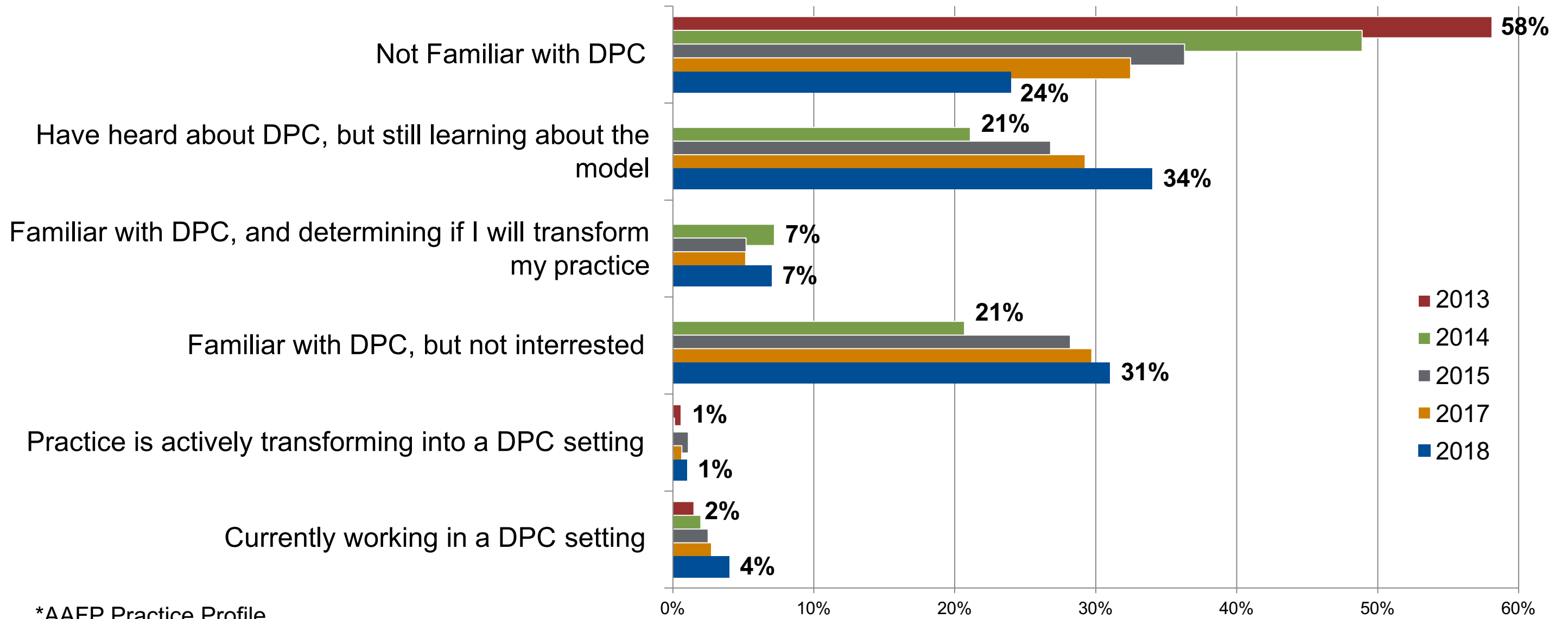


Direct Primary Care (DPC) Research Study

February 2020

Direct Primary Care



*AAFP Practice Profile

Research findings from this study will help guide the AAFP and its external partners (e.g., Milliman) to have a better understanding of Direct Primary Care (DPC) practices.

This research effort specifically addresses the following objectives:

1

Assess familiarity and interest in adopting the DPC model among those currently not practicing in a DPC model.

2

Determine the elements of opening a DPC practice, pricing and membership fees, drivers of opening a DPC practice, and engaging in employer contracts.

3

Identify DPC practice characteristics such as the patient panel, services and procedures provided, and the make-up of the practice team.

4

Determine if there are any differences in the 2019 results in comparison to 2018.

Detailed Findings: Opening of DPC & Practice Characteristics

DPC Practice Type



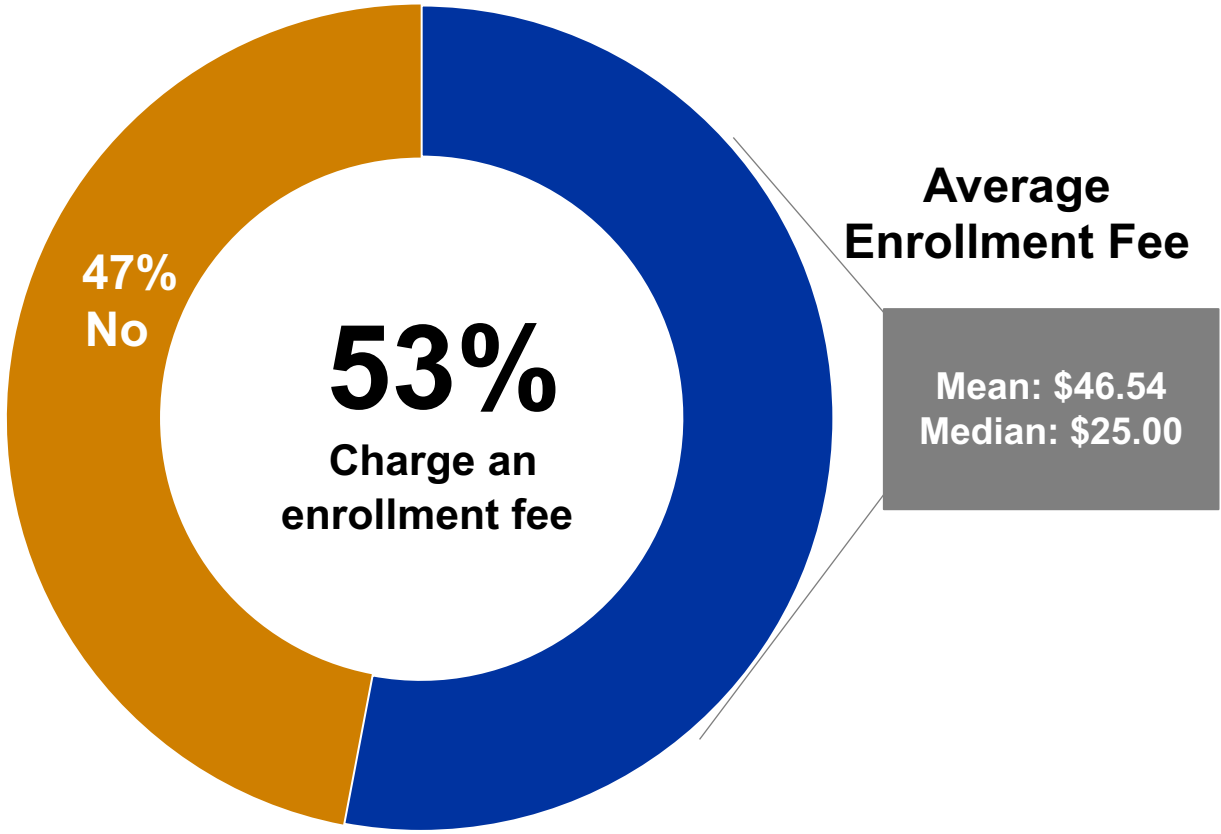
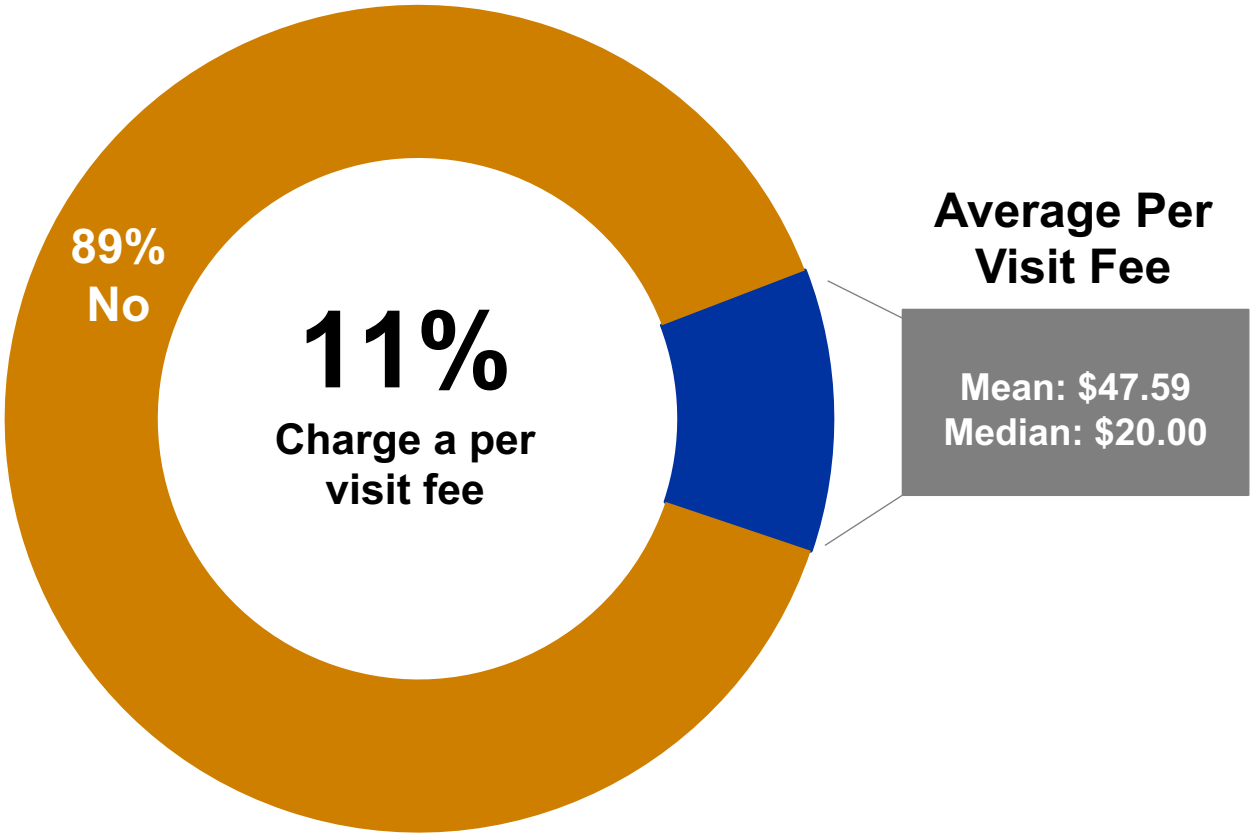
****Pure DPC: Charge a periodic fee and do not bill any third parties on a fee-for-service bases. Any per visit charge must be less that the monthly equivalent of the periodic fee. All membership fees are paid by patient or employer.**

	2018	2019
Pure DPC	80%	84%
Hybrid: Practice still incorporates same portion of fee-for-service billing to a third-party payer—typically a separate panel.	14%	14%
Concierge: Charge a monthly or annual membership fee in addition to billing the patient’s insurance provider.	1%	1%
Other	5%	2%

Monthly Membership Fees

	Less than \$20	\$20 to \$49	\$50 to \$75	\$76 to \$100	\$101 to \$150	\$151 to \$175	\$176 to \$200	More than \$200
Children under 19 yrs.	28%	49%	12%	9%	1%	1%	0%	0%
Adults								
19-25 yrs.	2%	25%	51%	16%	3%	3%	0%	1%
25-50 yrs.	0%	7%	60%	25%	4%	1%	2%	1%
51-65 yrs.	0%	4%	49%	35%	7%	2%	1%	2%
66 or older	0%	5%	30%	46%	13%	2%	1%	2%
Families	0%	1%	5%	9%	31%	15%	23%	15%

Charge a Per Visit Fee or Enrollment Fee



2018: 13% charged a fee

Q. Do you charge a per visit fee? If yes, what was your per visit fee as of 12/18?
Q. Do you charge an enrollment fee? If yes, what was your per enrollment fee as of 12/18?

DPC Patient Panel

Patient Panel	Smallest	Largest	Mean	Median
Current patient panel size				
2019	2	2500	445	357
2018	1	2000	345	277
Target patient panel				
2019	50	4000	628	600
2018	75	3200	596	575

Full Patient Panel?



How many months did it take to fill panel?

19 months (mean) 2019
 20 months (mean) 2018

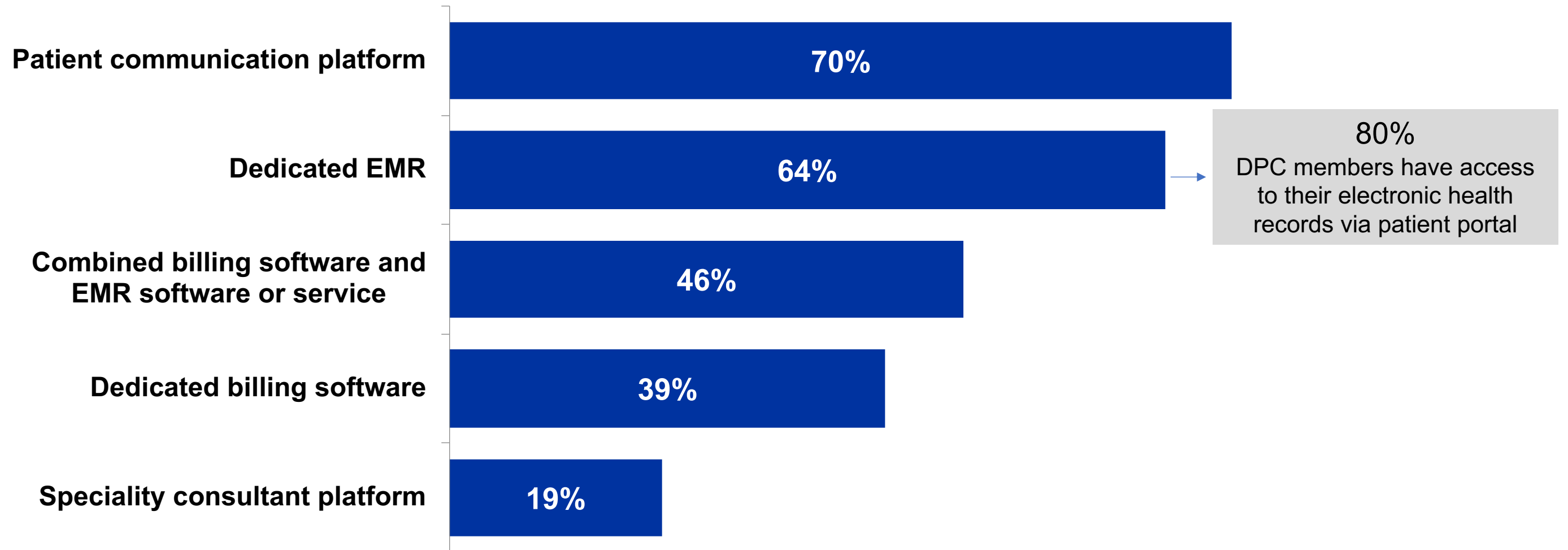
Q: How many patients are currently in your patient panel?
 Q What is your target patient panel size?
 Q. If your patient panel is full, how many months did I take to fill your panel?

Services and Testing Provided in a DPC Practice

	Yes, <u>included</u> as part of membership	Yes, <u>additional charge</u> outside of membership	No, not available
Same day appointments	99%	1%	0%
Phone/text/consults	99%	0%	1%
Telemedicine	88%	0%	12%
Urgent care/walk-in appointments	84%	2%	14%
Nutritional counseling	83%	4%	12%
Weight management	82%	6%	12%
Wellness coaching	79%	5%	17%
Joint injections	58%	26%	17%
House calls/home visits	58%	23%	19%

Q: Which of the following services and testing do you provide in your practice or office?

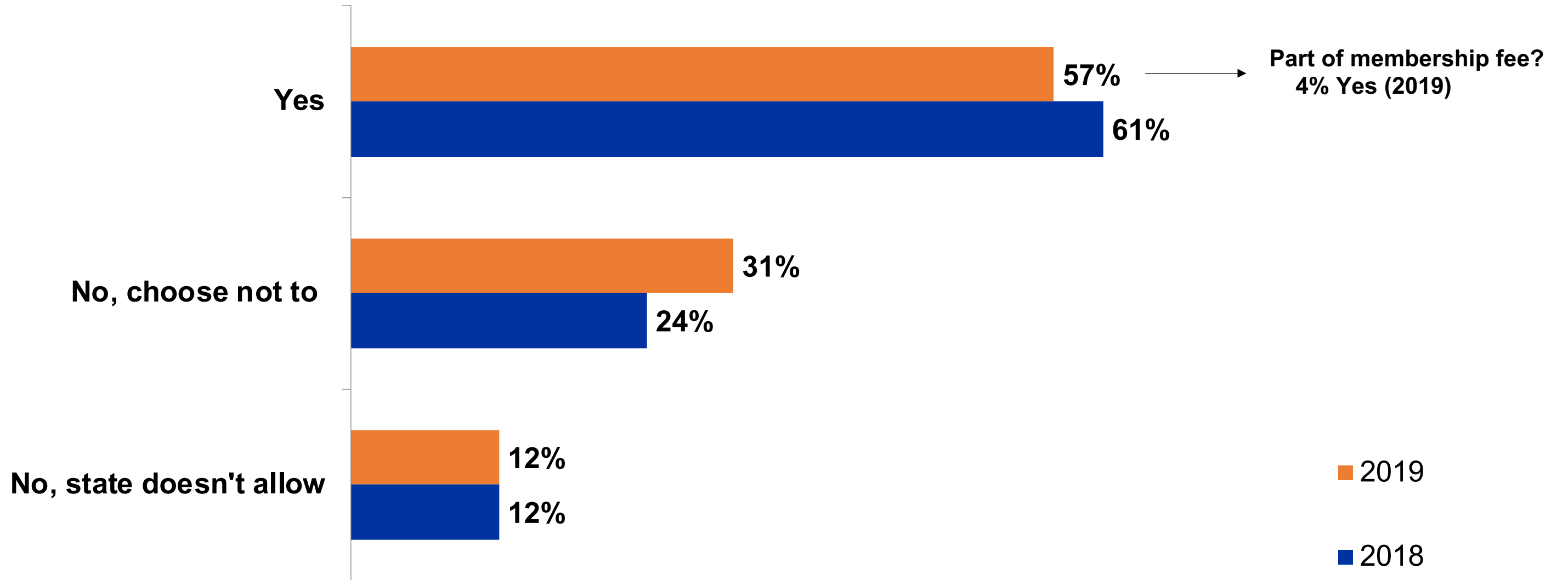
Technology being Utilized in DPC Practices



Q. Does your practice utilize any of the following? (n=157)

Q. Do DPC members/patients have access to their electronic health records through a patient portal? (n=98 must use EMR)

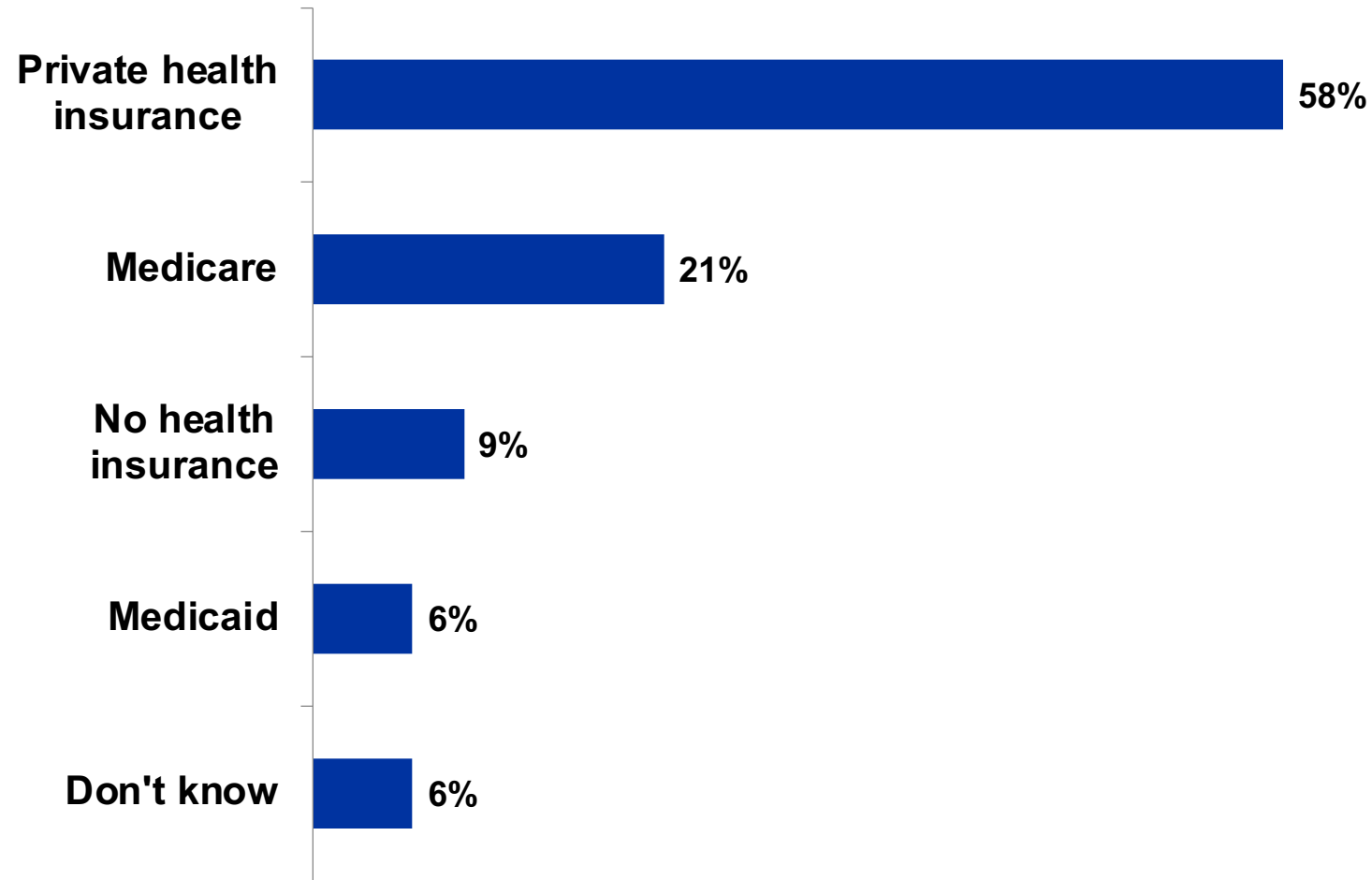
Dispense Medications



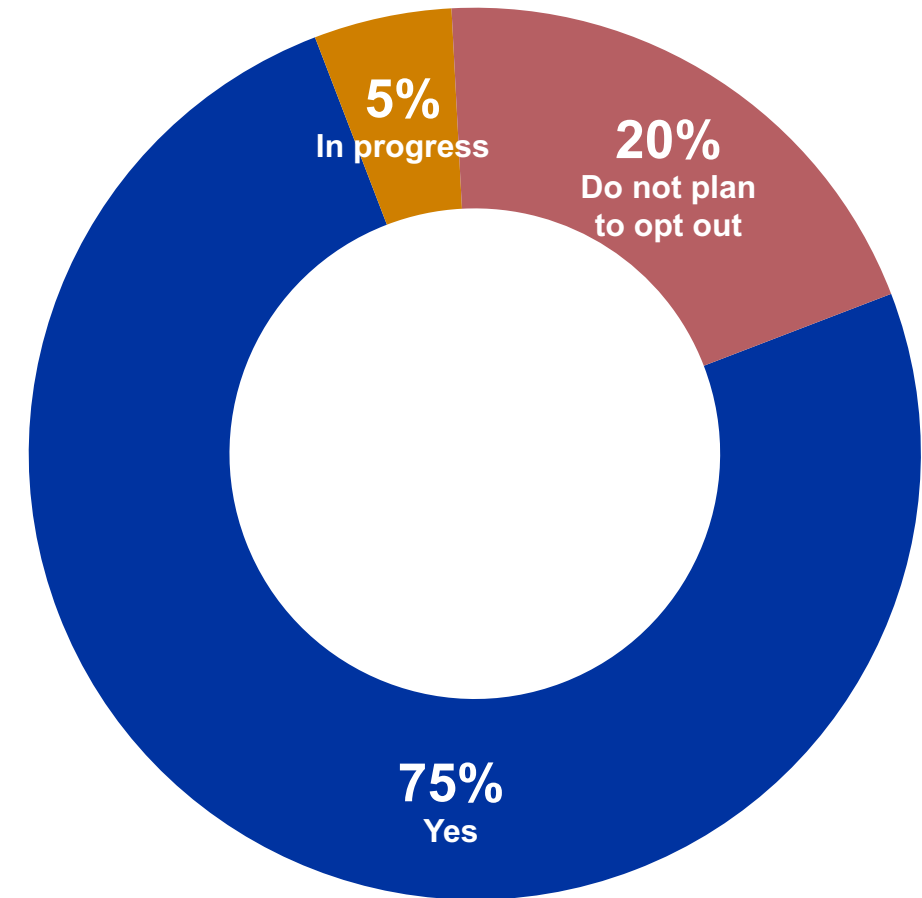
Q. Do you dispense medications?

Patient's Insurance

Patient's Primary Insurance



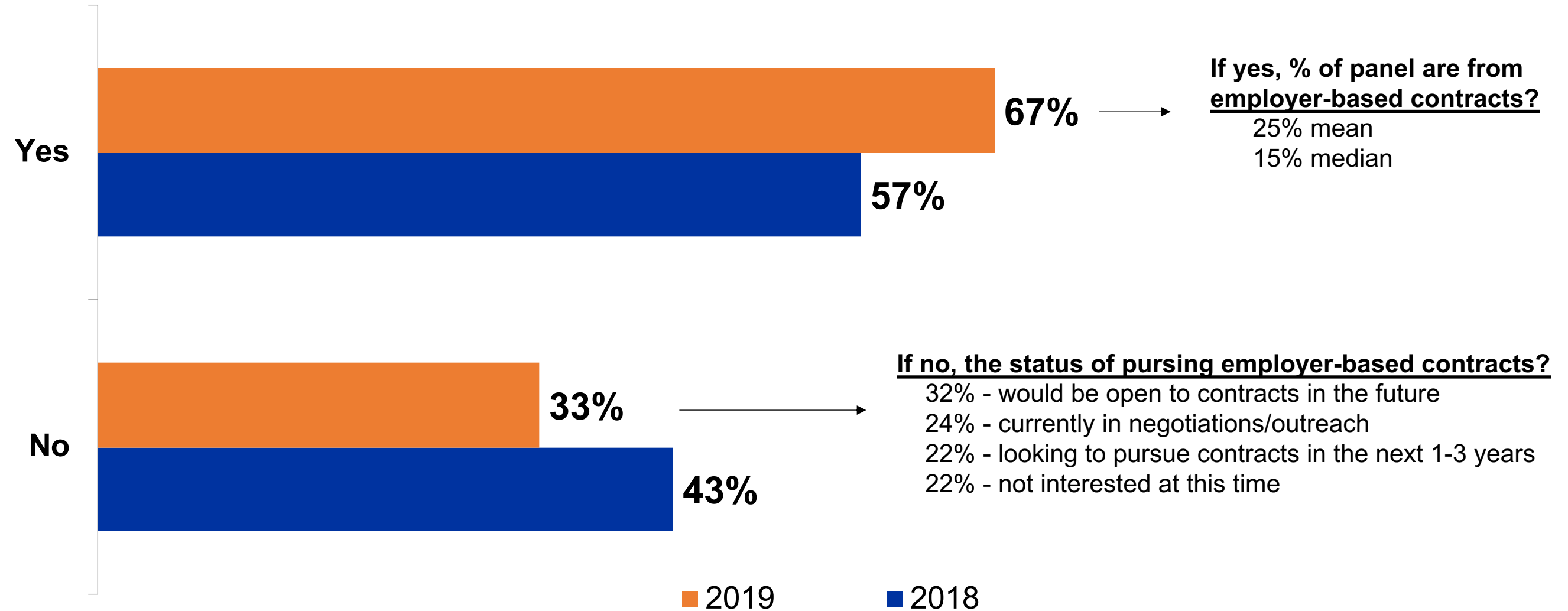
Practices Have Opted Out of Medicare



Q: What is the percent of the patients in your panel covered by each of the following as their primary insurance?
Q: Are you opted out of Medicare?

Detailed Findings: Employer Engagement/Contracts

Participation with Employer-Based Contracts



Q. Do you participate (signed, formal agreement) in any employed-based contracts for DPC services provided by your practice to their employees? (n=152, 2019; n=132, 2018)

Q. Which of the following best represents your status of pursuing employer-based contracts? (base: no participation n=50)

DPC Employer Contracts

Which of the following best represents what is included in your contracts?	
All include the same bundle of services	77%
Customize services based on the employer	22%
Don't know	1%

Did you work with a company to engage employers?	
Yes	65%
No	35%

Does employer require data as part of the contract?	
Yes, all	12%
Yes, some	20%
No	69%

What type of data do they require?	
Number of patient visits/encounter	94%
Quality measures	56%
Other	15



AMERICAN ACADEMY OF FAMILY PHYSICIANS

STRONG MEDICINE FOR AMERICA