



Mascoma Community Health Center

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COVID-19 Report September 15, 2020

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AGENDA

- Who is Mascoma Community Health Center (MCHC) (same as previous)
- 2019 Revenue & Expenses
- 2020 Revenue & Expenses
- Financial Risk Summary
- Patients & Visits
- COVID -19 Efforts and results to date
- Critical Needs
- History of MCHC (for information only, not for presentation today)

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Who Is Mascoma Community Health Center

Vision Statement

Mascoma Community Health Center promotes health in our communities through our health center, that draws local resources together to provide personal, affordable, accessible, quality care.

Mission Statement

Mascoma Community Healthcare, Inc. is a 501(c) (3) non-profit organization dedicated to:

- Operating a health center that will be designed, managed, and supported by the communities it represents
- Serve the health needs of the Mascoma Valley which includes Canaan, Dorchester, Enfield, Grafton, Orange and beyond
- Provide affordable healthcare regardless of insurance status and based on ability to pay

Structure

- Volunteer Board of Directors representing the 5 core towns we serve (Canaan, Enfield, Grafton, Orange, Dorchester)

Current services include:

- Primary Medical Care for all ages
- Family Practice
- Family Planning
- Pediatrics
- Sports Medicine
- Minor Orthopedics
- Geriatric Care
- Infants and Children
- Women's Health Care
- General Gynecology
- Minor Skin Procedures - Stitches, etc.
- Preventive Health/ Screenings
- Care Coordination
- Health Education and Community Outreach
- Dental Care

Future services include:

- Behavioral/Mental Health Care
- Physical Therapy
- X-ray
- Nutrition Services
- Pharmacy



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Financials 2019

2019 CASH INCOME FEES, CONTRACTS and EXPENSES

	2019 Fees	2019 Contract	2019 Donations	2019 Total	2019 Expense
March	\$55,587.47	\$4,796.09	\$111,600.00	\$171,983.56	\$148,284.00
April	\$55,177.56	\$3,436.99	\$9,095.00	\$67,709.55	\$114,654.00
May	\$65,871.92	\$11,562.99	\$219,725.00	\$297,159.91	\$141,117.00
June	\$49,838.22	\$4,853.14	\$1,060.00	\$55,751.36	\$123,563.00
July	\$69,186.94	\$13,492.00	\$18,366.67	\$101,045.61	\$120,216.00
August	\$67,279.57	\$6,671.94	\$20,700.00	\$94,651.51	\$113,067.00
September	\$95,058.00	\$2,819.00	\$88,800.00	\$186,677.00	\$143,720.00
	\$457,999.68	\$47,632.15	\$469,346.67	\$974,978.50	\$904,621.00
				NET OPERATING INCOME	\$70,357.50

Financials 2020

2020 CASH INCOME FEES, CONTRACTS, GRANTS AND EXPENSES

	2020 Fees	2020 Contract	2020 Donations	2020 COVID-19 State & Federal Grants	Total Income 2020	2020 Expense	Loss without Covid Assistance
March	\$61,190.77	\$0.00	\$82,342.50	\$0.00	\$143,533.27	\$130,994.00	\$12,539.27
April	\$57,593.72	\$0.00	\$32,288.05	\$199,402.00	\$289,283.77	\$167,234.00	-\$77,352.23
May	\$52,273.89	\$0.00	\$13,197.41	\$103,347.00	\$168,818.30	\$164,308.00	-\$98,836.70
June	\$53,683.29	\$0.00	\$5,703.86	\$0.00	\$59,387.15	\$169,099.00	-\$109,711.85
July	\$67,846.00	\$0.00	\$18,600.09	\$0.00	\$86,446.09	\$125,265.00	-\$38,818.91
August	\$68,999.73	\$0.00	\$18,675.00	\$0.00	\$87,674.73	\$157,908.00	-\$70,233.27
September	\$68,336.00	\$0.00	\$9,500.00	\$12,519.00	\$90,355.00	\$142,408.00	-\$64,572.00
	\$429,923.40	\$0.00	\$180,306.91	\$315,268.00	\$925,498.31	\$926,222.00	-\$446,985.69
					NET OPERATING INCOME with subsidy	-\$723.69	

September fee revenue is est. based on revenue through 9/14

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Risk Analysis On Revenue

Mascoma's losses continue despite partial recovery based on August visits (see attached spread sheet).

Dental Practice: Dental hygiene revenue is down 44%. Dental procedures/revenues are down 4%. This is due to a need to reduce the number of patients seen / day because of time needed to sanitize instruments and the chairs between each patient. This reduction will continue until there is a widely distributed vaccine. This amounts **to dental fee losses of approximately \$9,000/month.**

Medical Practice: The return of medical patients is slow and will remain slow until there is a vaccine. We anticipate that as the second wave of Covid-19 strikes later this fall patient visits will fall off even more as people shelter-at-home. **The loss rate for medical revenue is still 46% or about \$19,000 a month.**

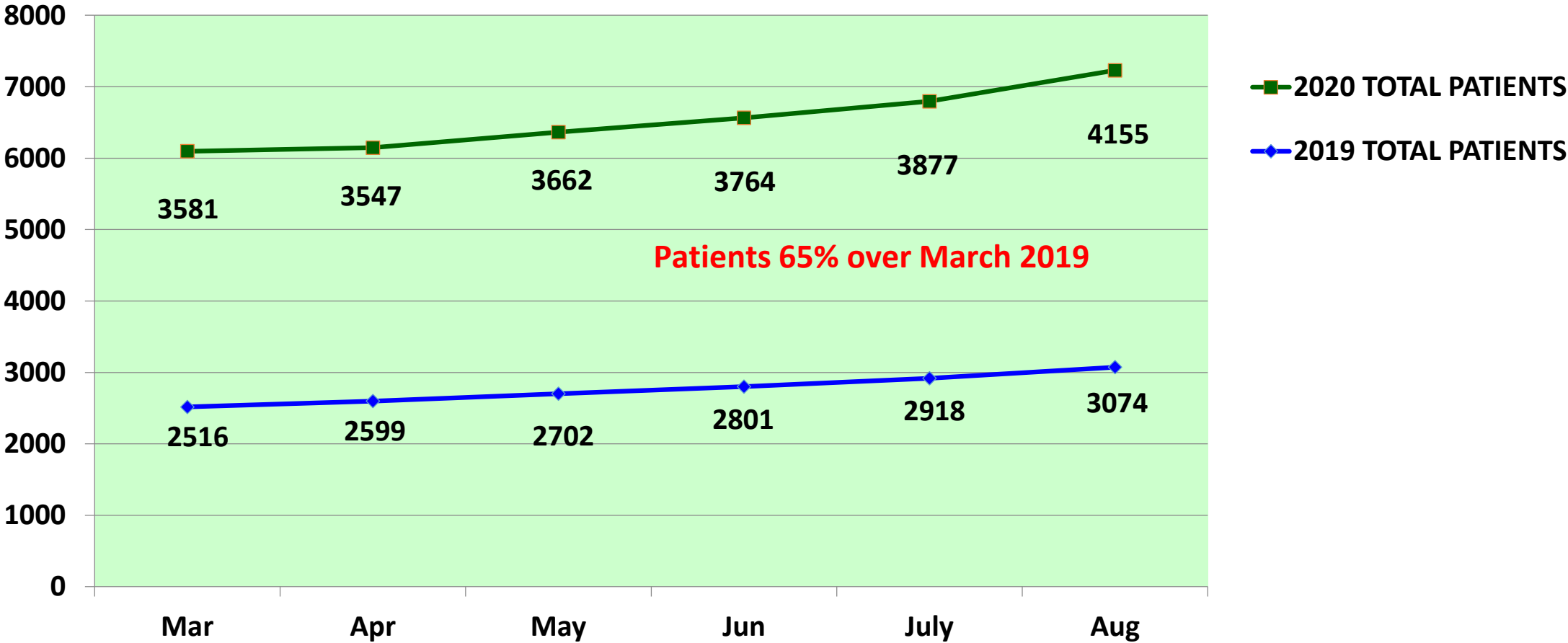
Donations: Currently **donations are on average \$20,000/month lower** compared to 2019. We do not anticipate that this will change going forward. **Total reduction in fees/donations will be approximately \$48,000/month** compared to 2019. Our expenses are about \$138,000 a month (85% of which is payroll), our cash revenue is about \$70,000 a month and donations are about \$20,000 a month. We have a current loss of \$48,000 a month and it is anticipated that this will continue through March of 2021. **We believe that the time frame for recovery is between now and April 1st, 2021.**

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OUR SERVICE HISTORY PATIENTS

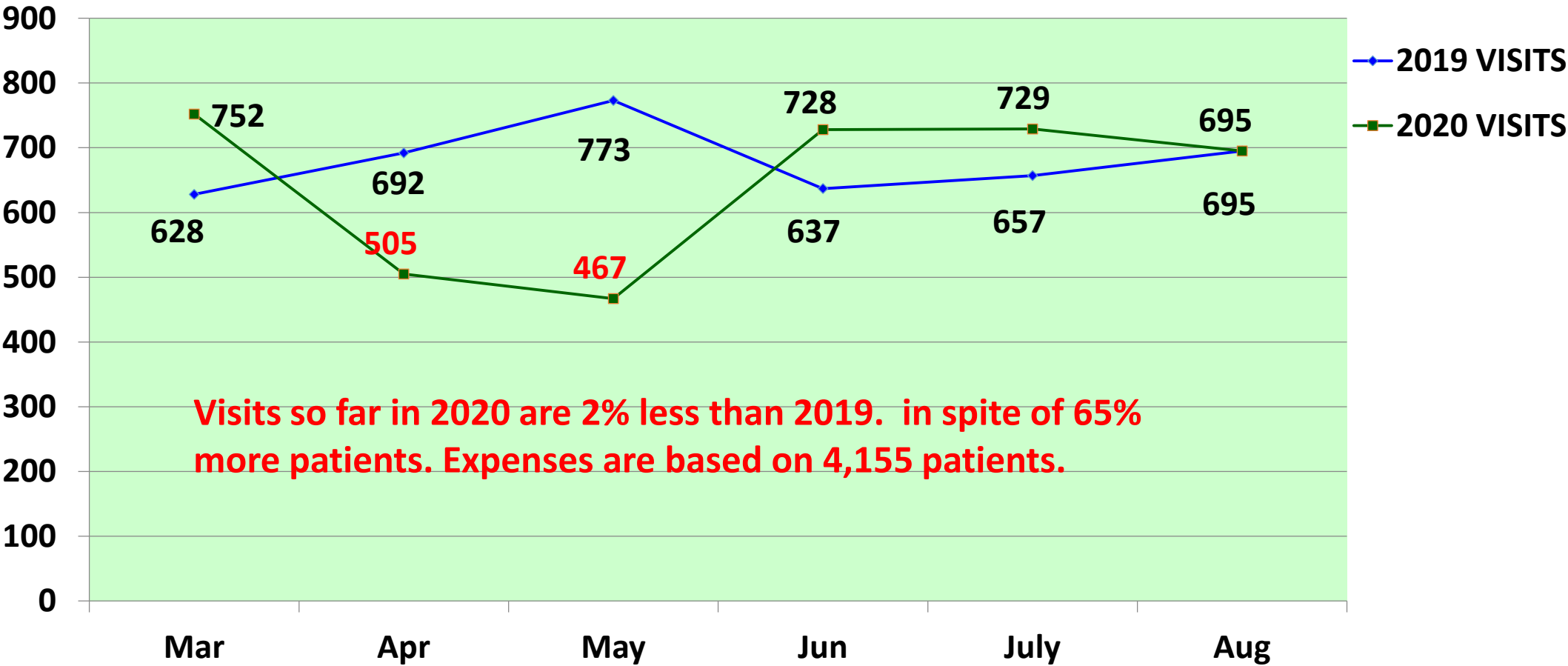


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OUR SERVICE HISTORY VISITS



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EFFORTS TO DATE

New Hampshire

NH COVID-19 Emergency Health System Relief Fund	Applied for \$200k, awarded \$100k April 17, 2020.
CDFA Non-Profit Response Fund	\$100k request for grant/loan funding submitted, loan documents signed and reimbursement for June, and July pending.
NH Nonprofit Emergency Relief and Recovery Fund	Applied for Second Loan/Grant. Need is \$300,000. Minimum need is \$300,000

Federal

Paycheck Protection Program (PPP)	MCHC received \$189,402 on April 11, 2020. Applied for forgiveness.
SBA Emergency Injury Disaster Loan	MCHC received \$10,000. This will be rolled over to a grant as part of PPP.
CMS Accelerated / Advance Payment (loan)	MCHC received \$10, 591 April 1, 2020 (loan)
Provider Relief Fund (Round 1)	received \$3,347 April 17, 2020, formulaic based on 2019 MCHC Medicare billing
Provider Relief Fund (Round 2)	Applied for \$15,866 and received \$12,519 September 14, 2020

Original Strategy:

Grow patients by 1,000. Expand dental practice 20%. Increase medical utilization by 25%. Merge to become FQHC.

Future:

Reach cash breakeven (including \$240,000 in annual donations) by end of April 2021. Merge or apply to become FQHC.

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CRITICAL NEEDS

- **Survival Funding**

- Earliest FQHC Status would be fall of 2021. At current levels of fees, expenses, and donations., we have a need of \$700,000 in total subsidy through September 2021. \$450,000 of this need is prior to December 31st. Our losses from May through December will total \$450,000. This need is the same need we projected in July.
- We have a signed (although not yet funded) loan of \$100,000 from the CDFA Non-Profit Response Fund. This assistance is in the form of a loan which must be repaid over 2 years.
- We have asked for a deferral of \$167,740 of USDA debt service payments over the next 10 months which must be repaid through a 7 year repayment plan. This deferral has not yet been granted.
- **Our need until December 31st is \$450,000. The total value of the CDFA loan and the deferred debt service through that period is \$150,322. That leaves a total unmet need of \$300,000 through December 31st.**
- **Our unmet need for survival as of today with deferred debt service is \$300,000.** That is our request.
- **If granted, our total support from GOFERR would be \$400,000 or equal to the average amount granted to other community health centers through July. This would equal \$96 per patient or significantly less than Charlestown's \$231 and Indian Stream's \$132 support per patient.**

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DISCUSSION & NEXT STEPS

Please call Peter Thurber, Chairman, with any further questions.

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TIMELINE

