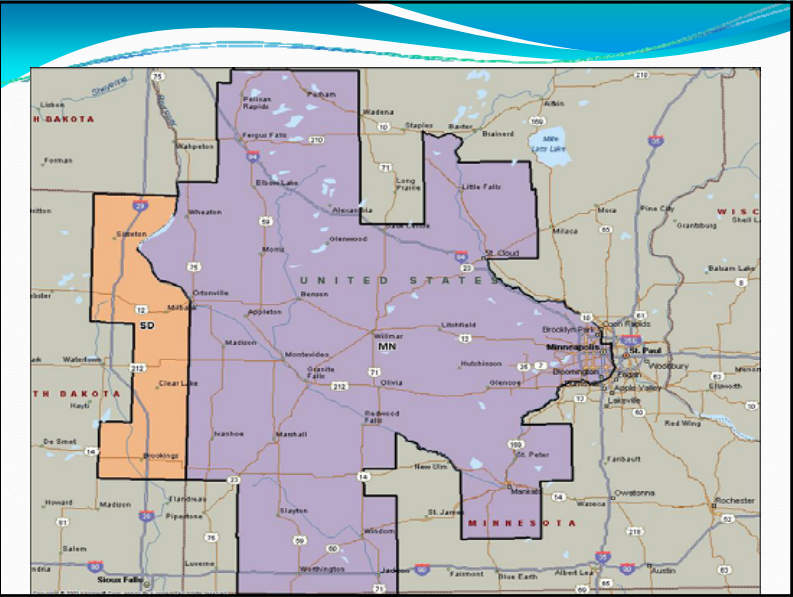


Minnesota Rural Health Cooperative Beacon grant – MRHC Membership

- 22 Critical Access Hospitals totaling 573 beds.
- 9 specialty care clinics and 47 primary care clinics, including 16 Rural Health Clinics, totaling 188 providers.
- 22 counties in MN (21) & SD (1).
- 15,200 square miles & 493,000 population.

Minnesota Rural Health Cooperative Beacon grant – Final participants

- 14 Critical Access Hospitals totaling 396 beds.
- 2 specialty care clinics and 37 primary care clinics, including 9 Rural Health Clinics, totaling 480 providers.
- 35 counties in MN (31) & SD (4).
- 25,423 square miles & 891,847 population.



Minnesota Rural Health Cooperative Beacon grant – Goals

- Applied for full \$20 million.
- Largest contiguous rural MN area possible.
- Tight integration with all local hospitals, clinics, and public health.
- Meet the EHR adoption thresholds (25% for hospitals & 40% for clinics) which we wouldn't have met with existing membership.
- Use a lot of award for HIE - interfaces, use training / monitoring / reporting. Working with multiple systems.

Minnesota Rural Health Cooperative Beacon grant – Reality

- Partnered with APMC Clinics based in Willmar – helped a lot with meaningful use threshold & backfilled more providers and locations.
- Some of our members chose not to participate:
 - We charged for grant application up front \$900 / hospital & \$750/clinic.
 - Some members were skeptical of our odds of success 15:230.
 - Some members are part of networks that were doing their own thing or simply not interested.
 - Other simply too busy with current HIT or non-HIT projects.
- We had difficulties with the tight timeline and having application period land during the year end holidays.

Minnesota Rural Health Cooperative Beacon grant – Advice

- Consider carefully whether or not to apply for grants
Good fit? Achievable goals? Reasonable likelihood of success? Develop grant writing expertise.
- Develop relationships in advance. Increase likelihood that other entities will want to partner with you on projects.
 - People should try to be more open minded to larger regional efforts. Entities seem to be getting more insular.