



HBS

Healthcare Business Specialists



BURROWS
CONSULTING

Show Me the Money: a Beginner's Guide to Grants & Payment Management System

Elizabeth Morgan Burrows, JD
Burrows Consulting

Healthcare Business Specialists, LLC
August 12, 2021



www.ruralhealthclinic.com



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Healthcare Business Specialists

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RHC information](#)**



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[RHC Information Exchange Group on Facebook](#)

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

Rural Health Clinics Information Exchange

Public group

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FREE RHC UPDATE SEMINARS

LOCATIONS & REGISTRATION

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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

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Olivia Rivera Morris 3 hrs

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

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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

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

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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/>



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. 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

• Assisted with 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

• The session will moderate the session which is sponsored by Healthcare Business Specialists

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

• on Exchange.

• Process with Elizabeth Morgan Burrows, JD on Jun 3, 2021 2:00 PM EDT at:

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

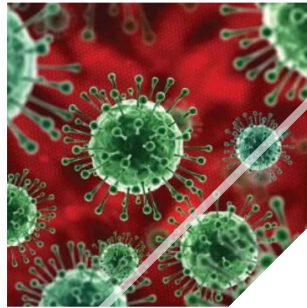
• Please give a confirmation email containing information about joining the webinar. The webinar will be recorded

• The slides:

• [Download Slides 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.



COVID-19 RESOURCES FOR RHCs

Healthcare Business Specialists is using this COVID-19 website to provide resources for our RHCs. We hope this 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 information at a 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.

<http://www.ruralhealthclinic.com/covid19>

Provider Relief Fund Reporting for RHCs

In this webinar Mark Lynn, CPA (inactive), CRRHP, CCRS will update Rural Health Clinics on the Provider Relief Fund Reporting portal for RHCs and how to use the portal to report Provider Relief Funds. We will go over FAQs and resources to help RHCs report uses of Provider Relief Funds and lost revenues. There will be a 45-minute presentation and time for questions. The session will be recorded and available for viewing on the HBS Youtube channel and a link will be available at <http://www.ruralhealthclinic.com/covid19> and in the Rural Health Clinic Information Exchange Facebook Group. In the meantime, RHCs should download the PRF Worksheet Excel Spreadsheet from <https://prfreporting.hrsa.gov/s/> and begin accumulating information so they are ready to submit the report to HRSA by

September 30, 2021 ■

Please register for Provider Relief Fund Reporting for RHCs on Aug 18, 2021 1:00 PM EDT at:

<https://attendee.gotowebinar.com/register/1279451520076141067>

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 8/12/2021.
- 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.

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