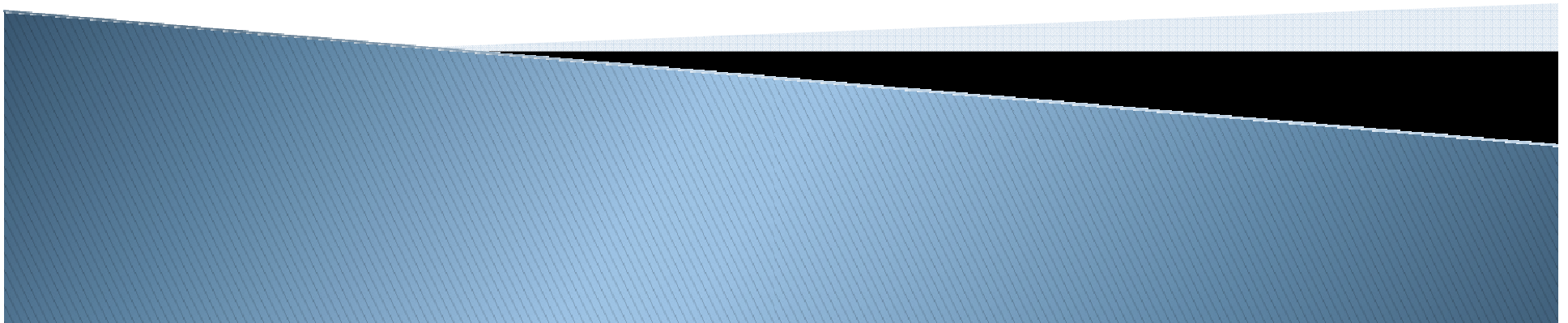


# Preparing a Competitive New Access Point (NAP) Application

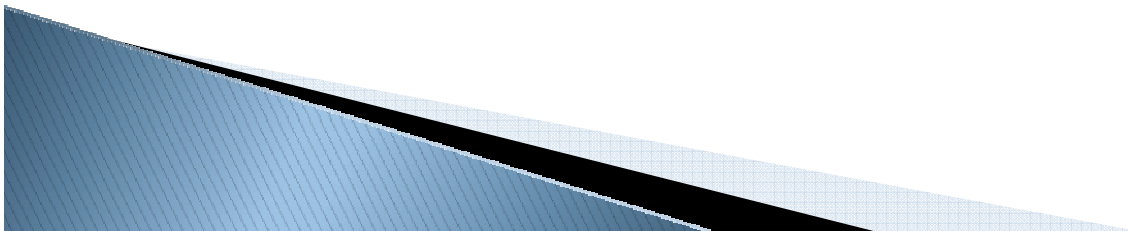
Friday, October 26, 2012  
1:15 PM – 2:45 PM

Suzanne Rossel, Consultant

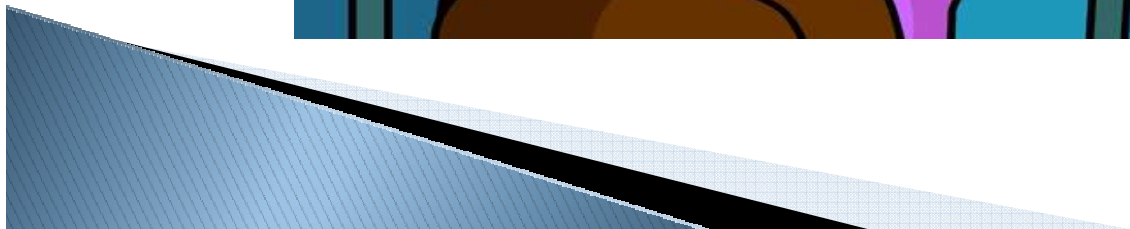


# Session Overview and Goal

- ▶ Outline general strategies for developing a competitive NAP application
- ▶ Discuss areas of the application that often present concerns
- ▶ Discuss resources to support your NAP application development



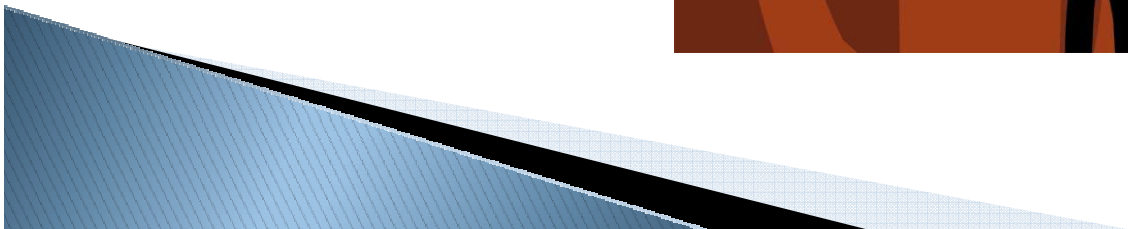
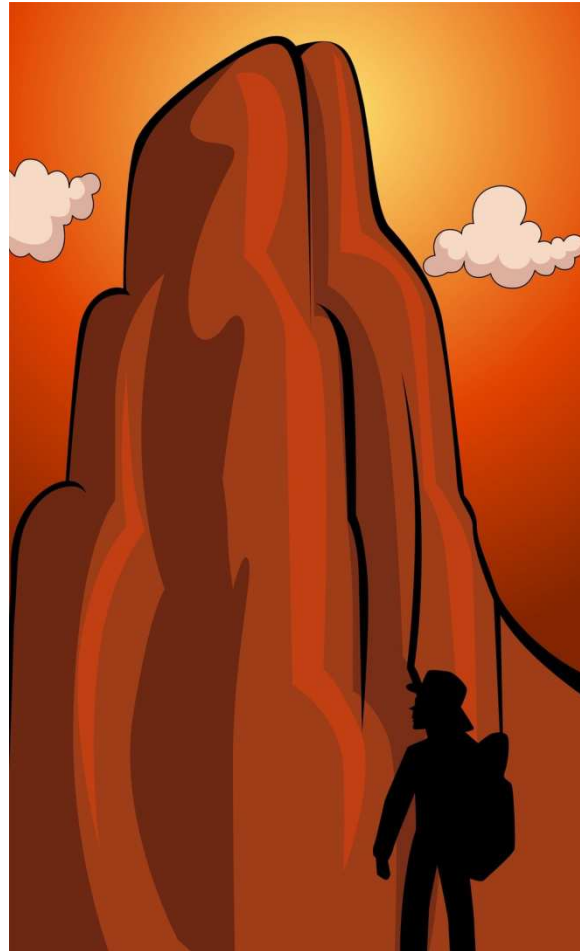
Becoming an Federally Qualified Health Center (FQHC) is a wonderful goal.



Achieving FQHC status can be a challenge.

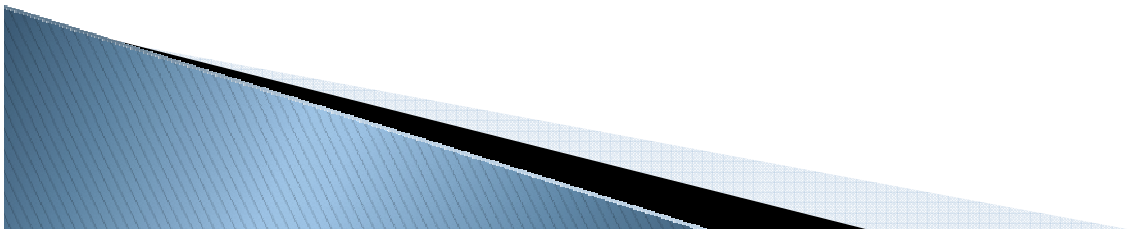


# Preparing for a NAP Application

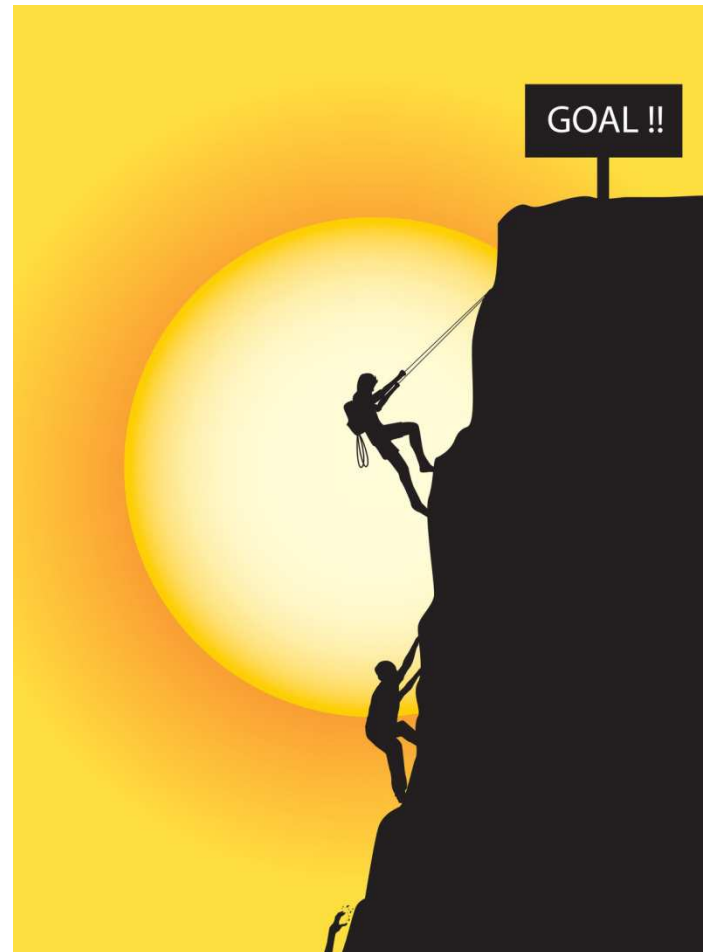


# Things you can do now:

- ▶ Develop work plan with defined roles, responsibilities and time frames
- ▶ Determine need for technical assistance/grant writing support
- ▶ Review the current NAP guidance and begin work on key components

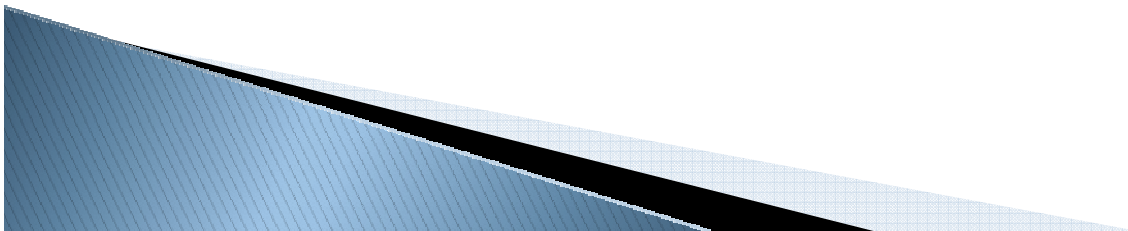


# When the NAP Guidance is Released:



# When the NAP Guidance is Released

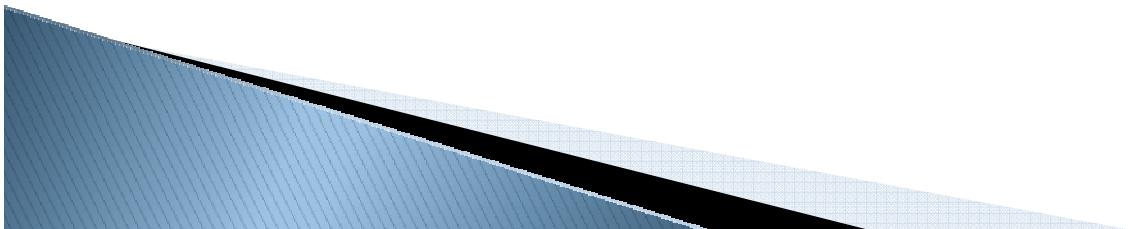
- ▶ Refine work plan, build in time for reviews, edits and rewrites
- ▶ Follow the points
- ▶ Remember the Health Resources and Services Administration's (HRSA's) 19 Program Requirements





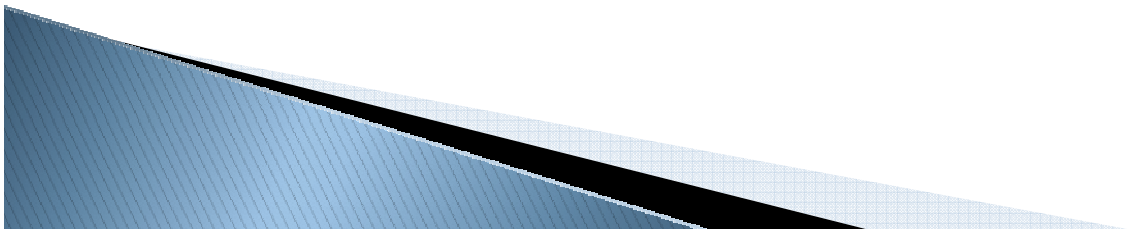
# The NAP Guidance

- ▶ The Proposal “Logic” Model
  - Need
  - Response
  - Collaboration
  - Evaluative Measures
  - Impact
  - Resources & Capabilities
  - Support Requested
  - Governance



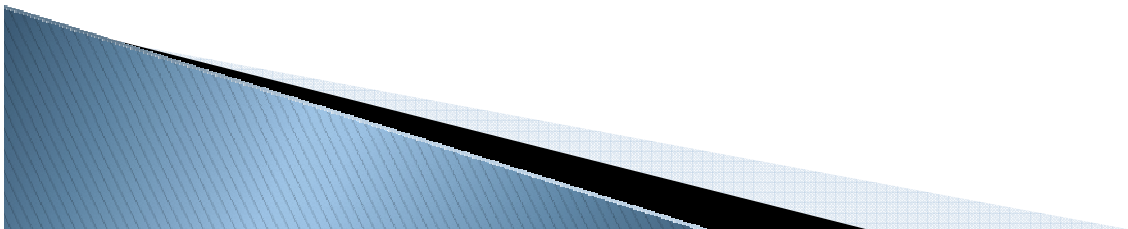
# Need—10 points narrative toward the total of 30 points

- ▶ The foundation:
  - *Information provided on need should serve as the basis for, and align with, the proposed activities and goals described in the clinical and performance measures and throughout the application.*
- ▶ Focus on the program:
  - Health Disparities
  - Gaps in Services/Providers
  - Barriers to Care
- ▶ Consider Special Populations



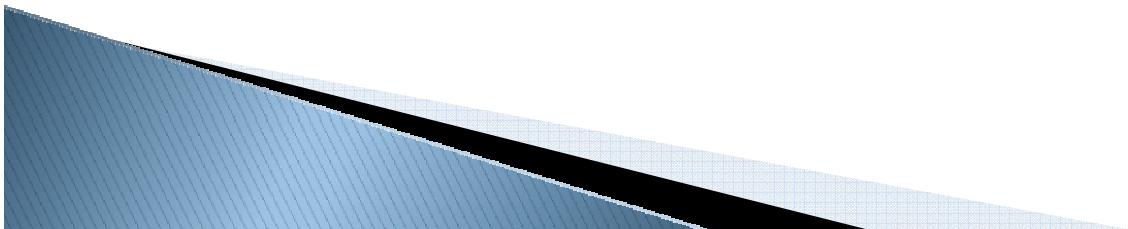
# Clinical and Financial Performance Measures—the health care and business plans

- ▶ Start early
- ▶ Involve key staff in a directed way
- ▶ Consider the factors carefully
- ▶ Link to Need and Response.



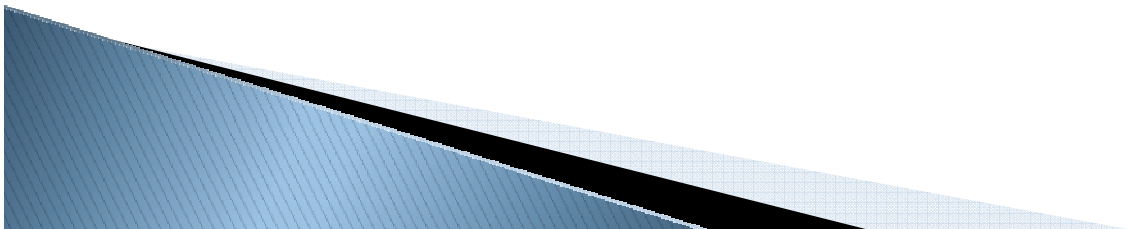
# Response—20 points

- ▶ What is your service delivery plan:
  - Responsive service delivery model, location, and hours
  - Appropriateness of services
    - Provision of required primary care (including oral and behavioral health) & enabling services
    - Approach to providing services—directly or through established written arrangement
    - Cultural competence
    - Continuity of care?



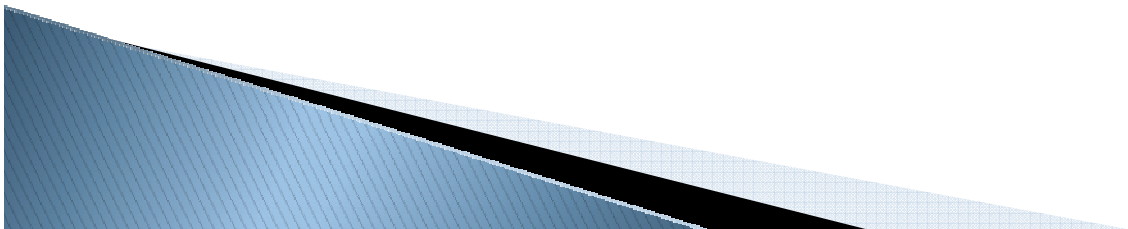
# Response

- ▶ What is your service delivery plan:
  - What is your clinical staffing plan
  - System for defining eligibility for patient discounts
  - Documented Board involvement in setting fees and discounts
  - Implementation Plan (to achieve goal of 120 days to be operational)
  - Quality improvement/quality assurance (QI/QA) and risk management
  - Board–approved policies and procedures?



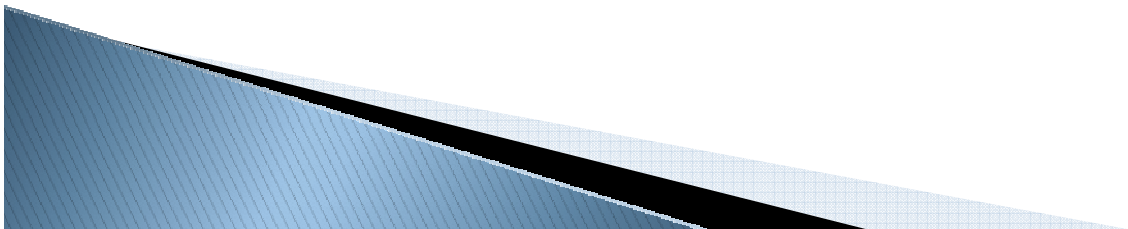
# Collaboration—10 Points

- ▶ Have you demonstrated your ability to leverage existing resources and work with other providers in the area
- ▶ Did you identify, as applicable, particular collaborations related to special populations and or specific needs of your target population
- ▶ Have you included targeted and specific letters of support?



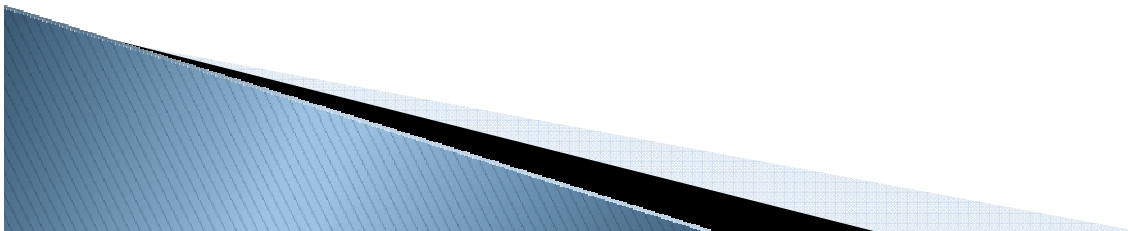
# Evaluative Measures—5 Points

- ▶ What is your strategic planning process
- ▶ How do you ensure organization wide clinical and business planning that includes measurable outcomes, program evaluation and continuous improvement
- ▶ Have you included time-framed and measurable clinical and financial goals
- ▶ Have you adequately addressed key contributing and restricting factors
- ▶ Do you have the staff to perform project evaluation?



# Impact—5 Points

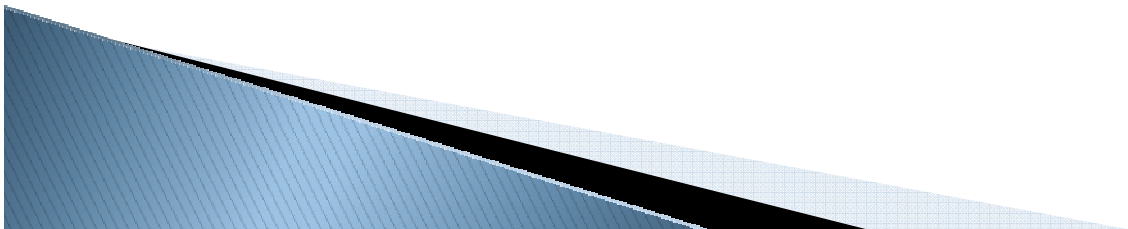
- ▶ Why are you right for “the job”
- ▶ Have you demonstrated you will impact health disparities and remain viable
- ▶ Did you respond to community/population’s needs
- ▶ Have you involved the community?





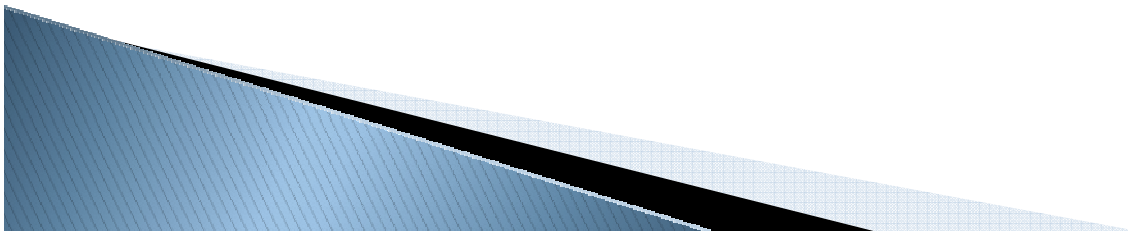
# Resources & Capabilities— 10 points

- ▶ How will you meet HRSA requirements relative to:
  - Organizational structure
  - Appropriate oversight
  - Fully staffed senior/leadership team
  - Financial management & systems in place
- ▶ How will ensure site will be operational
- ▶ How will you get and keep the providers and staff
  - Utilization projections are reasonable and can be served adequately.
- ▶ Appropriate financial management/oversight
- ▶ Do you have an Emergency/Disaster Plan?



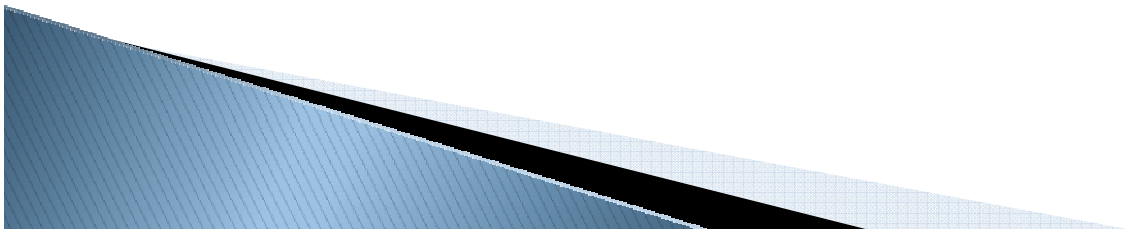
# Support Requested—10 points

- ▶ Does the budget makes sense—tie to *Need* and *Response*
- ▶ How reimbursement will be maximized
- ▶ How 330 funding will be leveraged?

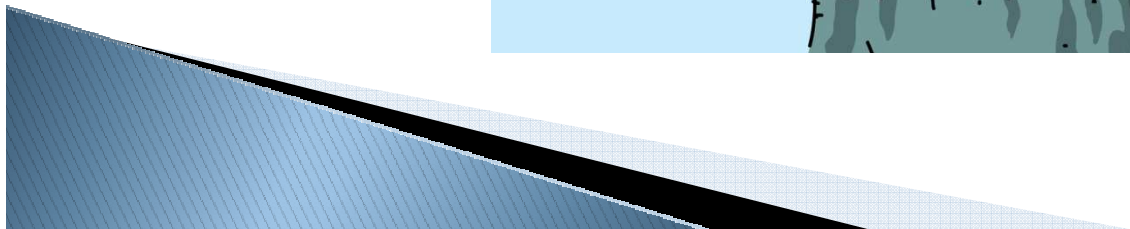


# Governance—10 points

- ▶ Bylaws demonstrate compliance
- ▶ Board structure and composition is compliant
- ▶ Effectiveness of the board
  - Training
  - Self-evaluation?



Much Success. NAP award is just the beginning!



# Resources & Support

- ▶ **CHCANYS:**

- Staff and Website: <http://chcanys.org/>
- Letter of support
- Access to select Need data

- ▶ **HRSA Web site:**

<http://bphc.hrsa.gov/technicalassistance/TAResources.aspx?Mode=SubTopicSubResource&STopic=Health Center Development>

- ▶ **NACHC:**

<http://iweb.nachc.com/Purchase/CatalogSearchResults.aspx?Option=2&Topic=community+development&ReturnPage=>

