

## Why are revenue source alternatives important?

Health centers draw revenue from a varied pool of sources. Namely, the two major revenue flows are derived from patient services and grant opportunities. Even these categories contain layers of funding sources, such as Medicaid Managed Care within Medicaid or Graduate Medical Education dollars through state or federal appropriations. While health centers work to broaden their opportunities to sustain their scope of services or expand them, with difficult financial conditions, finding ways to broaden a health center's ability to secure new types of revenues can prove an effective manner of hedging against economic uncertainty, such as conditions experienced during the past five years.

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## Why should you vary your payor sources?

Health center revenue patient insurance payor mixes in 2023 consisted mainly of Medicaid and Private Insurance dollars (48% and 33%, respectively). With the return to normal of Medicaid enrollments, many Medicaid dollars were lost due to changes in eligibility. In fact, many of these temporary Medicaid patients transitioned to uninsured and remained as sliding fee patients. Centers must develop strategies to move these previously Medicaid-eligible patients to marketplace plans or another program that fits their needs. Medicare is a strong source of revenue and due to the large population of those over the age of 65 in Florida, this is a market worth exploring. Programs such as Medicare Advantage combine multiple plans into one, further allowing you to collect for additional services beyond standard Part A and B. Discovering the needs and untapped potential of your service areas can help inform these decisions to fit your center's needs. Hiring certified insurance assisters is a great way to expand knowledge of your health center's existence and provide support for those looking for affordable plans that fit their needs.

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## Why should you consider foundations and private funds?

Foundations are an excellent way to expand your organization's ability to collect funds with fewer limitations attached. Building a charitable foundation internally can be incredibly rewarding but requires time, personnel, and unobligated initial funds to start. Should your organization be looking for a more streamlined approach to collecting revenue to support your mission, finding charitable sources such as private donors or foundations can be an effective manner of raising one-time and possibly recurring funding.

## Why should you research non-governmental grants options?

While grants from the government are historically reliable and many times coincide with current mission objectives, implementing strategies geared towards non-governmental funds can help vary your revenue streams further. Community Health Centers in Florida received over \$46M from Foundations and Private Grants/Contracts in 2023. Many private companies offer grants to non-profits for achieving elements of their current scope of work or going above and beyond to conduct programs in line with the funder's mission. Examples include the American Heart Association, Kiwanis Club, and others aligned with hospital systems or insurance companies. Many of these organizations already exist in your communities and may require the work of a grant writer to set your organization up for success.

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## Resources

### Varied Payor Sources

[Medicare Advantage](#)

[Marketplace Plans](#)

### Foundations/Private Funds

[How to start a foundation in Florida](#)

[Yield Giving Foundation](#)

### Non-Governmental Grant Sources

[American Heart Association](#)

[American Cancer Society](#)

Disaster Relief Organizations (i.e., [Direct Relief](#))

Insurance Company Foundation

Local Hospital Systems

Local University or Secondary Educational Institutions

[USA Funding Applications](#)

[Funding for Good](#)

[Community Foundation Locator](#)

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## Contacts at FACHC

Please feel free to contact FACHC staff should you have any questions about these topics or if you would like more information on companies that can assist you in building a charitable foundation. The association has experience and partners in these areas and is more than willing to help connect you with the necessary resources to be successful.

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