Rural Development Council
November 13, 2019

Jim Matney
President and CEO

Exceptional Care by Exceptional People.
Your help planted the seed for Rural South Georgia.
Progress

2014
• Institutional Accreditation
  • South Georgia Medical Education and Research Consortium

2015
• Family Medicine Residency Program Accreditation

2016
• Welcomed first class of residents in July.

2019
• Graduated first class of residents in June.
  • 66% staying in Colquitt County to practice.

2019
• PCOM opened its South Georgia Campus in August.

2019
• Health Resources and Services Administration (HRSA) Grant to develop Rural Psychiatry Residency Program.
Teaching Hospital Impact

- Colquitt Regional Medical Center is a Teaching Hospital.
- Hosting 20-35 medical students in an academic year from various medical schools.
- Rotations in rural areas expose medical students to practice, but without residency programs, they can not stay in the area to train.
- Nurse Residency was started in 2019.
- Accreditation for Institutional Review Board means new research and development.
Impact to Community

• Physician Recruitment
  • Teaching hospital attracts physicians to practice.

• Attention to the clinical learning environment improves patient satisfaction and safety.

• Inter-professional training enhances best practices.

Courthouse in Moultrie, GA
Impact on Sales Tax for Medical Education Growth in Colquitt County

4-yr avg. compared to 2019 Actual Data, County Administrator
Impact of New Physicians in Region

- $1.5 Million per new physician
- 5 new jobs created directly
- Additional indirect jobs created

Association of American Medical Colleges, 2018
Rural Psychiatry Residency Program

- **One of 27** awards nationally
- $22 million given nationally
  - $750,000 to Colquitt Regional
  - Only award in the State of Georgia
- **One of Four** rural psychiatry programs developing nationally
- Part of a network of national support for program
- Launched August 2019
  - Three-year grant; through July 2022
Why Psychiatry?

- **Only** Rural Psychiatry Program in Southeast
- **Only** Psychiatry Residency Training Program South of Macon
- Need is Great
  - 2.3 million Georgians with mental illness.
  - Georgia ranks in top 11 states with the most prescription opioid deaths.
  - 17% Youth with Suicidal Thoughts, 7% attempt suicide.
- 84 of 159 counties in Georgia with **NO** psychiatrist.
- Georgia ranks 47th out of 50 states nationally for access to mental health care.
- Compounded with rural health care issues of access and disparities, rural behavioral and mental health is one of the **top crises** facing Georgia.
Logistics

- South Georgia Medical Education and Research Consortium is the required institutional sponsor.
- Colquitt Regional is the program sponsor.
- Four-year program: 3 residents per year, total of 12.
- Turning Point Hospital is the primary participating site.
- Residents will rotate at outpatient clinics, having residents work in the region to see opportunities to practice.
Program Director Recruitment NOW

Prepare application, planning October 2019-October 2020

Final Application Fall 2020

Application submitted by January 2021

Site Visit by May 2021

Accreditation by Sept. 2021


Participate in March 2022 National Residency Match Program

July 2022 Start Date
Grant Support

- Grant funding will provide support for positions, recruitment, equipment and supplies, and indirect costs.

<table>
<thead>
<tr>
<th></th>
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</tr>
</thead>
<tbody>
<tr>
<td>Colquitt Regional</td>
<td>$95,250</td>
<td>$91,000</td>
<td>$91,000</td>
</tr>
<tr>
<td>Turning Point</td>
<td>$48,450</td>
<td>$48,450</td>
<td>$48,450</td>
</tr>
<tr>
<td>Consortium</td>
<td>$40,800</td>
<td>$31,000</td>
<td>$24,500</td>
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<td>Dentons Group</td>
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<td>Norris Consulting</td>
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<tr>
<td>Misc.</td>
<td>$48,600</td>
<td>$62,650</td>
<td>$69,150</td>
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<tr>
<td>Total</td>
<td>$250,000</td>
<td>$250,000</td>
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</table>
Sustainable Funding: CMS

- **Turning Point** has never had residents on site, and will be able to count residents there on its cost report, drawing down Medicare funding.
- **Turning Point** will receive direct funding and a Teaching Status Adjustment Factor.

<table>
<thead>
<tr>
<th>Medicare Payment to Turning Point</th>
<th>Interns &amp; Residents</th>
<th>Average Daily Census</th>
<th>RADC</th>
<th>Teaching Status Adjustment Factor</th>
<th>TSA Payment</th>
<th>DME payment</th>
<th>Total</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>A</td>
<td>B</td>
<td>C=A/B</td>
<td>D=(1+C)^0.5</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Year 1</td>
<td>1.34</td>
<td>59.9</td>
<td>0.0224</td>
<td>1.011457</td>
<td>$181,533.33</td>
<td>$56,210</td>
<td>$237,744</td>
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<tr>
<td>Year 2</td>
<td>1.57</td>
<td>59.9</td>
<td>0.0262</td>
<td>1.013412</td>
<td>$212,522.39</td>
<td>$65,866</td>
<td>$278,389</td>
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<tr>
<td>Year 3</td>
<td>1.80</td>
<td>59.9</td>
<td>0.0301</td>
<td>1.015365</td>
<td>$243,455.24</td>
<td>$75,522</td>
<td>$318,977</td>
</tr>
<tr>
<td>Year 4</td>
<td>1.80</td>
<td>59.9</td>
<td>0.0301</td>
<td>1.015365</td>
<td>$243,455.24</td>
<td>$75,522</td>
<td>$318,977</td>
</tr>
<tr>
<td>Year 5</td>
<td>1.80</td>
<td>59.9</td>
<td>0.0301</td>
<td>1.015365</td>
<td>$243,455.24</td>
<td>$75,522</td>
<td>$318,977</td>
</tr>
</tbody>
</table>
Sustainable Funding: CMS

- **Colquitt Regional** will be able to count Psychiatry Resident FTEs towards their Graduate Medical Education Cap, and draw down additional CMS Direct and Indirect Funding.

<table>
<thead>
<tr>
<th>Medicare Payment to Colquitt</th>
<th>Interns &amp; Residents</th>
<th>Beds</th>
<th>Intern &amp; Resident to Bed (IRB) Ratio</th>
<th>Operating IME Factor</th>
<th>IME payment</th>
<th>DME payment</th>
<th>Total</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>A</td>
<td>B</td>
<td>C=A/B</td>
<td>D=1.35*[(1+C)^.405]-1</td>
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<tr>
<td>Year 1</td>
<td>1.57</td>
<td>88.3</td>
<td>0.0178</td>
<td>0.009670</td>
<td>$107,863</td>
<td>$97,292</td>
<td>$205,156</td>
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<tr>
<td>Year 2</td>
<td>3.83</td>
<td>88.3</td>
<td>0.0434</td>
<td>0.023417</td>
<td>$261,213</td>
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<td>Year 3</td>
<td>6.09</td>
<td>88.3</td>
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<td>$412,340</td>
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<td>Year 4</td>
<td>8.35</td>
<td>88.3</td>
<td>0.0946</td>
<td>0.050321</td>
<td>$561,329</td>
<td>$517,535</td>
<td>$1,078,863</td>
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<td>Year 5</td>
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Budget and Variance

- Pro Forma Projecting Residency Revenue and Expenses
  - Caveats: Includes resident, staff and PD expenses. Faculty expenses will be offset by clinic time.
  - 2020-2021: Includes partial PD expense not covered in grant (.2 FTE, offset by clinical earnings).

<table>
<thead>
<tr>
<th>Budget Component</th>
<th>2020-21</th>
<th>2021-22</th>
<th>2022-23</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOTAL Reimbursement (Grant, Medicare, Medicaid)</td>
<td>$250,000</td>
<td>$250,000</td>
<td>$1,083,782</td>
</tr>
<tr>
<td>OPERATING EXPENSES</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Salaries and Benefits, Non Clinical</td>
<td>$128,700</td>
<td>$164,700</td>
<td>$667,150</td>
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<tr>
<td>Non Labor/Supplies, Operating</td>
<td>$115,550</td>
<td>$157,450</td>
<td>$282,930</td>
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<tr>
<td>Recruitment, Clinical Salaries (PD, Faculty), Development</td>
<td>$260,000</td>
<td>$220,000</td>
<td>$375,000</td>
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<tr>
<td>Variance/Need</td>
<td>-$254,250</td>
<td>-$292,150</td>
<td>-$241,298</td>
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</table>
Return on Investment

Improved access to mental and behavioral health = better outpatient treatment.

- Reduced Hospitalization
- Reduced Rates of Homelessness, Unemployment
- Reduced Chronic Health Issues
- Reduced Crime
- Reduced Drug Abuse and Overdose
Return on Investment

Proven Track Record with State Funding

- Hospital has doubled capacity in 7 years.
- Added over 500 new healthcare jobs in the region.
- Brought a medical school to the region.
- Established a Family Medicine Residency Program.
- Grant funding for new Psychiatry Residency.
- Assisted in the development of 2 RN programs.

Improved Recruitment of Physicians

Enhanced involvement of community government and non-government partnerships to build capacity.
Vision

Colquitt Regional Medical Center will be the regional provider of rural medical education for:

- Family Medicine Physicians
- Psychiatrists
- Physician Assistants and Nurse Practitioners
- Nurses
- EMTs
- Physical Therapists
- Pharmacists
- Other learners as needed
Thank You!

We could not have done this without the support of the Georgia Legislature.

Your original investment made this happen.

Questions?