



CASE STUDY

HMA EXPERTISE: Grant Writing and Assistance

HEALTH MANAGEMENT ASSOCIATES

Grant Writing that Gets Results

THE APPROACH

HMA's team has deep and significant experience in the areas of Federally Qualified Health Center (FQHC) feasibility, financial modeling, FQHC governance, community needs assessments, strategic planning, and the completion of FQHC (and Look-Alike) applications that successfully achieve FQHC or FQHC Look-Alike designation from HRSA. We have leveraged this unmatched experience and expertise to write successful HRSA applications, including multiple Service Area Competition (SAC), New Access Point (NAP), Look-Alike, recertification and change-in-scope applications. In addition, our proprietary Community Health Needs Assessment tool allows FQHCs and prospective FQHCs to quickly assess their service area data against HRSA's Need for Assistance worksheet scoring criteria.

THE RESULTS

Nearly 75 percent of the applications filed on behalf of our clients receive HRSA grant/designation awards.

In 2016, our clients were awarded the following grants with assistance from the HMA team:

- + \$48.5 million for the New York eHealth Collaborative's New York State Practice Transformation Network
- + \$17 million for the Community Health Center Association of Connecticut's Practice Transformation Network of Connecticut
- + \$350,000 per year (two-year grant) for Neighborhood Health Association of Toledo to implement a substance abuse treatment services expansion
- + \$350,000 per year (two-year grant) for the City of Cincinnati Health Department's oral health services expansion
- + \$350,000 per year (two-year grant) for the Jane Pauley Community Health Center to implement an oral health services expansion
- + Service Area Competition grant that significantly expanded the Jane Pauley Community Health Center's service area and provided additional grant funds to serve thousands of additional patients.

We have helped organizations successfully apply for FQHC designation, including Section 330 grantee designation and Look-Alike status, as well as other highly competitive HRSA grants.

Cincinnati Health Department in Cincinnati, OH

In 2008, HMA completed a study to assess the feasibility and impact of converting the City of Cincinnati's primary care and dental clinics to FQHC Look-Alikes. At the conclusion of the feasibility study, HMA drafted the city's successful public entity Look-Alike application. Since that time, HMA has continued to work with the city to complete multiple successful applications, including attaining Section 330 grant status through a Service Area Competition award (2014), and a substantial expansion of dental services through two (2015, 2016) successful HRSA oral health grants (capital and operating/service expansion).



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Jane Pauley Community Health Center (JPCHC) in Indianapolis, IN

HMA began working with the Jane Pauley Community Health Center (JPCHC) in 2011, shortly after JPCHC secured Look-Alike designation. Since that time, HMA has drafted multiple successful HRSA grant applications for JPCHC including a 2013 New Access Point application and a 2016 Service Area Competition grant, which resulted in JPCHC significantly expanding its service area. HMA has also drafted a successful oral health services expansion grant for JPCHC (2016) and has worked with JPCHC on multiple scope change applications that have resulted in the expansion of JPCHC from one site to more than a dozen sites.

For More Information

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