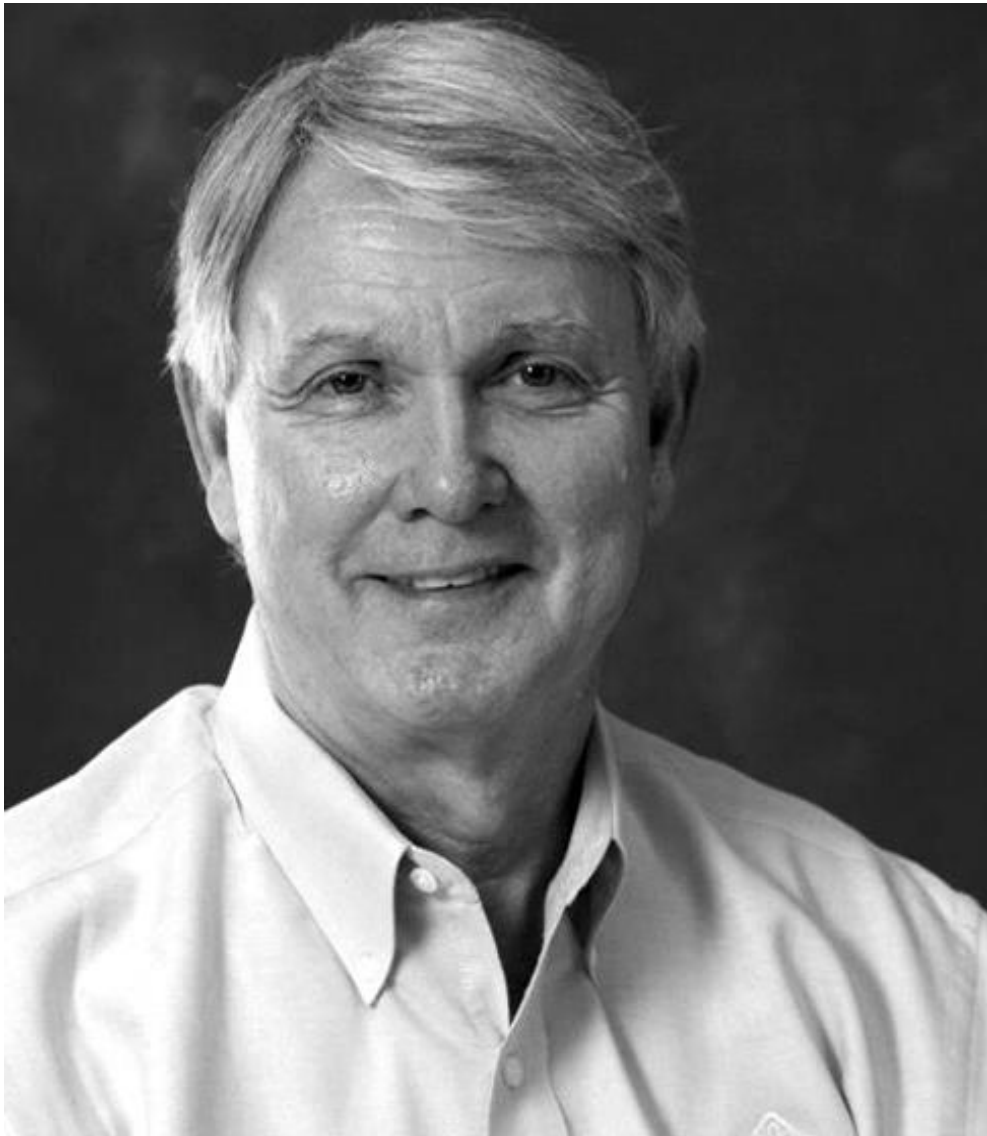




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# 2021-2022 House Rural Development Council Barriers & Economic Development

December 7, 2021  
Jimmy Lewis, CEO



# Presenter Bio

## Jimmy Lewis, CEO HomeTown Health

Jimmy Lewis, HomeTown Health CEO, has roots in rural South Georgia where he was born in Cordele, Georgia. He received a Bachelor's Degree in Industrial Engineering from Auburn. Jimmy has held senior management positions in six fortune five hundred companies. He has been instrumental in passing key rural legislation and regulation for hospital based nursing homes, state merit, PPS and critical access hospitals. Under his leadership, HomeTown Health has grown to a virtual company where 60+ hospital members and 60 business partners cumulatively have over \$800 million in sales. HomeTown Health activities range from the identification of best practice solutions, to education, collective purchasing, developing managed care strategies, reimbursement advocacy, as well as legislative representation.



# Food and Health for Rural Hospitals

## Troubled Status of Rural Hospitals

- The Food Collaborative – What is it? Who is it? Why is it? For Whom?
- Prior to that: Financially troubled Hospital Systems – as listed on the 60 neediest rural hospital list
- CENSUS impact on hospitals in counties less than 5000; less than 15,000
- After that: Imminent food shortages – small farmer food production in desperation
- Food shortages will impact nursing homes in a mighty negative way
- Hospitals need subsidy from county taxes. The county needs healthcare as well as economic development from the local hospital.



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# Two 'Out of the Box' Solutions

1. Vegetables
2. Protein





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# Creative Capital Structure & Financing for Rural Projects

- Banker Relationships
- Every financial tool at hand while being creative
  - State and Federal Financing
  - Local Development Authority Financing
  - Philanthropic Financing
  - Public Private Partnerships without bureaucracy



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# What are some necessities for rural health care to survive?

- Collaborative platforms
- Tax Credit expansion to \$100 million
- Fund Phase Six of Rural Hospital Stabilization with less Bureaucracy Grant - \$3 Million
- Insurance Parity between Urban and Rural
- Philanthropic Financing Local Development Standardize portal for upcoming CMO RFP
- Expedite \$250 million ARP for 39 rural hospitals
- Reshoring Cotton
- Microbial Scrubs for hospitals and providers
- Relax scope of services as in nurses, LPN's as from pandemic
- Funded education for technical people to keep local e.g. Miller & Andrew College



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# What are some necessities for rural health care to survive?

- Eliminate bureaucracy – as in 600 person Covid line at rural hospital
- O<sup>2</sup>
- Improve payment for telemedicine
- DCA slowdown of \$750,000 grant for Premium Georgia Meats
- Development authority understanding of Economic Development
- Standardize CMO RFP Portal
- Approve public private partnerships
- Utilize Medical Buses to mobilize rural health care



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# Questions?

Jimmy Lewis, CEO

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