

Metrics	California FQHCs Median 2016
Medical Visits as a Percentage of Total Visits	72%
Dental Visits as a Percentage of Total Visits	14%
Mental Health Visits as a Percentage of Total Visits	5%
Enabling Visits as a Percentage of Total Visits	3%
Other Professional Visits as a Percentage of Total Visits	2%
Total Revenue	\$16,394,820
Total Patients	12,628
Total Visits	52,067
Total FTEs	105
Operating Margin	6.30%
Bottom Line Margin	7.30%
Personnel-Related Expense as Percentage of Operating Revenue	69.30%
Days Cash on Hand	83
Days in Net Patient Receivables	36
Physician Visits per Physician FTE	3,089
Mid-Level Visits per Mid-Level FTE	2,970
Medical Patients per Medical Staff FTE	294
Medical Patients per Medical Provider FTE	929
Dental Visits per Dental Provider FTE	2,461
Operating Revenue per Patient	\$1,012
Operating Expense per Patient	\$960
Operating Revenue per Patient Visit	\$239
Operating Expense per Patient Visit	\$219
Non-Provider Medical Staff per Medical Provider	2.2
Administrative, Facilities, and Patient Support FTEs as Percent o	37%
Patient Growth Rate	7%
Visit Growth Rate	9%
Self-Pay Patients as Percentage of Total Patients	18%
Self-Pay Collections as Percentage of Total Collections	3%
Medicaid Patients as Percentage of Total Patients	64%
Medicaid Collections as Percentage of Total Collections	84%
Medicare Patients as Percentage of Total Patients	5%
Medicare Collections as Percentage of Total Collections	6%
Other Publicly Insured Patients as Percentage of Total Patients	-
Other Public Collections as Percentage of Total Collections	1%
Privately Insured Patients as Percentage of Total Patients	6%
Private Insurance Collections as Percentage of Total Collections	3%

Source: Capital Link, Inc.