



# FQHC Impact Report

A close look at LAPA Fundraising's impact with a community healthcare provider



The Art and Science of Nonprofit Fundraising

# Overview

Are you serving medically underserved areas or populations and need to secure additional funding?

Do you want federal reimbursement rates that cover your costs?

If so, LAPA can guide you towards a designation through the Health Resources & Services Administration (HRSA) to become a Federally Qualified Health Center (FQHC).

# This impact report will show you...

- How one community-based health provider succeeded
- The federal government's requirements for starting your own FQHC.
- The return on investment you can enjoy from this funding stream
- A real client's benefit from the service
- The power of LAPA Fundraising to guide you through this process
- How to determine if you are in a high-need area as determined by the funder

# VIP Community Services Case Study

Located in The South Bronx - [Click here to visit their website.](#)



Guided by Debbian Fletcher-Blake, CEO, and founded in 1974 to fill the need for vital drug treatment and social services in The Bronx, VIP plays a key role in provision of community-based healthcare.

In year one (2014), VIP secured a return on investment of \$19 for every \$1 spent on LAPA's FQHC Services.

By year five (2019), this ROI grew to 97:1.

# The Life-Saving Impact on One Client.

Levern knows the power of an FQHC. It saved her life.

*“I rely on VIP’s FQHC to keep me alive.*

*I joined the clinic two years ago. Just recently, I contracted COVID-19 followed by pneumonia. I’m fine now. I have long been dealing with bladder cancer.*

*My VIP doctor called me the other day to make sure I was doing okay; he called-in my medication to the pharmacy too and said, ‘Don’t worry, they are going to deliver it to you.’ The nurse called me too, and the psychiatrist! This personal care made my recovery faster and easier.*

*I am so grateful for VIP and their services. I wish there were similar services all over the country.”*



**Levern Vann**

*VIP Community Services Client*



# High Need for FQHC Clinics

The Health Resources Service Administration (HRSA) has designated Health Professional Shortage Areas (HPSAs) in the counties surrounding your hospital for primary care, dental health, or mental health. Shortages are geographic-, population-, and facility-based. **HRSA is placing a significant focus on rural areas with great need, especially as it relates to opioid response.**



LAPA has helped hospitals and health systems like yours to secure FQHC designation for community health centers to increase access to primary care and take advantage of timely federal funding.

LAPA is expert at applications to establish your separate community-based organization in a HRSA identified demand area.

Please research your clinic sites for eligibility by [clicking here.](#)



**We expect HRSA will release New Access Point funding for new FQHCs in the winter of 2021.**



**LAPA can work with your hospital system to plan for FQHC feasibility and implementation in high-need areas surrounding your hospital system.**

## How do FQHCs work?

FQHCs are safety net providers that provide services typically given in an outpatient clinic. Medicaid pays FQHCs based on the FQHC Prospective Payment System (PPS) for medically necessary primary health services and qualified preventive health services given by an FQHC practitioner.

## Can a hospital be an FQHC?

FQHCs are nonprofit community based healthcare providers that serve uninsured, Medicaid, Medicare, SCHIP, migrant, homeless, public housing and other public health patients. To the extent that hospitals have any primary care practices, including OB, consideration could be given to converting these to FQHC status.



# To be a qualified entity in the Federal Health Center Program, a hospital must:

- Offer services to all, regardless of the person's ability to pay
- Establish a sliding fee discount program
- Be a nonprofit or public organization
- Be community-based, with the majority of its governing board of directors composed of patients
- Serve a Medically Underserved Area or Population
- Provide comprehensive primary care services
- Have an ongoing quality assurance program

# Why Operate FQHC Clinics?

Operating FQHC clinics in high-need areas surrounding hospital systems is advantageous for access to care and financial sustainability

Hospital systems receive numerous benefits operating FQHC clinics:

## *Enhanced Reimbursements*

FQHCs receive enhanced reimbursement for treating Medicare and Medicaid patients, and that reimbursement is typically twice or three times the rate received by a hospital-based clinic or freestanding practice. Most FQHCs treat Medicare patients but it is not required.

## *Collaborative Relationships*

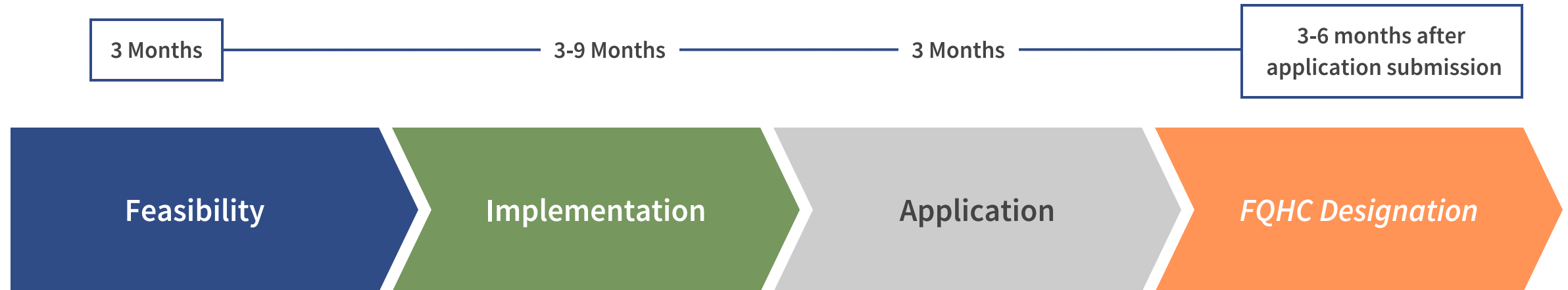
Hospitals and FQHCs can benefit both provider types by allocating scarce resources effectively and efficiently to lift the health status of a community and decrease hospital losses from avoidable ER visits.

## *Strategic Partnerships*

Hospitals can affiliate with FQHCs to help solve problems in access and payment and provide specialized, high-risk services such as obstetrics.

# The Path to Becoming an FQHC

Case Study: VIP Community Services



LAPA was able to secure an FQHC award for VIP Community Services by focusing on their primary target population and making the case that VIP was uniquely qualified to meet the needs of this underserved population.

LAPA works with you to strategize and implement.  
We don't just make the plan, we execute it!

**“The FQHC funding stream is the Federal Government’s version of General Operating Support. It represents \$650,000 annually in flexible funding as long as client enrollment is maintained.”**

**Laurence A. Pagnoni, MPA**

***Chairman, LAPA Fundraising***



# LAPA FQHC Consulting Process

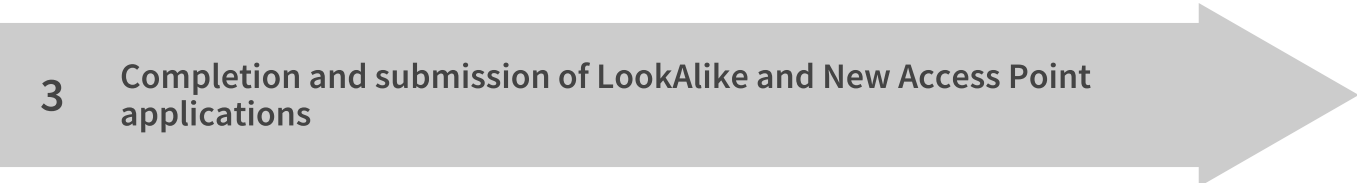
LAPA customizes our approach to fit your exact needs. We change direction if we think that would be more lucrative for you. We listen deeply to your experience and future aspirations and customize our scope of service to fit the culture of your organization.



**1** Feasibility study to determine path to FQHC designation and/or LookAlike status



**2** Implementation of feasibility study results to align your operations to FQHC requirements



**3** Completion and submission of LookAlike and New Access Point applications



**4** Implementation of additional FQHC requirements upon designation of FQHC or LookAlike status

# Return on Investment for LAPA Clients

For every dollar that clients have spent on LAPA's government grant services, they have secured \$27 in funding.



## Return on Investment

In the first year, LAPA has returned between \$14 and \$19 for every dollar LAPA clients spent with us for FQHC consulting Services.

By year five, this ROI grows from between \$70 and \$97 for every dollar spent on LAPA services.



## Transparency

LAPA is the only fundraising firm that publishes its client's return on investment from working with us. Our report cards are posted at the LAPA website under "Approach".



## Built to last

Working with LAPA to secure your FQHC designation provides reliable funding, year after year, and opens you up to an array of federal funding opportunities.

# Your LAPA Team



**Jessica Williams**  
Director of Grants



**Amy Jolin**  
Senior Development  
Counsel



**Perry Kaplan**  
Senior Grant Officer



**Stephanie Margolin**  
Senior Grants Officer



**Spence Halperin**  
Government Grants



**Marc Levin**  
Global Philanthropy



**Chris Lockhart**  
Senior Development  
Officer



**Philliber Research  
Associates**



**Malin Bergman, PhD**  
Senior Grants Officer

# Need Funding for your organization? Call LAPA Today

Here's a list of our former FQHC clients:





# What Drives LAPA Fundraising?

## We Are Experts in Projecting How Your Application Will Be Scored

The difference between a good grant and a great grant is often the difference between a few points in the scoring process. We know how to deliver that difference to you.

## We Are Healthcare Experts

LAPA's Senior Healthcare Team has not only studied the requirements for winning an application, but they have also run FQHC and related programs themselves.

## We Are Interventionists & Nimble

We seek a new dimension on performance while we customize our approach to fit your needs.

## We Value Deep & Sustained Partnerships

Since 1995, we seek to be seen as an indispensable extension of your staff & board.

## We Live by a Code of Ethics

As members of the Grant Professionals Association, the Association for Fundraising Professionals, and the American Prospect Research Association, we follow and adopt their code of ethics as our own.



# IT'S YOUR TURN NOW

May we set a time to talk? Contact our Director of Grants, Jessica Williams, MSW.

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