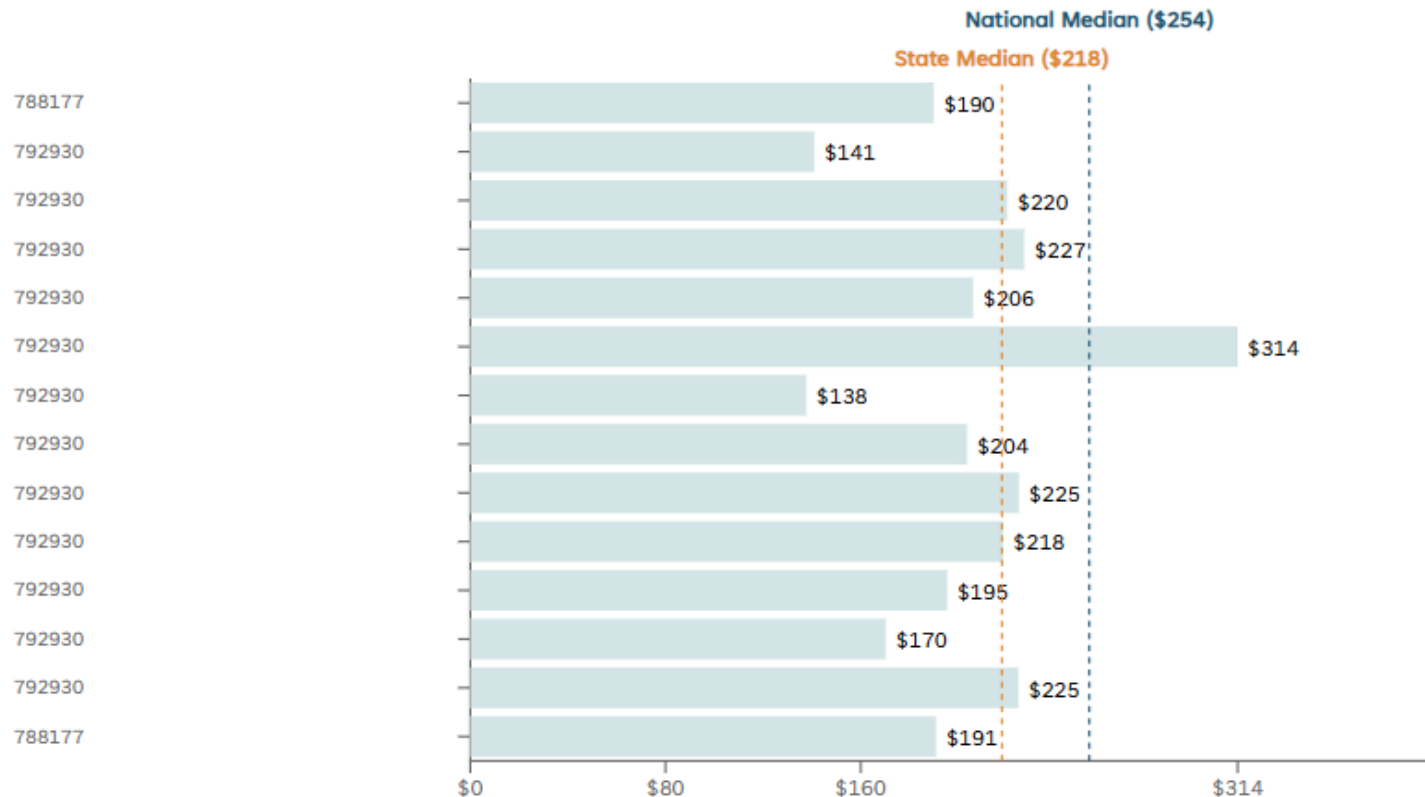


HOSPITAL NETWORK REPORT

Facility

Fiscal Year: 2024

Adjusted Cost Per Visit



RHC COST REPORT METRICS ^

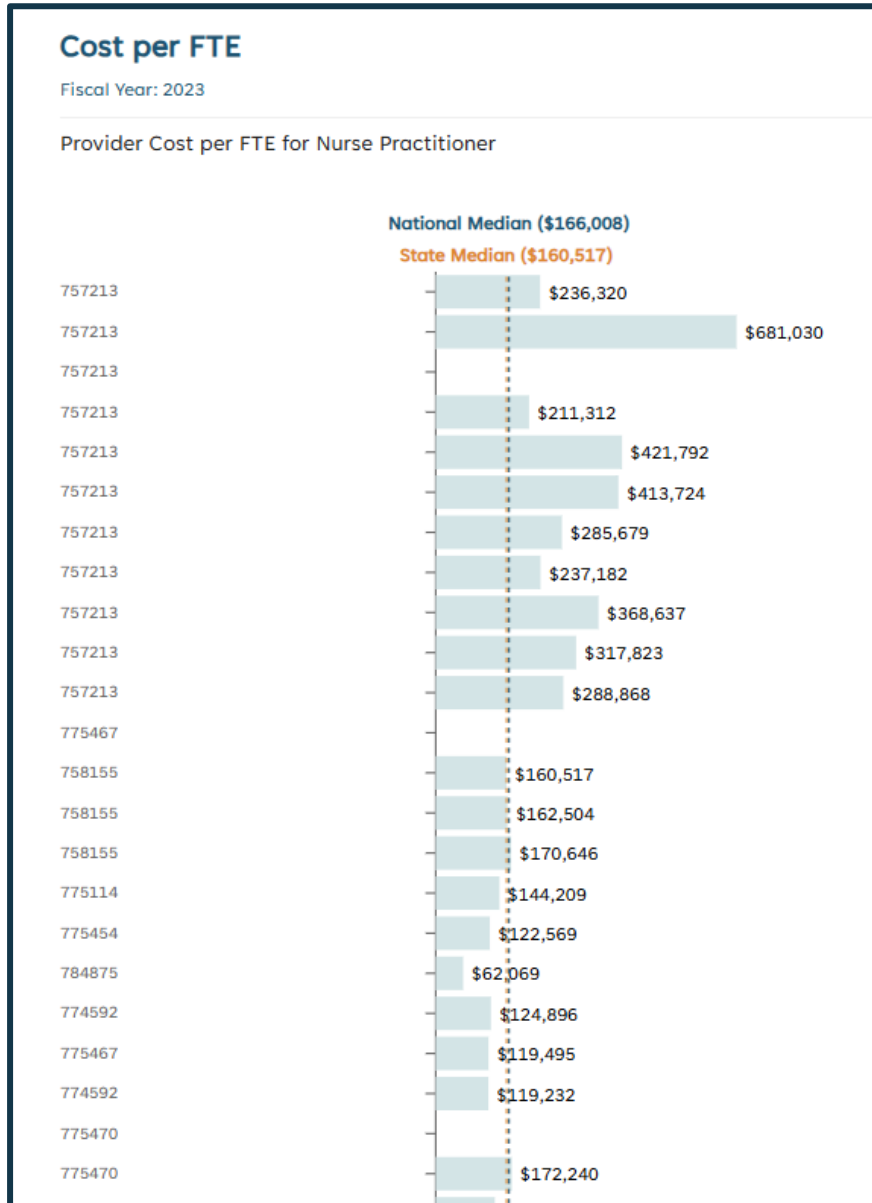
Hospital Network Report

State Network Report

- Choose the **Fiscal Year** and then **Generate Report**
- Results for all your hospital's RHCs in one report. Your report will not be blinded.
- Comparison to State and National median



STATE NETWORK REPORT



RHC Cost Report Metrics State Network Report

CO ▼ Provider Based ▼ 2023 ▼ [Generate Report](#)

- Choose the **State**, **type of RHC (Provider Based)**, and **Fiscal Year**, then **Generate Report**
- Results for all RHCs in the state in one report – blinded except for your RHC
- Comparison to the state and national medians



RHC KEY LEARNINGS

Provider productivity information will allow us to staff our clinics and facilitate provider workload appropriately

One system identified an opportunity where several of their system RHCs have not captured bad debt expenses on their cost reports

By reviewing 3 years' worth of data, AIR rates were reported for grandfathered facilities, highlighting unusual rate trends not meeting expectations

By focusing on trend data, RHCs shift their focus from day-to-day blocking and tackling to a more proactive, strategic approach towards addressing cost reporting and rate payments





COMMITTED TO INCREASING THE IMPACT OF RURAL AND COMMUNITY HEALTHCARE.

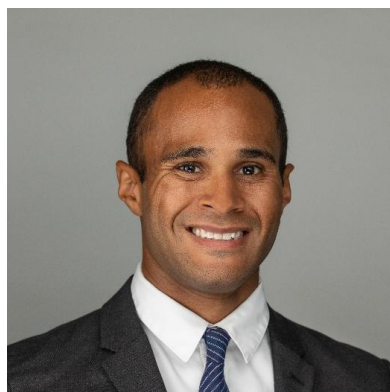
Our team of rural and community healthcare experts support the leadership of hospitals, health systems with a rural footprint, and the groups and clinics that form an essential care network across the 97% of the US that is defined as rural.

Thank you!



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