

# COLQUITT REGIONAL

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## MEDICAL CENTER

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

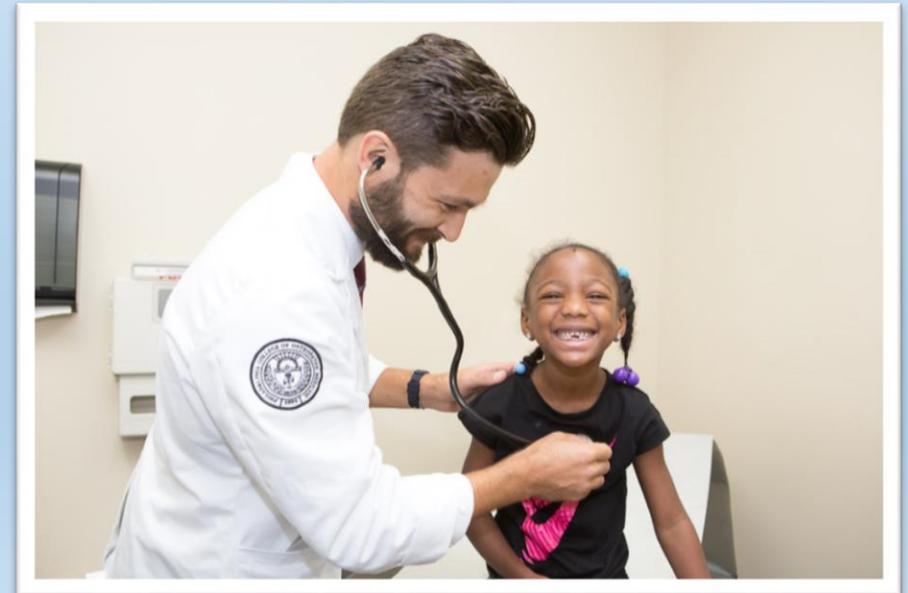
- PCOM opened its South Georgia Campus in August.

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?

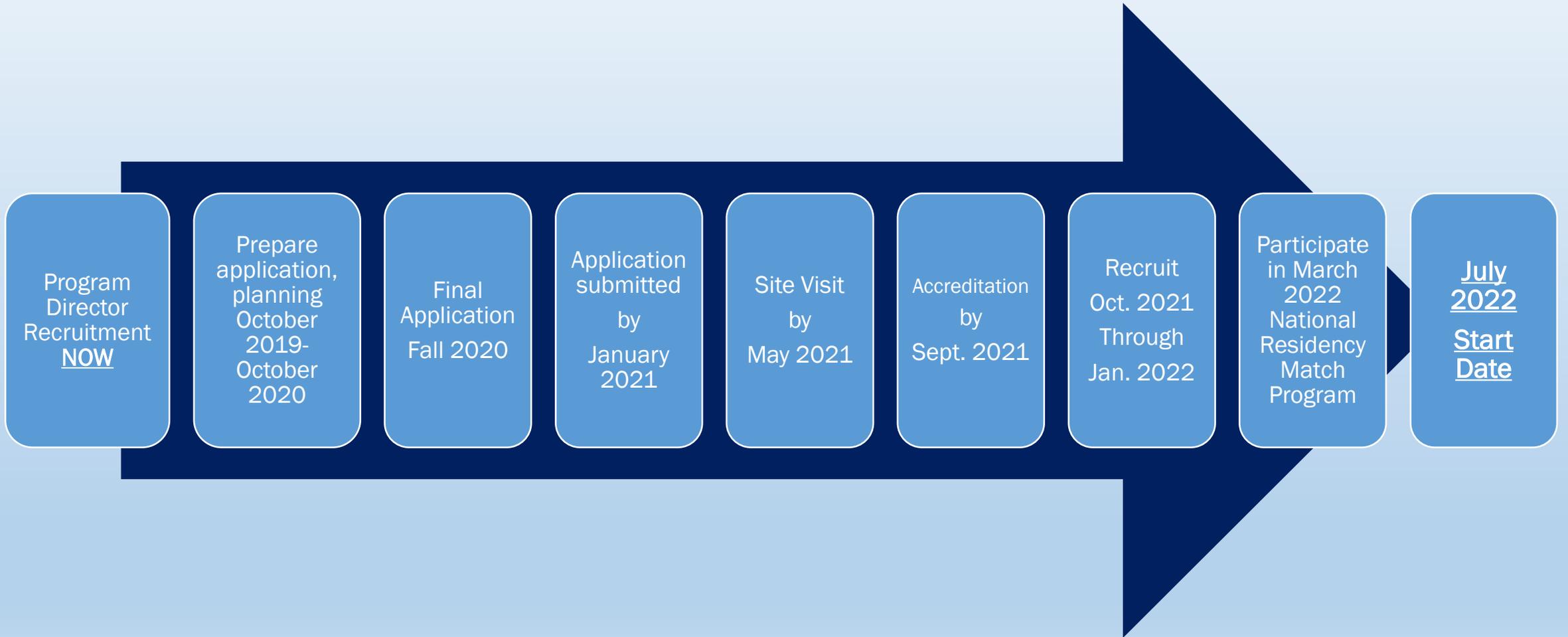
- Only Rural Psychiatry Program in Southeast
- Only Psychiatry Residency Training Program South of Macon
- Need is Great
  - 2.3 million Georgians with mental illness.
  - Georgia ranks in top 11 states with the most prescription opioid deaths.
  - 17% Youth with Suicidal Thoughts, 7% attempt suicide.
- 84 of 159 counties in Georgia with NO psychiatrist.
- Georgia ranks 47<sup>th</sup> 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.



# Timeline



# Grant Support

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

<b>Partner</b>	<b>Year One (Aug 2019-July 2020)</b>	<b>Year Two (Aug. 2020-July 2021)</b>	<b>Year Three (Aug. 2021-July 2022)</b>
<b>Colquitt Regional</b>	\$95,250	\$91,000	\$91,000
<b>Turning Point</b>	\$48,450	\$48,450	\$48,450
<b>Consortium</b>	\$40,800	\$31,000	\$24,500
<b>Dentons Group</b>	\$6,900	\$6,900	\$6,900
<b>Norris Consulting</b>	\$10,000	\$10,000	\$10,000
<b>Misc.</b>	\$48,600	\$62,650	\$69,150
<b>Total</b>	\$250,000	\$250,000	\$250,000

# 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.

Medicare Payment to Turning Point	Interns & Residents	Average Daily Census	RADC	Teaching Status Adjustment Factor	TSA Payment	DME payment	Total
	A	B	C=A/B	$D=(1+C)^{0.5}$ 150			
Year 1	1.34	59.9	0.0224	1.011457	\$ 181,533.33	\$ 56,210	\$ 237,744
Year 2	1.57	59.9	0.0262	1.013412	\$ 212,522.39	\$ 65,866	\$ 278,389
Year 3	1.80	59.9	0.0301	1.015365	\$ 243,455.24	\$ 75,522	\$ 318,977
Year 4	1.80	59.9	0.0301	1.015365	\$ 243,455.24	\$ 75,522	\$ 318,977
Year 5	1.80	59.9	0.0301	1.015365	\$ 243,455.24	\$ 75,522	\$ 318,977

# 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.

Medicare Payment to Colquitt	Interns & Residents	Beds	Intern & Resident to Bed (IRB) Ratio	Operating IME Factor	IME payment	DME payment	Total
	A	B	C=A/B	$D=1.35*[(1+C)^{.405}-1]$			
Year 1	1.57	88.3	0.0178	0.009670	\$ 107,863	\$ 97,292	\$ 205,156
Year 2	3.83	88.3	0.0434	0.023417	\$ 261,213	\$ 237,373	\$ 498,586
Year 3	6.09	88.3	0.0690	0.036965	\$ 412,340	\$ 377,454	\$ 789,794
Year 4	8.35	88.3	0.0946	0.050321	\$ 561,329	\$ 517,535	\$ 1,078,863
Year 5	8.35	88.3	0.0946	0.050321	\$ 561,329	\$ 517,535	\$ 1,078,863

# 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).

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

# 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?

