



Mascoma Community Health Center

Right Care. Right Costs. Right *Here*.

COVID-19 Challenges & Needs for Survival

Who Is Mascoma Community Health Center

Mascoma Community Healthcare is a **501(c) (3) non-profit health center** that offers **medical and dental** care to all regardless of ability to pay.



Mascoma Health Center ***was built, and is managed and supported, by the residents of the local communities*** it represents. Volunteer community patients serve on the Board of Directors and raise donations from the community to provide charitable care.

It ***serves 4,267 patients in a Federally designated medical professional and dental professional shortage area.***

It has provided over \$308,567 in charitable care to the uninsured since 2017

It continues to ***grow by 100 new patients a month*** and added 1,193 patients between August 2019 and August 2020.

It ***employs 21 health care professionals including doctors, nurse practitioners, nurses, dentists, dental hygienists, dental assistants and other support staff*** who are dedicated to the community. ***85% of our staff live in the community*** they serve.

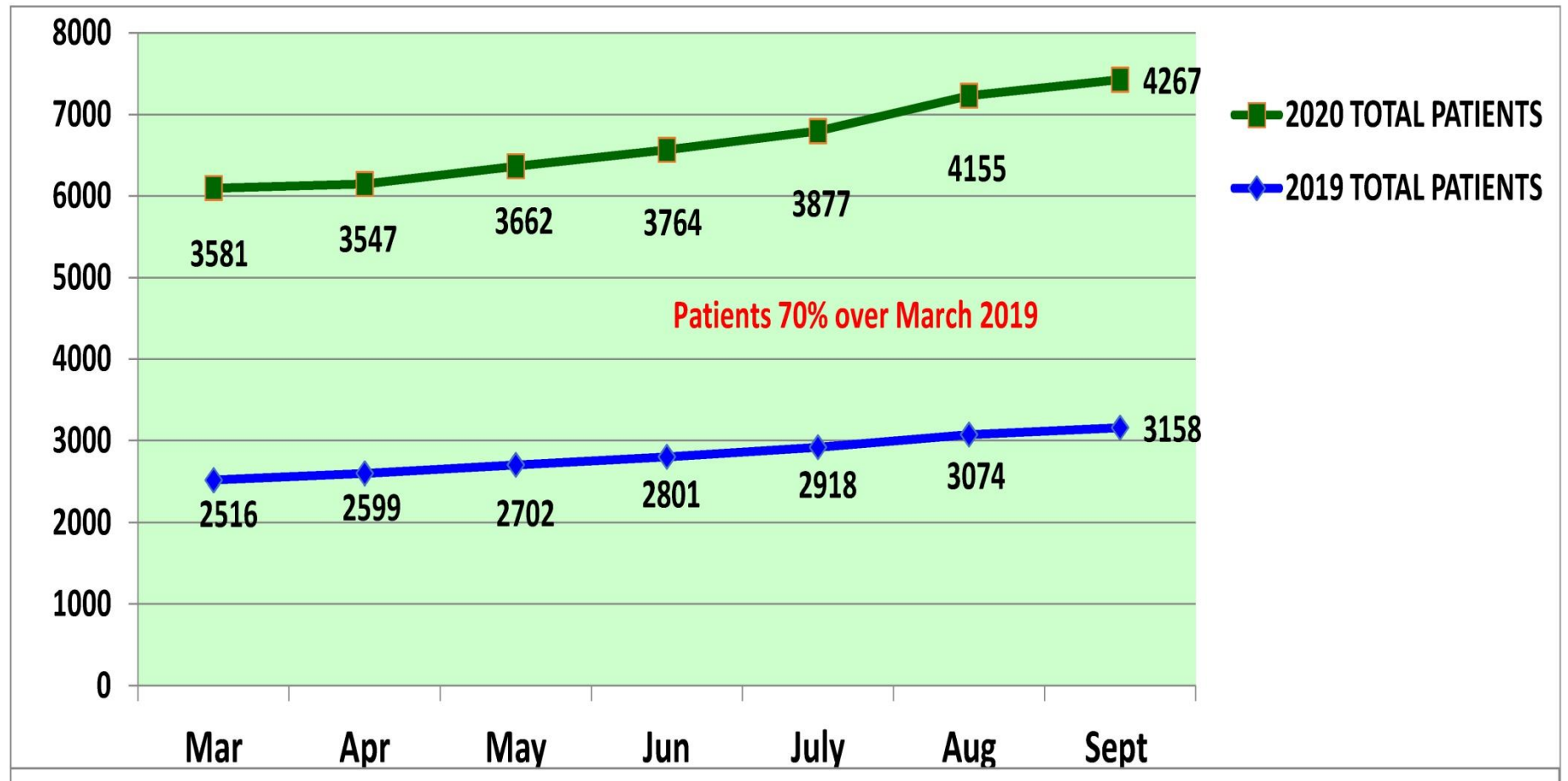
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➤ Mascoma has grown from zero patients in 2017 to 4,267 today.

➤ Number of registered patients has increased 70% since March of 2019.



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How has Covid-19 impacted Mascoma Health Center?

We have lost an average of \$13,447 per month in patient fee revenue.

We have lost an average of \$41,599 per month in donations since March compared to 2019 .

Total Average Loss per month over past 7 months is \$54,572.

These losses continue and are expected to persist through the spring of 2021.

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Losses between March 1 and September 30, 2020 due to Covid-19.

Average loss is \$54,572.



MASCOMA COMMUNITY HEALTH CENTER - COVID

		FEE REVENUE	DONATIONS	TOTAL	EXPENSE	NET
		2020	2020	2020	2020	2020
Sept	Dental	\$ 51,798				
	Medical	\$ 31,646				
	Total	\$ 83,444	\$ 14,500	\$ 97,944	\$ 152,624	(\$ 54,680)
Aug	Dental	\$ 37,416				
	Medical	\$ 37,726				
	Total	\$ 75,142	\$ 11,800	\$ 86,942	\$ 109,839	(\$ 22,897)
Jly	Dental	\$ 78,226				
	Medical	\$ 30,717				
	Total	\$108,943	\$ 18,600	\$ 127,543	\$ 125,265	\$ 2,278
Jun	Dental	\$ 33,191				
	Medical	\$ 56,364				
	Total	\$ 89,555	\$ 5,703	\$ 95,258	\$ 169,099	(\$ 73,841)
May	Dental	\$ 32,336				
	Medical	\$ 6,846				
	Total	\$ 39,182	\$ 13,197	\$ 52,379	\$ 175,158	(\$122,779)
Apr	Dental	\$ 28,776				
	Medical	(\$ 9,456)				
	Total	\$ 19,321	\$ 32,288	\$ 51,609	\$ 182,409	(\$130,800)
Mar	Dental	\$ 39,575				
	Medical	\$ 38,676				
	Total	\$ 78,251	\$ 82,342	\$ 160,593	\$ 139,879	\$ 20,714
		\$493,837	\$ 178,430	\$ 672,267	\$ 1,054,273	(\$382,006)
					Average Loss Per Month	(\$ 54,572)

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**Average Fees for Service
Lost Per Month
Since March was
\$13,447.**



LOSS OF FEE REVENUE MARCH OF 2019 THROUGH SEPTEMBER 2019 compared to SAME PERIOD 2020

		2020	2019	COVID-19 LOSS
Mar 2020	Dentist	\$ 39,575	\$ 66,039	\$ (26,464)
	Medical	\$ 38,676	\$ 23,358	\$ 15,318
	Total	\$ 78,251	\$ 89,397	\$ (11,146)
Apr 2020	Dentist	\$ 28,776	\$ 33,871	\$ (5,094)
	Medical	\$ (9,456)	\$ 30,086	\$ (39,542)
	Total	\$ 19,321	\$ 63,956	\$ (44,636)
May 2020	Dentist	\$ 32,336	\$ 33,564	\$ (1,228)
	Medical	\$ 6,846	\$ 31,243	\$ (24,397)
	Total	\$ 39,182	\$ 64,807	\$ (25,625)
June 2020	Dentist	\$ 33,191	\$ 65,916	\$ (32,726)
	Medical	\$ 56,364	\$ 28,510	\$ 27,853
	Total	\$ 89,555	\$ 94,427	\$ (4,872)
July 2020	Dentist	\$ 78,226	\$ 58,962	\$ 19,264
	Medical	\$ 30,717	\$ 13,161	\$ 17,556
	Total	\$ 108,943	\$ 72,123	\$ 36,820
Aug 2020	Dentist	\$ 37,416	\$ 61,028	\$ (23,612)
	Medical	\$ 37,726	\$ 41,748	\$ (4,023)
	Total	\$ 75,142	\$ 102,777	\$ (27,635)
Sept 2020	Dentist	\$ 51,798	\$ 52,560	\$ (762)
	Medical	\$ 31,646	\$ 47,920	\$ (16,274)
	Total	\$ 83,444	\$ 100,481	\$ (17,037)
Grand Total		\$ 493,837	\$ 587,967	\$ (94,130)
Monthly Average		\$ 70,548.17	\$ 83,995.34	\$ (13,447.19)

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Why have our service fees dropped?

People were told to isolate for three months and many people are still fearful of entering a medical clinic which has “sick people.” Total patient visits decreased 50%. This cost us about \$12,000 a month.

Dental hygiene services closed down for three months by State order. There was no revenue for this service which cost us about \$16,000 a month.

All other dental work was limited to emergency care only for three months. This cost us about \$12,000 a month.

Why haven't they gone back up?

Medical visits are going up slowly but **we are still only at 94% of 2019 visits** in spite of addition of 1,193 new patients. **COVID “at risk” populations** (e.g. elderly, co-morbid, etc.), normally high healthcare utilizers, are still not venturing out for care.

Available dentist and dental hygiene visits are reduced by 25% because of additional time needed for sanitizing between appointments. This is likely to continue until there is a vaccine. Results in about \$18,000 a month in lost revenues.

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DONATIONS

March 1 through

September 30,

2020

DONATIONS

March 1 through

September 30,

2019

COVID-19

LOSS

March	\$82,342.50	\$111,600.00	-\$29,257.50
April	\$32,288.05	\$9,095.00	\$23,193.05
May	\$13,197.41	\$219,725.00	-\$206,527.59
June	\$5,703.86	\$1,060.00	\$4,643.86
July	\$18,600.09	\$18,366.00	\$234.09
August	\$18,675.00	\$20,700.00	-\$2,025.00
September	\$7,625.00	\$88,800.00	-\$81,175.00
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	\$178,431.91	\$469,346.00	-\$290,914.09
	\$25,490.27	Average	-\$41,559.16

We usually have two large fund raising drives a year with large matching gifts.

Since March, we have relied solely on smaller donations.

Average Loss Per Month from Donations is \$41,559

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Our Most Recent Two Months

August & September - Most Recent Two Months

		August	September	
Income	Fees	\$66,627.00	\$67,913.00	
	Donations	\$18,675.00	\$7,625.00	
	Total Income	\$85,302.00	\$75,538.00	
Expense				
	Total Expense	\$109,839.00	\$152,624.00	Per Month AVERAGE
Net Income		-\$24,537.00	-\$77,086.00	-\$50,811.50

The loss has dropped \$4,000 below the 6 month average.

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Search for Outside Grants and Loans

Donations

\$20,000 NH Charitable Foundation

\$189,402 Paycheck Protection Program (PPP) (applied for forgiveness)

\$3,347 Medicaid and CHIP Distribution

\$100,000 NH Emergency Health System Relief Fund Round 1

\$6,525 NH Emergency Health System Relief Fund Round 2

Loans

\$100,000 CDFA Non-Profit Response Fund.
Must start repayment within a few months

USDA 10 month Deferral of debt service at \$16,774 per month. Must start repayment immediately

\$10,591 CMS Accelerated / Advance Payment (loan)

\$10,000 SBA Emergency Injury Disaster Loan to be rolled into forgiveness

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WITHOUT MASCOMA HEALTH CENTER DURING THE PAST YEAR

- There would have been 9,570 fewer visits to a community run health center in Mascoma.
- 346 Medicaid patients (873 visits) would have had to look for a doctor and/or dentist that takes Medicaid.
- 251 Medicare patients (819 visits) would have had to drive 20 miles further for care.
- 511 uninsured Mascoma residents with 1,024 visits would have had no primary care and no dental care.
- Patients would not have received \$97,428 in free or reduced cost medical / dental care