



# STROUDWATER CAPITAL PARTNERS

Quarterly Newsletter

April 2024

## USDA Direct Loan Rate

# 3.5%

The New USDA Direct Loan Rate is 3.5%. This rate is guaranteed through July 2024. This rate is .25% lower than the previous quarter. Based on recent inflation numbers, the anticipated commercial rates are going to stay higher for longer than initially forecasted.

## Building a Sustainable Future with CEO, Brian Haapala

I recently had the chance to engage with several CEO's of rural hospitals who have successfully secured capital for their projects and have consistently seen a set of best practices in their efforts to reinvest in their local healthcare delivery systems.

A recurring theme in their experiences is the collaborative effort put into

defining a sustainable initial step for revamping their communities' rural healthcare delivery systems. This process often required making tough decisions, such as deferring some projects that were deemed non-essential for the initial phase of the project success, allowing them to build on the positive outcomes and continue reinvesting in their facilities and services. One CEO, in particular, has successfully applied this approach multiple times. Initially, they added a clinic near the new hospital project, followed by expanding outpatient services in a third phase. This approach has enabled them to extend their investment vision beyond traditional hospital services, incorporating wellness services and temporary staff housing on the campus.

The key takeaway for those embarking on a journey of reinvestment is that overcoming the resistance to change and the inertia of outdated facilities is the most challenging part. I'm

Once past this initial hurdle, the process of continuing to reinvest in facilities and services becomes easier, as it is built on the foundation of previous successes.

Register today to join me for our latest NRHA webinar, "[Getting Past Stop: Rural Health Guide to Moving Forward with Facility Investments](#)" to learn more on how to take first steps into this process and hear from our special guest Arlene Harms, CEO of Rio Grande Hospital about her own success through this approach.

Warmest Regards,  
Brian

## Getting Past Stop: Rural Health Guide to Moving Forward with Facility Investments

Wednesday,  
May 1st, 2024  
2:00 p.m. EST/  
11:00 a.m. PST

[REGISTER NOW](#)

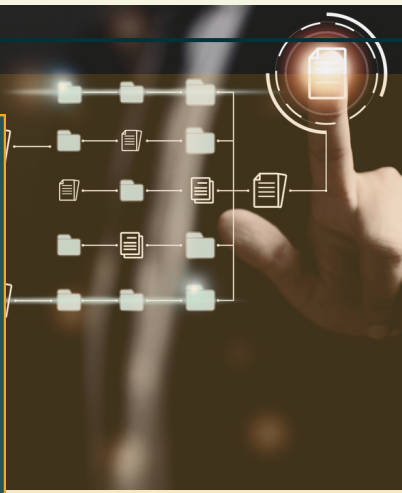
## Rural Hospital Capital Study Directory

Have you taken a moment to check out our interactive [Rural Hospital Capital Study Directory](#)? Leveraging key data from the 243 total Critical Access Hospitals found in the [2022 CAH Replacement Facility Study](#), Stroudwater Capital Partners and Stroudwater Associates developed this free online Directory to help Critical Access Hospitals (CAH) across the U.S. quickly and easily identify hospitals and contacts. Utilizing the data found from the 2000-2019 Rural Hospital Capital Studies, the Directory provides a simple way for anyone to locate information about other rural healthcare facilities that have undergone a facility replacement or renovation so that rural healthcare organizations interested in a capital project can find facilities just like theirs, and make connections that can help them begin their capital replacement journey.

Utilizing the filters you can slide, click, and filter to mix & match CAH Replacement Facility data based on:

- Facility Name
- State
- Zip Code
- Replacement Year
- Average Daily Census
- Average Length of Stay
- Medicare Certified Beds
- Net Patient Revenue
- Total Facility Square Footage

From there you can review the data you need, and grab contact information to connect with peers to learn more.



## Rural Health Leadership Radio Episode #397: A Conversation with Brian Haapala

We were delighted for Brian to be a recent guest on [Rural Health Leadership Radio](#) where Brian was given the opportunity to converse with Bill Auxier and Sydney Grant about overcoming the hurdles of securing capital funding. Diving into the pivotal role that healthcare in small communities plays, and the significance of updating rural healthcare infrastructure, Brian, Bill, and Sydney were able to dig deeper into effective strategies for obtaining funding and implementing capital improvement projects in rural environments through the lens of the transformative impact these investments can have on community health support and rural economic vitality.



[Click to Play Episode](#)



## Follow Us!

Did you know Stroudwater Capital Partners can be found on several social media platforms? To stay up-to-date on USDA rates, webinar, engagements, and so much more, grab your phone and follow the links to stay connected to SCP:

- [LinkedIn](#)
- [X \(formerly known as Twitter\)](#)
- [Facebook](#)

## What Are We Reading?

We appreciate the importance of staying informed with what's happening in the space of rural healthcare and rural America at large. This quarter, SCP Relationship Officer, Macey Spears shares what she is reading and why it matters:

Growing up in rural Texas, and now married and raising a family of my own in Texas, the most recent rash of wildfires devastating over 1.3 million (continued)

## NRHA's 47th Annual Rural Health Conference

Will we see you in New Orleans? Stroudwater Capital Partners is gearing up to attend the [National Rural Health Associations 47th Annual Rural Health Conference](#), May 7-10, 2024 in The Big Easy.

Reach out today at [info@stroudwatercapital.us](mailto:info@stroudwatercapital.us) or 888-410-4102 if you want to plan to connect with CEO, [Brian Haapala](#), or Relationship Officer, [Macey Spears](#) and discuss how Stroudwater Capital Partners can support you in any of the following areas:

- Community Facilities Programs
- Capital Planning Processes
- Capacity Studies
- Readiness Assessments
- Financial Markets
- Sources of Capital
- Project Team Planning
- USDA Regulations
- Environmental Guidelines
- Project Eligibility
- Methods of Construction
- Sources & Uses





(continued) acres in some of Texas and Oklahoma's most rural areas of the panhandle have been hard to watch. A recent study by the Urban Institute emphasizes the continued need for equitable recovery strategies in these rural communities and underscores the point that housing will be a critical issue for the predominantly rural and agricultural area, with the existing housing stock and landscape posing significant challenges for recovery. The geographical remoteness and spread-out nature of the affected areas will also pose challenges in administering aid and recovery resources over long distances with reconstruction efforts most likely set to increase costs due to the smaller labor market in rural areas and the need for people to travel further distances.



Additionally, the study highlights the role of health issues in recovery, noting the higher prevalence of older residents, people with disabilities, and uninsured individuals in rural communities, which can lead to negative health outcomes and brings the need to the forefront for forward-looking funding to prevent future climate-related disasters in rural areas where existing gaps make them more vulnerable. The Daily Yonder, read on to learn more about the greater impact of the Texas and Oklahoma wildfires in some of our nations most widespread rural communities in: "[Urban Institute Researchers Examine Fallout from Texas Wildfires on Rural Communities in the Region.](#)"

## Recently in Rural

North Adams Regional Hospital Reopens-  
*The Berkshire Eagle*

Floyd Valley Healthcare Completes Expansion-  
*KTIV.com*

New CEO for Grisell Memorial Hospital-  
*Becker's Hospital Review*

St. Joseph's Buckhannon Second CAH in West Virginia to Perform Robot Surgery-  
*MSN.com*

Aspirus Merrill Hospital Plans Expansion-  
*Wausau Daily Herald*

