

Empowering Church Health Outreach

New Clinic Development Services



A MINISTRY OF CHURCH HEALTH

ECHO uses the experience of Church Health – a charitable clinic operating in Memphis, TN since 1987 and now serving more than 58,000 patients – as a guide to help new clinics get started with operational guidance and financial (where appropriate), inspirational, and emotional support.

With Church Health as their model and ECHO as their support, clinics we consult strive to be, within five years:

- Comprehensive medical service providers
- Full-time operators serving up to 5,000 individual patients
- Sustainable because of their funding network that includes assistance from ECHO
- Governed by a strong Board operating with sound management practices
- Effectively using their electronic medical record system (EMR/EHR)
- Employing core provider and administrative staff

Our process to help you open your charitable clinic includes these steps in 12-18 months:

- Signed agreement among Sponsoring Organization, Clinic, and ECHO
- Apply for and secure a 501c3 status
- Development of a Planning Team and Committee structure
- Development of a nonprofit board
- Development of an Environmental Scan and Business Plan
- Development of clinic model and clinic operations
- Creation of sustainable practices at both governance and operations levels
- An agreement for clinic to operate as a Church Health Community clinic upon opening

ECHO believes it is essential for a complementary, agreed-upon mission to exist between a new clinic and its sponsoring partner(s). The most successful clinics have sponsors who demonstrate their commitment in the following ways:

1. Capacity for growing the clinic to fit the model of Church Health
2. On-going, sustainable financial support
3. Collaborating with ECHO to ensure clinic is working toward opening
4. Continuing community engagement
5. Committing to the leadership roles crucial to the new clinic - Visionary Leader, Planning Team Leader, Medical Champion, Governance Ally, Data/Information Champion, Operations Champion, Resource Dev Development Champion

If you have questions or are ready to start your journey toward opening a clinic, contact our clinic liaison at jmills@echoclinics.org.



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