



This is Olde Towne!

5249 Olde Towne Road, Suite D

Williamsburg, VA 23188

Olde Towne

MEDICAL & DENTAL CENTER

Patient Volumes

- ~15,745 patient visits...we anticipate over 16,000 this current year
 - 80% of our patients are uninsured...increased by 3% since last year
 - Of our “insured patients” 3% Medicare; 7% Medicaid; 10% under insured (high deductibles and high co-pays)
 - Medical visits 77% of total patients visits
 - Dental visits 23% of total.
 - Medical Assistance Program: 4,631 brand name prescriptions for 825 patients, which amounted to \$6,283,829 worth of medications provided free.
 - Access to Medications Program provided free generic medications and last year we provided 2,139 30-day prescriptions for 334 patients

Demographics of Our Patients

- Age 0-18 yrs. 8%, 19-64 84%; 8% are 65+....we are not seeing a “greying” of our patient population
- Male 32%; Female 68%
- White 40%, Black 32%; Latino 20%; Asian 4%; Other 4%
- 42% at or below federal poverty level

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Revenue Trends

- Uninsured patients have risen from 62% three years ago, to 73% last summer, to 80% at current time.
- High co-pays (\$50+) and deductibles (\$6000+) have led to patients covered through the insurance exchanges being handled as if uninsured, i.e. put into our sliding scale.
- Medicaid managed care organization patients are seen, but often we cannot bill them (we are not their primary care provider, and patients are unaware of this)
- Result is falling total patient revenue, and reliance on non-clinical sources of income.

What are our costs and revenue per patient visit....

- Total expenses/number of patients visits = Cost \$159 per visit
- Total patient revenue/number of patient visits = Revenue \$25.90 per visit (down from \$32/visit in past year)
- Net result: loss of \$133.10 per visit

Patient Programs

Primary medical and dental care is our major service line

Dental(23%):

4 part time dentists, 2 part time hygienists, 2 full time dental assistants, and 9 volunteer dentists

We are now open 40 hrs./week.

We now integrate oral health care into management of our diabetic and pregnant patients!

Medical(77%):

5 full time nurse practitioners, 2 part time providers (OB and psychiatrist), 11 volunteer providers, 17 support staff

Open 48 hours/week (evening hours Tuesday and Thursday until 7)

Walk-in appointments every day

Medical Services Provided

- Prenatal Care
- Pediatrics
- Gynecology
- Psychiatry/Psychotherapy
- Laboratory Services
- Retinopathy Screening and expanded Optical Program
- Medication Therapy Management
- Initiating UVA tele-medicine
- Certified medical translators
- Cardiology
- Sports Medicine/Chiropractic
- HIV/AIDS Management
- Patient Educational Classes
- Medication Literacy Program
- Immunizations
- Transition from hospital to clinic
- Free prescription medications
- Free eye glasses

York County Head Start Program

- Screened 86 children out of the 117 in the program
 1. Bethel Manor
 2. Griffin-Yates
 3. Yorktown Elementary
- 57% below 100% FPL
- 21% 101-130% FPL
- 1% foster care; 7% homeless; 5% on public assistance
- We are planning to expand program and to add fluoride applications and testing for lead poisoning.

What Lies Ahead...

- Increase patient education classes
- Expand Medication Literacy Program
- Increase patient compliance with Health Coach
- Increase Dental hours
- Seek out more Medical and Dental volunteer providers
- Enhance tele-medicine with UVA
- Medicaid expansion...using our medication assistance staff

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