

Creating Sustainable Solutions for a Healthy West Virginia



THE CENTER FOR
RURAL HEALTH
DEVELOPMENT, INC.



Our Mission

To create a healthy future for West Virginia by improving the health of our residents and the strength of our health care delivery system, especially in rural and underserved communities.





Infrastructure

Strengthening
West Virginia's
Rural Health
Infrastructure



THE CENTER FOR RURAL HEALTH DEVELOPMENT, INC.





Health Improvement

Improving the
Health of Our
Residents



**West Virginia
Immunization Network**
Improving Immunization Rates Across the Lifespan





Core Tenets

Public/Private Partnerships

Linkages between health and economic development





Private/Public Partnership

Public Partners

- WV Legislature
- Office of the Governor
- WV Health Care Authority
- WV Department of Health & Human Resources
- U. S. Department of Agriculture
- Appalachian Regional Commission
- U. S. Department of Treasury
- WV Development Office



Private/Public Partnership

Private Partners

Funding Partners:

- Claude Worthington Benedum Foundation
- Robert Wood Johnson Foundation

Collaborating Partners:

- WV Bankers Association
- WV Primary Care Association
- WV State Medical Association
- WV Academy Family Physicians
- WV Dental Association
- WV Hospital Association
- WV Medical Institute



Benefits to West Virginia



Health care is an integral part of the **economic infrastructure** needed in communities to **attract & retain businesses and jobs**

- ✓ **Improved rural health facilities; new equipment and technology**
- ✓ **Improved access to quality health care services**
- ✓ **Improved environment for recruitment and retention of physicians**
- ✓ **Improved viability of rural health care organizations**
- ✓ **Improved accountability for use of government and philanthropic funds**



Celebrating 10 Years
of Excellence Made
Possible Through
Our Partners
2001 – 2011



Loan Fund Purposes:

- Affordable source of capital financing for West Virginia's rural health care providers.
- Technical assistance to ensure that providers obtain the most cost-effective and workable loan packages available to meet capital need(s).



Results since June 2001

Construction of 15 new facilities

- Six primary care centers
- Four rural physician practices
- Two rural dental practices
- One children's emergency shelter
- One rural private pharmacy
- One rural optometrist

John Perrine, DDS Cowen, WV





Braxton Health Associates

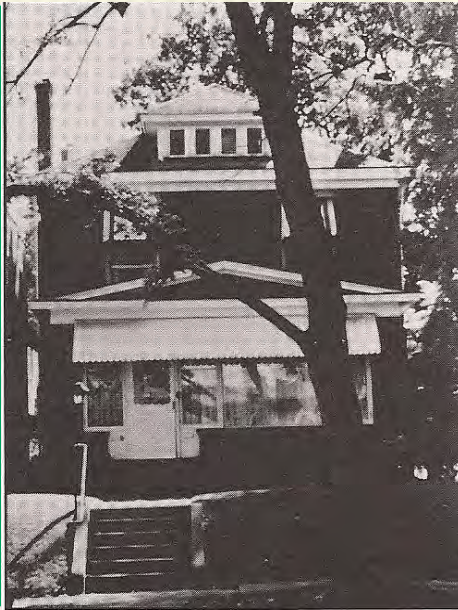
Gassaway, WV



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Children's Home Society

Before



After





Mountaineer Community Health Center

Pawpaw, WV



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William Klenk, DDS

Hico, WV

Before



After



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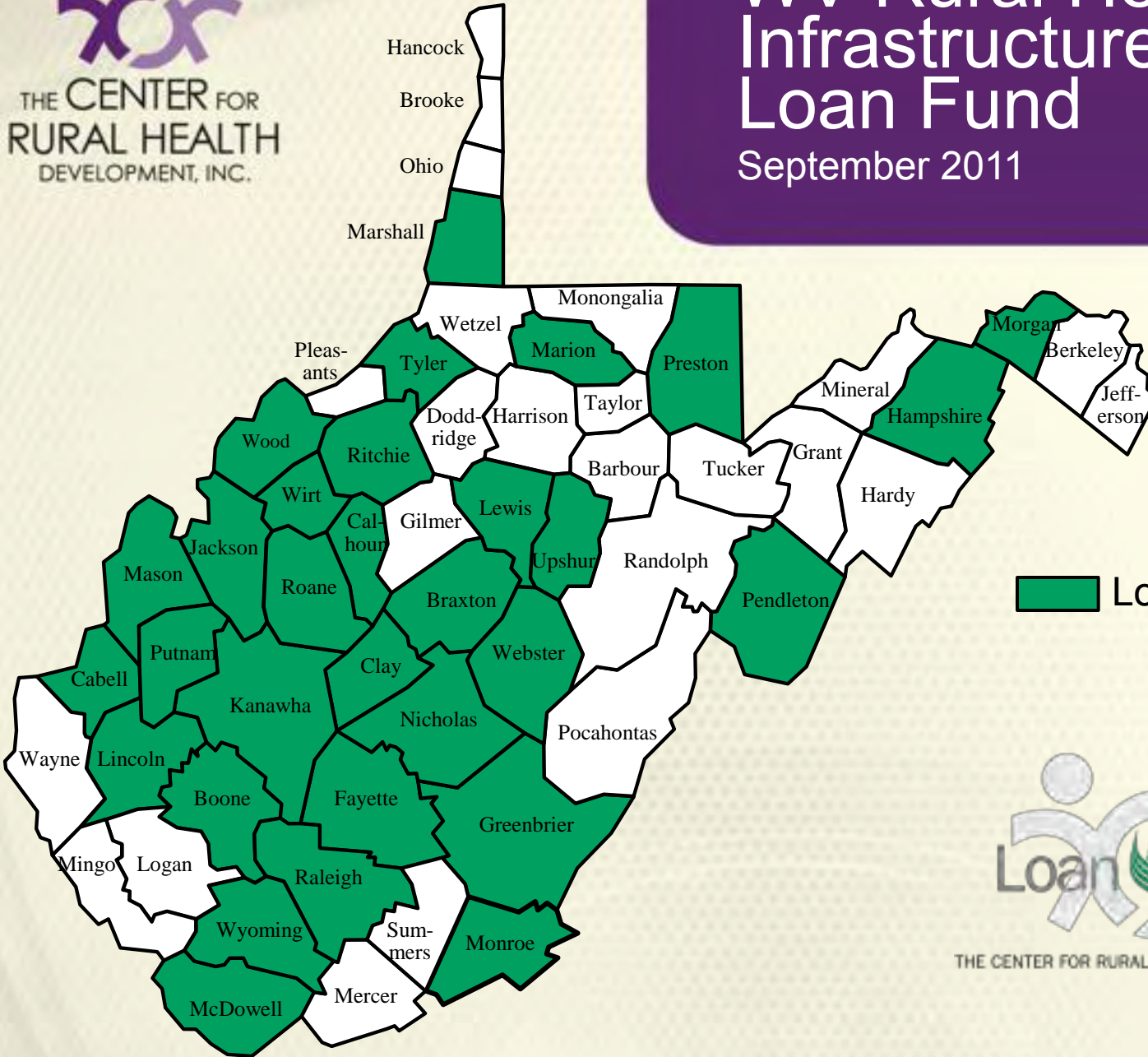



Results since June 2001

- Closed 77 Loans
- Leveraged \$31+ million in health infrastructure improvements
- Loan Loss Ratio: <0.31%
- Loans in 31 counties

WV Rural Health Infrastructure Loan Fund

September 2011



 Loans Closed



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Results since
June 2001

Loans Made to Variety of Health Care Providers

- Community Health Centers
- Rural Hospitals
- Medical Practices
- Dental Practices
- Nurse Practitioners
- Long Term Care Facility
- Children's Emergency Shelter
- Behavioral Health Care Organization
- Pharmacy
- Physical Therapist
- Chiropractor
- Optometrist



Technical Assistance Services

The Loan Fund provides more than just loans

- Planning
- Construction
- Feasibility
- Property Acquisition
- Development
- Design
- Financing
- Financial Closing & Occupancy

Technical Assistance provided by the Loan Fund, ensures that the projects are financially viable for WV's health care providers



Key Success Factors

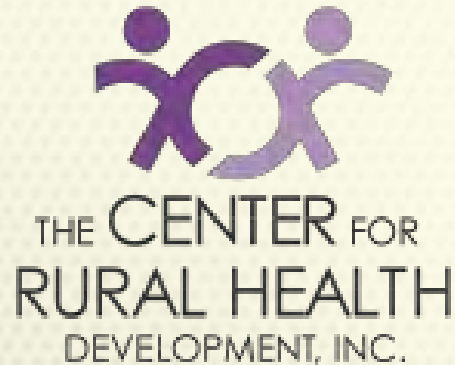
- **Gaining experience of others from outside of the Center during the planning process**
- **Experienced Loan Committee**
- **Effective Governance Structure**
- **Staff with variety of skills and experience needed**



Closing Thoughts

- **Establish a strong foundation for program success**
- **Its all about relationships *and communication with partners***
- **Remain results-focused**
- **Practice patience**
- **Maintain flexibility; but remain focused on mission**

Thank you!



Sharon Lansdale, President/CEO

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