

# MID-STATE HEALTH CENTER

Plymouth, New Hampshire

Many rural areas have difficulty recruiting and retaining quality medical professionals, due to several factors including larger patient loads and older facilities. As such, 14 of 16 communities in Grafton, Merrimack and Belknap counties served by the Mid-State Health Center (MSHC) had been federally designated as Health Professional Shortage Areas.

Prior to this New Markets Tax Credits (NMTCs) deal, MSHC had been operating in a cramped 8,400 square foot office, limiting the growth MSHC needed. The construction of a new 19,000 square foot facility in Plymouth, New Hampshire, not only helps MSHC fulfill their non-profit mission to provide sound primary medical care to the community accessible to all (regardless of the ability to pay), but also makes it more attractive to potential recruits: doctors, nurses, and support staff. The new facility includes a licensed child care center, with dedicated slots for MSHC staff, an additional desirable feature in recruitment and retention.

The greatest benefit of this project is improved access to health care in this rural, underserved region, including increased accessibility for patients with disabilities, such as wheelchair accessible exam tables. MSHC has also integrated a fully electronic health records system, increasing their efficiency. In 2008, the facility offered treatment to 9,000 individuals in over 42,00 patient visits. This project has thus far created 24 new quality jobs with average annual salaries over \$40,000. It is also helping to spur commercial and industrial growth in the area, including the construction of a second NMTC-funded medical facility at Speare Memorial Hospital.

This project was funded through a Community Development Block Grant, New Hampshire tax credits, the Rural Development Administration, the New Hampshire Electric Cooperative, and a substantial NMTC allocation from CEI

## Qualifying Features

- 14 of 16 communities served are federally designated Health Professional Shortage Areas (HPSAs)
- 18.6% Poverty Rate
- Unemployment 2.03 times the national rate

Capital Management (CCML). The equity investors

and lenders in this deal were a consortium of local banks: Franklin Savings, Woodsville Guaranty and Community Guaranty. Capital Regional Development Council (CRDC), a New Hampshire-based community development organization, was pivotal in bringing this deal to fruition, which closed on August 1, 2006.

## Key Benefits

- 24 new jobs created since 2005, 57% hires for these positions were from low to moderate incomes.
- Provides discounted health services to the underinsured
- Dedicated child care slots for MSHC employees.
- New facility assists in the recruitment of top-quality health care professionals
- Integration of an electronic health records system improves efficiency.
- Increased accessibility for patients with disabilities
- Conservation easement allows for increased public access to the Baker River

## CEI CAPITAL MANAGEMENT LLC

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