

HBS

Healthcare Business Specialists



**Introduction to the Rural Health Clinic Program (PL. 95-210)
RHC Update Seminar
Presented by Healthcare Business Specialists
Sponsored by Azalea Health and ChartSpan
January 16, 2020**





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Healthcare Business Specialists

Contact Information

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**[Become a fan and Like us on Facebook for more
RHC information](#)**



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www.ruralhealthclinic.com

[RHC Information Exchange Group on Facebook](#)

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

HBS

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

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 Recommendation | More

FROM NOTIFICATIONS

Olivia Rivera Morris 3 hrs

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

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

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

NOV 6 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/>

2019
2020

SAVE THE DATE!

RHC UPDATE SEMINARS



LOCATIONS & REGISTRATION

Nashville, TN	10/30/19	http://bit.ly/rhc-nashville
Somerset, KY	11/06/19	http://bit.ly/rhc-somerset
Clanton, AL	01/16/20	http://bit.ly/rhc-clanton



502 Shadow Pkwy Ste 214, Chattanooga, Tennessee 37421 | (833) 787-2542

RHC Update Seminar – Clanton, Alabama

Agenda and Topics Outline

January 16, 2020

Healthcare Business Specialists, **Azalea Health**, and **ChartSpan** are providing a **free** seminar for RHCs at Clanton Conference Center - Alabama Power Company, 2030 7th St S. Clanton, AL 35045. To register go to our website at www.ruralhealthclinic.com

Time	Subject Matter
9:00 AM to 9:50AM Catch-Up Session for people new to RHCs	Welcome and Introductions. Robert (Rob) Boyles from the Alabama Department of Public Health Office of Primary Care and Rural Health will introduce the program. Mark Lynn will provide a Catch-Up session for people new to the Rural Health Clinic Program. We will go over the 9 Conditions of Participation for RHCs and some basic 101 information for people new to the program. If you have been an RHC for awhile you may want to just come at 10.
10:00 AM to 10:50AM Omnibus Burden Reduction and RHC Modernization Act	Mark Lynn, CPA, CRHCP will present information on the Omnibus Burden Reduction Regulations which reduces the compliance thresholds for Emergency Preparedness & Program Evaluations and the RHC Modernization Act which could increase the independent RHC cap to \$115 per visit.
11:00 AM to 12:00AM RHC Billing Alabama Medicaid	Tori Nix, Provider Relations Supervisor, DXC Technology (Alabama Medicaid) will provide instructions for RHCs on how to bill for Medicaid services and answer questions about specific billing issues with Alabama Medicaid.
12:00 to 1:00 Lunch Provided by Azalea Health & Chartspan	Boxed Lunches Provided on site by Azalea Health , ChartSpan , and Healthcare Business Specialists- At 12:30 Davis Bayles will discuss Rural Health Services provided by Azalea Health including the new Telehealth offering.
1:00 PM to 1:50 PM Emerging Trends in Reimbursement	In this session, John Roddy of ChartSpan will discuss Chronic Care Management and how RHCs can utilize chronic care management to increase revenues and Alan Bragwell from Bragwell Services will discuss mental health services in RHCs
2:00 PM to 3:30 PM RHC Billing & Cost Reporting	Cost Reporting Updates, Electronic Filing of Cost Reports, what is needed to file cost reports. How to accumulate your information, Pevnar 13 and 23, Influenza and Pneumococcal and Medicare Bad Debts. Timing of settlements and critical deadline. Mark Lynn will provide an RHC Billing Update. Questions and Answers. What is a visit, bundled services, preventive services, incident to, procedure billing, no global billing, no groups, non-rhc services, commingling, setting up non-RHC time, and other FAQs.

Join our Facebook Group for more RHC Information: <https://www.facebook.com/groups/1503414633296362/>



To find this Document online go to <https://tinyurl.com/sbsdaf5>

Rural Health Clinic

RHC Update Seminar – Clanton, A...

Alabama Power Company - Clanto...

9:00 AM to 9:50 AM | Catch-Up Se...

10:00 AM to 10:50 AM | Omnibus ...

Here are some additional resou...

11:00 AM to 12:00 PM | Alabama ...

ALABAMA MEDICAID ENROLLME...

12:00 PM to 1:00 PM | Lunch Prov...

1:00 PM to 1:50 PM | Emerging Tr...

2:00 PM to 3:00 PM | RHC Cost R...

3:00 PM to 3:30 PM | RHC Billing

RHC MEDICARE BILLING RESO...

Billing Questions

<https://www.cms.gov/.../Dow...>

Last Second Updates

2020 CMS Physician Supervisio...

Medicare Telehealth Services

Free Resources for MSDS Sheets

Azalea Health

ChartSpan

Healthcare Business Specialists

Services Provided by Healthcar...

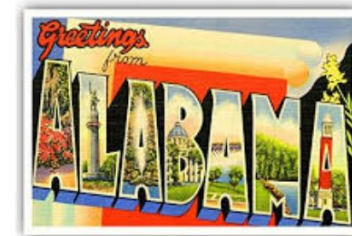


Rural Health Clinic

RHC Update Seminar

January 16, 2020

Clanton, Alabama



To find this Document online go to <https://tinyurl.com/sbsdaf5>

Healthcare Business Specialists

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Telephone: (833) 787-2542

RHC Technical Assistance Webinar – Regulatory Update

Re: January 29th RHC Technical Assistance Webinar

On January 29th, from 2:00pm – 3:00pm EASTERN, we will be hosting the next Rural Health Clinic Technical Assistance webinar. This one-hour webinar will be a regulatory update presented by NARHC Director of Government Relations, Nathan Baugh. At the conclusion of the formal presentation, there will be time for questions and answers. Nathan will cover recent regulatory changes affecting RHCs and the patients you serve. Included will be information on the Medicare Appropriate Use Criteria Program and its applicability to RHCs, the new Principal Care Management program update and Revisions to Chapter 13 (Medicare Benefit Policy Manual).

Here is the link to the webinar:

<https://hrsaseminar.adobeconnect.com/fru-rhcs/>

You can either use the audio controls on your computer or dial in using the following phone number and access code:

Dial-in: 888-790-3413

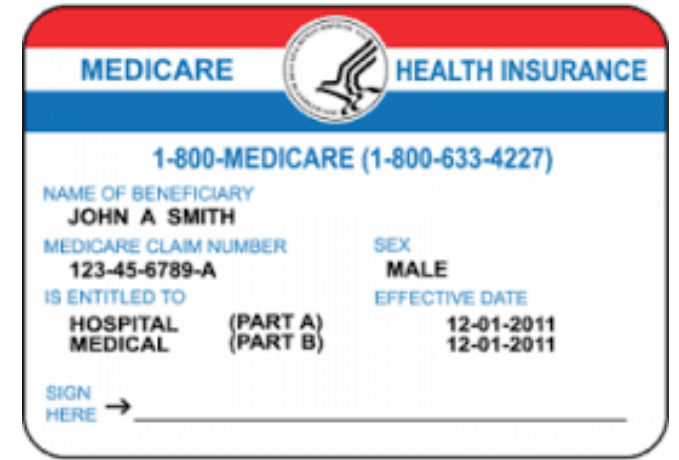
Participant Code: 7023213

There is no charge for this Webinar and you do not need to sign-up in advance to participate. Simply follow the link to be connected and use the call-in information if you do not wish to listen through your computer.

This Webinar will be recorded in the event you are unable to listen live. A copy of the slides our speaker will be using will be distributed prior to the webinar. If you have any questions or need additional information, please contact me via email at: bf@narhc.org and put RHC TA question/comment in the subject line.

We look forward to your participation in this important webinar.

RHC Billing Webinars

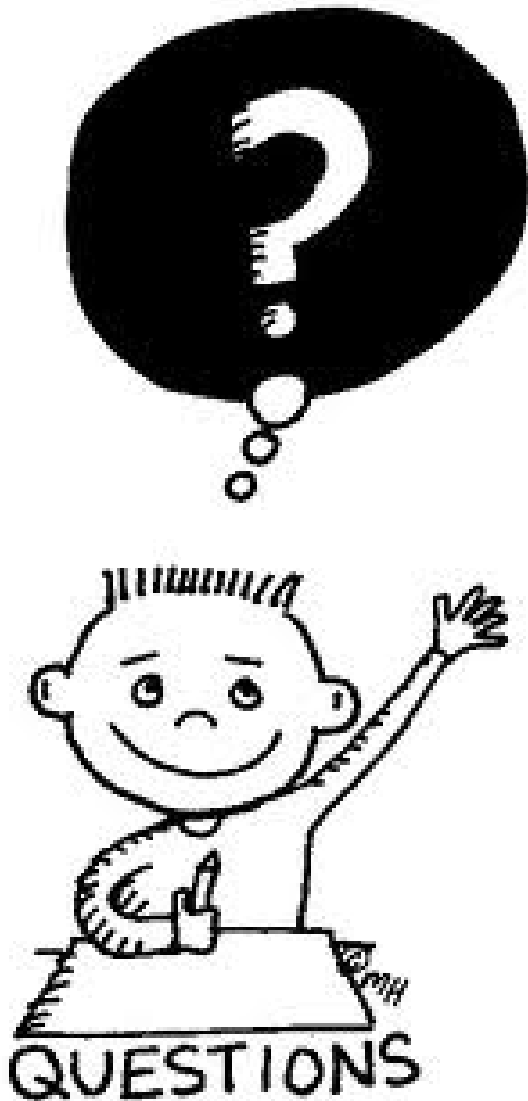


Billing Webinars for Independent and Provider-based RHCs
January 21, 22, & 23 - 2020
3:00 to 4:00 PM Eastern

This series of 3 webinars will go over the basics of billing Medicare RHC services on the UB-04, services covered, preventive services, non-RHC hours, non-covered services, CCM, TCM, AWE, IPPE, global billing, and various introductory information to billing for independent and provider-based RHCs. To register, please go the following link:

To Register for the RHC Billing Webinars in January 2020

<https://register.gotowebinar.com/register/8808173758964111628>



Questions or Comments?

Feel Free to Ask Questions or
make comments at any time.
Just raise your hand and I will
call upon you.

- Information is current as of 1/13/2020.
- We will supply general information. All situations are specific so refer to specific guidance as necessary.

THE

DISCLAIMER

What is a rural health clinic?



Is a certification from CMS that allows physician practices to qualify for cost-based reimbursement from Medicare and Medicaid.



RHC Status
only affects
reimbursement
from:



Rural Health Clinics



There are 4,462 RHCs
in the USA out of
230,187 physician
practices (1.9%)

Who are the RHCs in your State CMS listing updated 5/23/2017



Name and Address Listing For Rural Health Clinic Based on Current Survey Maine

Run Date: 09/08/2016
Job # 50077740
Last Update: 09/07/2016
Page 1 of 2

CCN	Key	Provider Name	Address	City, State and ZIP	Telephone #	County Name
203825	*	ISLESBORO HEALTH CENTER	150 MAIN ROAD	ISLESBORO, ME 04848	(207)734-2213	Waldo
203835	*	DEXTER FAMILY HEALTH	51 HIGH STREET SUITE A	DEXTER, ME 04930	(207)924-7349	Penobscot
203839	*	SEAPORT FAMILY PRACTICE, P A	41 WIGHT ST	BELFAST, ME 04915	(207)338-6900	Waldo
203849	*	ARNOLD MEMORIAL MEDICAL CENTER	70 SNARE CREEK LANE	JONESPORT, ME 04849	(207)497-5614	Washington

[To Help you find the closest 4 RHCs and their name and address we have provided a list of RHCs from 2017](https://static1.squarespace.com/static/53c5f79de4b0f4932a3942a8/t/5da8a2250820122b918a07f0/1571332647446/2017+RHC+Listing+from+CMS.pdf)

<https://static1.squarespace.com/static/53c5f79de4b0f4932a3942a8/t/5da8a2250820122b918a07f0/1571332647446/2017+RHC+Listing+from+CMS.pdf>

RHCs in the
Southeast

<u>State</u>	<u>2018</u>	<u>2019</u>	<u>Variance</u>
Kentucky	191	252	61
Mississippi	177	184	7
Florida	155	161	6
Tennessee	112	134	22
Alabama	109	115	6
Georgia	90	89	(1)
South Carolina	87	86	(1)
North Carolina	73	72	(1)

What is a rural health clinic?

RHC Fact Sheet

<https://www.cms.gov/Outreach-and-Education/Medicare-Learning-Network-MLN/MLNProducts/downloads/RuralHlthClinfactsht.pdf>

Last Update: May 2019



The image shows the cover of a Medicare Learning Network (MLN) fact sheet titled "RURAL HEALTH CLINIC". The header features the MLN logo (a green circle with white lines) and the text "mln FACT SHEET" in white on a blue background. Below the logo, it says "KNOWLEDGE • RESOURCES • TRAINING". In the top right corner, there is a small white box with the text "PRINT-FRIENDLY VERSION". The title "RURAL HEALTH CLINIC" is centered below the header. The main image is a photograph of an elderly woman with short white hair, wearing a white cardigan, smiling and embracing an elderly man with white hair who is wearing a white hospital gown. They are outdoors with green foliage in the background. Below the image, there is a white box with a green border containing the text: "The Hyperlink Table, at the end of this document, provides the complete URL for each hyperlink." At the bottom of the page, there is a footer with "Page 1 of 8" and "ICN MLN006398 May 2019" on the left, and the CMS logo (Center for Medicare & Medicaid Services) and the Medicare Learning Network logo on the right.

Advantages of RHCs



Enhanced Medicaid Reimbursement



No payment reductions for NPs, Pas, CNMs. No MACRA reductions.



Provider-based RHC > 50 beds are paid at cost.



Independent

RHCs may be either

Provider-based

Independent

Provider-based

Reimbursement Differences between

Payment capped at \$84.70
Use Form 222
Owned by physicians, NPs, PAs, or even hospitals.

Payment capped at \$84.70 except for less than 50 beds
Use Form 2552, M-Series of the cost report
Owned by the hospital



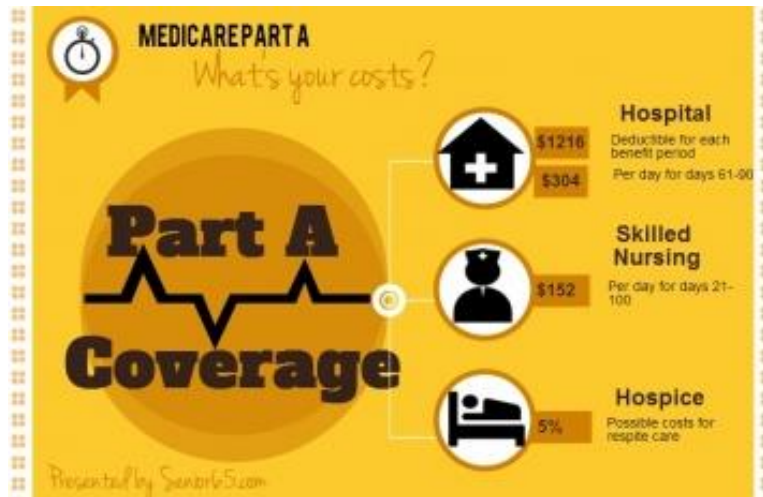
What are the Medicare RHC Payment Rates?

<u>Type</u>	<u>Cap</u>	<u>Payment</u>
Independent RHC	86.31	\$69.05
Provider-based < 50 beds (2018) CAH	None Mean Cost= \$207	Mean Payment = \$166

Medicare pays 80% minus 2% sequestration



Are RHC Services Part A or B



Claims are paid through Part A



The money comes from the Part B Trust Fund. Patients receive all Part B benefits.



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Experienced Knowledge

RHCs – The Original Bundled Payment

RHCs are paid a bundled payment. Independent RHCs are paid a maximum of \$69.05 per visit (AIR).



**BUNDLED
PAYMENT**



RuralHealthClinic.com

Experienced Knowledge

Payment Differences for RHCs

- 1. They are paid on a cost per visit basis.**
- 2. They file Medicare Cost Reports**
- 3. Medicaid Rates are based upon cost.**
- 4. The cost per visit is not all-inclusive.**
- 5. Some services are still paid fee for service**
 - A. Lab (minus CPT 36415)**
 - B. Radiology**
 - C. Hospital**



Comparison of Total Medicare Payments

<u>Type</u>	<u>Charge</u> <u>99213</u>	<u>Copayment</u>	<u>Medicare</u>	<u>Total</u> <u>Payment</u>
Independent	\$100	\$20* *No Par limits	\$69	\$89
Provider-based (less than 50 beds)	\$100	\$20* *No Par limits	\$166	\$186 NO LCC

Independent RHCs are driven by volume



Time Consuming visits are difficult to provide in an environment that only compensates RHCs \$68 per visit.

For Provider-based clinics payor mix is the driving force

- A high Medicare percentage of total patients is needed to be financially viable



Which Specialty typically does best as an Independent RHC?



A

Family Practice

B

Internal Medicine

C

Pediatrics

Which Specialty does best as a RHC?

Independent RHC Pediatrics
Usually does best due to high
Medicaid and lots of volume.



In Provider-based RHCs,
Internal Medicine fares
Better due to the high
Medicare Rates.



Disadvantages to RHCs

- **Must employ (W-2) a NP/PA/CNM at least 50% of the time.**
- **Poor reimbursement from Medicare for Independent RHCs**
- **Potential large paybacks for excess compensation for independent RHCs in Kentucky.**
- **Negative Reimbursement**
- **Must be bill using a UB-04**

**Remember the Quarterly
Credit Balance Report
Is due each quarter. Medicare
will cut off your payments.**

There are Nine Conditions of Participation

491.4 Comply with Fed, State, & Loc Laws

491.5 Must meet location requirements

491.6 Physical Plant and Environment

491.7 Organizational Structure

491.8 Staffing and Staff Responsibilities

491.9 Provision of Services

491.10 Patient Health Records

491.11 Program Evaluation

491.12 Emergency Preparedness

RHC Location Requirements

Be in a non-urbanized area



Be in a current (4 years) health shortage area

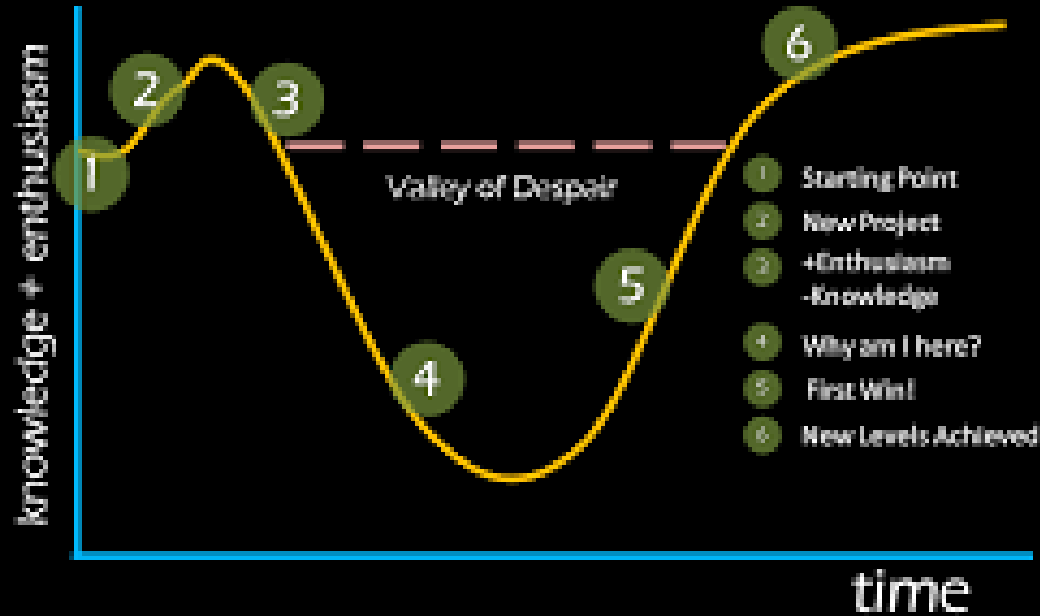
**Geographic
HPSA**

**Primary Care
Population
Group (MUP)**

**Medically
Underserved
Area (MUA)**

**Governor-
designated
shortage
area**

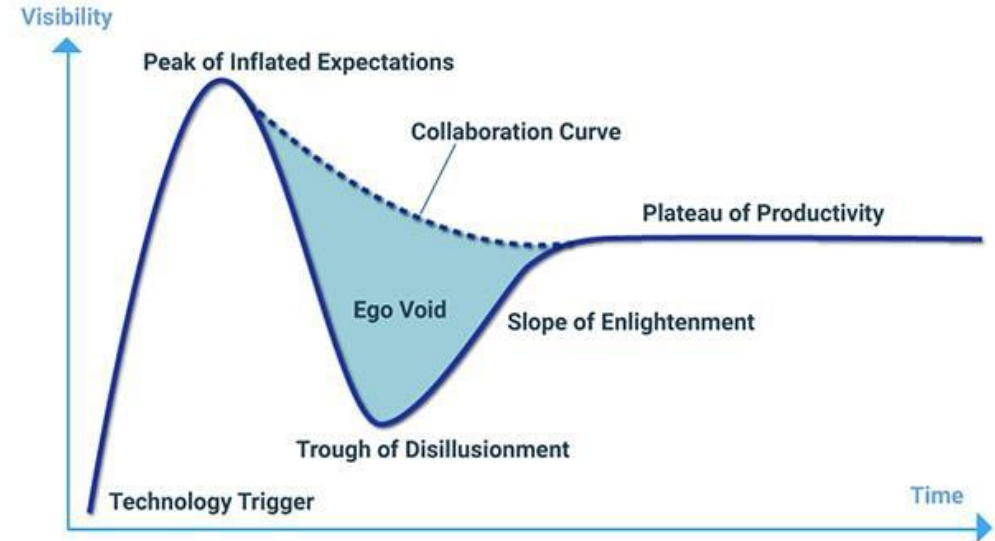
Change: The Valley of Despair



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dsosmith@u07@gmail.com

Hype Cycle



The Life Cycle of Becoming a Rural Health Clinic

**Are you
located in an
Eligible
Area?**

- **Am I Rural Data Base**
- **<http://ims2.missouri.edu/rac/amirural/>**
- **HRSA Shortage Areas**
- **<http://www.hrsa.gov/shortage/find.html>**

If you need help
with your
medically
Underserved area.

- Joe Lampard
- HPSA Acumen
- PO Box 274
- 201 E 4th Street, 3rd Floor
- Jamestown, NY 14701
- Telephone: 716.483.0888
- **Email:** jos@hpsa.us
- **Website:** <http://hpsa.us/>

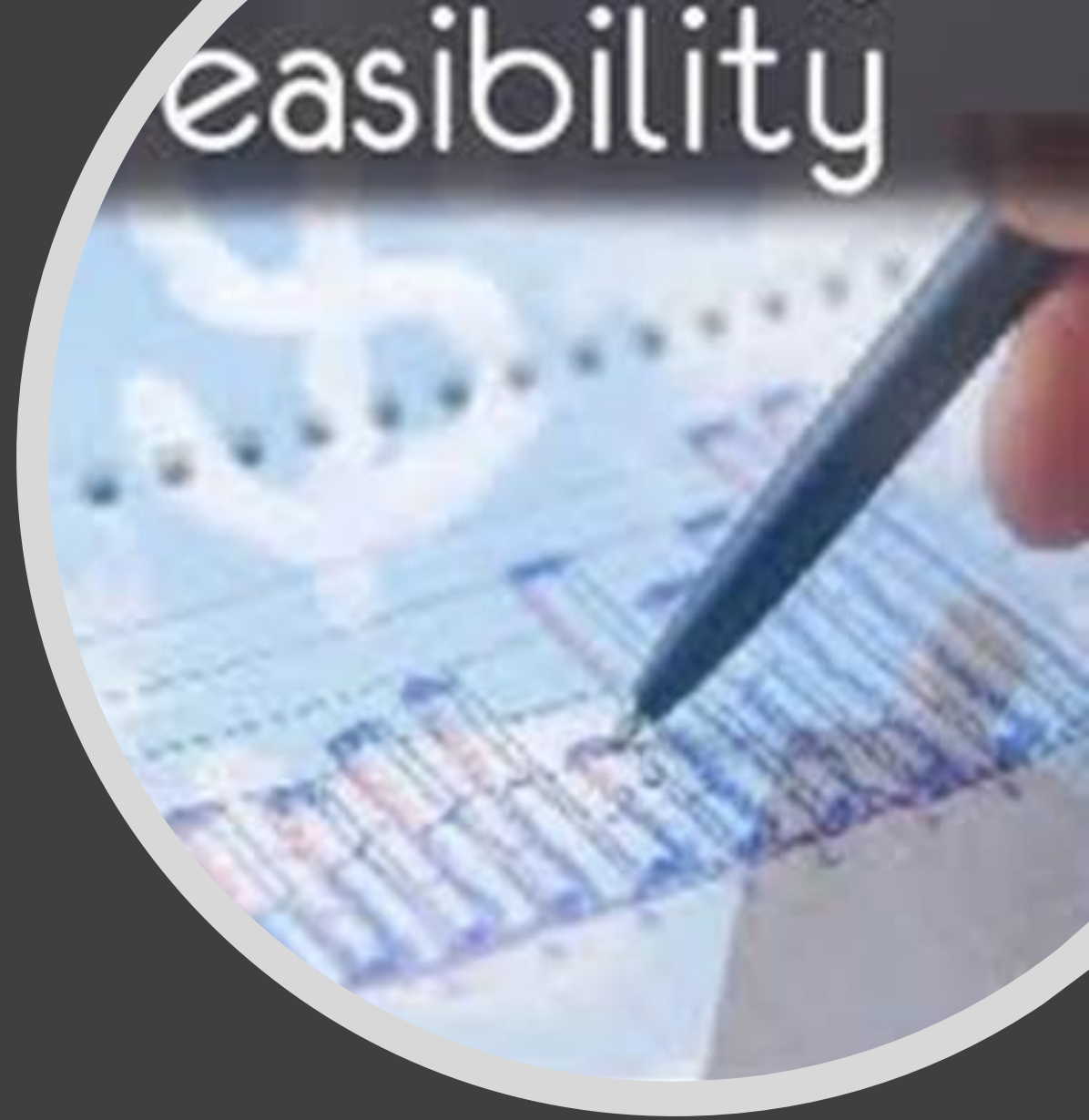
What are the six laboratory tests required for Rural Health Clinic certification?

- 1. Chemical examinations of urine by stick or tablet method or both
 - 2. Hemoglobin or hematocrit
 - 3. Blood sugar
 - 4. Examination of stool specimens for occult blood
 - 5. Pregnancy tests
 - 6. Primary culturing for transmittal to a certified laboratory (No CPT code available)
-
- Reference: [CMS Publication 100-04, Chapter 9, Section 130](#)



Feasibility

Today's reimbursement environment is much more complex than in the past. A Feasibility study is required to determine if RHC status is advisable or even to stay with the status.



The first step is.....

**See your banker and
Get a line of credit.
The biggest one you
can get and then some.**



Alabama RHC Banking Contacts

Chris Robbins
Senior Vice President Private Banking Officer

ServisFirst Bank

2500 Woodcrest Place
Birmingham, AL 35209

Phone 205-949-0310

Mobile 205-527-4298

Fax 205-949-1145

[✉ CRobbins@servisfirstbank.com](mailto:CRobbins@servisfirstbank.com)

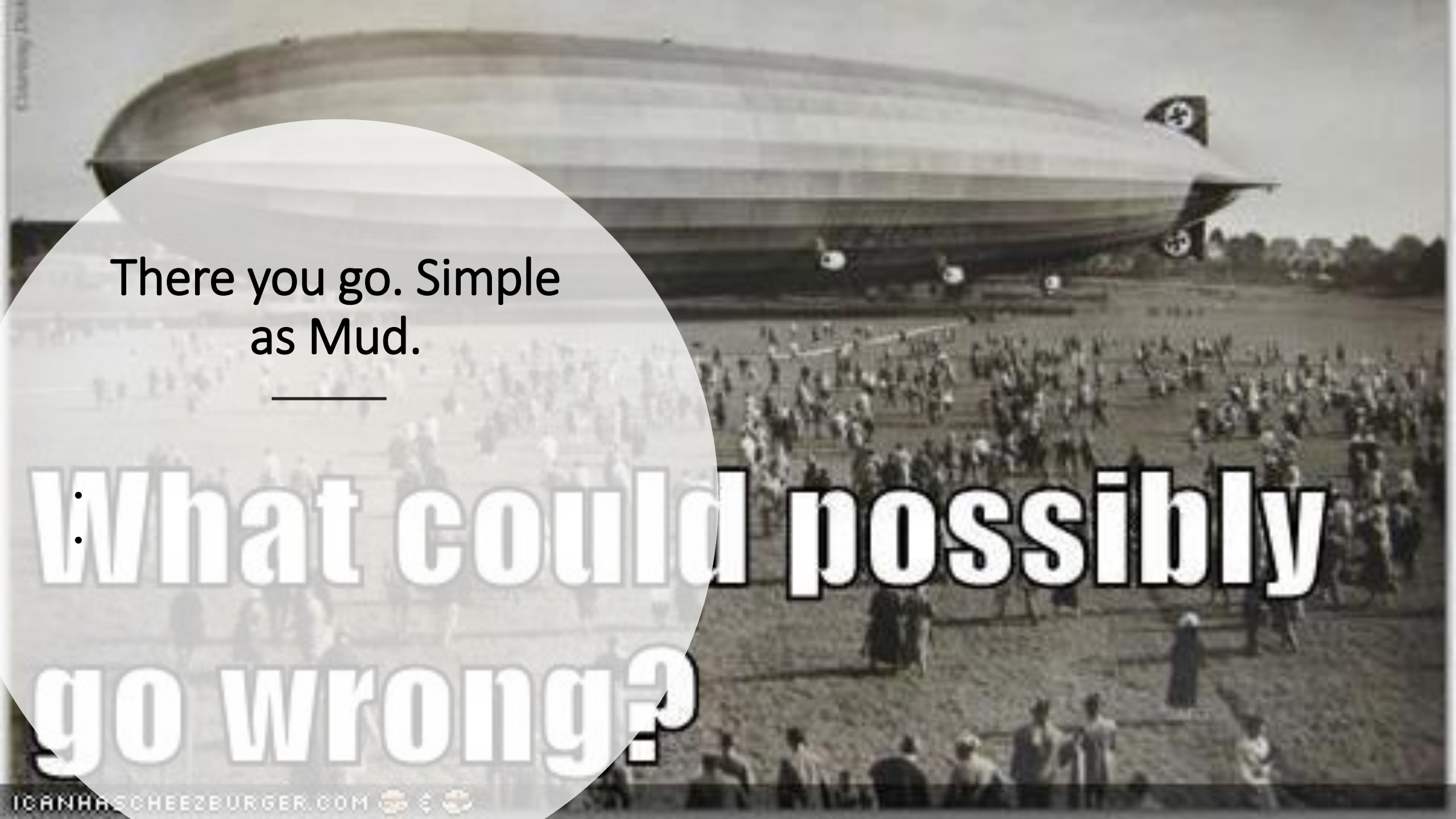
**You will lose Money
during your Base Year**

**If you do it right,
consider it an
investment**





The three most important words in getting an RHC started.



There you go. Simple
as Mud.

•
•
**What could possibly
go wrong?**

Resources for RHCs

Start



Resources for RHCs

<u>Type</u>	<u>Cap</u>
CMS Rural Health Clinics Center (Google rural health clinic.asp)	http://www.cms.gov/Center/Provider-Type/Rural-Health-Clinics-Center.html
Chapter 13 – Medicare Benefits Manual. Section 230 Covers CCM services including Transitional Care Management Services	https://www.cms.gov/Regulations-and-Guidance/Guidance/Manuals/Downloads/bp102c13.pdf
National Association of Rural Health Clinics	http://narhc.org/

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Resources for RHCs

<u>Type</u>	<u>Cap</u>
CMS Rural Health Clinics Center (Google rural health clinic.asp)	http://www.cms.gov/Center/Provider-Type/Rural-Health-Clinics-Center.html
Chapter 13 – Medicare Benefits Manual. Section 230 Covers CCM services including Transitional Care Management Services	https://www.cms.gov/Regulations-and-Guidance/Guidance/Manuals/Downloads/bp102c13.pdf
National Association of Rural Health Clinics	http://narhc.org/

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Description	Web Address
Appendix G Guidance to Surveyors: Rural Health Clinics	https://www.cms.gov/Regulations-and-Guidance/Guidance/Manuals/downloads/som107ap_g_rhc.pdf
CMS-30 Survey For Rural Health Clinics (This is a modified version that is useful)	http://www.healthandwelfare.idaho.gov/Portals/0/Health/Rural%20Health/survey-report-tool.pdf



Survey Resources for New RHCs

<u>Type</u>	<u>Cap</u>
State Surveyors	<u>CMS State Survey Agency Directory</u>
Quad A RHC Accreditation	<u>https://www.aaaasf.org/programs/medicare-programs/medicare-rural-health-clinics-program</u>
The Compliance Team RHC Accreditation	<u>http://www.thecomplianceteam.org/rural_health_clinic.aspx</u>



RuralHealthClinic.com

Experienced Knowledge

RHC TRAINING MODULES

On August 22, 2017 CMS published RHC and FQHC Basic Training Online Course (RFBTOC) which is a series of training modules for RHC inspectors or new RHCs. The course will take approximately 25 hours to complete. Rural Health Clinics (RHC) are required to comply with the Federal requirements set forth in the Medicare Conditions for Certification/Conditions for Coverage in order to receive Medicare and/or Medicaid payment. The goal of an RHC survey complaint survey is to determine whether the RHC complies with its applicable Conditions of Participation at 42 CFR 491, Subpart A. The link to find the RHC survey training course is as follows:

- https://surveyortraining.cms.hhs.gov/pubs/ClassInformation.aspx?cid=OCMSRHCFQHC_ONL

- Here is the course

syllabus: https://surveyortraining.cms.hhs.gov/data/99/hhs_rhc_syllabus.pdf

EMERGENCY PREPAREDNESS TRAINING MODULES

- Emergency Preparedness Basic Surveyor Training Course - Course Menu
- The Centers for Medicare & Medicaid Services (CMS) Survey & Certification Group (SCG) developed the Emergency Preparedness Basic Surveyor Training Course to help health and safety and Life Safety Code (LSC) surveyors and reviewers gain proficiency in surveying all affected participating providers and certified suppliers for compliance with their individual emergency preparedness requirements.
- Because the individual regulations for each provider and supplier type share a majority of standard provisions, this training provides consistent guidance and survey procedures for all provider and supplier types in a single course.
- The estimated course completion time for this training is 16 hours.
- https://surveyortraining.cms.hhs.gov/pubs/CourseMenu.aspx?cid=0CMSEmPrep_ONL

Some states do not certify new RHCs (Arkansas, Ohio, NY, Indiana, and Texas)

<https://www.aaaasf.org/>

AAAASF

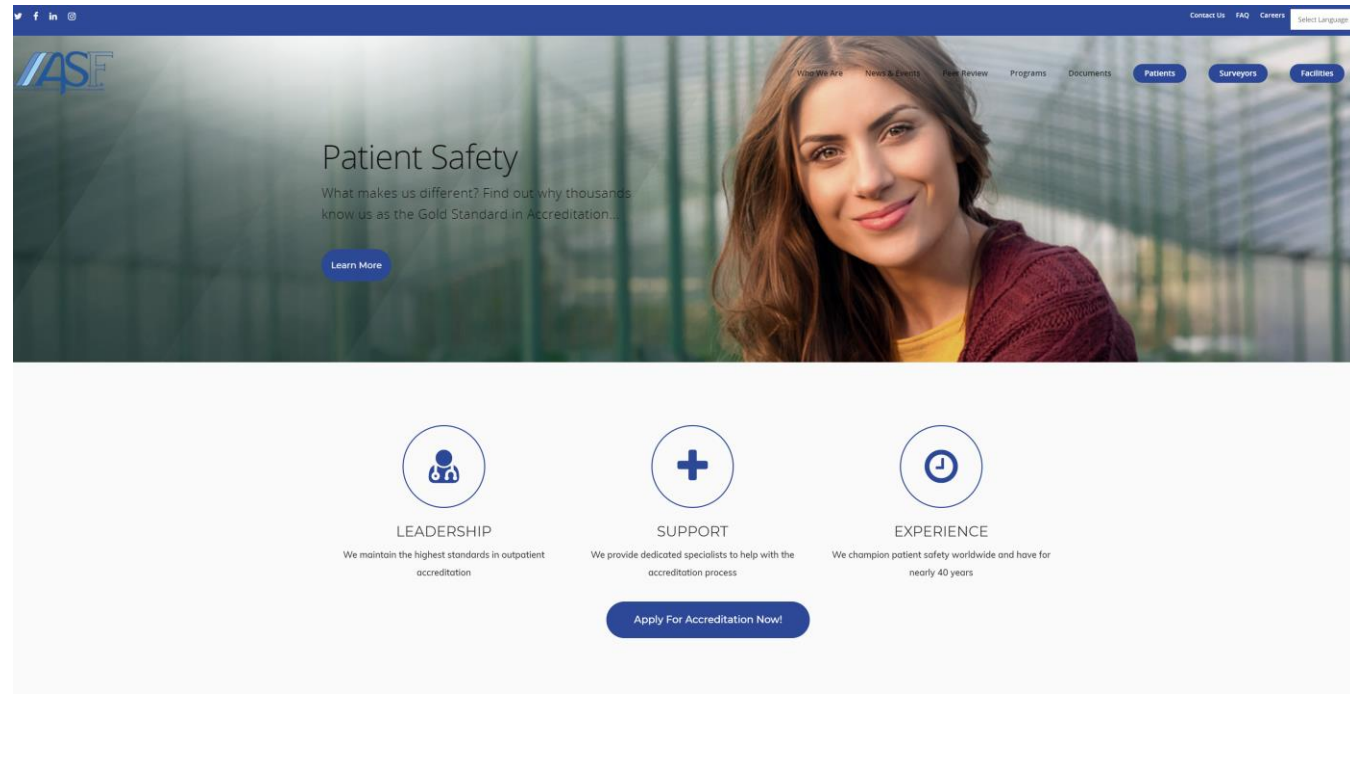
5101 Washington Street,
Suite 2F

Gurnee, IL, 60031

Phone: 866.603.2067

Fax: 847.775.1985

E-mail: rhc_info@aaaasf.org



PROVIDER

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FIND AN EXEMPLARY PROVIDER

Search by state

State

<https://thecomplianceteam.org/>

RHC Resources

- RHC TA Listserv -- Two ways to sign-up :
 1. Online at <https://narhc.org/resources/listserve-ta-calls/>
 2. By email to admin@narch.org and put “Listserv” in the subject line
- RHC TA Webinars: Rural Health Information Hub
 - Go to: <https://www.ruralhealthinfo.org/topics/rural-health-clinics/technical-assistance-calls>
- National Association of Rural Health Clinics
 - General questions: rdavis@narhc.org
 - Bill Finerfrock: bf@narhc.org
 - Nathan Baugh: Baughn@capitolassociates.com
- Other Resources
 - CMS RHC Website: <https://www.cms.gov/Center/Provider-Type/Rural-Health-Clinics-Center.html>
 - State Offices of Rural Health: <https://nosorh.org/>
 - [CMS Regional Office Rural Health Coordinators](#)

<https://www.ruralhealthinfo.org/topics/rural-health-clinics/technical-assistance-calls>

↓ MORE ON THIS TOPIC

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[Technical Assistance Calls](#)

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Rural Health Clinic Technical Assistance Series

The Rural Health Clinic Technical Assistance series connects you with timely and useful information on operational and policy issues specific to Rural Health Clinics. Webinars are 1 hour, with 45 minutes of speaker presentation followed by 15 minutes of question & answer and occur approximately 6 times a year. The series is produced by the Federal Office of Rural Health Policy (FORHP) in conjunction with the National Association of Rural Health Clinics (NARHC).

Upcoming Webinars

There are no webinars scheduled at this time.

Archived Webinars/Calls

USDA's Rural Health Opportunities

Tuesday, September 10, 2019

- [Presentation slides](#)
- [Webinar recording](#)
- [Webinar transcript](#)

RHC - Becoming a Primary Care Medical Home

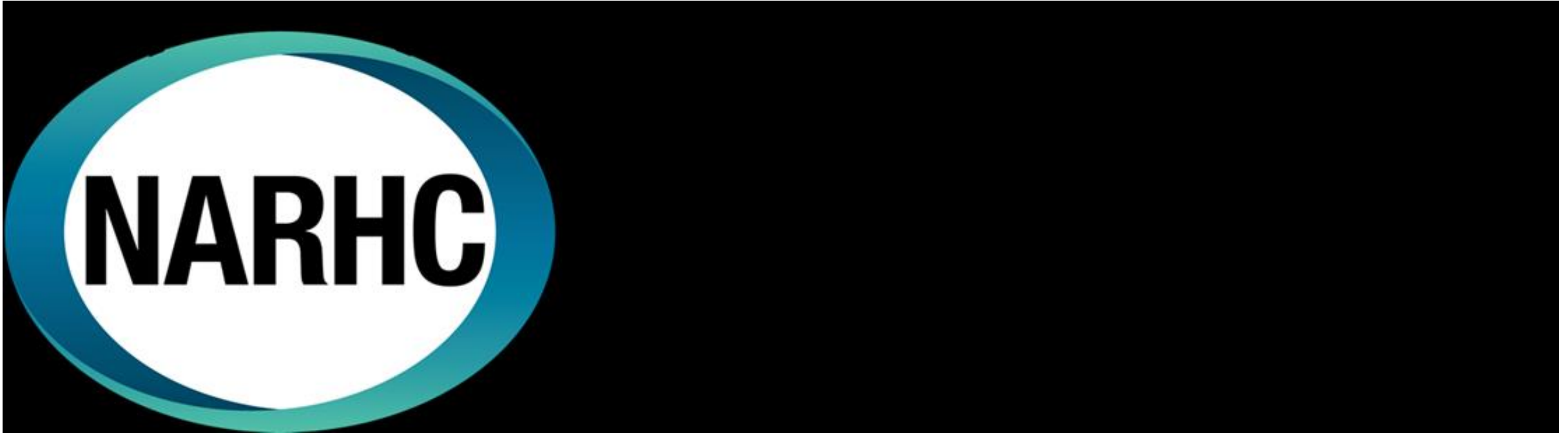
Friday, August 23, 2019

- [Presentation slides](#)
- [Webinar recording](#)
- [Audio recording](#) (MP3)
- [Webinar transcript](#)

Rural Health Clinic Cost Reporting

Tuesday, July 30, 2019

- [Presentation slides](#)
- [Webinar recording](#)
- [Audio recording](#) (MP3)
- [Webinar transcript](#)



NARHC's Certified Rural Health Clinic Professional (CRHCP) Course

<https://www.web.narhc.org/assnfe/ev.asp?ID=360>

HBS

Healthcare Business Specialists



Questions/Break

