

ARE YOU GETTING PAID ENOUGH PER VISIT?

Building a successful revenue cycle

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Do you know how much your FQHC makes per visit? How does that compare to other centers in your state?

In this infographic, we will review how to determine your own **Blended Encounter Rate (BER)** as well as the **average BER for your state**. We'll also calculate how this is affecting your revenue.

CALCULATE YOUR BLENDED ENCOUNTER RATE (BER)

$$\text{TOTAL ANNUAL PAYMENTS} \div \text{TOTAL ANNUAL VISITS} = \text{BER}$$

Blended Encounter Rate (BER) is the average payment per encounter (visit) based on the total visits and total payments.



CALCULATE THE AVERAGE BER FOR FQHCs IN YOUR STATE

Use [the most recent UDS data](#) to find the average BER for FQHCs in your state. Select your state from the map and then choose the State Program Grantee Data

$$\text{TOTAL PAYMENTS (TABLE 9D, LINE 14)} \div \text{TOTAL VISITS (TABLE 5, LINE 34B)} = \text{STATE BER}$$

CALCULATE THE EFFECTS ON YOUR REVENUE STREAM

1

$$\text{STATE BER} - \text{YOUR BER} = \text{LOST REVENUE PER VISIT}$$

2

$$\text{LOST REVENUE PER VISIT} \times \text{TOTAL ANNUAL VISITS} = \text{LOST ANNUAL REVENUE}$$