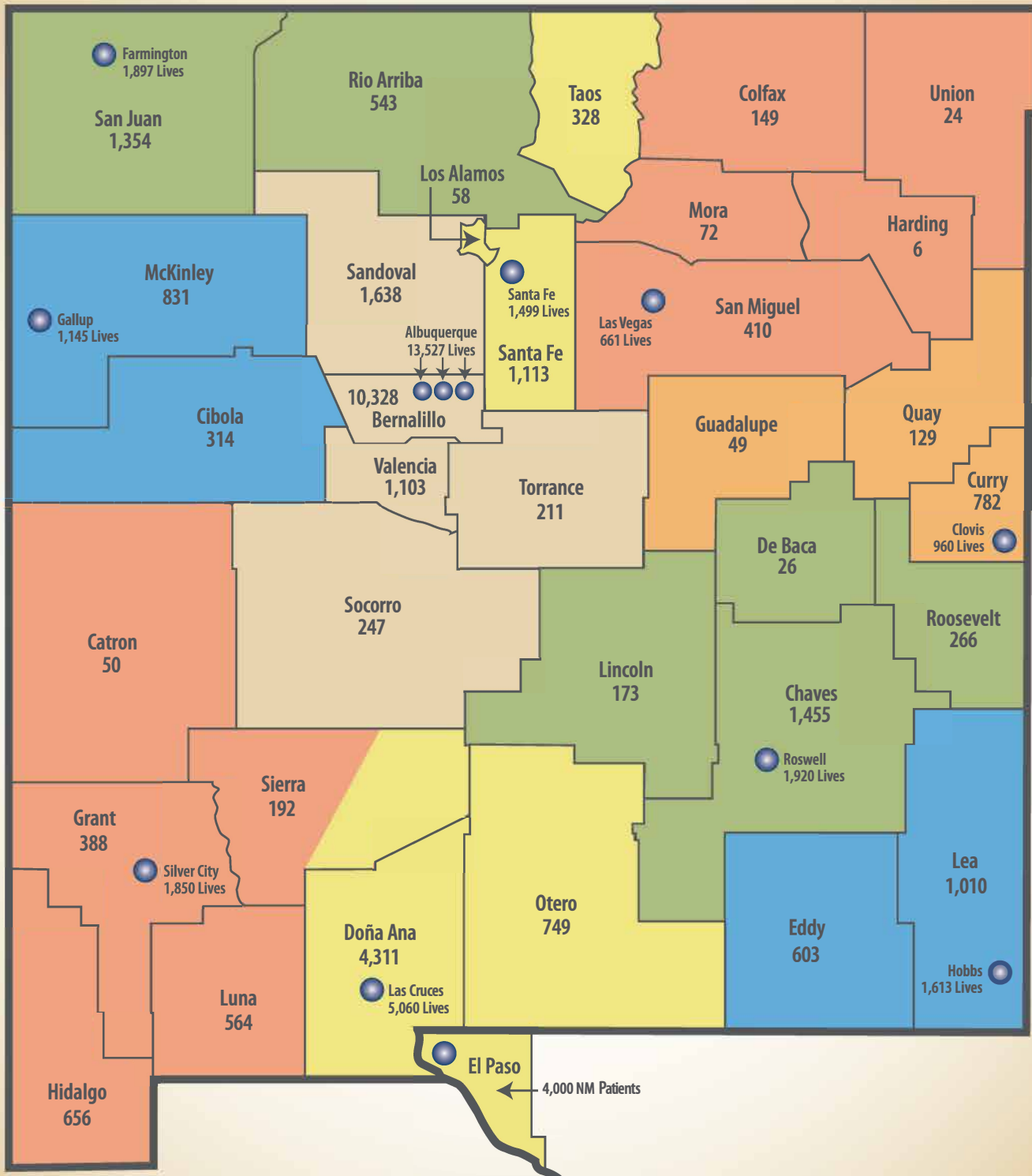




HME Specialists, LLC

Patients Served by Branch and County



Albuquerque Branches • 13,527 Patients
 Clovis Branch • 960 Patients
 El Paso Branch • 4,000 NM Patients
 Farmington Branch • 1,897 Patients
 Gallup Branch • 1,145 Patients
 Hobbs Branch • 1,613 Patients

Las Cruces Branch • 5,060 Patients
 Las Vegas Branch • 661 Patients
 Roswell Branch • 1,920 Patients
 Santa Fe Branch • 1,499 Patients
 Silver City Branch • 1,850 Patients



505.888.6500

GRT Deduction Fuels Investment in Locations, Expansion of Jobs and Increased Access to High Quality Healthcare Services in Rural New Mexico

- HME Specialists (HME) has Invested significantly in Infrastructure throughout New Mexico. HME opened 5 additional branches in Rural communities, including Gallup, Hobbs, Las Vegas, Clovis and Silver City. Expanding from **7** to **13** locations allows HME to better serve the entire state of New Mexico and substantially improve access to high quality healthcare statewide.
- The expansion of services has increased the employment of New Mexicans from **251** in 2014 to **474** jobs with an average salary of \$37,000 plus benefits a year in 2019.
- HME developed a Specialized Care Team dedicated to servicing the most medically complex, fragile lives in New Mexico. HME serves pediatric ventilator patients and rural customers who need liquid oxygen. In addition to the clinical support we provide to our patients, HME delivers traditional oxygen and other Durable Medical Equipment (DME) supplies to patient's homes. HME employs Respiratory Therapists in every branch.
- HME's expansion allows a significant number of patients to receive the Care they need in their homes, keeping them out of the hospital, making them more comfortable and significantly reducing healthcare costs.
- Medicare/CMS reimbursements for DME have fallen by 60% in the last 5 years. Medicaid and commercial fee schedules for DME mirror Medicare/CMS rates.
- HME is unable to collect Gross Receipts Tax (GRT) on any services billed to Medicare, Medicaid or any private insurance, which represents **98.5%** of our Revenue. HME is unable to pass this GRT to our Patients.
- From 2014 to present the GRT deduction taken by HME has ranged from \$1.9 to \$2.4 million.

HME Employment Growth

