

2006 Emerging Business of the Year



“Developing and implementing something different in healthcare is exciting and is always a challenge. KSBDC and Ken Elliott have helped me obtain the tools I need to build a foundation for a new company. The support I have received has been invaluable, not just when I started the company, but for ongoing success.”



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Name of Business	HMA Medworks, L.L.C.
Owner	Jeri Moore
Nature of Business	Occupational and Outpatient Medical Services
City	Wichita
County	Sedgwick
Phone	(316) 686-0400
Web Site	http://www.hmaMedworks.com
Business Structure	LLC
Business Began	August 1, 2003
Employees at Start Up	4
Employees in 2006	5
Sales in 2005	\$175,000
2006 Sales Forecast	\$265,000
Start Up Capital	\$160,000
Source of Initial Capital	\$100,000 bank loan; \$60,000 personal
KSBD C Counselor	Ken Elliott

Experienced working in health care organizations and seeing a need for services that were not being met by the current health care system, Jeri Moore set out to create a better way to provide a range of health care services at a lower cost. The result was HMA Medworks, an Occupational Health Network that does much more than just occupational medicine. HMA Medworks provides most of the services of an Express Care or low-cost clinic for a simple and low-cost fee-for-service basis. The costs for most services are lower than most patients can find elsewhere, and for those without healthcare coverage the savings are significant. “There are a lot of people who don’t have access to affordable health care or aren’t covered with insurance and can’t afford trips to a doctor for short illnesses, physicals and blood testing. For those patients, HMA Medworks is an ideal solution.”

“When marketing---face to face is the only way to go. People see your enthusiasm for your product and you are there to answer questions they may not think to ask.”

In addition to low-cost Express Care services, HMA Medworks provides a comprehensive range of occupational services – all designed to stretch business health care dollars. Some of the occupational services HMA Medworks provides include: Work Comp Injury Care, DOT Physicals, Pre-employment Physicals, School and Sports Physicals, Laboratory/ X-Ray, Blood-borne Pathogen testing and Express/Acute Care to name a few. States Jeri Moore, “We can save businesses money on their workers comp cases by providing coordination and referrals that doctor’s offices and hospitals simply are not doing.” In the first three years of business, HMA Medworks has contracted to be the sole referral and care administrator for OVER 300 businesses in the Sedgwick County area. “As health care costs continue to escalate,” Moore states, “HMA Medworks is here to fill the need for those that don’t have insurance and provide lower cost alternatives to employers WITHOUT sacrificing the level of health care coverage they have now. It makes a lot of sense.”