



## Cibolo Health — Corporate Backgrounder

### Company Overview

Cibolo Health is a rural healthcare transformation organization dedicated to strengthening independent rural hospitals and clinics across the United States. Founded in 2022, Cibolo partners with local hospitals, physicians, and payers to build statewide, clinically integrated High Value Networks (HVN). This model enables providers to collaborate effectively, improve clinical quality, and strengthen financial sustainability while preserving local governance and independence.

Today, Cibolo Health supports High Value Networks spanning 206 independent hospitals across North Dakota, Minnesota, Ohio, Montana, Nebraska, Wisconsin, Indiana, Missouri, Pennsylvania, Kansas, and Oregon. Collectively, these networks serve approximately 9.72 million patients and represent more than \$20.3 billion in combined annual revenue.

- **Mission:** To build scalable infrastructure that enables independent rural hospitals to improve care coordination, strengthen financial sustainability, and succeed in value-based healthcare.
- **Core Values:** We listen first, lead with humility, elevate rural voices, focus on impact over attention, and build for the long term.

### The Rural Healthcare Challenge

Rural healthcare systems face structural and economic challenges that urban-based models do not adequately address, often forcing hospitals to choose between consolidation, service reduction, or closure.

- **Volume and Access:** Low patient volumes and limited access to specialty care make it difficult to sustain comprehensive services.
- **Resource Constraints:** Workforce shortages, geographic barriers, and limited capital restrict the ability to build advanced clinical and data infrastructure.
- **Financial Pressures:** Reliance on fee-for-service reimbursement creates instability, while fragmented care leads to avoidable hospitalizations and emergency department use.

Cibolo Health offers an alternative that strengthens independence while enabling the collaboration needed for rural hospitals to survive and thrive.

## The High Value Network (HVN) Model

A High Value Network is a collaboration of independent rural hospitals and clinics that share centralized services and infrastructure. This model allows members to improve outcomes and control costs while maintaining local control.

### Key Components:

- **Centralized Clinical Care Coordination:** Unified systems for managing patient care across inpatient, outpatient, and post-acute settings.
- **Population Health Management:** Advanced tools to track and improve community health outcomes.
- **Shared Data and Analytics:** Performance dashboards to drive continuous improvement.
- **Operational Efficiency:** Automated clinical workflows, telehealth capabilities, and supply chain efficiencies.
- **Payer Alignment:** Support for value-based contracting and ACO participation.

"Independence doesn't have to mean isolation. This model preserves local control while creating collective strength."

## Measurable Outcomes & Proof Points

Cibolo-supported networks demonstrate quantifiable improvements in clinical quality, patient experience, and financial performance.

- **Reduced Readmissions:** One member hospital reduced avoidable readmissions from 16.5% to less than 5%.
- **Lower Emergency Department Utilization:** Proactive care management led to 536 fewer ED visits annually in one network.
- **Quality Improvement:** Participating facilities achieved an average 22.89% improvement in key chronic disease and preventive care measures.
- **Financial Sustainability:** One member hospital avoided approximately \$1.6 million in annual costs through improved care coordination.
- **Improved Local Access:** Increased repatriation of patients back to local providers for follow-up care.

"When rural hospitals succeed together, quality rises. Collaboration gives us the scale, data, and peer learning we need to deliver better care locally."

## Economic & Community Impact

Rural hospitals are often among the largest employers and economic anchors in their regions. By strengthening operational resilience and financial sustainability, High Value Networks help preserve essential healthcare services and support local economies.

- Protects local access to care
- Strengthens workforce recruitment and retention
- Reduces patient travel burdens
- Supports long-term community stability

## Leadership & Key Spokespeople

Cibolo Health is led by a team of experienced healthcare executives and rural health leaders. The organization's strength is amplified by the visionary leaders of its member networks who are available to speak on the real-world impact of this collaborative model.

### Executive Leadership

- **Nathan White, Founder & CEO:** A recognized leader in rural healthcare transformation, Nathan is the convener behind the HVN model. He focuses on creating the infrastructure that allows rural leaders to succeed together.

### Key Network and Operational Leaders

- **Ellen Ryan, Welia Population Health Leader:** Expert on population health strategies and implementation in rural settings.
- **Tim Reynolds, Headwaters Provider:** Provides a clinical perspective on the transition to and benefits of value-based care.
- **Mike Norman, Ohio High Value Network Strategic Leader/Payer Relations:** Focuses on developing innovative partnerships with payers.
- **Dr. Gard Adams, Medical Director, Southwest Medical Services (Bowman, ND):** A clinical leader driving quality improvement initiatives within a network setting.
- **Gabby Wilke, St. Kateri (Rolla, ND):** Leads the implementation of Cibolo's Centralized Care Coordination program.
- **Alfred Sams, President, Rough Rider High Value Network:** An executive leader of one of the established High Value Networks.

### Network Board Chairs

- **Jody Nelson,** Board Chair, Rough Rider High Value Network
- **Ken Westman,** Board Chair, Headwaters High Value Network

- **Myron Lewis**, Board Chair, Ohio High Value Network
- **Steve Todd**, Board Chair, Yellowstone High Value Network
- **Tyler Toline**, Board Chair, Nebraska High Value Network
- **David Hartberg**, Board Chair, Wisconsin High Value Network

### **Payer Partners**

- **Mark Steffan, CMO, BCBSMN**: A visionary payer partner who understands the importance of provider collaboration for improving health in Minnesota.

### **About Cibolo Health**

Cibolo Health builds High Value Networks that enable independent rural hospitals to improve quality, reduce costs, and preserve local access to care. By providing shared infrastructure for care coordination, data analytics, and population health, Cibolo empowers rural providers to maintain their independence while gaining the benefits of scale and collaborative innovation.

### **For More Information**

Website: [cibolohealth.com](http://cibolohealth.com)

Media Contact: Kelly Krueger | [kelly@kpr-health.com](mailto:kelly@kpr-health.com) | 415-235-5031

###