



JOIN US

IN TRANSFORMING HEALTHCARE

Get to know Revere Health and the flourishing state of Utah

2021 – 2022 | www.reverehealth.com

Table of contents

Message from Chief Executive Officer.....	1
About Revere Health.....	2
Employee Testimonials.....	3
About Utah.....	4
Value-Based Care FAQs.....	5
Additional Information.....	6

**ABOUT SCOTT BARLOW**

Scott has been in the healthcare industry for more than 30 years, primarily in group practice management. He was originally the Associate Director for the non-profit Community Health Centers located in Salt Lake County and has spent the past 20+ years in private group practice management. Scott holds a bachelor's degree in accounting and an MBA in health care administration. He serves on various community task forces and boards, including the Nebo Education Foundation, United Way of Utah County and Utah Valley Chamber of Commerce. He is also a member of the Executive Roundtable and Public Policy Committee and the University of Utah MHA/MBA Advisory Board and is the Governor's appointed commissioner on the Utah Digital Health Service Commission. He is also an adjunct instructor at the University of Utah. He has a keen sense of the health needs of the community and actively pursues programs to improve health services to patients.

Thank you for your interest in Revere Health—whether you're a recent graduate looking to establish your practice or a veteran physician seeking a change, I'm confident you can find your healthcare home here. It's my privilege to helm an organization that is truly committed to reversing the unsustainable trend of rising healthcare costs. As Utah's population has boomed over the last decade, there is an even greater need to provide residents with high-quality, low-cost healthcare options. We practice a concept called "value-based care," which incentivizes providers based on their ability to reduce costs and improve health outcomes for patients.

Founded more than 50 years ago, Revere Health is an established organization with a strong reputation in the communities we serve. From a business standpoint, our revenue is healthy, and our trajectory is positive. The numbers back this up:

- In fiscal year 2020, Revere Health provided 1,170,793 patient visits.
- Fiscal year 2020 gross annual revenue was \$309 million, representing a 6.47% year-over-year growth rate over the previous four years.

Revere Health is owned and led by our physicians, which gives them the autonomy and incentive to act in the best interest of our patients. When we meet our goals for improved patient health outcomes, our physicians and staff are rewarded based on this shared success. If you'd like to learn more about Revere Health and how we consistently put our patients' health "above all else," I encourage you to visit our website at www.reverehealth.com.

Sincerely,
Scott Barlow, CEO

ABOUT REVERE HEALTH

OUR MISSION

“Your health above all else” is not just a snappy tagline – it’s our mission and our promise to our patients. By practicing value-based care we are reversing the unsustainable trend of rising healthcare costs without sacrificing quality. In fact, we reduced healthcare costs for Medicare patients by more than \$12 million in 2020 and have saved patients \$66 million since 2015. Put another way, our mission is to deliver the right care at the right time at the right place.

OUR HISTORY



The quest to preserve the patient and physician relationship started more than 50 years ago and is still the driving force behind our mission today. Revere Health was started by three internists—Drs. Nimer, Parker, and Gardner—in the 1960s with the mission of meeting the growing healthcare needs of Utah County residents. From the beginning, the group focused on treating its patients with dignity and respect and enhancing the quality of their lives.

The small group—first known as Central Utah Medical Clinic—practiced out of a home in Provo until its growing patient base and the addition of new physicians necessitated a move to a larger building in 1962. In 1969, the organizations incorporated and moved to its current location at its main campus in Provo (1055 North 500 West).

As the Clinic has grown, its name has also evolved—from Central Utah Medical Clinic to Central Utah Multi-Specialty Clinic and Central Utah Clinic. By 2015, the Clinic had outgrown its “Central Utah” geographic designation and became “Revere Health”. Soon after it adopted a new tagline of “Your Health Above All Else,” reflecting the organization’s unwavering commitment to its patients.

Revere Health has grown immensely from its humble beginnings—a clinic that once operated out of a home is now Utah’s largest independent physician group. However, the vision today is the same as it was when it was founded: independent physicians who value first and foremost the quality of care every patient receives, a culture that supports communication and shared decision-making between providers and patients, and providers who treat every patient with compassion, dignity and respect.

Today, Revere Health is comprised of more than 200 physicians and 195 advanced care practitioners across roughly 30 specialties. Revere Health was the first healthcare organization in Utah to be accredited by Medicare as an Accountable Care Organization (2012) and was also the first in Utah to be accepted into the Next Generation ACO initiative (NGACO), which is reserved for ACOs with experience in coordinating care for patient populations and that are willing to assume the highest levels of risk and reward among Medicare’s shared savings initiatives.

With the NextGen ACO program being retired at the end of 2021, Revere Health engaged in a new value-based care program known as Global and Professional Direct Contracting (GPDC) in 2022. This program provides for higher risk and reward in the organization’s development journey and allows for more flexibility to pursue innovative practices. The mission to proactively provide high-quality, low-cost care remains the same.

3.

EMPLOYEE TESTIMONIALS

We believe that our employees are our greatest asset, and we strive to treat them with the same level of compassion, dignity, and respect that we provide to our patients. Employees' voices often speak the loudest about an organization's culture. To that end, we've highlighted genuine comments submitted by Revere Health employees that exemplify Revere Health's mission, values, and commitment to our staff.

The thing I like most about working for Revere Health is the focus on patient care. It is inspiring to see how each clinic does it's best to take care of a patient's needs and help them navigate the often-confusing process of getting the appropriate medical care. I feel empowered to do what I can to take care of our patients.

I have only worked here for about 3 months, but in this short I've come to love how open and accepting my coworkers are with me. Not only were they patient while helping me adapt to my position, but they also helped me feel part of a team and improve my skills. Working here is making me be a better person and team player, while working on something meaningful.

I've been with Revere going on 3 years. I have truly enjoyed working here. The staff and physicians I work with are amazing! Everyone has the "Team Player" mentality, and we always have each other's backs. I love how we are off on holidays and they are paid! I also appreciate the new Revere vaccination policy, as I feel it is the responsible thing to do. Lastly, I love my job and working with patients. Thank you Revere for the wonderful opportunity you have given me

I currently work in Gastroenterology as the Supervisor of the Endoscopy Scheduling Department, and the thing I love most about my job and working for RH is helping patients with their healthcare needs. I have always taken great pride in providing the best care possible following the guidelines of Revere Health's Core Values. I take value-based care very seriously, and I love that as a company we play a huge role in filling the gaps in providing full circle health care. It means a lot to patients to know that we are a place where we all work together as we strive to meet all their personal needs. I love all the people within the company that I am in contact with on a daily basis, and all the others that I have gotten to know over the years. Revere Health is the best place to work, and I plan on staying here forever. So, thanks Revere for being so awesome.

I love Revere Health because of the people who work here! I worked in Family Medicine two years ago, and now I work in Dermatology. All my coworkers have always been kind, understanding, and helpful, and management has always been willing to work with me and my family. It's the reason that I came back to Revere health as soon as I moved back to Utah!

If you're considering working or living in Utah, take a look at all the Beehive state has to offer.

Population

Utah has experienced an 18.3% growth in population during the last decade — the most of any state. With well over three million residents, Utah is poised to continue its growth, with estimates projecting 5.8 million residents by 2065. The state's population remains the youngest in the country, ensuring a vibrant future workforce for its growing economy. Utah boasts the highest fertility rate, the largest average household size, and the youngest median age (31) of any state.



Healthcare

With high marks across the board — from life expectancy to health-related behaviors — Utah is one of the healthiest and most health-conscious states in the country. Utah has the lowest rate of per capita cancer deaths in the nation and was ranked the 5th healthiest state in the nation according to American Community Survey data (2019). Utah ranks as the 1st lowest state in the following areas: excessive drinking, smoking, cancer deaths, and diabetes. Utah also ranks second lowest for: child poverty, preventable hospitalizations, and senior health complications.

Climate and outdoor recreation



Utah is home to some of the country's most beautiful and diverse natural vistas, including five national parks, eight national monuments, two national recreation areas, and six national forests. The state also boasts over 35 million acres of public lands and more than 20,000 miles of trails with 550 access points. Statewide, more than 85% of Utahns live within 15 minutes of a trailhead. Utah offers a four-season climate with lots of sunshine and low humidity. Mountain ranges protect the Salt Lake metropolitan area from harsh weather while receiving hundreds of inches of The Greatest Snow on Earth®. Utah's geography includes mountains and fertile valleys, arid deserts, sand dunes, and thriving pine forests. Average daytime high temperatures range from 37 °F in January to 93 °F in July.

THINGS TO DO



ATTRACTIONS

- Natural History Museum of Utah
- Lagoon Amusement Park
- Loveland Living Planet Aquarium
- City Creek Center
- Temple Square
- Thanksgiving Point
- Utah's Hogle Zoo
- This is the Place Heritage Park

NATIONAL PARKS

- Zion National Park
- Capitol Reef National Park
- Bryce Canyon National Park
- Arches National Park
- Canyonlands National Park

ARTS

- Utah Symphony & Opera
- Tuacahn Amphitheater - St. George
- Broadway at the Eccles
- ML Bean Art Museum at BYU
- Ballet West
- Pioneer Theater Company
- Hale Theater

EVENTS

- Annual Sundance Film Festival in Park City
- Balloons & Tunes
- Utah Shakespeare Festival in Cedar City
- Annual Bluff Balloon Festival
- America's Freedom Festival
- Salt Lake City Jazz Festival
- Salt Lake City Greek Festival

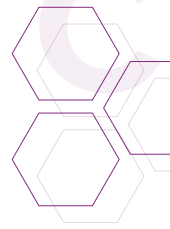
HIGHER EDUCATION

- Utah Valley University
- Brigham Young University
- Utah State University
- University of Utah
- Dixie State University
- Southern Utah University

SPORTS

- Utah Jazz
- Real Salt Lake
- Salt Lake Bees
- Utah Grizzlies

Perhaps most impressive is Utah's strong economy. U.S. News & World Report ranked Utah's economy No. 1 among all 50 states in its Best States Ranking in 2021.



What is value-based care?

Traditionally, the healthcare industry has operated under a fee-for-service model where providers are paid based on the number of procedures they perform or patients they see. The providers take on more risk in a value-based care model, as they are paid by their ability to improve health outcomes, reduce costs, and increase patient satisfaction. The heart of the matter is that healthcare costs are rising at an unsustainable rate. Revere Health recognizes this, and that's why we've made the shift to value-based care. We believe we have a responsibility as healthcare providers to lower the cost of care without sacrificing quality.

How does VBC improve health outcomes?

Value-based care physicians focus on preventative, proactive care, to help their patients avoid complicated chronic conditions like diabetes, high blood pressure, or obesity in the first place. Providers and healthcare systems that participate in value-based programs with insurance companies are incentivized to improve the quality of patient care. These systems are required to report on specific quality measures and demonstrate how their actions have resulted in better health outcomes. This reporting helps providers identify gaps in care like a missed follow-up appointment or screening.

How does VBC reduce costs?

Reducing the cost of healthcare is about being aware of the aspects of care that are the most expensive (i.e., emergency room visits, hospital readmissions, brand-name medications, etc.) and doing our part as healthcare providers to protect patients from unnecessary spending. Patients won't always see those cost savings translate to immediate reductions in their insurance premiums, but they can see an immediate difference in their out-of-pocket costs by choosing to get their care from health organizations that practice value-based care.

How does VBC increase patient satisfaction?

A key component of value-based care is coordination. At Revere Health, our team members prioritize timely, effective communication to ensure patient health data is accurate and available when and where it is needed across all teams—from those within Revere Health to those with other healthcare systems—creating a holistic, patient-centered approach. A synchronized care team is essential to a better, more efficient patient experience. Value-based care encourages patients to play a more dynamic role in their healthcare.

How does VBC benefit patients?

When providers proactively anticipate patients' health needs, rather than treating only the presenting illness, care and health outcomes markedly improve and services are more integrated and coordinated. Patients also benefit from better access to care (same-day appointments, telehealth, improved scheduling) as well as improved communication with providers and transparent, measurable results related to value and cost of care.

Additional information

Revere Health

<https://reverehealth.com/about>

<https://reverehealth.com/locations/>

<https://reverehealth.com/value-based-care>

<https://reverehealth.com/careers>

Utah

www.business.utah.gov

www.visitutah.com

www.skiutah.com

www.nowplayingutah.com

<https://www.slc.gov/ed/>