

## Integrating Vision Services Into Community Health Centers

Checklist for Optometry in Community Health Centers			
<i>Testing/ Staffing</i>	<i>Low</i>	<i>Moderate</i>	<i>High</i>
Cost estimate **	21,000\$	50,000\$ - 140,000\$ +	260,000\$ +
Determines glasses prescriptions	.	.	.
Determines contact lens prescriptions		.	.
Performs comprehensive eye exams -adults & children	.	.	.
Performs diabetic retinal exams	.	.	.
Treats urgent eye problems (i.e., red eyes, ocular foreign bodies)	*	.	.
Sells glasses and contacts on-site		*	.
Diagnoses glaucoma, cataracts, DR, macular degeneration	.	.	.
Manages glaucoma, DR and macular degeneration		.	.
Staffing needs	OD Only	OD & 1-2 Staff	2+ ODs & 2+ Staff
Subspecialties			.
Locations	1 or shared	1-2	1 or more
<i>Equipment</i>			
Portable exam equipment	.		
Exam room equipment (see expense charts)		.	.
Pre-testing equipment		.	.
Visual field		*	.
OCT		*	.
Fundus Camera		*	.
Optical		*	.

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<b>Exam Room Equipment***</b>	<b>Cost</b>
<b>Chair</b>	<b>\$4,000</b>
<b>Stand</b>	<b>\$4,600</b>
<b>Slit Lamp</b>	<b>\$5,000</b>
<b>Tonometer + Mount</b>	<b>\$1,350</b>
<b>Near Point Rod and Card</b>	<b>\$30</b>
<b>Phoropter</b>	<b>\$4,700</b>
<b>Exam Stool</b>	<b>\$350</b>
<b>Transilluminator</b>	<b>\$120</b>
<b>Ophthalmoscope</b>	<b>\$340</b>
<b>Retinoscope</b>	<b>\$340</b>
<b>Recharger Well Handle x3</b>	<b>\$500</b>
<b>Digital VA Chart</b>	<b>\$2,700</b>
<b>Stereo Test</b>	<b>\$160</b>
<b>Color Vision Test</b>	<b>\$160</b>
<b>Prism Bars</b>	<b>\$190</b>
<b>Binocular Indirect Ophthalmoscope</b>	<b>\$3,200</b>
<b>Trial Lens Set</b>	<b>\$600</b>
<b>Trial Frame</b>	<b>\$95</b>
<b>Exophthalmometer</b>	<b>\$450</b>
<b>Auto-lensometer</b>	<b>\$2,500</b>
<b>Total</b>	<b>\$31,385</b>

<b>Other Exam Equipment</b>	<b>Cost</b>
<b>Gonioscopy Lens-4 Mirror with Flange</b>	<b>\$480</b>
<b>90D Lens</b>	<b>\$400</b>
<b>BIO Condensing Lenses- 20D</b>	<b>\$325</b>
<b>Retinoscopy Rack</b>	<b>\$160</b>
<b>Wrist Blood Pressure Monitor</b>	<b>\$100</b>
<b>Fixation Stick</b>	<b>\$40</b>
<b>Scleral Depressor</b>	<b>\$100</b>
<b>Hand Held Maddox Rod</b>	<b>\$20</b>
<b>Amsler Grid Card</b>	<b>\$126</b>
<b>PD Rulers</b>	<b>\$35</b>
<b>Post Mydriatic Sunglasses</b>	<b>\$45</b>
<b>Occluder</b>	<b>\$22</b>
<b>Alger Brush</b>	<b>\$70</b>
<b>Foreign Body Spud</b>	<b>\$85</b>
<b>Diagnostic Drops (1 bottle of each of 5 types)</b>	<b>\$500</b>
<b>Diagnostic Strips (1 box 100 FL strips)</b>	<b>\$18</b>
<b>Bandage Contact Lenses (6 per box)</b>	<b>\$70</b>
<b>Total</b>	<b>\$2,596</b>

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Pre-Testing Equipment	Cost
Autorefractor/ Autokeratometer	\$12,000
iCare tonometer	\$4,500
Motorized Table 2 Pieces	\$1,000
<b>Total</b>	<b>\$17,500</b>

Advanced Diagnostic Testing	Cost
Visual Field Analyzer	\$20,000
Perimetry Trial Lens Set	\$195
Fundus Camera	\$19,000
OCT	\$30,000
Pachymeter	\$3,105
<b>Total</b>	<b>\$72,300</b>

Optical	Cost
Frame Displays (per mounted board 105 frames)	\$900
Frame Warmer (air)	\$470
Frame Adjusting Tools, Screws, Nosepads	\$400
Frame Inventory	\$10,000
Desk-Top Mirror	\$20
<b>Total</b>	<b>\$11,790</b>

Portable Equipment *** (shared space/part-time)	Cost
Portable Slit Lamp	\$4,200
Visual Acuity Chart (paper)	\$20
Binocular Indirect Ophthalmoscope	\$3,000
20D Lens	\$325
28D Lens	\$325
Phoropter	\$4,000
Portable Phoropter Stand	\$900
Near Point Rod and Card	\$30
Trial Lens Set	\$600
Trial Frame	\$95
Auto-Lensometer	\$2,500
iCare Tonometer	\$4,500
Transilluminator	\$120
Direct Ophthalmoscope	\$340
Retinoscope	\$340
<b>Total</b>	<b>\$21,295</b>

\* Most health centers starting a full time optometry department will be interested in creating what we have defined here as a mid-level eye clinic. To create this, the minimum equipment needed is what falls under "exam room equipment" and "other exam equipment".

\* "Pre-testing equipment" will assist in patient flow significantly.

\* "Optical" pricing will vary significantly depending on the scope and size of an optical you plan to offer. Starting without an optical or only offering glasses only for Medicaid patients is another option and then the cost of frames will be much lower than is listed here.

\* Advanced diagnostic equipment can be purchased in phases based on demands and patient demographics.

\* Purchasing refurbished equipment provides an opportunity to reduce upfront costs.