

Conference Call

New Start Health Centers: Start Smart for Long-Term Stability and Growth

Date and Time: Wednesday June 26, 2002
3:00 PM to 4:30 PM Eastern Standard Time

I. Introductions

II. Some Keys to Success – Dan Hawkins, National Association of Community Health Centers

- A. The Basics: the importance of management plans, governance structure, etc.*
- B. Workforce issues*
- C. Securing capital*
- D. Leveraging state resources for operations*
- E. Other Factors*

Questions and discussion related to these topics

III. Financial and Organizational Viability Issues - Deborah Gurewich, Brandeis University

- A. Revenue mix*
- B. Client (payer) mix*
- C. Affiliation with hospitals*

Questions and discussion related to these topics

IV. Local Experiences, Peer Advice

Two Health Centers will provide participants with their best advice for long-term viability.

V. Overall Discussion and Questions

VI. Closing remarks