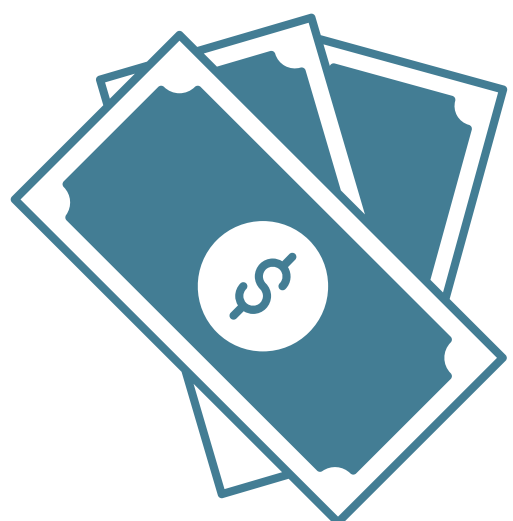


10 Steps to building a long-term care facility for TRIBAL LEADERS

1

Certificate of Need (CON):
Required in 35 states.
Ensure the area needs the facility.
Varying standards by state.
Check state-specific requirements.

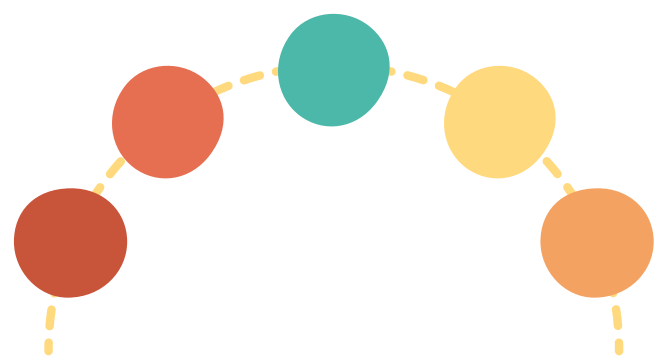


2

Revenue Sources:
Medicare: Consider eligible individuals and projected reimbursements.
Medicaid: Estimate eligible individuals and potential reimbursements, noting state-mandated bed certification.
Private Pay: Identify individuals able to cover costs privately.

2.5

Revenue Sources:
Veterans Administration: Determine eligible veterans and requirements for contracts and authorization.
Charity: Assess potential demand for support.
Occupancy Ramp-up: Anticipate occupancy mix on opening day.

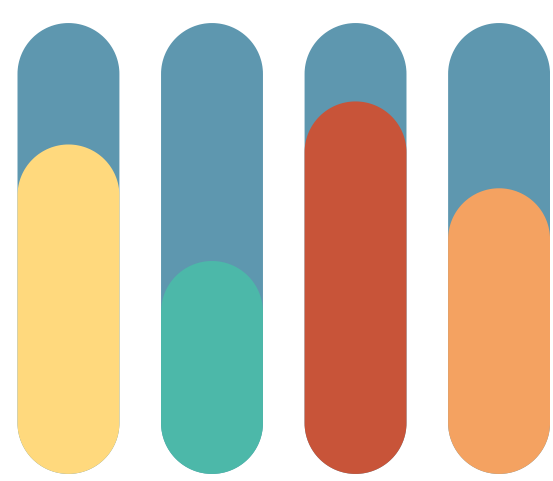


3

State Medicaid Requirements:
Understand staffing, infrastructure, and reimbursement criteria.
Research state Medicaid programs for specifics.
Note variations in program names across states.

4

Market Analysis:
Analyze demographics and existing facilities.
Evaluate uniqueness of proposed facility.
Assess need for additional beds and potential competition.



5

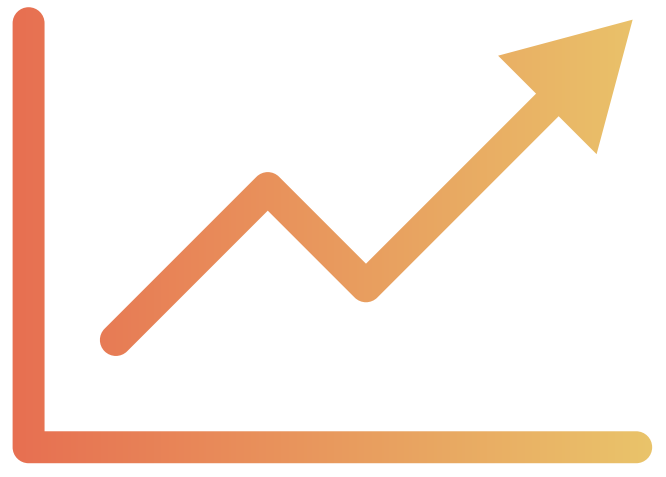
Financial Projections:

Operating Expenses: Include fixed and variable costs.

Startup Costs: Consider planning expenses and staff time.

Other Costs: Account for compliance and unforeseen issues.

Revenue Expectations: Project revenue per occupancy type.



6

Operational Considerations:

Ensure sufficient funds for initial months.

Prepare for state and CMS inspections.

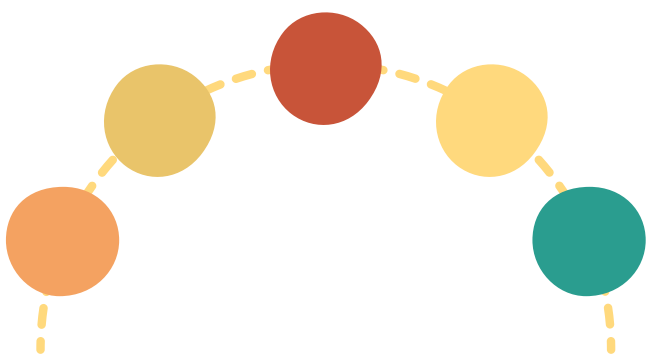
Understand payment timelines for Medicaid and Medicare.

7

Funding Opportunities:

EXPLORE GOVERNMENTAL SOURCES, GRANTS, AND FOUNDATIONS.

CONSIDER INDIVIDUAL OR GROUP SPONSORS AND FUNDRAISING EVENTS



8

Uses for Funds:

ALLOCATE FUNDS FOR LAND, ARCHITECTURE & ENGINEERING, CONSTRUCTION, AND EQUIPMENT. PLAN FOR PATIENT CARE SUBSIDIES DURING OPERATION.

9

Potential Partnerships:

COLLABORATE FOR RESOURCE SHARING, REFERRAL NETWORKING, AND MARKETING. EXPLORE SERVICE BLENDING AND LEVERAGING ESTABLISHED REPUTATION AND MARKET SHARE.

