



HABITAT FOR HUMANITY



OREGON FOOD BANK



KOMOCHIN DRAGONS

Benefiting Our Community:

- OCHIN employees volunteered a combined **427 hours** with over eight different volunteer programs.
- We focused our volunteering on programs that addressed **environmental conservancy, hunger, shelter, clothing, and sustainability.**

Our Workforce in 2015:

- OCHIN full-time staff **grew 16%**, reaching 225 employees.
- OCHIN was named one of the “**100 Best Nonprofits to Work for in Oregon**” and “**100 Best Green Workplaces in Oregon**” by Oregon Business Magazine.
- OCHIN’s efforts to create an environment of wellness was recognized by the **Healthiest Employer of Oregon** awards program.
- OCHIN invested over \$275,000 on formal and informal professional development training for its employees.
- 44 staff promotions with 12 new positions filled internally.



FINANCIAL SUMMARY

	FYE 2014	FYE 2015	FYE 2014 to 2015 CHANGE	
			\$	%
Implementation Fees	4,573,068	5,104,115	531,047	12%
Member Service Fees	17,104,427	19,808,944	2,704,517	16%
Grants and Contract Revenue <sup>1</sup>	6,359,819	8,012,928	1,653,109	26%
REVENUE TOTAL	28,037,314	32,925,987	4,888,673	17%
Salaries and Benefits <sup>2</sup>	12,611,983	13,551,651	939,668	7%
Maintenance and Support	5,645,867	5,707,205	61,338	1%
Administration <sup>3</sup>	8,793,527	8,660,718	(132,809)	-2%
EXPENSES TOTAL	27,051,377	27,919,574	868,197	3%
Change in Assets	985,937	5,006,413	4,020,476	408%
Earnings Before Interest, Taxes, Depreciation, and Amortization (EBITDA)	4,747,307	9,682,050	4,934,743	104%

<sup>1</sup> Increase of grant revenue largely due to a full 12 months of PCORI ADVANCE research grant revenue, in addition to Data Conversion services for new members.  
<sup>2</sup> Increase of salaries and benefits were driven by an increase of FTEs, a full year of salaries for staff added in FYE 2014, and increased benefit costs.  
<sup>3</sup> Reduction of administrative expenses resulted from lower professional fees from grant-related projects such as O-HITEC, and continued success of the procurement process that began in fiscal 2014, which helped to reduce expenses on insurance, business development, supplies, printing, and postage.



OCHIN is a nonprofit health care innovation center designed to provide knowledge solutions that promote quality, affordable health care for all.

A Message from Abby Sears, Chief Executive Officer

Over the past year, we in health care have risen to the challenge of the many changes affecting our industry. Fortunately, in the current health care landscape, opportunities to build stronger, more resilient primary care, public health, and mental health care delivery systems continue to arise. Safety net clinics across the country are thriving, and many of you are seeing more patients and providing more services than ever before. We admire and respect your tireless efforts to serve your communities.

Change is often necessary to thrive, and we understand how challenging this road has been. We appreciate and acknowledge the “change fatigue” that often accompanies your work; this includes balancing the competing priorities of our industry with those of providing exceptional care for your communities and being stewards and advocates for our patients. If we stay the course, the path will lead to better health and lives for some of our most vulnerable patients.

Overall, I’m happy to report that outcomes are improving, and access to higher quality, integrated health care is on the rise. You are all driving these impressive outcomes, and I am proud to work with each and every one of you.

Thank you for all that you do.

ABBY SEARS, CEO OF OCHIN

2015 HIGHLIGHTS AND IMPACTS: OUR MEMBERS



\$3.17M in UDS quality award funding for 55 clinics in 13 states.



4th most successful Regional Extension Center in the nation, out of 69.



\$80M awarded to providers for meeting Meaningful Use through our Regional Extension Center.



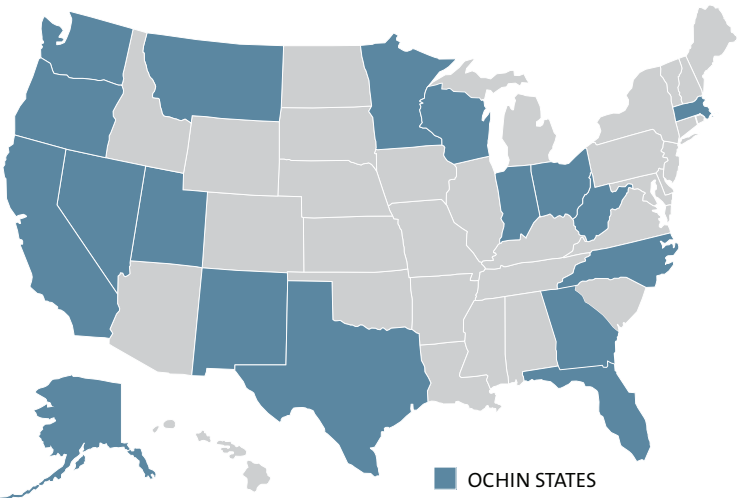
8,442,521 patient records exchanged with 270 other organizations across the nation.



53 service areas received up to a 65% subsidy on outgoing connectivity costs through the FCC Healthcare Connect Fund.



OCHIN was proud to support members in the following 18 states:



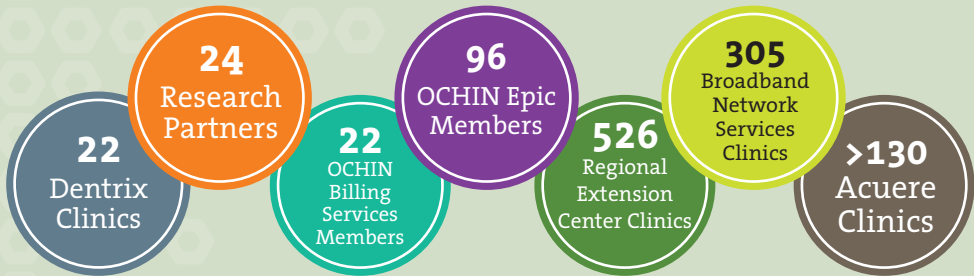
OCHIN STATES



OUR MEMBERS AND THE PATIENTS THEY SERVE

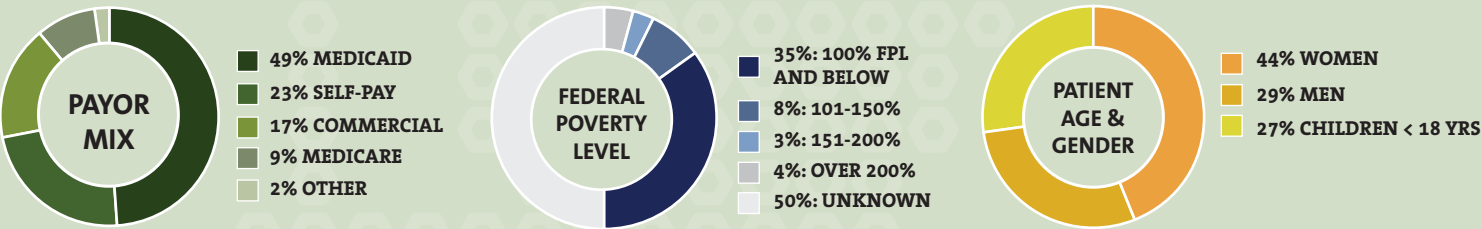
Members become a part of the OCHIN Collaborative in a variety of ways. Whether they join O-HITEC, purchase an OCHIN electronic health record solution, get on the OCHIN Collaborative, or partner in a strategic pilot or research project, all our members contribute to a dynamic, progressive group of people and communities working for the same thing: improved patient experience, improved health of populations, and reduced costs.

Composition of the OCHIN Collaborative:



Types of Members: Community Health Centers (FQHCs and RHCs), City and County Health Departments, Corrections Health, Behavioral Health, Free Clinics, School-Based Health Centers, Colleges and Universities, Academic Health, and more...

Our Patient Population included over 1.5 million patients seen in FYE 2015:



OCHIN RESEARCH AND INNOVATION

Fiscal Year 2015 was an exciting year for Research and Innovation at OCHIN. We saw a significant number of proposals and research projects, as well as increased engagement with our members and research partners. OCHIN continues to obtain greater visibility on the national scene for the work we do in research. Below are some highlights from this past year:

>\$20M Total dollar amount awarded to OCHIN in FYE 2015

Total number of publications in which OCHIN Research was highlighted

16, including:

19 Number of research proposals funded as of FYE 2015

39 Number of partnered OCHIN research proposals submitted

50 Number of total national research presentations

42 Number of participating service areas

- Academic Pediatrics
- Annals of Family Medicine
- American Journal of Preventive Medicine
- Contemporary Clinical Trials
- Implementation Science
- Journal of Health Care for the Poor and Underserved
- Journal of the American Board of Family Medicine
- Journal of Medical Informatics
- Maternal and Child Health Journal
- Nicotine & Tobacco Research

MEMBER SUCCESS STORIES

NEIGHBORHOOD FAMILY PRACTICE (NFP) - MARIANELLA NAPOLITANO, VP, PERFORMANCE IMPROVEMENT



WHAT WAS YOUR GOAL? As we have continued to expand our operations, our goal is to improve overall patient satisfaction by optimizing our care delivery systems and maximizing care team roles.

WHAT DID YOU DO? The deployment of Acuere has contributed to our ability to access real-time data to assess how we are delivering care and to develop quality improvement strategies to impact patient care and flow.

WHAT WERE YOUR RESULTS AND LEARNINGS? Two of our satellite clinics have achieved better blood pressure control than NFP as a whole: Detroit Shoreway is at 84% and The Centers Rocky River is at 90%, while NFP is at 77% overall. Being able to share the data at the provider, site, and organization level creates an environment of healthy competition resulting in better documentation practices and sharing of ideas to improve performance.

MOSAIC MEDICAL - MICHAEL THOMAS, PhD, DIRECTOR OF TECHNOLOGY AND COMPLIANCE



WHAT WAS YOUR GOAL? We were looking for a proactive approach to health management to better engage patients in their own care and give providers an additional tool for our most vulnerable patients.

WHAT DID YOU DO? In 2013, we partnered with Roanoke Chowan Community Health Center and OCHIN to enroll patients and install Remote Patient Monitoring (RPM) equipment in rural Oregon homes as a result of the HRSA patient home monitoring grant. We monitored blood pressure, weight, oxygen, and glucose levels in our patients.

WHAT WERE YOUR RESULTS AND LEARNINGS? Our partnership with Roanoke Chowan CHC and OCHIN was a very successful one. In less than two years, 226 patients (76% of our patients) have successfully graduated from, or remained on, our program. Preliminary data has proven that patients on our program have increased PAM scores, decreased blood pressure, improved A1Cs, and decreased visits and hospitalizations.

MULTNOMAH COUNTY HEALTH DEPARTMENT - VICKI JAWORSKI, RN, BSN, CLINICAL SYSTEMS CONSULTANT



WHAT WAS YOUR GOAL? We wanted to increase the number of patients who received appropriate screening for colorectal cancer. We knew we could do a better job in monitoring this important preventive screening, but we needed better tools for identifying patients correctly and making outreach easier for our staff.

WHAT DID YOU DO? As part of the STOP CRC Study, we worked closely with OCHIN and our community partners to build population management and outreach tools in our EHR. We wanted to start doing this outreach work centrally and take some of the preventive care workload out of the office visit. OCHIN helped us accomplish this by adapting tools to meet our workflow design.

WHAT WERE YOUR RESULTS AND LEARNINGS? In about two years, we have increased our colorectal cancer screening rate from 26% to 43%! We continue to streamline the process. OCHIN has been a willing partner and continues to work with us, offering cutting-edge functionality that supports our innovations.

SOLUTION HIGHLIGHT

ACUERE<sup>QOL</sup>

Acuere QOL, OCHIN's data aggregation and analytics solution, went into production in early 2015 and has seen substantial growth and expansion. Accessing data from over 130 organizations, Acuere is used in clinics in 18 states, and now pulls real-time data from five EHR platforms (Epic, Intergrity, Allscripts, Athena, and NextGen) into one single chart.

New features and capabilities introduced in FYE 2015 include: multiple levels of benchmarks, including those related to social determinants of care; user-defined dashboards; statistical tools; multi-disease management; workqueue system to support patient follow-up; and patient pre-visit scrubbing tools.