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Healthcare Business Specialists



**RHC Grant Application Process Webinar with Elizabeth Morgan
Burrows, JD**

Healthcare Business Specialists, LLC

June 3, 2021

www.ruralhealthclinic.com





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Contact Information

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RHC information](#)**



Mark R. Lynn, CPA (Inactive), CRHCP, CCRS Biography

Mark R. Lynn has served since 1985 as the President of Healthcare Business Specialists, LLC (HBS) a healthcare consulting firm based in Chattanooga, Tennessee. Mr. Lynn is trained as a Certified Public Accountant, is also a Certified Rural Health Clinic Professional, and a Certified Cost Report Specialists. In his role at HBS, Mr. Lynn helps prepare Medicare and Medicaid cost reports for rural health clinics (RHC), helps physician, nurse practitioner, and physician assistant practices become certified as RHCs, works with RHCs in developing and implementing Emergency Preparedness plans in compliance with RHC Conditions of Participation, conducts Program Evaluations for RHCs in compliance with RHC Conditions of Participation, as well as working with RHCs to report and disburse COVID-19 Provider Relief Funds in accordance with HHS guidance.



Mr. Lynn started the Rural Health Clinic Information Exchange Facebook group in 2016 which has now grown to over 2,100 members and is a vibrant community in which information is freely exchanged, questions answered, news and updates are shared, and events are publicized that are of interest to RHCs.

Before his role with Healthcare Business Specialists Mr. Lynn previously worked as a hospital administrator, corporate controller, hospital controller, internal auditor, and has state audit experience. Mr. Lynn is well versed in the various healthcare delivery systems as he has founded the following companies since starting Healthcare Business Specialists in 1985:

- Rural Behavioral Health, LLC
- Rural Health Centers of America (sold to Ramsey),
- Geriatric Care Centers of America (sold to MW Medical, Inc.),
- Geriatric Resources, Inc. (sold to American Psychiatric Partners)

Mr. Lynn has served on the Tennessee Hospital Association Medicaid Task Force in 1994 and served on the Hickman County Hospital Board of Trustees and been a Special Advisor to the Coffee County Hospital Board of Trustees.

Prior Employment:

- Erlanger Health Services, Chattanooga, Tennessee - Corporate Controller
- Rhea Medical Center, Dayton, Tennessee - CFO
- Hazlett, Lewis and ~~Bieter~~, CPA - CPA
- Hospital Corporation of America, Internal Auditor
- State of Tennessee - Comptroller of the Treasury - Hospital Audit



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[RHC Information Exchange Group on Facebook](#)

• *"A place to share and find information on RHCs."*

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Healthcare Business Specialists



- What does Healthcare Business Specialists do?
- Listing of Services

<https://tinyurl.com/w63xbp9>

- We prepare Medicare and Medicaid Cost Reports for Rural Health Clinics.
- We prepare Program evaluations of RHCs.
- We help clinics startup as RHCs.
- Emergency Preparedness for RHCs.
- We prepare TennCare Quarterly Reports
- Our Cost Reporting Brochure can be found at the following link:
- [RHC Cost Report Brochure](#)

Rural Health Clinics Information Exchange

Public group

Interacting as Healthcare Business Specialists

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Members

Videos

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Shortcuts

- Rural Health Clinics Inf...
- Healthcare Business ...
- WSOP - Texas Holdem...
- Lipscomb in London
- Fantasy Football T...
- Nametests
- Lipscomb in Vienna
- RCM and Practice Man...
- If you grew up in or...
- HIPAA for Small & Pr...
- Coffee County Centr...
- OMG
- Hamilton The Musi...

Save the Date!

FREE RHC UPDATE SEMINARS

LOCATIONS & REGISTRATION

Joined | Notifications | Share | More

Write Post | Add Photo/Video | Live Video | More

Write something...

Photo/Video | Watch Party | Ask for Reco... | More

FROM NOTIFICATIONS

Olivia Rivera Morris 3 hrs

I just want to thank you all. Your Facebook page is the most helpful page.

3 Comments

Like | Comment | Share

InQuiseek Consulting Mark has a great page here and brings all's of us together. You can also like and follow our page for more info, too.

<https://m.facebook.com/InQuiseek/>

InQuiseek Consulting

Like · Reply · 52m

Healthcare Business Specialists Patty Goff Harper Thank you for all you do for RHCs and answering a lot of these questions. We appreciate you very much. We look forward to seeing you in Saint Louis next week. If you are at the NARHC meeting next week stop by Patty's booth and thank her and Jeff for all they do for RHCs.

Like · Reply · Commented on by Mark Lynn [?] · 36m

InQuiseek Consulting Healthcare Business Specialists, we are looking forward to being in St. Louis at NARHC. It's not too late—late registrations are still available. We look forward to seeing everyone! Thanks, Mark!

Like · Reply · 33m

INVITE MEMBERS

MEMBERS 850 Members

DESCRIPTION

The Rural Health Clinics Information Exchange was created to dis... See More

GROUP TYPE

General

UPCOMING GROUP EVENTS

See All

Free RHC Update Seminar - Nashville
Wednesday, October 30, 2019 at 9 AM
5201 Virginia Way, Brentwood, TN 37027
Hosted by Mark Lynn

Free RHC Update Seminar in Somerset, Kentucky
Wednesday, November 6, 2019 at 9 AM
2292 US-27 #300, Somerset, KY 42501
Hosted by Mark Lynn

RECENT GROUP PHOTOS

See All

English (US) · Español · Português (Brasil) · Français (France) · Deutsch

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Facebook © 2019

RHC Information Exchange Group on Facebook

Join this group to post or ask questions regarding RHCs. Anyone is welcome to post about meetings, seminars, or things of interest to RHCs

<https://www.facebook.com/groups/1503414633296362/>

Healthcare Business Specialists Website

502 SHADOW PARKWAY, CHATTANOOGA, TN, 37421

(833) 787-2542



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SERVICES

Healthcare Business Specialists offers a variety of services designed to assist physician practices and rural health clinics better serve underserved, rural residents by enhancing Medicare and Medicaid reimbursement and staying compliant with the Rural Health Clinic program requirements.

From cost report preparation, annual evaluation or program evaluations, RHC startups and conversions, Emergency Preparedness compliance, CHOWs, RHC terminations, feasibility studies, or Re-enrollment



LINKS

We've compiled an extensive list of information links for prospective, new, and established Rural Health Clinics. These links will help you find important rural health clinic information to learn about becoming an RHC or if you are eligible or not for the program. We have two YouTube (Healthcare Business Specialists and Mark Lynn) channels with videos of webinars on cost reporting, billing, emergency preparedness, and annual evaluations.

- [HRSA Find Shortage areas by address](#)



RESOURCES

Healthcare Business Specialists provides a number of resources to help Rural Health Clinics manage in an ever changing and highly regulated healthcare environment. Most Rural Health Clinics have limited resources to attend national and regional educational seminars and conferences. Healthcare Business Specialists attends most of the national meetings focusing on rural health clinics and provides many free or low cost resources and templates to our Rural Health Clinic clients. Here are some links to the most popular resources:

502 SHADOW PARKWAY, CHATTANOOGA, TN, 37421

(833) 787-2542



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RESOURCES

[EMERGENCY PREPAREDNESS](#)

[CERTIFICATION MATERIALS](#)

[RHC UPDATE SEMINAR PRESENTATIONS](#)

[RHC BILLING](#)

[RHC COST REPORTING](#)

[ANNUAL EVALUATIONS](#)

[CLIENT INFORMATION AND QUESTIONNAIRES](#)

[COVID-19 RESOURCES](#)



<http://www.ruralhealthclinic.com/>



RHC MEDICARE BILLING RESOURCES

Healthcare Business Specialists, LLC is pleased to provide you with these billing resources to help your rural health clinic bill Medicare for your services. Billing RHC services requires the ability to create a UB-04 in an electronic format (837I). Many clinics that are new to RHC billing rely on outside help to bill for services. We work closely with Azalea Health (<https://www.azaleahealth.com/>) based in Georgia. Azalea Health is a leader in Electronic Health Records, Revenue Cycle Management, Telehealth, and professional services to rural medical providers including CAHs and rural health clinics. Many RHCs need access to Direct Data Entry (DDE) to verify coverage or adjust claims and Ability is a service that many of our RHC clients recommend.

BILLING & CODING RESOURCES DURING COVID-19

3/26/2020 Special coding advice during COVID-19 public health emergency by: AMA Coding

3/23/2020 Coverage and Payment Related to COVID-19 Medicare by: CMS Fact Sheet

3/22/2020 2019-Novel Coronavirus (COVID-19) Medicare Provider Enrollment Relief Frequently Asked Questions (FAQs) by: CMS FAQ

3/18/2020 COVID-19 Frequently Asked Questions (FAQs) for State Medicaid and Children's Health Insurance Program (CHIP) Agencies by: Medicaid FAQ

Healthcare Business Specialists conducted a series of RHC billing webinars in January, 2020. The following links will take you to the recordings of the webinars.

- Recording of the Beginning RHC Billing Session 1 on January 21, 2020
- Recording of the RHC Billing Session 2 on January 22, 2020
- Recording of the RHC Billing Session 3 on January 23, 2020
- Recording of the RHC Billing Session 4 on January 28, 2020

We have provided the Slide Presentations for each of the webinars in the following links.

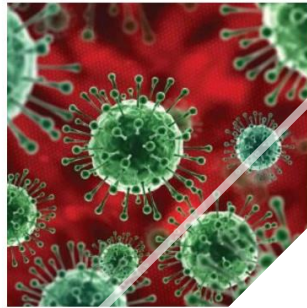
- Slide Presentation for Session 1 on January 21, 2020 (PDF)
- Slide Presentation for Session 2 on January 22, 2020 (PDF)
- Slide Presentation for Session 3 on January 23, 2020 (PDF)
- Slide Presentation for Session 4 on January 28, 2020 (PDF)
- Medicare Secondary Fact Sheet from CMS
- Medicare "Official" version of the MSP Questionnaire from the CMS Website (12 pages)
- One Page MSP Form
- Two Page Medicare Secondary Questionnaire Form
- RHC Billing Test- 24 Questions

<http://www.ruralhealthclinic.com/rhc-billing>

2020 RHC Webinar Billing Test

1. Rural Health Clinic Status directly impacts payments from the following:
 - a. Medicare
 - b. Medicaid
 - c. All Payers
 - d. Medicare and Medicaid
2. RHCs should charge:
 - a. Only the RHC reimbursement rate to Medicare and Medicaid
 - b. All payors using the same charge
 - c. All payors using the same chargemaster except indigent patients
 - d. As much as possible
3. RHCs must always have a Face-to-Face encounter to bill Medicare.
 - a. True
 - b. False
4. RHCs bill Medicare RHC claims for RHC covered services using the following Claim Form?
 - a. 1500
 - b. UB-04
5. An RHC must include a CG modifier on all claims for RHC covered services.
 - a. True
 - b. False
6. The MSP payer questionnaire questions must be asked
 - a. Every visit
 - b. Annually
 - c. Every 90 days

<https://static1.squarespace.com/static/53c5f79de4b0f4932a3942a8/t/5e2b3696e88d252366c9a4cb/1579890326845/2020+RHC+Billing+Webinar+Billing+Test+Sessions+1+through+3+on+January+24%2C+2020.pdf>



COVID-19 RESOURCES FOR

Healthcare Business Specialists is using this COVID-19 website to provide resources for our RHCs. We provide information as you deal with this world-wide pandemic.

Vast amounts of ever-changing information must be assimilated by RHCs regarding the COVID-19 Public Health . . . dizzyingly fast pace. It is difficult, even impossible, to keep up with all the changes affecting the operation of a medical practice in this unprecedented time. Information has always been a perishable asset, but, never so much as in this time of constant change from our government. While not getting political, one can not help but be impressed by the dedication and commitment from our agencies in fighting this war with COVID-19 and the government's resolve to win this war without completely sacrificing the financial interests of those that survive this war.

In order to help you process, organize, and locate information related to COVID-19 we have organized this site into Topics, so you find information much faster. If you click the links below you will find a chronological list of resources dated from the latest to the oldest. We at Healthcare Business Specialists hope this helps you find the answers you need during this difficult time.

- Telehealth
- State Medicaid and Regulations
- Financial
- Laws and Regulations
- Other Resources

RURAL HEALTH CLINIC VACCINE CONFIDENCE GRANT

June 3, 2021 There is a lot of information on the RHC Vaccine Confidence Grant which is at a minimum of \$50,000 and could possibly be as much as \$200,000 (make sure to include in the grant application that you are willing to accept more than the \$50,000 you will ask for in the grant). Because many RHCs have never applied for a grant before, we have asked an expert in grants to tell us how to apply for a grant and the webinar will be today (June 3rd) at 2:00 PM Eastern. We have included the information that will allow you to register.

Rural Health Clinics will have the opportunity to participate in HRSA's \$1 billion Rural COVID-19 Response funding in the coming months. While some of the funds will be received without an application (ie \$100,000 to each RHC), others will require an application process and registration with such organization as Duns, SAM, and Grants.gov. Many of these organizations and processes are unfamiliar to RHCs. With this in mind, we have asked an expert in grant writing and FQHC operations to provide us some guidance on the process, pitfalls to watch out for, and how to write a successful grant application. Elizabeth Morgan Burrows, JD has a proven track record of attaining grant money from both the public and private sectors. She has successfully established multiple clinics as part of a thriving nonprofit health care business. Her work with Burrows Consulting, LLC involves the following:

- Partner with healthcare agencies and non-profit organizations for their consulting needs.

Awarded millions of dollars in federal, state, and local grant funding for various clients.

• Conducted program evaluations at the state and local level.

• Provided various conferences and meetings about federally qualified health centers, rural health clinics, and patient centered medical home accreditation.

• Assisted in patient centered medical home accreditation.

• Conducted health care entities. Conducted needs assessments.

• Provided management, business plan development and implementation, and operational improvement.

• Presentation time and 15 to 20 minutes of time for questions. There is no charge for registration.

• A moderator will moderate the session which is sponsored by Healthcare Business Specialists.

• Slides, future viewing and the slides will be available at www.ruralhealthclinic.com.

• Register on Exchange.

• Register for the process with Elizabeth Morgan Burrows, JD on Jun 3, 2021 2:00 PM EDT at:

<https://www.zoom.us/j/2454055392684705808>

• Please give a confirmation email containing information about joining the webinar. The webinar will be recorded and the slides:

• Download of the RHC Grant Application Webinar (Placeholder)

Additionally, HRSA conducted a webinar on June 2, 2021 on this grant called A-21-142 Rural Health Clinic Vaccine Confidence Program. The Technical Assistance webinar recording is now available [here](#) and will soon be on the [HRSA RHC Vaccine Confidence webpage](#). The slides for this presentation can be found [here](#)

Grant awards will be made to all **eligible RHCs** that apply and have a complete and acceptable application through the **Rural Health Clinic Vaccine Confidence (RHCVC) Program**. Interested RHCs should review the **Notice of Funding Opportunity (NOFO)** and start the grant registration process. RHCs may use this grant funding to increase vaccine confidence, improve health care in rural areas, and receive messages about prevention and treatment of COVID-19 and other infectious diseases.

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White House Rural Stakeholders Briefing

Date: Thursday, June 3

Time: 4:00pm ET/3:00pm CT/2:00pm MT/1:00pm PT

RSVP: <https://pitc.zoomgov.com/meeting/register/vJlsc-yvqDstHNJZSK8BJmYSmZp8pY3wQ5k>

Will McIntee

The White House

Associate Director, Office of Public Engagement

c. 202-881-9802 (texting is disabled)

[Sign Up for OPE Updates](#)

Questions or Comments?

- Please type your questions in the Questions area of Go To Webinar. Additionally, we will open up the lines for questions at the end of the webinar.
- This session is being recorded and the slides will be available in the RHC Information Exchange Facebook Group, on our website, and will be emailed to you.





Disclaimer

- Information is current as of 6/3/2021.
- We will supply general information. All situations are specific so refer to specific guidance as necessary. This session is being recorded.



MEET OUR SPEAKERS



Elizabeth Morgan Burrows, JD
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Partner with healthcare agencies and non-profit organizations for their consulting needs.

Awarded millions of dollars in federal, state, and local grant funding for various clients.

Complete program evaluations at the state and local level.

Present at numerous conferences and meetings about federally qualified health centers, rural health clinics, rural hospitals, and patient centered medical home accreditation.

