



# DISCLAIMER:

This informational presentation is intended to increase provider awareness and to present suggestions to providers on how to obtain specific benefits related to Health Professional Shortage Area (HPSA) designations. The provider is responsible for verifying that all HPSA benefits applied for by the provider are received and that suggestions in this presentation apply to their situation. Unless you are the addressee of this informational presentation or any part thereof, or unless you are authorized to receive this informational presentation by HPSA Acumen, Inc., you shall not use, copy, print, or disclose to any third parties the contents of this presentation or the presentation itself.

HPSA Acumen, Inc., reserves the copyright on this material. HPSA Acumen, Inc., 2021©



# HPSA Acumen



## Health Professional Shortage Area Designations and Their Benefits

# Our Services



## Orchestrating Health Shortage Designations

HPSA

MUA & MUP

Rural Health Clinic

## Supporting Services

Benefits Support – shepherd clients’ constituents through all program benefits so they easily make full use of their shortage designation.

Bonus Billing – verify all HPSA bonuses were collected and shepherd clients through the process of acquiring uncollected bonuses.

## Shortage Analysis

Community Health Needs Assessment

VITALS - Physician & Mid-level Staff Development Plan

Gero-Psychiatry Network Assessment

# Some of Our Clients



Carolina's HealthCare System



KALEIDA  
HEALTH







# HPSA Overview

# What is a HPSA?



## Health Professional Shortage Area

- Federal program to attract, recruit, and retain physicians



# Three Categories of HPSAs



- Primary Care
- Mental Health
- Dental Health



# Types of HPSAs



Each category of HPSA has five types:

1. Geographic
2. Low Income Population
3. Specialty Population:
  - Migrant Workers; Medicaid; Medically Indigent
4. Facility:
  - RHC, FQHC (CHC), Prisons
5. Governors HPSA

# The Benefits



Each HPSA Designation provides:

1. Student Loan Forgiveness
2. J-1 Visa Waivers
3. NHSC Workers
4. Grants
5. RHC





# The Ultimate Benefit



- The Geographic HPSA - and **only** the Geographic HPSA - provides a 10% Medicare bonus.

Bonus Rates



# NHSC Awards



Up to \$50,000 in  
return for a 2-year  
service commitment

Continuation  
Contracts – Up to  
\$360,000 over 16  
years

IF \$50,000 covers all  
outstanding loans,  
contract with NHSC  
ends after 2-years

# NHSC Specialties



Primary Care Medical	Dental Care	Behavioral/Mental Health
<ul style="list-style-type: none"><li>• Physicians (MD/DO)<ul style="list-style-type: none"><li>• Family Medicine</li><li>• General Internal Medicine</li><li>• General Pediatrics</li><li>• Obstetrics/Gynecology</li><li>• Geriatrics</li></ul></li><li>• Physician Assistants (PA) and Nurse Practitioners (NP)<ul style="list-style-type: none"><li>• Adult</li><li>• Family</li><li>• Pediatric</li><li>• Women's Health</li><li>• Geriatrics</li></ul></li><li>• Certified Nurse-Midwives (CNM)</li></ul>	<ul style="list-style-type: none"><li>• Doctor of Dental Surgery (DDS)</li><li>• Doctor of Medicine in Dentistry (DMD)<ul style="list-style-type: none"><li>• General Dentistry</li><li>• Pediatric Dentistry</li></ul></li><li>• Dental Hygienists</li></ul>	<ul style="list-style-type: none"><li>• Physicians (MD, DO)<ul style="list-style-type: none"><li>• Psychiatry</li></ul></li><li>• Health Services Psychologists (HSP)</li><li>• Licensed Clinical Social Workers (LCSW)</li><li>• Psychiatric Nurse Specialists (PNS)</li><li>• Marriage and Family Therapists (MFT)</li><li>• Licensed Professional Counselors (LPC)</li><li>• Nurse Practitioners (NP)*</li><li>• Physician Assistants (PA)*</li></ul>

# NHSC Eligibility Requirements



## Hours

- Work at least 40 hours per week
- Minimum of 45 weeks per year
- May be compressed into 4 days not to exceed 12 hours of work w/in any 24 hour period.
- Maximum of 8 hours for clinical-related administrative duties

## Time-Off

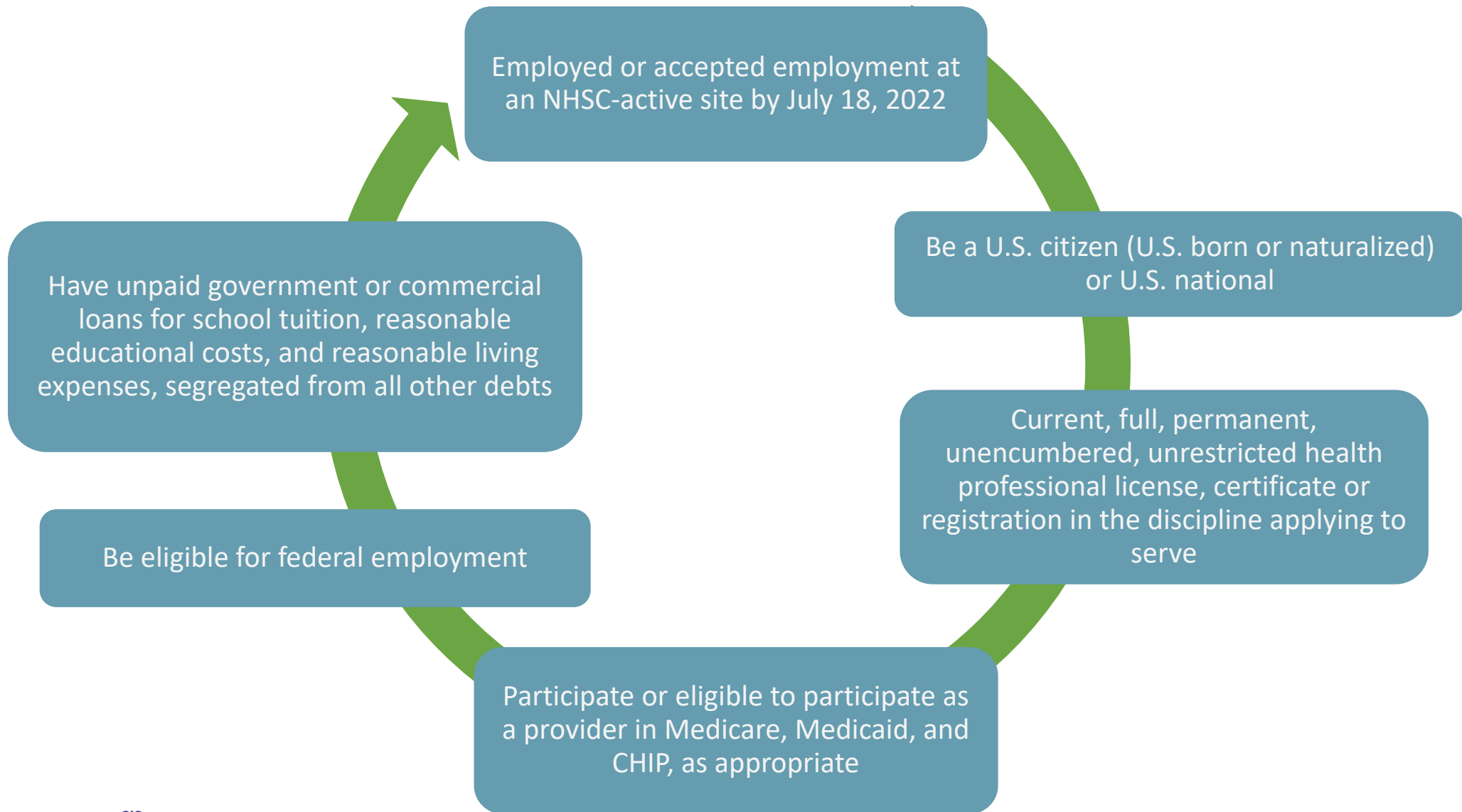
- Up to 7 weeks (35 workdays per year)
- Vacation
- Illness
- Maternity/Paternity
- Adoption
- Holidays
- Continuing Education

## Suspensions

- Extends contract
- Medical/Personal leave
- Maternity/Paternity Leave
- Adoption Leave
- Armed Forces Active Duty

\*Employees working 37.5/weekly with 30 min. lunch everyday qualify as full time. (2.5 hours/wk allotted for lunches)

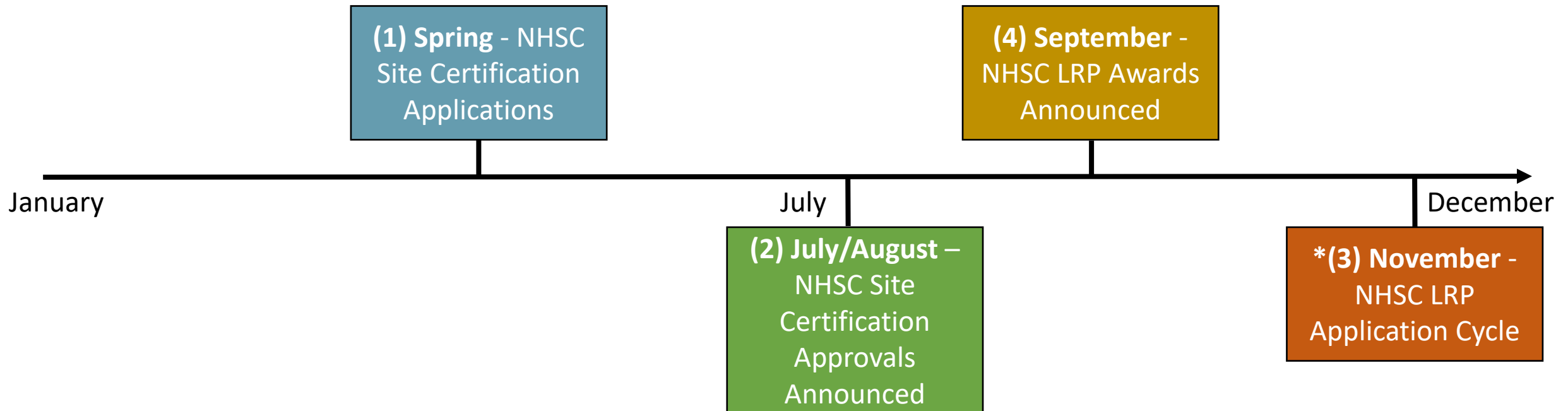
# NHSC Eligibility Requirements







## 2022 NHSC Timeline



\* NHSC opened their 2022 award cycle early in November this year. We do not know if this is a permanent change. In years' past the cycle typically opened in February/March.

# NHSC Loan Repayment Program



## Sites Eligible For Loan Repayment

1. Private practices and group practices
2. Rural health clinics (RHCs)
3. Federally Qualified Health Care Centers (FQHCs)
4. American Indian Health facilities, including Indian Health Service (IHS)  
Hospitals with outpatient clinics
5. FQHC look-alikes
6. State or federal correctional sites
7. Community Health Centers
8. State or local health departments
9. Community outpatient sites
10. School-based clinics
11. Mobile units and free clinics
12. Critical Access Hospitals with outpatient clinics

Eligible sites are those that provide outpatient, ambulatory primary care, mental, or dental services in a HPSA



# NHSC Loan Repayment Program



## Sites Not Eligible For Loan Repayment

- The following are not eligible NHSC service sites, even if they are located in a HPSA:
  - County and local prisons
  - Other inpatient facilities
  - Inpatient hospitals (except for CAHs)
- CAH providers must spend at least 16 hours/week of their full-time obligation in a hospital-affiliated outpatient clinic. The outpatient site must be NHSC certified.



# Overview of Nurse Corps LRP



## Award Information

- Up to 60% of debt repaid
- 2 year commitment
- Renewable for a 3<sup>rd</sup> year for an additional 25%
- Payments made monthly



## Eligible Professions

- Registered Nurses
- Nurse Practitioners
- Certified Nurse Midwives
- Clinical Nurse Specialist
- Certified Nurse Anesthetist
- Nurse Faculty



## Eligible Site Definition

- A public or private health care facility located in, designated as, or serving a Health Professional Shortage Area (HPSA).

# Nurse Corps Eligible Site Types



Public or Private Hospitals  
Disproportionate Share Hospitals  
FQHCs  
Rural Health Clinics  
Nurse-Managed Health Clinics/Centers  
Native Hawaiian Health Centers

Community Mental Health Centers  
Urgent Care Centers  
Ambulatory Surgical Centers  
Small Rural Hospitals (including CAHs)  
American Indian Health Facilities

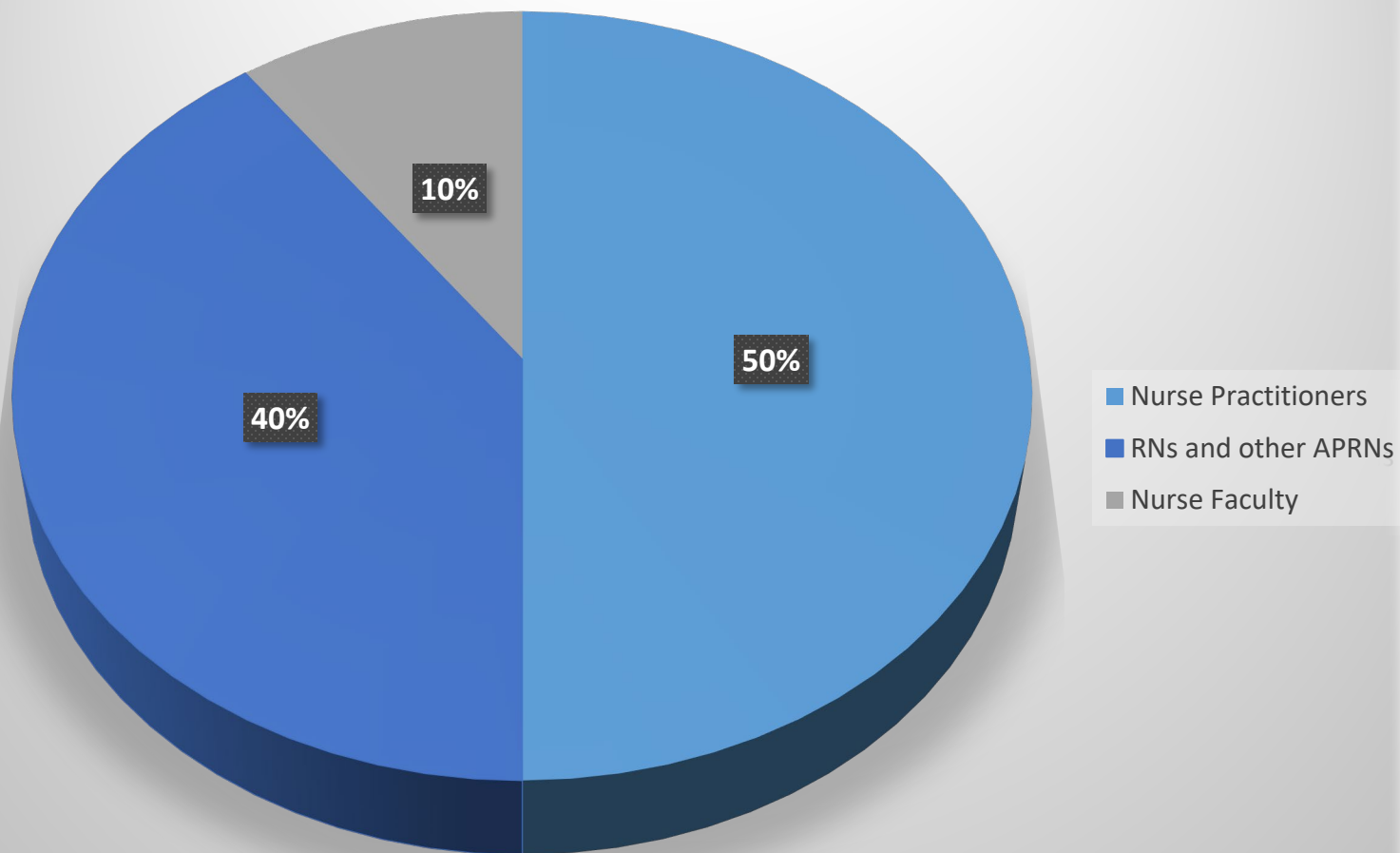
Home Health Agencies  
Free and Charitable Clinics  
Hospice (Home, Outpatient or short-term Inpatient)  
End Stage Renal Disease Dialysis  
State or Local Health Departments  
Residential Nursing Homes



# Nurse Corps LRP Selection Process



## 2021 Funding Delegation



## FUNDING ALLOCATION

★ There was \$5 million set aside for Women's Health NPs, CNMs, and certified OB/GYN RNs working in an OB/GYN setting

Psychiatric NP's – up to 20%

Other NP's – up to 30%

RNs in DSH – up to 15%  
RNs in other CSF – up to 25%

Nurse Faculty – up to 10%

# Nurse Corps LRP Selection Process



100% or greater debt-to-salary ratio with a Primary Care or Mental Health HPSA score of 25-14

<100% debt-to-salary ratio with a Primary Care or Mental Health HPSA score of 25-14

100% or greater debt-to-salary ratio with a Primary Care or Mental Health HPSA score of 13-0

<100% HPSA score of 13-0



## Your Primary Care HPSA Status



Find Health Care ▾

Data ▾

Maps ▾

Tools ▾

Topics ▾

Help ▾

[Home](#) › [Tools](#) › [Find Shortage Areas](#) › **Find Shortage Areas by Address**

# Find Shortage Areas by Address

Enter an address to determine whether it is located in a shortage area: HPSA Geographic, HPSA Geographic High Needs, or Population Group HPSA or an MUA/P.

**Note:** This search will not identify facility HPSAs. To find these HPSAs, use the [HPSA Find](#) tool.

## Search Criteria

Please provide a street address, city, and state **or** a street address and ZIP Code.

Street Address:

City:

State/Territory:

ZIP Code:

**Standardized address**

4100 State Highway 66, Stevens Point, Wisconsin, 54482

[+] More about this address

**In a Dental Health HPSA:** ✓ Yes

**HPSA Name:** LI-Portage County

**ID:** 6558001139

**Designation Type:** HPSA Population

**Status:** Proposed For Withdrawal

**Score:** 13

**Designation Date:** 09/20/2017

**Last Update Date:** 09/10/2021

**In a Mental Health HPSA:** ✓ Yes

**HPSA Name:** LI-Portage County

**ID:** 7557183618

**Designation Type:** HPSA Population

**Status:** Proposed For Withdrawal

**Score:** 16

**Designation Date:** 05/13/2019

**Last Update Date:** 09/10/2021

**In a Primary Care HPSA:** ✓ Yes

**HPSA Name:** LI-Portage County

**ID:** 1551828837

**Designation Type:** HPSA Population

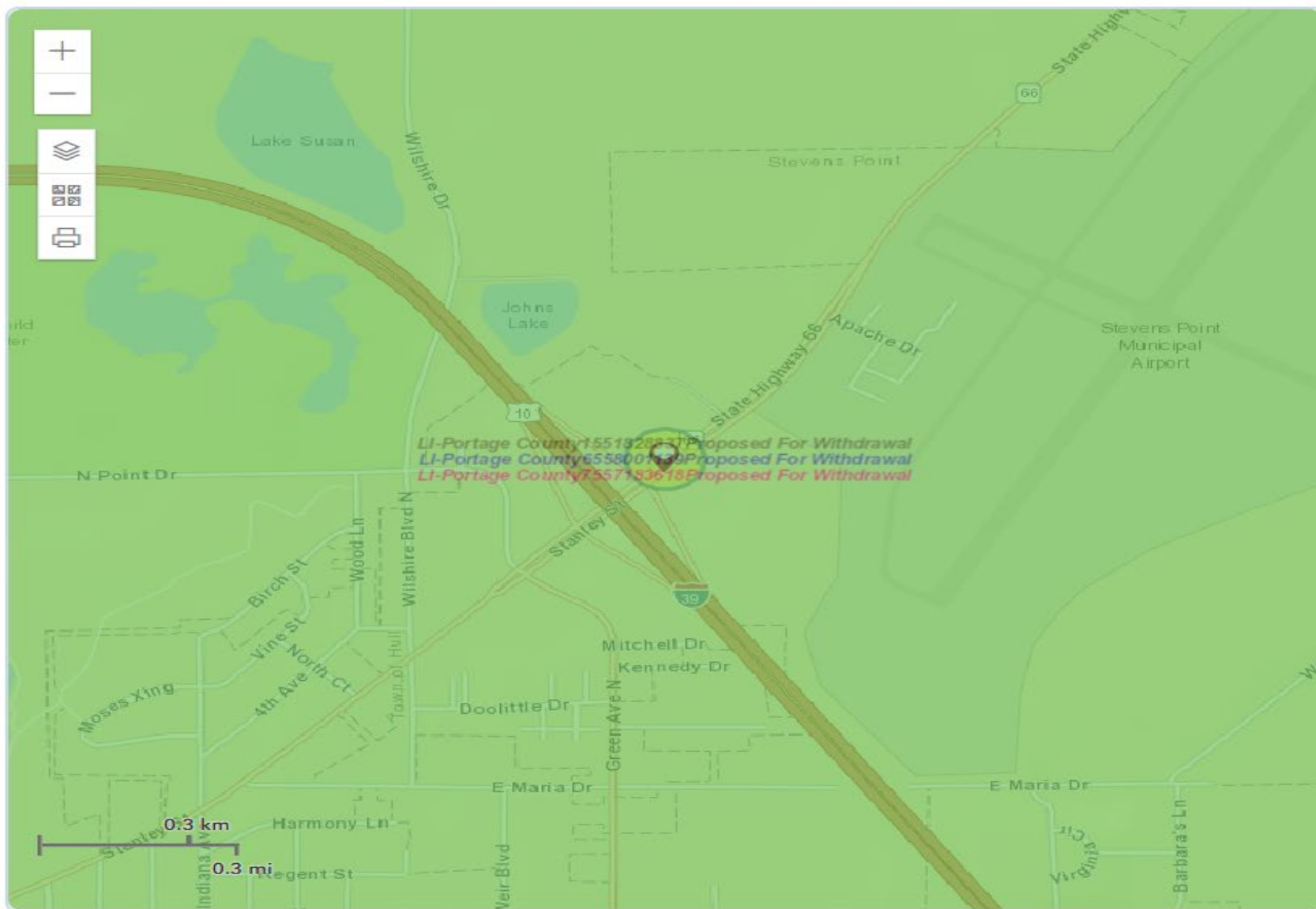
**Status:** Proposed For Withdrawal

**Score:** 9

**Designation Date:** 10/27/2017

**Last Update Date:** 09/10/2021

**In a MUA/P:** ✗ No



**Note:** The address you entered is geocoded and then compared against the HPSA and MUA/P data in data.HRSA.gov. Due to geoprocessing limitations, the designation cannot be guaranteed to be 100% accurate and does not constitute an official determination.



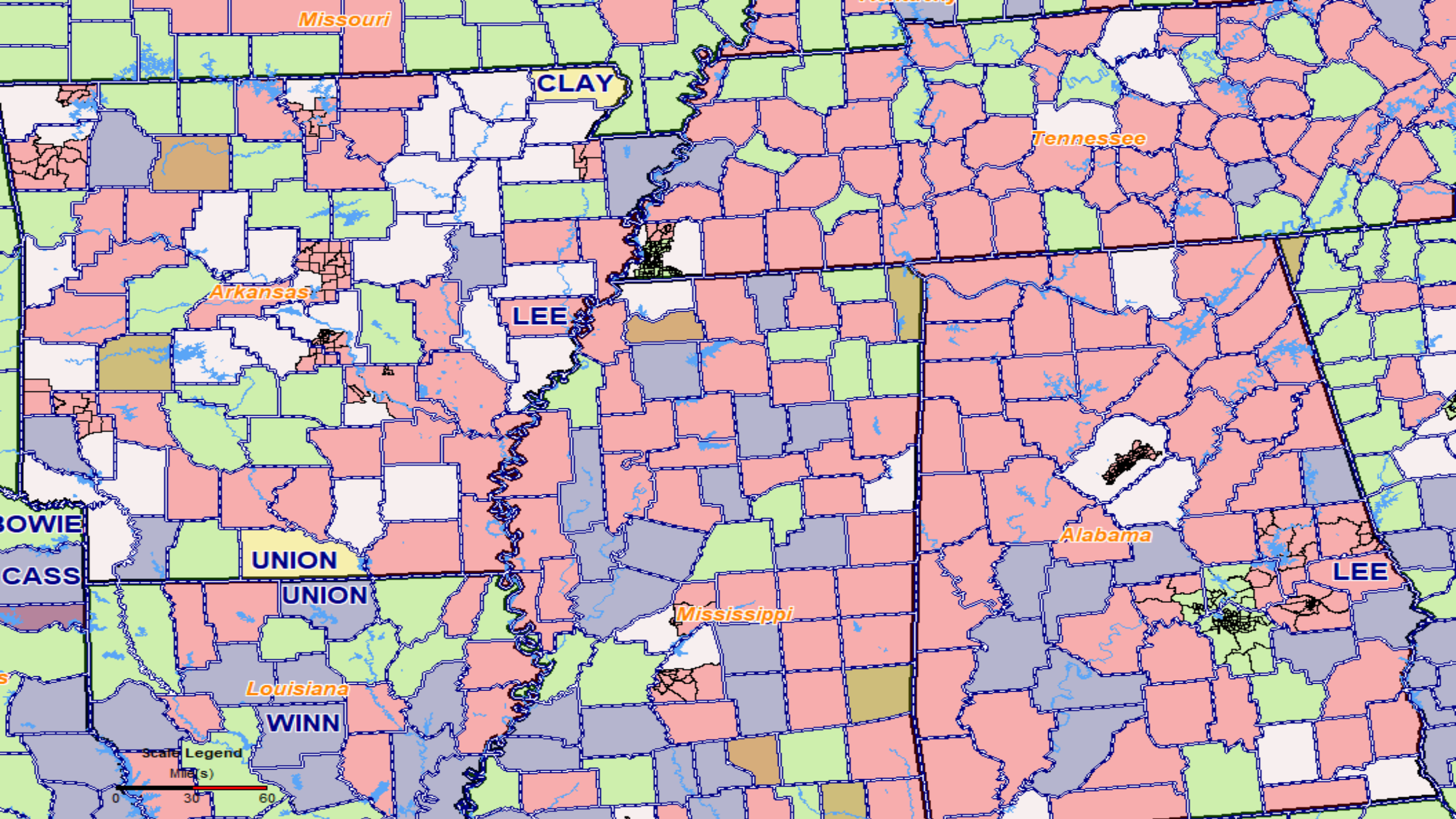
## Shortage Designations

### Health Professional Shortage Areas

Primary Care	<b>YES</b>	<ul style="list-style-type: none"><li>• Name: LI-Portage County</li><li>• Date of Designation: October 27, 2017</li><li>• Last Update: September 10, 2021</li></ul>
Dental Care	<b>YES</b>	<ul style="list-style-type: none"><li>• Name: LI-Portage County</li><li>• Date of Designation: September 20, 2017</li><li>• Last Update: September 10, 2021</li></ul>
Mental Health	<b>YES</b>	<ul style="list-style-type: none"><li>• Name: LI-Portage County</li><li>• Date of Designation: May 13, 2019</li><li>• Last Update: September 10, 2021</li></ul>

### Medically Underserved Areas/Populations

Medically Underserved Area (MUA)	<b>NO</b>
Medically Underserved Population (MUP)	<b>NO</b>
Medically Underserved Area - Governor's Exception (MUA-GE)	<b>NO</b>
Medically Underserved Population - Governor's Exception (MUP-GE)	<b>NO</b>



Missouri

CLAY

Tennessee

Arkansas

LEE

BOWIE

CASS

UNION

UNION

Alabama

LEE

Mississippi

Louisiana

WINN

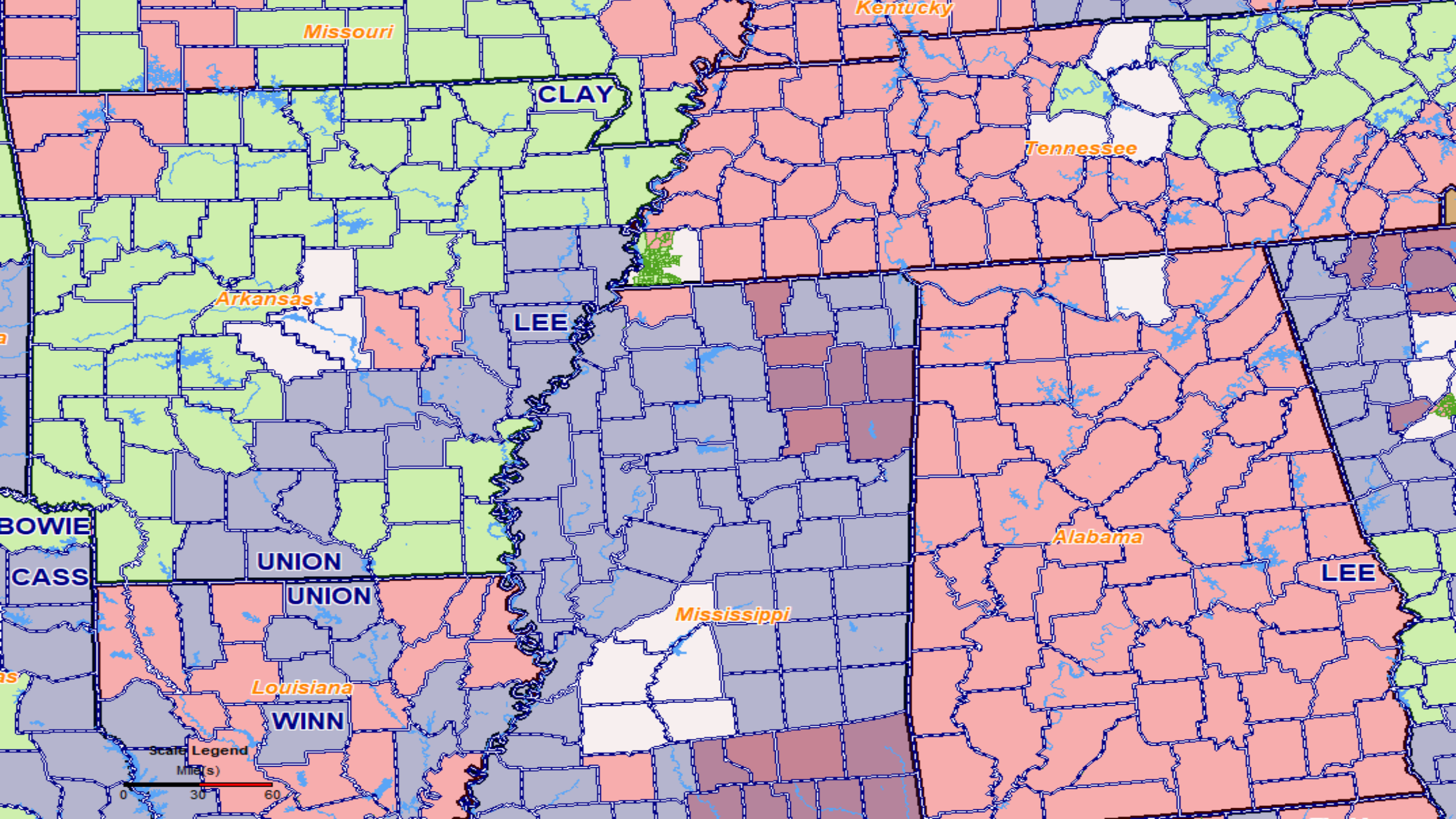
Scale Legend

(miles)

0 30 60



## Your Mental HPSA Status



Missouri

Kentucky

CLAY

Tennessee

Arkansas

LEE

BOWIE

Alabama

CASS

UNION

LEE

UNION

Mississippi

Louisiana

WINN

Scale Legend

Miles

0 30 60



## J-1 and H-1B Recruitment



# J-1 and H-1B Recruitment



- Easy to obtain J-1 and H-1B Visa Waiver Physicians
  - J-1s are obtained through the State Conrad 30 Program
1. This opens door to highly qualified physicians that would like to remain in the country.
  2. This includes specialists - 10 out of 30 annual visa waivers are available for specialists.







# Grant Opportunities

# Grants Opportunities



- Residency, Pre-Doctoral, Podiatric Residency, Graduate Training, Faculty Development
- Grants for Physician Assistant and Nursing Programs, Dentistry, and Mental Health
- Allied health related grants
- Special project related grants, etc.
- Faculty Training Projects in Geriatric Medicine



# Grants Opportunities



- Mental Health Clinical and AIDS Service-Related Training Grants
- SAMHSA - Grants to improve the quality and availability of substance abuse prevention, alcohol and drug addiction treatment, and mental health services.



© Can Stock Photo - csp11801229

# Grants Opportunities



- Health Administration Traineeships
- Grants to improve resource coordination and development of Primary Care Offices
- Grants for facilities to improve the health status of minority populations





# Rural Health Clinic Placement



# Rural Health Clinics



- A Rural Health Clinic grants you heightened Medicaid and Medicare reimbursement
- Provider-Based type RHCs are reimbursed based on cost
- National Average Payment anywhere from \$245/visit for Provider-Base RHC
- Independent type RHCs pay enhanced Medicare reimbursement rates for PAs and NPs up to \$113 as of January 2022
- Non-profit RHCs are eligible for facility HPSA designations which often score higher than other HPSA types. This allows them to be more competitive for federal loan repayment programs (NHSC and Nurse Corps)







# Grant Opportunities

# Grants Opportunities



- Residency, Pre-Doctoral, Podiatric Residency, Graduate Training, Faculty Development
- Grants for Physician Assistant and Nursing Programs, Dentistry, and Mental Health
- Allied health related grants
- Special project related grants, etc.
- Faculty Training Projects in Geriatric Medicine





# Overview of Our Services



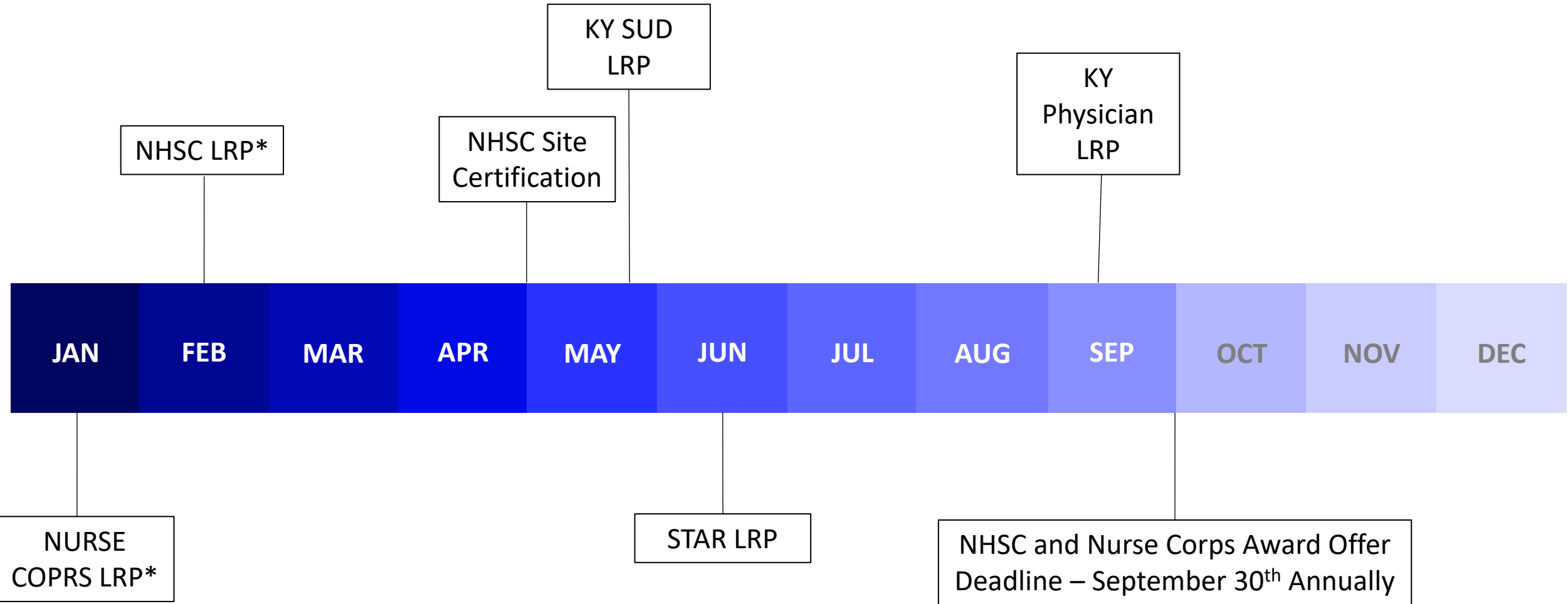
# HPSA Benefit Support



1. Create marketing materials for available programs
2. Create a webpage as an online resource of available programs and HPSA Acumen contact information
3. Coaching and guidance for the providers interested in/applying for loan repayment programs
4. Walk sites through approval process to gain federal recognition for loan repayment
5. Track all HPSA designations and site approvals to make sure all renewals are accomplished in a timely manor
6. Support clients questions on all HPSA benefits
7. Prospect for tailored grant leads on a routine basis



# Programs Timeline for 2022



\*The NHSC and Nurse Corps LRP's both opened their 2022 application cycles early in November 2021



# LRP Marketing Material



## Do you have unpaid nursing educational debt?

Are you an RN, NP, CNM, CNS, CNRA, or Nurse Faculty Member?

### ELIGIBILITY REQUIREMENTS

- Be fully licensed
- Completed training
- Employed full-time at an eligible site
- Be a U.S. Citizen, U.S. National, or Permanent Resident
- Have educational loans that are purely educational and not consolidated with other kinds of debt
- Completed a nursing degree program at an accredited nursing school for which your loan balance applies
- No judgment liens from federal debt
- No existing service obligation
- No defaults on federal payment obligations

### WHY ARE THESE BENEFITS AVAILABLE

These benefits are a part of an effort to attract and retain talent. The program is dedicated to supporting you and helping you repay your educational debt. Loan repayment is just one benefit that makes healthcare possible in our community.

DISCLAIMER: This informational handout is intended to increase provider awareness of HPSA Acumen Inc. and its services. It is not intended to constitute an offer of any financial product or any part thereof, or unless you are authorized to do so, to solicit the purchase of any financial product. HPSA Acumen Inc. does not disclose to any third parties the contents of this handout or the handout itself.

## NURSE CORPS LOAN REPAYMENT PROGRAM

**AWARDS UP TO 85% OF YOUR EDUCATIONAL DEBT**

Applications are funded primarily based on a debt-to-income ratio. Although the majority of funding is reserved for Nurse Practitioners, all nurses with a greater nursing educational debt than annual income are encouraged to apply.

**Guidelines**  
<https://tinyurl.com/y3fove2b>

**Application**  
<https://tinyurl.com/vaq84u9>

If you need help, we have an advocate available for you.

**HPSA Acumen, Inc.**  
 (716) 483-0888 ext 206  
 Support@HPSA.us  
<https://calendly.com/hpsabenefits>

Nurse Corps is a federally funded program that awards scholarships and loan repayment to nurses in exchange for a minimum service commitment of two years at a facility experiencing a critical shortage of nurses. By supporting these nurses, Nurse Corps builds healthier communities across the country.

APPLICATIONS ARE DUE BY:  
**February 25, 2021**  
 @ 7:30 p.m. ET



## JOINT TOWNSHIP DISTRICT MEMORIAL HOSPITAL TRULY APPRECIATES WORKING WITH YOU

### PROVIDER ELIGIBILITY

- MD/DOs currently practicing or in final year of training
- Providing primary care (FP, IM, PED, Adolescent Med, OB/GYN, Geriatric, Psychiatry)

### AWARDS INFORMATION

- Awards up to \$50,000 for a full-time 2-year service commitment
- Can apply for full-time or part-time contracts
- 1-year contract extensions are available for an additional 2 years

### WHY ARE THESE BENEFITS AVAILABLE

These benefits are part of an effort to attract and retain talent. The program is dedicated to supporting you and helping you repay your educational debt. Loan repayment is just one benefit that makes healthcare possible in our community.

DISCLAIMER: This informational handout is intended to increase provider awareness of HPSA Acumen Inc. and its services. It is not intended to constitute an offer of any financial product or any part thereof, or unless you are authorized to do so, to solicit the purchase of any financial product. HPSA Acumen Inc. does not disclose to any third parties the contents of this handout or the handout itself.



## OHIO PHYSICIAN LOAN REPAYMENT PROGRAM

### PURPOSE

Loan repayment programs for certain health care professionals were created to assist communities and practice sites located in underserved areas of Ohio to recruit primary care, dental and/or mental health professionals to provide services to the residents of the area. In addition, the programs assist primary care physicians, mental health providers and dental professionals who are dedicated to working with the underserved in Ohio to repay health professional training loans. Retention of providers in the underserved community is the primary goal of the programs.

Total award amounts are up to \$50,000 in return for 2-year service commitment

### STEP-1

Review the Eligibility Guidelines



### STEP-2

Complete the Online Application



### STEP-3

If you need help, we have an advocate available for you.

**HPSA Acumen**  
 (716) 483-0888 ext. 206  
 Support@HPSA.us  
<https://calendly.com/hpsabenefits>

### 2021 IMPORTANT DATES

Application Open Date: November 2021

Application Close Date: December 2021





# Loan Repayment Flyers



## NURSE CORPS LOAN REPAYMENT PROGRAM

**WHY ARE THESE BENEFITS AVAILABLE?**

These benefits are part of an effort to attract and retain healthcare practitioners in your area. Mercy Health St. Rita's Medical Center is dedicated to supporting you and helping you to maximize your chances of being awarded loan repayment benefits. Loan repayment is just one benefit that acknowledges you as the driving force that makes healthcare possible in our community.

Review the Program Guidelines

<https://tinyurl.com/ch8u8mtx>

Complete the Online Application

<https://tinyurl.com/2mryhyad>

Advocates are available!

HPSA Acumen, Inc.  
(716) 483-0888 ext. 206  
Support@hpsa.us

<https://calendly.com/hpsabenefits>

One-on-one assistance available!

**AWARDS UP TO 85% OF YOUR EDUCATIONAL DEBT**

**APPLICATION DEADLINE EXTENDED TO:**

**JANUARY 27, BY 7:30 PM ET**

## OHIO PHYSICIAN LOAN REPAYMENT PROGRAM

Award amounts up to \$50,000 in return for 2-year service commitment

APPLICATION DEADLINE: TBD

**If you need help, we have complimentary support services available to you:**

HPSA Acumen, Inc.  
716-483-0888 ext. 206  
Support@HPSA.us  
<https://calendly.com/hpsabenefits>

**Why are these benefits available?**

Loan Repayment Programs are a way for federal and state governments to help attract and retain healthcare clinicians to areas with worker shortages. Navarro Regional Hospital recognizes the value these programs can bring to their employees and has chosen to also provide you with one-on-one support throughout the application process. If you would like assistance or have questions, advisors are a phone call away. It is our hope that helping to alleviate the burden of student loans will allow healthcare clinicians to focus on what you do best – provide exceptional care for our community.

Review the Eligibility Guidelines

<https://tinyurl.com/zsefgfus>

Complete the Online Application

<https://tinyurl.com/3msxa426>

# Quick Reference Guide



**MERCY HEALTH - WILLARD HOSPITAL**  
 HPSA Benefit Support – Quick Reference Guide

**2022 BENEFITS SUPPORT SUMMARY**

HPSA ACUMEN INC BENEFITS SUPPORT  
 support@hpsa.us  
 716.483.0888  
 PO Box 274 • Jamestown, NY 14702-0274

**SUMMARY**

back point of reference regarding your negotiations and the benefits they afford. We'll assist you in maximizing the utility of your program with your administrative team and assist in the process.

is a list of the designations in your area. It also includes a list of facilities and breaks down the designations by site location.

with:

grant programs and furnishing leads

the alignment process in order to provide information to employees

ing providers through the various

where the opportunities with current and

Recruitment - Assisting state regulations for recruiting foreign physicians & quarterbacking the alignment process.

**PRIMARY CARE COUNTY HPSA SCORES**

Rural Status	Designation	Update Date	Benefits Available
Rural	10/26/2002	9/13/2021	Federal Loan Repayment (NHSC/Nurse Corps)   State Loan Repayment   Advanced Consideration for grant funding   J-1 Visa Waiver physician recruitment.
Non-Rural	9/30/2004	9/13/2021	Federal Loan Repayment (NHSC/Nurse Corps)   State Loan Repayment   Advanced Consideration for grant funding   J-1 Visa Waiver physician recruitment.
Rural	3/25/2011	9/13/2021	Federal Loan Repayment (NHSC/Nurse Corps)   State Loan Repayment   Advanced Consideration for grant funding   J-1 Visa Waiver physician recruitment.
Rural	10/16/2007	9/13/2021	Federal Loan Repayment (NHSC/Nurse Corps)   State Loan Repayment   Advanced Consideration for grant funding   J-1 Visa Waiver physician recruitment.
Non-Rural	10/26/2002	9/13/2021	Federal Loan Repayment (NHSC/Nurse Corps)   State Loan Repayment   Advanced Consideration for grant funding   J-1 Visa Waiver physician recruitment.
Non-Rural	4/4/1985	9/13/2021	100% Medicare Bonus   Federal Loan Repayment (NHSC/Nurse Corps)   State Loan Repayment   Advanced Consideration for grant funding   J-1 Visa Waiver physician recruitment.
Rural	4/30/2012	9/13/2021	Federal Loan Repayment (NHSC/Nurse Corps)   State Loan Repayment   Advanced Consideration for grant funding   J-1 Visa Waiver physician recruitment.

**PRIMARY CARE COUNTY HPSA MAP**

Map showing HPSA designations in Ashland County, NY, including locations like Erie, Huron, Lorain, Ashland, and Richland.

**AVAILABLE PROGRAMS**

In a federally designated Health Professional Shortage Area (HPSA) program listed, contact your HPSA Acumen Benefits Support at support@hpsa.us.

**GRAM (OPLRP)**

able

In Family Practice, General Internal Medicine, General Pediatrics, Adolescent and Adult Geriatric, Geriatric.

Area or Health Resource Shortage Area and services in an ambulatory setting (excluding direct patient care) to determine their eligibility.

increments

Health

Seneca, Yates and Delaware County areas.

**TIMELINE**

Payment Program\*

etermine benefits available to each.

**Payment Program (OPLRP)\***

etermine benefits available to each.

been disclosed whether this timeline change will be permanent moving forward. November 9, 2021 through January 15, 2022, HPSA Acumen will provide that opens application cycles in even years. The next anticipated application

**HPSA ACUMEN**

1997 when Marijka E. Lampard, founder and CEO, completed her first HPSA for a rural hospital in Westerlo, NY. It was apparent to her that she needed help with the process due to the complexity of the process.

data management, knowledge of the process of acquiring physician data. This is a critical component to our success.

ing. In order to meet your needs, we offer a variety of services:

- Designations (HPSA)
- Recruitment (MUA)
- Benefits (CHNA or CNA)
- Compliance (ACA)
- Financial (ACA)
- Legal (ACA)
- Marketing (ACA)
- Operations (ACA)
- Quality (ACA)
- Regulatory (ACA)
- Technology (ACA)
- Training (ACA)
- Vendor Management (ACA)
- Workforce (ACA)

# Questions?



# HPSA Acumen

JOS@HPSA.US

(716) 483-0888 ext. 202

DISCLAIMER: This informational presentation is intended to increase provider awareness and to present suggestions to providers on how to obtain specific benefits related to Health Professional Shortage Area (HPSA) designations. The provider is responsible for verifying that all HPSA benefits applied for by the provider are received and that suggestions in this presentation apply to their situation. Unless you are the addressee of this informational presentation or any part thereof, or unless you are authorized to receive this informational presentation by HPSA Acumen, Inc., you shall not use, copy, print, or disclose to any third parties the contents of this presentation or the presentation itself.

HPSA Acumen, Inc., reserves the copyright on this material. HPSA Acumen, Inc., 2021©