



VIRGINIA
CENTER FOR
HEALTH
INNOVATION



VIRGINIA TASK FORCE ON
PRIMARY CARE

Virginia Primary Care Investment

June 2024

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Executive Summary

Assessing primary care investment is a critical component of understanding the health of the foundation of Virginia's healthcare system. Increases in primary care investment may be due to increased use of primary care services, increases in prices or provider rates, or relative decreases in other healthcare spend. This report does not set specific benchmarks or targets for any pathway of increasing investment; instead, this report aims to describe overall trends in primary care expenditures and utilization patterns.

- Total investment for primary care has remained stagnant over the last 4 years, with the exception of growth in expenditures for nurse practitioners (0% increase physicians-only, 20.6% increase including nurse practitioners) since pre-pandemic.
- In 2022, Virginia invested 2.3% - 4.1% (\$1.01 billion - \$1.76 billion) of total health care dollars into primary care, depending on which definition of primary care (narrow vs broad) is used.
- Commercial insurers invest the greatest percentage of healthcare dollars into primary care (3.1% - 5.7%), far exceeding the percentage of any other payer type. Traditional Medicare has the lowest percentage of investment (1.9 - 3.3%).
- Across all payers, per member per month (PMPM) expenditures have largely rebounded from sharp declines seen during the early pandemic period. Commercial insurers have been steadily increasing their PMPM over time, which is not evident for other payers. However, commercial insurers also started from the lowest point in 2019. Medicare Advantage continues to have the greatest investment on a PMPM-basis compared to other payers (\$19.02 - \$32.72 in 2022).
- From 2019-2021, approximately 60.0% of Medicaid members used primary care services per year. In 2022, that percentage dropped significantly to 48.1%.
- Among primary care specialties, family medicine accounts for the greatest share of primary care expenditures (35.4%), followed by nurse practitioners (26.6%), and pediatricians (22.8%).
- While 35.2% of Virginians receiving outpatient behavioral health services received their care through primary care, primary care providers account for only 4.1% of the outpatient behavioral health expenditures.
- Telehealth accounts for a small percentage of total primary care expenditures (0.5%). When looking at how telehealth is employed, behavioral health accounts for 29.6% of telehealth service expenditures within primary care, followed by 11.8% of expenditures for respiratory illnesses.
- Many states are taking policy actions to increase primary care spend. Twelve states have either set primary care spend thresholds or are in the process of doing so.

Acknowledgements

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Defining Primary Care

Expenditures in primary care vary greatly depending on the definition of “primary care.” The Virginia Task Force on Primary Care (VTFPC) established a 4-quadrant approach based on provider specialties and preventive services. For the purposes of this report, the most narrow and broadest definition are included.

The *narrow definition* includes professional expenditures for primary care office visits, immunizations, physical exams, well visits, and preventive services provided by physicians with the following specialties:

- Family medicine
- Pediatrics
- Geriatrics
- Adolescent medicine
- Palliative care
- Internal medicine (if provider had ≥ 10 wellness visits per year)

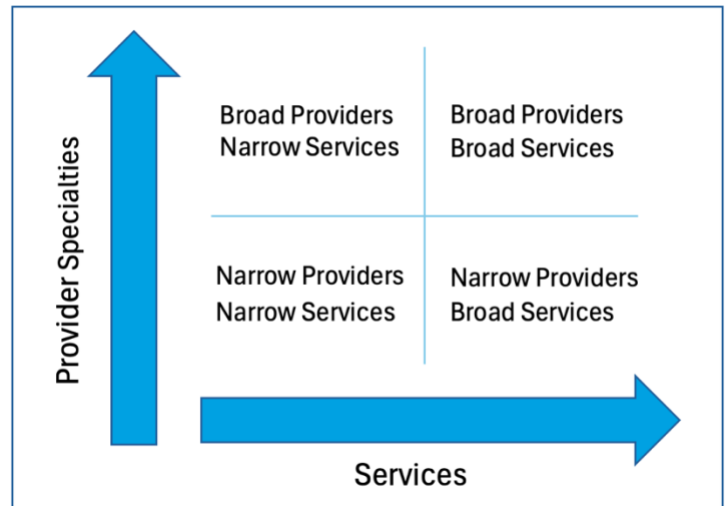
The *broad definition* includes all professional and outpatient services provided by the following specialties:

- All specialties included in the narrow definition
- Nurse practitioners and physician assistants (regardless of practice area)
- OB/GYNs (if provider had ≥ 10 wellness visits per year)
- Community Health Centers (e.g. Federally Qualified Health Centers and Rural Health Centers)
- School Health Clinics
- Urgent care facilities (note: professional services may be included in all definitions)

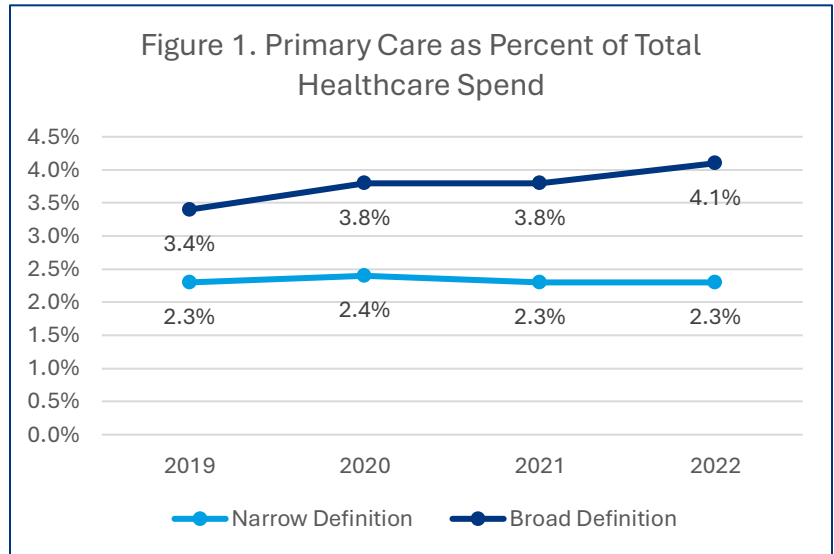
It should be noted that based on recent publications assessing definitions of primary care spend across states, Virginia has the narrowest definition reported.^{1,2} More information about other state definitions and potential impacts can be found in section [State Legislation on Primary Care Spend](#).

Overview: Trends in Primary Care Investment

Investment in primary care is an essential element of creating healthy communities in Virginia. Primary care has been found to reduce mortality and disease burden from chronic conditions and promote health equity across populations.³ States that have prioritized increasing investment in primary care experienced financial benefits as well. Oregon found that a \$1 increase in primary care expenditures was associated with \$13 in savings in other services, stemming largely from reductions in emergency department utilization and specialty care.⁴



In 2022, Virginia invested 2.3% - 4.1% (\$1.01 billion - \$1.76 billion) of total healthcare dollars into primary care. This investment has remained largely stagnant since 2019 for most physician preventive services (see Figure 1. narrow definition). Although investment has not increased, spend remains on par with national averages.⁵ To the extent there have been increases in the percent of total healthcare dollars invested in primary care over time, the increase is largely driven by additional expenditures for nurse practitioner services (see Figure 1. broad definition). Still, Virginia's spend on nurse practitioners lags behind that of other states⁵ with Virginia consistently ranked among the top 10 worst states to be a nurse practitioner.⁶



Overall, spend on primary care grew at a rate on par with total healthcare expenditures. In 2022, Virginia spent \$43.2 billion on health care services, a 13.2% increase over pre-pandemic expenditures. Using a narrow definition of primary care, expenditures increased by 13.5%. However, a broader definition of primary care that includes all services provided by primary care specialties as well as all advanced practice practitioner (APP) services, suggests expenditures increased by 34.0% during the same time period. The majority of the growth in expenditures is related to a significant increase in nurse practitioner services; however, family medicine physician services also increased. Additional information on primary care spend by specialty may be found in [Primary Care Provider Types and Services](#).

While primary care spend as a percent of total healthcare spend is a common measure of health of a state's primary care ecosystem, it should be noted that changes in percent spend could be due to increases in prices or rates, increased utilization, or a decrease in other healthcare expenditures – each of which have a varying impact on patients and providers. The aim of this report is to describe trends in spending and utilization. Specific rate and price information is not available for this report.

Primary Care Spend by Payer

Primary care spend differs greatly by payer. In 2022, commercial insurers invested the greatest percentage of healthcare dollars into primary care (3.1% - 5.7%), far exceeding the percentage of any other payer type. While percent spend on narrowly defined primary care has remained stable across all-payers, commercial payers have consistently increased investment since 2019 for more broadly defined primary care, a trend that is not apparent among other payers. Traditional Medicare has the lowest investment percentage with 1.9%-3.3% in 2022, rebounding slightly from its lowest point in 2021.

Similarly to commercial payers, Medicaid showed a significant increase in percent spend beginning in 2020 compared to 2019, which has been sustained in recent years (broad definition). However, unlike commercial payers which have continued to demonstrate increases over time, Medicaid has remained stable following the initial increase. The increase could be due to pandemic-related payment policies and subsequent rate increases, including a temporary 29% rate increase in 2020⁷ and a 10-20% rate increase for primary care services effective July 2022.⁸

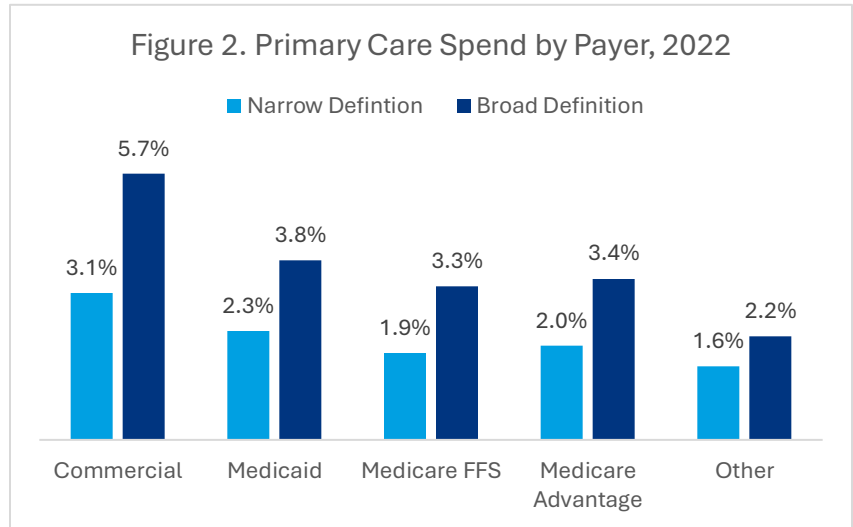


Table 1. Percent Spend, 2019-2022 (Narrow)

	2019	2020	2021	2022
Commercial	3.0%	3.5%	3.3%	3.1%
Medicaid	2.3%	2.5%	2.3%	2.3%
Medicare	2.1%	1.7%	1.6%	1.9%
Medicare Advantage	2.0%	1.9%	2.0%	2.0%
Other	0.1%	0.4%	1.7%	1.6%

Table 2. Percent Spend, 2019-2022 (Broad)

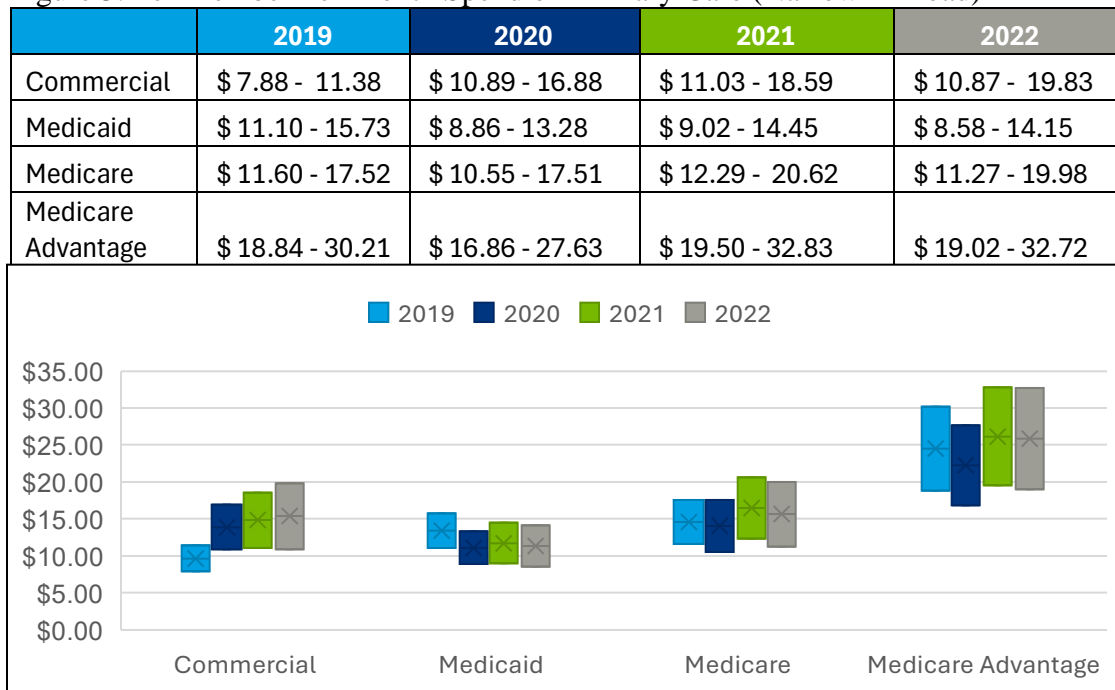
	2019	2020	2021	2022
Commercial	4.4%	5.4%	5.6%	5.7%
Medicaid	3.3%	3.7%	3.7%	3.8%
Medicare	3.2%	2.9%	2.7%	3.3%
Medicare Advantage	3.2%	3.1%	3.3%	3.4%
Other	0.1%	1.1%	2.4%	2.2%

Per Member Per Month Expenditures

Increases in percent spend among commercial payers are accompanied by increases in per member per month (PMPM) spend, suggesting that increases in percentage spend are not solely due to decrease in other healthcare expenditures. Commercial payers have substantially increased primary care spend per person since 2019, from \$11.38 PMPM to \$19.83 PMPM (broad definition). While this increase is significant, commercial payers began from the lowest starting point pre-pandemic. Medicaid spend, on the other hand, started higher than commercial spend, but has remained stagnant, even decreasing slightly since before the COVID-19 pandemic. This decrease is even more apparent using the most narrow definition of primary care. In 2019, Medicaid spent \$11.10 to \$15.73 PMPM on primary care. As of 2022, that investment had decreased to \$8.58 to \$14.15 PMPM. Traditional Medicare and Medicare

Advantage both have inconsistent trends across the time period; however, Medicaid Advantage has the highest PMPM of all payers, ranging from \$19.02 to \$32.72 (narrow and broad definitions, respectively).

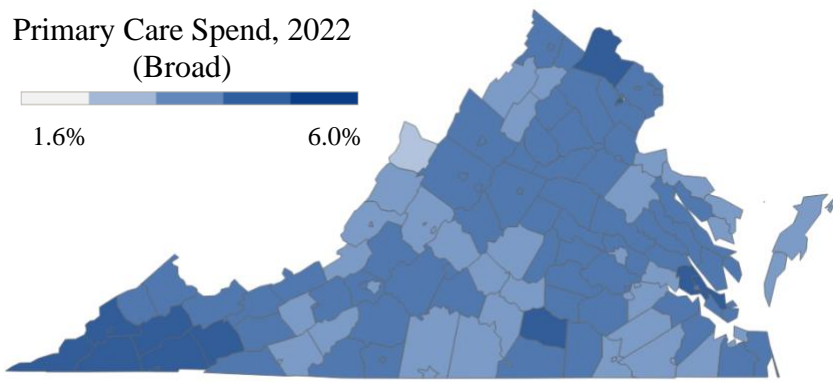
Figure 3. Per Member Per Month Spend on Primary Care (Narrow – Broad)



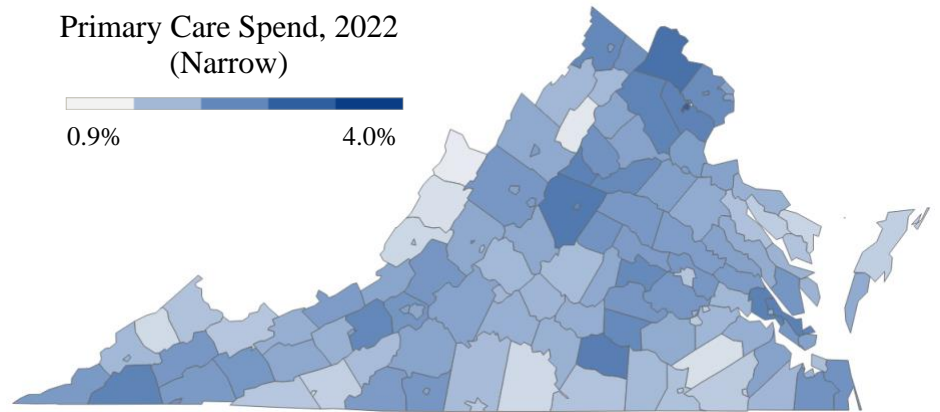
Geographic Variation in Primary Care Spend

Primary care spend as a percent of total healthcare expenditures varies greatly by locality. The far southwest region of Virginia spends a greater percentage of its healthcare dollars on primary care, especially when APPs are included, which may be a result of limited access to physicians and specialists. Northern Virginia localities, as well as James City, York, and Lunenburg counties also have higher than average spend on primary care. The southside region and Western Highlands region tend to have the lowest spend on primary care, regardless of which definition is used.

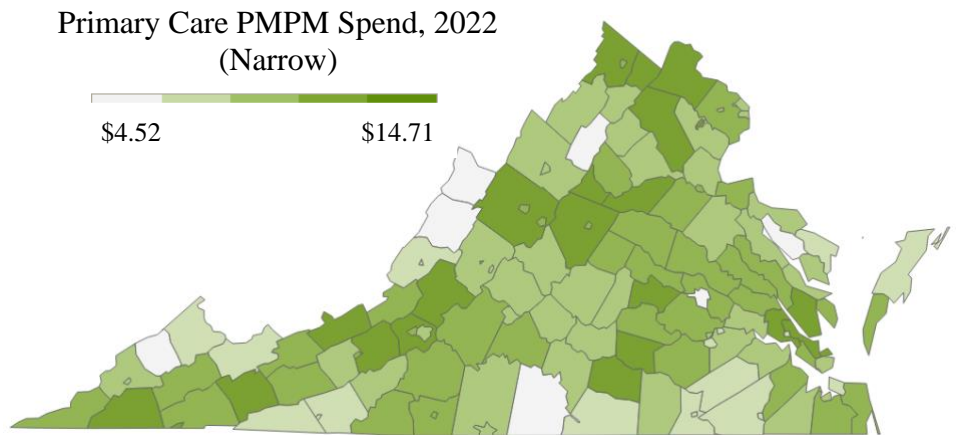
Scott County leads the Commonwealth in terms of the greatest percentage of healthcare dollars invested in primary care with 2.9 – 6.0%, followed closely by Manassas (4.0 - 5.9%). However, close neighbor Manassas Park has the lowest percentage of dollars invested in primary care at 0.9 - 1.6%. Manassas Park, with its small number of insured adults and low overall expenditures, is an outlier across multiple spend categories (see [Total Cost of Care Report](#)). This is likely due to the large impact of singular events.



While the southwest region of the state has the greatest percentage of spend on primary care when using the broad definition of primary care, this spend is largely driven by services provided by nurse practitioners. When restricting spend to the narrow definition of physician preventive services, spend decreases dramatically in the southwest, with the exception of Scott County, and overall is less regionally consistent.



Geographic variation in per member per month (PMPM) spend largely mirrors overall investment in primary care, with Scott County leading with \$15.56 - \$29.69 per insured resident per month. However, Manassas and Loudoun County have somewhat lower per enrollee spend (\$13.02 - \$19.42 and \$13.21 - \$21.50, respectively), suggesting that the higher percent spend for these localities may be more driven by lower overall healthcare costs for these areas.



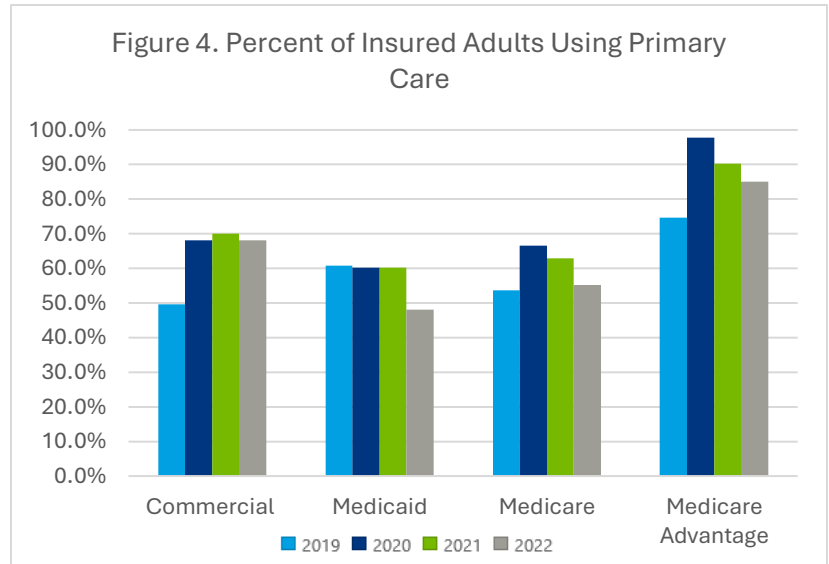
Of note, the range of PMPM spending on primary care services is wide. Using the narrow definition, 50 counties have a PMPM of less than \$10 per month. Overall, PMPM ranges from \$4.52 in Manassas Park to \$14.71 in Poquoson, using the narrow definition, or \$8.59 in Manassas Park to \$29.69 in Scott County using the broad definition (not shown).

Detailed spend per county information is available in the Appendix.

Primary Care Utilization

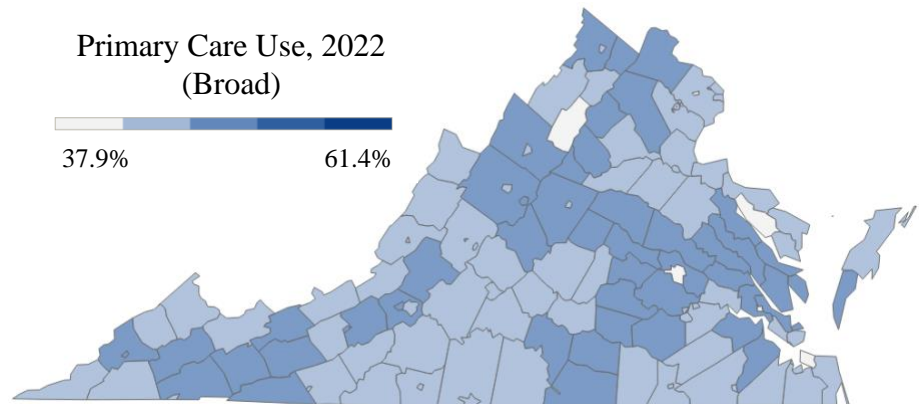
Despite increases in per member per month expenditures, fewer Virginians are seeking primary care. Even when using the broadest definition of primary care, only 51.9% percent of insured individuals sought primary care in 2022, a decrease from 66.6% in 2021. Under the most narrow definition of primary care, only 40.3% of Virginians sought primary care services in 2022. This trend is concerning considering Virginia has significantly more residents with complex chronic conditions than the national average.⁹

Beyond stagnation in both percent of total spend and PMPM expenditures, Medicaid also experienced a sharp decline in the percent of members using primary care services in 2022. Since 2019, approximately 60.0% of Medicaid members have received primary care services per year. However, in 2022, that percentage dropped to 48.1%. While Medicaid’s decline was the most pronounced, all payers saw a decrease in the percent of members receiving primary care services in 2022 compared to the year prior. Medicare Advantage and Traditional Medicare have all experienced steady declines since a high point in 2020. Commercial payers are the only insurer whose primary care use increased following the pandemic. Still, Medicare Advantage remains the payer with the highest rates of primary care utilization despite decreases in recent years.



Geographic Variation in Primary Care Use

Use of primary care services may reflect what services residents in an area are able to access, as well as the culture of a given community. In Virginia, use of primary care varies widely across regions, ranging from 37.9% of insured residents using at least one service in a given year to 61.4% (or 21.6% - 51.0% using a narrow definition, not shown). Primary care use is greatest in southwest, central Virginia, Northern Neck, and Northern Virginia. Southside Virginia, Western Highlands and urban centers, including Richmond City and Willimansburg have the lowest rates of primary care use.



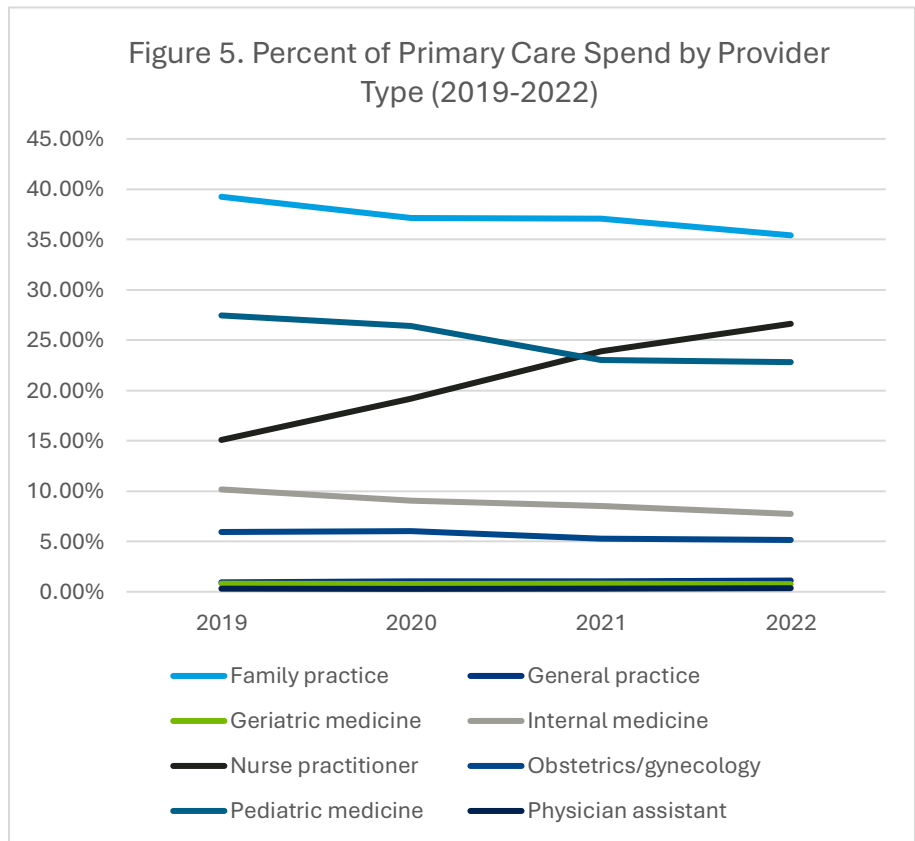
Five localities in Virginia (Dickenson, Page, Highland, Richmond County, and Galax) all have primary care rates at or below 25% (narrow), a staggeringly low percentage considering more than a third of Virginians report high blood pressure, high cholesterol, and obesity – all chronic conditions that can be managed through primary care.¹⁰ Detailed county level information available in the Appendix.

Primary Care Provider Types and Services

Primary Care Provider Types

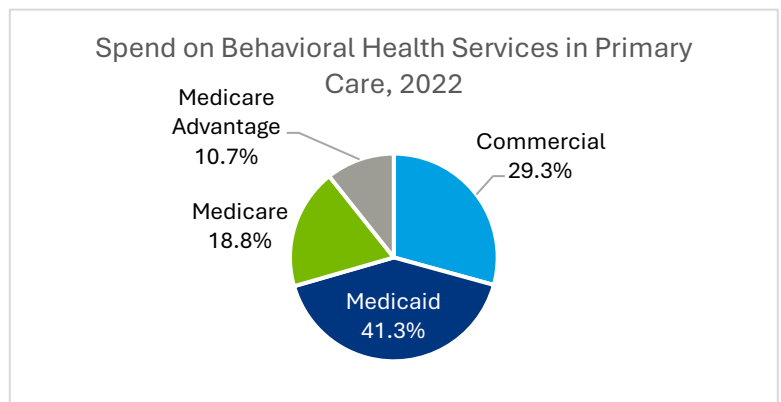
Many physician specialties and advanced practice practitioners (APPs) may provide primary care services. Of the various specialties that provide primary care, in 2022, family medicine accounted for 35.4% of all primary care spend, followed by nurse practitioners at 26.6%, and pediatric medicine at 22.8%. However, the proportion of spend invested across provider specialties has been shifting over the last 4 years. While family medicine continues to hold the highest proportion of primary care spend, its share has been decreasing, as has internal medicine, and pediatric medicine. This shift coincides with an increase in investment for nurse practitioners. While this increase is significant, primary care expenditures for nurse practitioners continues to fall below national averages.⁵

It should also be noted that this analysis includes all expenditures for APPs, including nurse practitioner services, regardless of their setting. Therefore, services provided in specialty offices may also be included. Based on data published by the Virginia Department of Health Professions, 49.3% of nurse practitioners are certified to practice in primary care settings (FNP-C or FNP-BC).¹¹ Yet, only 31.9% of NPs practice in a primary care setting.¹²



Behavioral Health in Primary Care

While behavioral health accounted for only 1.5% of primary care expenditures in 2022, the low percentage may reflect rates, billing challenges, and administrative requirements rather than services provided. This may be especially true in Medicaid. In 2022,



Medicaid accounted for 78.9% of all behavioral health expenditures, but only 41.3% of behavioral health spend within primary care.

Virginia is estimated to have spent more than \$2.5 billion on outpatient behavioral health care in 2022. While 35.2% of Virginians receiving outpatient behavioral health

services received their care through primary care, primary care providers account for only 4.1% of the outpatient behavioral health expenditures. Some of this discrepancy may be related to frequency of counseling sessions provided by licensed professional counselors (LPCs) compared to the one-time or more irregular nature of primary care behavioral health services, such as screenings and medication adjustments. Primary care providers also report difficulties in receiving reimbursement for behavioral health services and confusion regarding behavioral health billing practices.¹³

35.2% of Virginians seeking outpatient behavioral health services received care through their primary care provider, yet primary care accounted for only **4.1% of outpatient behavioral health expenditures.**

Telehealth

While telehealth has become more common in recent years, it remained a small portion of outpatient and professional expenditures (1.9%) in 2022. In primary care, telehealth accounted for 0.5% of expenditures. Among primary care providers, nurse practitioners accounted for 40.8% of telehealth expenditures, followed closely by family medicine physicians (35.5%).

Behavioral health accounted for the greatest proportion of all telehealth expenditures (64.4%, \$233.2 million), followed distantly by respiratory condition services (4.8%, \$17.3 million). Similarly, within primary care, behavioral health accounts for 29.6% of telehealth expenditures, followed by 11.8% of expenditures for respiratory illnesses. Among providers receiving behavioral health telehealth expenditures, nurse practitioners accounted for 8.1% while family medicine physicians accounted for 1.6% and pediatricians account for 0.6%. Family medicine physicians, however, account for a greater percentage of respiratory telehealth expenditures (27.5%), while nurse practitioners account for 14.9% and pediatricians account for 6.6%. It should be noted, in terms of service utilization as opposed to expenditures, behavioral health accounted for 27.5% of telehealth services within primary care.

State Legislation on Primary Care Spend

In the 2024 Virginia General Assembly session, 17 [primary care-related bills](#) were considered and 10 were signed into law. The majority of these focused on workforce initiatives. Additionally, 18 [primary care-related budget amendments](#) were included in the Conference report, including \$1.5 million in additional funds for federally qualified health centers. In 2022, the Virginia General Assembly increased Medicaid primary care reimbursement rates to 80% of Medicare rates. Since that time, efforts to increase primary care rates have not been successful. As of 2019 (most recent data available), 11 states reimbursed Medicaid primary care services at least 90% of Medicare rates.¹³

Primary Care Spend Targets

As of 2022, 12 states had set primary care spend targets or were in process of doing so.¹⁴ Thresholds generally range from 10-12% and/or set goals to increase spending by 1-2% per year.⁵ Of the 12 states with spend targets, 10 collect data through the state all-payers claims database. Additionally, payers submit templates for reporting payments in 8 states to capture non-claims-based payments.

No consensus currently exists for how to define primary care. A recent report published by AHRQ analyzed 16 definitions of primary care across 11 states and the Veterans Health Affairs, with estimates of primary care spend ranging from 2.2 to 10.3 percent. Both in the AHRQ report and a similar report published by JAMA reviewing 9 states, Virginia had the lowest reported spend.^{1,2} However, lower primary care expenditures in Virginia appear to be largely due to difference in definitions rather than actual spend. When using common definition for primary care spend, Virginia slightly exceeds national averages for primary care spend on physician services, while falling slightly below average spend when including nurse practitioners and behavioral health professionals.⁵

Common areas of variation across primary care definitions include service types and whether care management and behavioral health are considered primary care. All states with primary care spend thresholds included care coordination and care management services in their definition of primary care, 5 states included behavioral health, and 6 states included prescription drug spend in addition to professional services and outpatient facility fees.¹⁴ The Virginia Task Force on Primary Care (VTFPC) only includes professional services for its narrow definition and adds outpatient facility fees to its broad definition. Prescription drug expenditures in particular increase total spend substantially. For example, the tables below demonstrate how including the various service types for family medicine and pediatric medicine impact expenditures.

Family Medicine, 2022 Expenditures

Service Type	Total Expenditures
All settings	\$ 1,904,561,646.67
Professional only	\$ 616,346,310.57
Professional and outpatient	\$ 623,635,936.23
Prescription drugs	\$ 1,272,443,342.80

Pediatric Medicine

Service Type	Total Expenditures
All settings	\$ 808,581,100.76
Professional only	\$ 393,193,871.55
Professional and outpatient	\$ 401,772,025.91
Prescription drugs	\$ 380,323,785.56

While no national primary care definition exists, the [Milbank Memorial Fund US Primary Care Scorecard](#) offers a potential comparison for assessing impact of definitions.

	VTFPC Narrow	VTFPC Broad	Milbank Narrow	Milbank Broad
Percent of Total Spend	2.3%	4.0%	5.70%	12.30%
Dollars	\$1.0 billion	\$1.7 billion	\$3.9 billion	\$8.5 billion
Data Source	APCD Claims	APCD Claims	MEPS Survey	MEPS Survey
Provider Types	Family Medicine, Pediatrics, Geriatrics, Adolescent Medicine, Palliative Care, Internal Medicine (with >= 10 wellness visits per year)	All narrow provider specialties plus FQHCs and RHCs, School Health Clinics, Urgent Care (restricted to preventive services)	Family Medicine, General Practice, Geriatrics, Internal Medicine (all), Pediatrics. Note - may include urgent care	All narrow provider specialties plus Psychiatrists, Social Workers, Psychologists, Nurse Practitioners, Physician Assistants, OB/GYNs. Note - may include urgent care
Services	Restricted to primary care office visits, immunization, physical exams, well baby visits, preventive services. Professional services only.	All professional services	All professional and outpatient services	All professional and outpatient services
State Examples*			CO, RI, DE	OR

*Each state varies in definition; states are based on general approach but do not match definitions precisely

Limitations

Data used in this report come from the Virginia Health Information (VHI) All-Payers Claims Database (APCD) for services provided in 2019 – 2022. While APCD includes data for 7.8 million Virginians, some services and payments may not be captured. Payments not included are: ERISA, military, and federal employee plans, claims for uninsured individuals, and payment made to providers outside of claims for a given service, such as through alternative payment models. Medicaid fee-for-service skilled nursing facility payments have been excluded due to missing data. Analyses are based on actual paid amounts adjusted for trends in payment reversals, with the exception of integrated health plans. For integrated plans, proxy paid amounts are used to determine equivalent service-based payments.

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Appendix

Primary Care (PC) Spend Across Counties in Virginia

County	PC Spend (Narrow)	PC Spend (Broad)	PC Percent Spend (Narrow)	PC Percent Spend (Broad)
ACCOMACK	\$3,212,737.50	\$6,583,018.05	1.4%	3.0%
ALBEMARLE	\$15,471,753.99	\$22,972,802.17	3.2%	4.7%
ALEXANDRIA CITY	\$14,224,542.20	\$23,502,729.50	2.3%	3.8%
ALLEGHANY	\$772,963.99	\$1,754,989.30	1.3%	2.9%
AMELIA	\$2,040,433.83	\$3,477,987.25	2.5%	4.3%
AMHERST	\$3,919,382.02	\$7,484,355.05	1.8%	3.5%
APPOMATTOX	\$2,062,719.49	\$3,899,127.61	1.9%	3.6%
ARLINGTON	\$17,831,681.60	\$30,159,907.17	2.3%	3.8%
AUGUSTA	\$6,979,416.81	\$11,972,553.55	2.5%	4.3%
BATH	\$425,873.26	\$950,482.36	1.2%	2.7%
BEDFORD	\$9,611,488.76	\$16,222,955.63	2.2%	3.8%
BLAND	\$839,691.75	\$1,561,143.03	2.0%	3.7%
BOTETOURT	\$4,434,634.46	\$6,634,949.23	2.5%	3.7%
BRISTOL CITY	\$3,615,069.53	\$7,508,682.25	2.6%	5.4%
BRUNSWICK	\$2,003,140.15	\$4,284,387.78	1.8%	3.9%
BUCHANAN	\$2,794,581.96	\$6,743,439.50	1.7%	4.0%
BUCKINGHAM	\$1,468,151.12	\$2,417,947.94	1.8%	2.9%
BUENA VISTA CITY	\$1,049,170.65	\$1,807,483.04	1.7%	3.0%
CAMPBELL	\$4,956,170.17	\$9,327,693.63	2.0%	3.7%
CAROLINE	\$3,578,720.28	\$6,047,502.80	2.1%	3.5%
CARROLL	\$2,038,638.28	\$5,110,845.50	1.4%	3.6%
CHARLES CITY	\$686,298.81	\$1,227,316.82	1.8%	3.3%
CHARLOTTE	\$1,848,233.83	\$3,316,890.27	2.0%	3.6%
CHARLOTTESVILLE CITY	\$8,512,348.91	\$13,360,124.29	2.9%	4.5%
CHESAPEAKE CITY	\$26,571,686.74	\$43,195,876.02	2.6%	4.2%
CHESTERFIELD	\$46,527,165.18	\$81,539,024.74	2.5%	4.3%
CLARKE	\$2,416,924.14	\$4,136,335.66	2.6%	4.5%
COLONIAL HEIGHTS CITY	\$3,299,704.25	\$6,192,661.86	1.9%	3.6%
COVINGTON CITY	\$1,389,287.78	\$3,076,195.69	1.5%	3.4%
CRAIG	\$624,916.34	\$943,041.93	2.2%	3.3%
CULPEPER	\$6,777,578.55	\$12,278,175.03	2.2%	4.1%
CUMBERLAND	\$907,334.61	\$1,593,063.39	2.1%	3.7%
DANVILLE CITY	\$7,405,132.92	\$15,098,538.73	1.6%	3.2%
DICKENSON	\$1,465,519.55	\$4,898,992.83	1.2%	4.2%

DINWIDDIE	\$2,126,317.51	\$3,705,022.93	2.1%	3.6%
EMPORIA CITY	\$1,607,583.98	\$3,463,914.15	1.4%	3.1%
ESSEX	\$1,373,705.03	\$3,081,023.15	1.7%	3.8%
FAIRFAX	\$112,709,968.55	\$176,595,705.34	2.7%	4.2%
FAIRFAX CITY	\$5,776,318.34	\$9,158,108.86	2.7%	4.2%
FALLS CHURCH CITY	\$1,577,857.14	\$2,478,307.27	2.6%	4.0%
FAUQUIER	\$10,490,010.36	\$16,538,030.50	2.9%	4.6%
FLOYD	\$1,627,785.32	\$2,839,362.49	1.8%	3.1%
FLUVANNA	\$3,845,339.57	\$6,285,222.06	2.6%	4.2%
FRANKLIN	\$7,211,926.13	\$11,970,367.02	2.2%	3.7%
FRANKLIN CITY	\$1,495,454.53	\$3,006,938.83	1.5%	3.0%
FREDERICK	\$12,376,377.91	\$20,491,290.97	2.8%	4.7%
FREDERICKSBURG CITY	\$3,630,645.56	\$5,612,855.31	2.4%	3.7%
GALAX CITY	\$1,658,377.75	\$4,749,125.89	1.2%	3.5%
GILES	\$2,862,274.44	\$4,675,227.64	2.4%	3.9%
GLOUCESTER	\$5,399,660.32	\$9,842,938.56	2.5%	4.6%
GOOCHLAND	\$2,771,999.46	\$4,751,609.24	2.4%	4.1%
GRAYSON	\$1,257,067.73	\$3,382,592.15	1.6%	4.2%
GREENE	\$2,855,443.53	\$4,504,200.56	2.9%	4.6%
GREENSVILLE	\$318,190.56	\$622,016.84	1.7%	3.3%
HALIFAX	\$2,951,378.37	\$7,643,110.66	1.3%	3.3%
HAMPTON CITY	\$15,487,270.45	\$27,811,174.14	2.3%	4.0%
HANOVER	\$14,485,227.41	\$27,636,084.60	2.4%	4.5%
HARRISONBURG CITY	\$6,932,447.73	\$12,326,165.67	2.4%	4.2%
HENRICO	\$45,012,200.64	\$80,525,106.35	2.5%	4.4%
HENRY	\$6,707,693.11	\$11,585,303.41	2.5%	4.3%
HIGHLAND	\$169,039.66	\$361,134.02	1.0%	2.1%
HOPEWELL CITY	\$2,971,885.17	\$6,014,193.63	1.5%	3.0%
ISLE OF WIGHT	\$4,327,020.31	\$7,800,807.68	2.2%	4.0%
JAMES CITY	\$15,664,833.67	\$27,322,626.10	3.0%	5.2%
KING AND QUEEN	\$906,040.64	\$1,729,208.40	2.1%	3.9%
KING GEORGE	\$2,727,194.15	\$4,233,069.85	2.2%	3.5%
KING WILLIAM	\$2,295,864.24	\$4,270,356.32	2.3%	4.2%
LANCASTER	\$1,648,593.53	\$3,017,664.26	1.6%	3.0%
LEE	\$3,967,447.12	\$8,052,838.29	2.4%	4.9%
LEXINGTON CITY	\$1,818,517.65	\$2,942,093.99	2.1%	3.4%
LOUDOUN	\$48,890,875.21	\$79,590,008.34	3.4%	5.5%
LOUISA	\$5,245,427.10	\$8,830,190.58	2.5%	4.1%
LUNENBURG	\$1,879,376.80	\$2,940,495.05	3.1%	4.8%

LYNCHBURG CITY	\$10,621,435.98	\$20,752,960.08	1.9%	3.6%
MADISON	\$2,093,241.05	\$3,444,458.60	2.6%	4.2%
MANASSAS CITY	\$6,991,842.36	\$10,426,580.49	4.0%	5.9%
MANASSAS PARK CITY	\$5,639.68	\$10,725.73	0.9%	1.6%
MARTINSVILLE CITY	\$5,528,963.04	\$9,895,457.58	2.2%	3.9%
MATHEWS	\$1,141,621.40	\$2,287,498.74	1.9%	3.9%
MECKLENBURG	\$3,721,038.87	\$9,138,507.70	1.6%	4.0%
MIDDLESEX	\$1,662,327.00	\$3,332,107.48	1.9%	3.9%
MONTGOMERY	\$12,166,983.73	\$18,890,552.38	2.8%	4.4%
NELSON	\$2,549,158.71	\$4,435,945.01	2.1%	3.7%
NEW KENT	\$3,533,882.63	\$6,315,609.58	2.4%	4.3%
NEWPORT NEWS CITY	\$21,888,981.73	\$36,497,294.24	2.5%	4.1%
NORFOLK CITY	\$18,270,923.02	\$32,187,218.73	1.7%	3.0%
NORTHAMPTON	\$2,056,942.15	\$3,418,400.35	2.1%	3.4%
NORTHUMBERLAND	\$1,127,922.55	\$2,612,130.52	1.3%	3.1%
NORTON CITY	\$949,311.40	\$2,559,766.08	2.0%	5.3%
NOTTOWAY	\$2,805,185.76	\$4,415,491.08	2.8%	4.4%
ORANGE	\$7,731,661.70	\$11,990,376.75	2.8%	4.3%
PAGE	\$1,632,573.16	\$3,931,247.21	1.0%	2.5%
PATRICK	\$2,612,338.90	\$4,493,295.30	2.4%	4.1%
PETERSBURG CITY	\$7,209,822.57	\$13,956,900.65	1.5%	2.9%
PITTSYLVANIA	\$5,421,215.80	\$10,668,101.55	1.8%	3.5%
POQUOSON CITY	\$1,584,512.62	\$2,611,878.35	2.9%	4.8%
PORTSMOUTH CITY	\$10,923,849.90	\$18,797,490.36	1.9%	3.4%
POWHATAN	\$3,996,610.07	\$6,600,259.63	2.8%	4.6%
PRINCE EDWARD	\$3,272,825.03	\$5,512,725.50	2.0%	3.4%
PRINCE GEORGE	\$1,985,642.84	\$3,719,922.40	1.9%	3.5%
PRINCE WILLIAM	\$53,407,786.59	\$83,310,174.53	2.9%	4.6%
PULASKI	\$4,258,896.86	\$7,700,807.87	2.0%	3.6%
RADFORD	\$2,762,232.56	\$5,030,133.27	2.4%	4.3%
RAPPAHANNOCK	\$686,000.98	\$1,163,378.26	2.2%	3.7%
RICHMOND	\$806,289.97	\$2,029,341.36	1.5%	3.7%
RICHMOND CITY	\$22,475,380.58	\$46,036,885.79	1.6%	3.3%
ROANOKE	\$12,946,501.34	\$20,937,272.67	2.5%	4.1%
ROANOKE CITY	\$14,634,958.88	\$24,180,304.44	2.2%	3.6%
ROCKBRIDGE	\$1,516,727.49	\$2,523,689.70	2.1%	3.6%
ROCKINGHAM	\$7,274,686.94	\$13,858,020.79	2.1%	4.0%
RUSSELL	\$4,863,448.48	\$10,980,429.20	2.5%	5.6%
SALEM	\$5,336,639.48	\$8,548,126.54	2.3%	3.7%

SCOTT	\$4,820,344.25	\$9,827,949.02	2.9%	6.0%
SHENANDOAH	\$5,366,933.50	\$9,454,578.54	1.8%	3.2%
SMYTH	\$6,118,560.63	\$12,318,853.51	2.5%	5.0%
SOUTHAMPTON	\$1,235,967.05	\$2,760,421.94	1.5%	3.4%
SPOTSYLVANIA	\$15,255,437.67	\$24,530,683.16	2.3%	3.7%
STAFFORD	\$13,587,665.93	\$22,195,559.38	2.4%	3.9%
STAUNTON CITY	\$5,726,024.56	\$9,915,365.02	2.3%	3.9%
SUFFOLK CITY	\$9,163,287.73	\$16,737,642.95	1.9%	3.4%
SURRY	\$746,283.00	\$1,468,348.73	2.0%	3.9%
SUSSEX	\$914,473.55	\$2,007,841.13	1.2%	2.6%
TAZEWELL	\$4,669,231.65	\$11,607,551.79	1.6%	4.0%
VIRGINIA BEACH CITY	\$46,620,720.56	\$74,224,608.04	2.6%	4.1%
WARREN	\$4,232,184.79	\$8,134,982.12	1.8%	3.5%
WASHINGTON	\$9,091,475.02	\$20,539,905.67	2.4%	5.5%
WAYNESBORO CITY	\$4,978,989.23	\$8,850,486.66	2.4%	4.2%
WESTMORELAND	\$2,429,949.52	\$4,350,232.51	2.0%	3.5%
WILLIAMSBURG CITY	\$84,537.34	\$158,364.93	2.0%	3.8%
WINCHESTER CITY	\$4,097,252.21	\$6,723,425.49	2.4%	4.0%
WISE	\$5,676,833.06	\$15,912,882.99	1.8%	5.1%
WYTHE	\$4,818,323.22	\$9,760,767.71	2.1%	4.3%
YORK	\$6,174,932.54	\$9,965,477.42	3.0%	4.8%
GRAND TOTAL	\$1,012,171,069.15	\$1,760,764,114.98	2.3%	0.0%

Primary Care Users and Per Member Per Month (PMPM) Spending in Virginia Counties

County	PMPM Spend (Narrow)	PMPM Spend (Broad)	Percent PC Users (Narrow)	Percent PC Users (Broad)
ACCOMACK	\$7.21	\$ 14.78	35.13%	53.29%
ALBEMARLE	\$14.54	\$ 21.59	48.15%	58.45%
ALEXANDRIA CITY	\$9.57	\$15.81	37.91%	47.07%
ALLEGHANY	\$7.82	\$17.77	32.47%	49.22%
AMELIA	\$12.66	\$21.58	47.86%	57.44%
AMHERST	\$9.95	\$19.01	35.09%	50.50%
APPOMATTOX	\$10.31	\$19.48	38.03%	54.18%
ARLINGTON	\$9.33	\$15.79	39.17%	49.42%
AUGUSTA	\$12.76	\$21.88	45.74%	58.50%
BATH	\$6.55	\$14.61	31.46%	50.15%
BEDFORD	\$11.66	\$19.68	41.88%	53.37%
BLAND	\$11.22	\$20.87	39.90%	60.13%
BOTETOURT	\$13.52	\$20.24	45.51%	55.01%
BRISTOL CITY	\$13.76	\$28.58	39.09%	51.84%

BRUNSWICK	\$8.69	\$18.58	33.44%	48.94%
BUCHANAN	\$8.52	\$20.55	33.19%	52.80%
BUCKINGHAM	\$8.71	\$14.34	35.10%	48.48%
BUENA VISTA CITY	\$9.38	\$16.16	33.03%	46.57%
CAMPBELL	\$10.75	\$20.23	38.21%	53.26%
CAROLINE	\$10.41	\$17.59	40.00%	51.76%
CARROLL	\$7.36	\$18.45	27.62%	51.50%
CHARLES CITY	\$10.62	\$19.00	41.04%	52.89%
CHARLOTTE	\$9.90	\$17.76	42.32%	56.32%
CHARLOTTESVILLE CITY				
	\$11.64	\$18.27	38.93%	49.49%
CHESAPEAKE CITY	\$11.10	\$18.04	41.58%	51.59%
CHESTERFIELD	\$11.94	\$20.92	45.75%	57.54%
CLARKE	\$13.07	\$22.36	46.54%	57.77%
COLONIAL HEIGHTS CITY				
	\$10.25	\$19.23	40.63%	53.00%
COVINGTON CITY	\$7.65	\$16.93	32.92%	52.06%
CRAIG	\$11.29	\$17.04	41.45%	52.74%
CULPEPER	\$10.40	\$18.84	36.89%	52.00%
CUMBERLAND	\$10.62	\$18.64	43.29%	54.14%
DANVILLE CITY	\$8.67	\$17.69	33.23%	48.86%
DICKENSON	\$6.50	\$21.73	21.58%	47.58%
DINWIDDIE	\$10.96	\$19.11	45.47%	55.14%
EMPORIA CITY	\$7.84	\$16.89	32.86%	48.91%
ESSEX	\$8.99	\$20.17	38.91%	56.62%
FAIRFAX	\$10.98	\$17.20	42.74%	50.73%
FAIRFAX CITY	\$9.72	\$15.41	37.48%	44.33%
FALLS CHURCH CITY				
	\$10.42	\$16.37	45.22%	54.79%
FAUQUIER	\$13.93	\$21.96	47.78%	58.48%
FLOYD	\$9.33	\$16.28	35.73%	50.06%
FLUVANNA	\$12.08	\$19.74	44.10%	56.71%
FRANKLIN	\$10.79	\$17.91	37.81%	49.27%
FRANKLIN CITY	\$7.80	\$15.68	33.82%	51.28%
FREDERICK	\$12.72	\$21.06	45.44%	55.84%
FREDERICKSBURG CITY				
	\$11.26	\$17.40	39.49%	50.61%
GALAX CITY	\$7.08	\$20.29	25.45%	52.80%
GILES	\$13.02	\$21.26	44.23%	53.78%
GLOUCESTER	\$13.27	\$24.20	45.05%	59.24%
GOOCHLAND	\$12.29	\$21.06	49.00%	59.91%
GRAYSON	\$8.32	\$22.39	31.02%	56.29%
GREENE	\$13.35	\$21.05	46.17%	57.96%
GREENSVILLE	\$7.59	\$14.84	34.39%	49.20%

HALIFAX	\$6.32	\$16.35	25.50%	47.96%
HAMPTON CITY	\$10.23	\$18.38	38.14%	50.58%
HANOVER	\$12.18	\$23.24	46.00%	60.37%
HARRISONBURG CITY	\$10.03	\$17.83	38.02%	52.79%
HENRICO	\$11.98	\$21.44	45.09%	56.52%
HENRY	\$12.58	\$21.73	36.29%	51.18%
HIGHLAND	\$5.85	\$12.50	24.88%	52.37%
HOPEWELL CITY	\$7.91	\$16.00	33.63%	47.30%
ISLE OF WIGHT	\$11.09	\$19.99	42.62%	57.39%
JAMES CITY	\$14.12	\$24.64	46.55%	59.13%
KING AND QUEEN	\$10.97	\$20.93	42.54%	56.62%
KING GEORGE	\$11.78	\$18.28	36.81%	49.24%
KING WILLIAM	\$11.37	\$21.16	43.57%	58.42%
LANCASTER	\$10.06	\$18.41	33.47%	50.79%
LEE	\$12.29	\$24.96	29.54%	48.77%
LEXINGTON CITY	\$9.99	\$16.17	36.81%	48.41%
LOUDOUN	\$13.21	\$21.50	48.08%	56.74%
LOUISA	\$12.21	\$20.56	43.31%	56.14%
LUNENBURG	\$14.68	\$22.98	49.09%	59.35%
LYNCHBURG CITY	\$8.85	\$17.30	33.09%	47.60%
MADISON	\$12.35	\$20.33	41.82%	55.67%
MANASSAS CITY	\$13.02	\$19.42	46.26%	52.36%
MANASSAS PARK CITY	\$4.52	\$8.59	28.85%	39.42%
MARTINSVILLE CITY	\$11.61	\$20.78	34.54%	48.93%
MATHEWS	\$10.98	\$21.99	41.37%	59.83%
MECKLENBURG	\$8.42	\$20.67	32.46%	55.77%
MIDDLESEX	\$9.87	\$19.79	37.57%	54.57%
MONTGOMERY	\$12.85	\$19.95	45.07%	55.67%
NELSON	\$10.51	\$18.29	43.08%	56.45%
NEW KENT	\$12.62	\$22.55	46.80%	59.47%
NEWPORT NEWS CITY	\$10.78	\$17.97	39.47%	50.37%
NORFOLK CITY	\$7.49	\$13.20	31.89%	42.43%
NORTHAMPTON	\$10.95	\$18.20	43.95%	57.32%
NORTHUMBERLAND	\$7.25	\$16.78	29.41%	52.02%
NORTON CITY	\$10.26	\$27.67	32.36%	55.56%
NOTTOWAY	\$13.08	\$20.59	46.30%	54.27%
ORANGE	\$12.82	\$19.89	42.00%	52.30%
PAGE	\$5.29	\$12.74	23.64%	42.58%
PATRICK	\$11.36	\$19.54	37.29%	52.11%
PETERSBURG CITY	\$8.58	\$16.60	35.86%	47.98%
PITTSYLVANIA	\$9.60	\$18.89	35.43%	51.61%

POQUOSON CITY	\$14.71	\$24.25	49.91%	61.37%
PORTSMOUTH CITY	\$9.06	\$15.59	35.36%	46.32%
POWHATAN	\$13.51	\$22.31	50.96%	61.38%
PRINCE EDWARD	\$10.44	\$17.58	40.84%	52.41%
PRINCE GEORGE	\$9.21	\$17.26	39.02%	52.02%
PRINCE WILLIAM	\$10.57	\$16.49	44.17%	51.44%
PULASKI	\$10.26	\$18.56	35.76%	47.81%
RADFORD	\$12.41	\$22.60	42.00%	55.03%
RAPPAHANNOCK	\$10.29	\$17.46	40.30%	54.80%
RICHMOND	\$5.77	\$14.53	25.35%	41.91%
RICHMOND CITY	\$6.30	\$12.90	26.77%	37.86%
ROANOKE	\$12.81	\$20.71	45.11%	55.82%
ROANOKE CITY	\$10.18	\$16.81	35.86%	47.09%
ROCKBRIDGE	\$10.36	\$17.24	37.71%	49.74%
ROCKINGHAM	\$10.32	\$19.67	38.11%	56.14%
RUSSELL	\$12.66	\$28.59	38.56%	57.73%
SALEM	\$12.40	\$19.87	43.71%	54.25%
SCOTT	\$14.56	\$29.69	38.13%	48.85%
SHENANDOAH	\$9.76	\$17.20	35.25%	50.21%
SMYTH	\$13.90	\$27.99	43.40%	58.84%
SOUTHAMPTON	\$7.76	\$17.33	33.85%	53.08%
SPOTSYLVANIA	\$10.88	\$17.50	40.42%	51.82%
STAFFORD	\$9.32	\$15.23	39.20%	49.08%
STAUNTON CITY	\$11.30	\$19.57	41.27%	53.26%
SUFFOLK CITY	\$9.25	\$16.96	37.56%	51.05%
SURRY	\$9.45	\$18.60	39.22%	55.27%
SUSSEX	\$7.18	\$15.77	33.70%	50.42%
TAZEWELL	\$8.09	\$20.11	30.93%	52.92%
VIRGINIA BEACH CITY	\$10.88	\$17.33	41.56%	51.31%
WARREN	\$9.06	\$17.42	35.77%	50.25%
WASHINGTON	\$12.14	\$27.42	39.10%	54.67%
WAYNESBORO CITY	\$12.26	\$21.80	44.21%	57.46%
WESTMORELAND	\$10.48	\$18.76	36.76%	51.79%
WILLIAMSBURG CITY	\$7.42	\$13.91	30.77%	40.89%
WINCHESTER CITY	\$11.59	\$19.03	41.22%	51.33%
WISE	\$9.81	\$27.50	31.42%	55.48%
WYTHE	\$11.58	\$23.46	39.81%	57.14%
YORK	\$14.55	\$23.47	48.70%	59.06%
GRAND TOTAL	\$10.73	\$18.67	40.26%	51.94%