



City of Lawrence

2021 Application for Funding

APPLICATION INFORMATION

General Information: As part of the budget process, the City has set aside funding for outside agencies to provide various services. The City has recently adopted a new strategic plan and is asking agencies to review that plan and determine how the programs they are requesting funds for may help the City move towards success in one of the following outcome areas:

- a) **Unmistakable Identity:** Lawrence is a welcoming community, synonymous with arts, diverse culture, fun, and a quintessential downtown. City parks and community events contribute to the vibrancy experienced by all people in Lawrence.
- b) **Strong, Welcoming Neighborhoods:** All people in Lawrence live in safe, functional, and aesthetically unique neighborhoods that provide opportunities to lead healthy lifestyles with access to safe and affordable housing and essential services that help them thrive.
- c) **Safe and Secure:** Lawrence is a community where all people feel safe and secure and have access to trusted public and community-based safety resources.
- d) **Prosperity and Economic Security:** The City of Lawrence fosters an environment that provides all people and businesses the opportunity for economic security and intentionally acknowledges, removes, and prevents barriers created by systemic and institutional injustice. Our community succeeds because of collective prosperity and a vibrant, sustainable local economy.
- e) **Infrastructure, Asset Management, and Connectivity:** The City of Lawrence has well-maintained, functional, and efficient infrastructure, facilities, and other assets. Connectivity supports accessible, sustainable methods for safely moving people and information throughout the community and the region. Investment in these assets reflects the City's commitment to contribute to the well-being of all people.

Applications will be reviewed by Staff. A team has been identified for each of the outcome areas noted above. Upon submission, applications will be reviewed by the appropriate team to determine alignment of the program to the identified outcome area. Following their review, recommendations for funding will be forwarded to the City Commission. Recommendations will be based on available resources, coordination of services, the need demonstrated through the agency's application, the stated objectives of the agency's program (and the ability to measure progress toward the programs objectives), alignment to the strategic plan, equity, cost reasonableness, and past performance by the agency in adhering to funding guidelines (as appropriate). Please see the scoring matrix for additional information.

Other Information. Collaboration and/or coordination between agencies is highly recommended and multi-agency proposals to address an identified community need is encouraged. All programs must have goals with measurable outcomes.

Reporting Requirements. All grantees will be required to submit an annual report to the City of Lawrence outlining how the funds were used and whether the stated objectives were met by February 15, 2022.

Distribution of Funds. Funds will be distributed in two equal disbursements and in accordance with the Kansas CashBasis Law of 1933, codified as amended at K.S.A. 10-1101 *et seq.*, the City retains the right to unilaterally adjust the amount of the disbursement if the Governing Body determines that insufficient public funds exist to fully fund the Grantee. The first distribution is to occur no earlier than April 1 of the grant year and the second distribution is to occur no earlier than October 1 of the grant year.

SECTION 1. APPLICANT INFORMATION

Legal Name of Agency: Heartland Community Health Center

Name of Program for Which Funding is Requested: Uncompensated Oral Health

Primary Contact Information

Contact Name and Title: Rachel Hartford, Executive Administrator

Address: 330 Maine Street, Lawrence

Telephone: (785) 841-7297

Email: rhartford@heartlandhealth.org

Name(s) and Title(s) of person(s) responsible for program supervision and/or financial administration of program.

Name	Title	Responsibilities (Supervision, Financial, etc.)
Robyn Coventon	CEO	Oversight
Regina Oxford	Controller	Financial
Julie Branstrom	Director of Community Programs	Community Outreach

Identify the outcome area that your proposed program most closely aligns with and denote the amount being requested from the City. Please note that funding requests should be tied to one outcome area. If funding is requested for multiple areas or for multiple programs, please submit a separate request for each.

Category (please select one)	2021 Requested
	Amount
Unmistakable Identity	\$ _____
Strong, Welcoming Neighborhoods	\$ 16,000
Safe and Secure	\$ _____
Prosperity and Economic Security	\$ _____
Infrastructure, Asset Management, and Connectivity	\$ _____

If your agency received funding from the City in 2020, please fill out the chart below.

Amount of Funding	Funding Source (i.e. General Fund, Special Alcohol, CDBG, Housing Trust Funds)	Program/Purpose
\$ 87,000	Special Alcohol	Integrated Care
\$ 16,000	General Fund	Douglas County Dental Clinic Oral Health
\$ _____	_____	_____
\$ _____	_____	_____

Total projected operating budget for your agency in 2021: \$ 7,039,302

SECTION 2. STATEMENT OF NEED AND DESCRIPTION OF PROGRAM

- A. Provide a brief statement of the problem or need your agency proposes to address with the requested funding. How will your program make an impact to meet the need? The statement should include characteristics of the client population that will be served by this program. If possible, include statistical data to document this need.

According to Kansas Health Matters data, 7% of screened K-12 grade students in Douglas County were reported to have obvious untreated tooth decay. This decay was visible to a trained screener, not an X-ray, so the actual percentage is much higher. Fifty-nine percent of children screened grades 3-12 in Douglas County did not have dental sealants. Sealants are an effective way to prevent dental decay. School based dental outreach focuses on underserved children who either have Medicaid, uninsured, and commercially insured qualifying for Free & Reduced Lunch Programs.

The unserved and underserved population of Heartland consists of individuals living at or below 200% of the Federal Poverty Level (14,338 people or 40.5% of the total population of the service area). Included in the number of unserved and underserved are 4,501 uninsured and 7,641 people living below 100% of the Federal Poverty Level. In addition, many members of the target population qualify for Medicaid and/or Medicare services (10.1% and 9.2% respectively).

As the sole safety-net provider for our county, we recognize the importance of providing care for all during such a difficult time. Heartland merged with Douglas County Dental Clinic earlier this year. The decision enables both organizations to continue their missions. Heartland and DCDC community patients continue to receive high quality care with fully integrated primary care for all ages, oral health, behavioral health and psychiatry, case management services, physical therapy, food pantry access, insurance eligibility assistance and access to community resources.

- B. Please describe what demographic disparities exist, and how the program is designed to increase equity. Who would benefit from or be burdened by this program? Are there unintended consequences and if so, what are your strategies to mitigate those consequences?

Although Douglas County ranks as the seventh healthiest county in Kansas, many health disparities remain for patients experiencing poverty or inclusion barriers. A clear barrier to care identified in the 2017 Lawrence-Douglas County Community Health Assessment is health insurance or coverage. Approximately 9.8% of residents are uninsured and at least 41% of those residents would fall in the Medicaid gap. Further, roughly "11% of adults state that not being able to see a doctor is because of cost." As a federally-qualified community health center, Heartland offers eligibility assistance and a generous sliding scale fee (SFS) for both insured and uninsured patients so that finances do not have to remain a barrier. Each year we evaluate through patient surveys if the SFS is considered nominal from the perspective of the patient and reduces barriers to care. Eligibility assistance services are also available as a community service to non-Heartland patients.

In Heartland's mapped service area, including zip codes 66044 and 66046, there are more than 20,300 low-income residents going unserved by a community health center like Heartland. While some of these individuals may be served by other local providers, the enormous need of affordable health care remains in Lawrence-Douglas County. Currently, Heartland is providing care for more than 10,000 unique individuals and prepares to see a dramatic increase in patients served in 2021.

The connection between oral health and overall health is clear. For example, periodontal (gum) disease has been associated with a higher rate of heart disease, and healthy gums are associated to lower cholesterol levels. Treatment of periodontal disease has been shown to improve the control of blood sugar levels in patients with diabetes. Tooth decay is the most prevalent chronic infectious disease affecting children in the US today.

At Heartland, all patients will have access to the full suite of Heartland's primary care, integrated behavioral health, psychiatry, oral health, and physical therapy services. Without access to integrated services, untreated patients seek services at the emergency department. The cost to deliver care in the emergency department is very high. An emergency department is poorly equipped to handle dental issues. Patients that present with pain are typically prescribed antibiotics for infection, pain medication and advised to follow-up with a dentist.

- C. Provide a brief description of the program services and activities using an evidence-based model. The description should describe as specifically as possible the interaction that will take place between the provider and the user of the service.

Heartland offers dental treatment and oral health care to both Heartland patients and the public, with services provided in our clinic, as well as through ongoing community-based programs. Heartland provides preventive care (cleaning, scaling and root planning, x-rays, etc.) and restorative dental care (fillings, extraction, etc.).

Through its Healthy Futures mobile dental program, Heartland takes dental services to local schools in Douglas County and surrounding communities, and for WIC participants at the Lawrence-Douglas County Health Department. Children who are enrolled in the dental outreach program receive comprehensive dental care through a team of licensed professionals while they are at school. The mobile dental program provides cleanings, exams with x-rays, restorative dental care, if necessary, twice a year to ensure that children achieve good oral health.

Uncompensated dental services are essential to serving the oral health needs of our most vulnerable community members. Heartland currently staffs 3.6 FTE dentists. Heartland requests City of Lawrence funding to support a portion of salary and benefits of one of our dentists, Brianne Koester DDS.

Uncompensated care is the portion of the service's cost that exceeds the sliding fee scale paid by the patient (low-cost), or charitable care (no-cost). Both Heartland and DCDC increase access to care and provide affordable healthcare by providing a sliding fee scale adjustment. In 2020 to date, Heartland has adjusted \$1.8 million dollars in services with patients paying for services at a reasonable rate that reflects their income and family size. In the first seven months of 2020, DCDC provided \$728,000 in uncompensated care. \$253,239 of the uncompensated care was provided at no charge, with the majority of services provided at no charge to uninsured students in school outreach programs qualifying for free or reduced lunch. The majority of uncompensated care dollars are paid by HRSA H80 funds for federally qualified health centers, and other local funds such as DCCF funds and Direct Relief funds. Heartland has \$515,468 in uncompensated care, so far this year, that has not been paid for by these sources.

- D. Please describe the priority population you are working with.

The mission of Heartland Community Health Center is to welcome all who need care. Heartland exists to provide quality and compassionate care to all people in Lawrence and surrounding areas – focused on integrated, patient-centered care for all. Through our mission healthcare access and healthcare equity doesn't depend on income level or insurance status. Uninsured individuals that have incomes that fall at or below 200% of the Federal Poverty Level qualify for reduced fee care and patients pay for services on a sliding fee scale according to their household income and household size. The recent merger of Heartland and Douglas County Dental Clinic enhances our combined missions to serve those that need care.

In 2019, Heartland served 7,342 patients with 29,370 visits. 26% of Heartland patients were children ages 0-18, 69% were adults under the age of 65, and 5% were elderly. 42% of the patients were uninsured, 35% had publicly funded insurance, and 27% had private insurance. 46% of Heartland patients are 100% of poverty or below.

In 2019, Douglas County Dental Clinic provided care to 4,124 individuals through 8,696 patient visits. 65% of DCDC patients were children ages 0-18, 30% were adults under the age of 65, and 5% were elderly. 27% of the patients were uninsured, 55% had publicly funded insurance, and 18% had private insurance.

In 2020, Heartland has served 9,112 patients as of the end of October and expects to serve 10,000 by the end of the year. As the sole safety-net provider for our county, we recognize the importance of providing care for all during such a difficult time. At the onset of our local outbreak, Heartland was one of the first health care providers to modify operations and launch exterior screening, curbside triage (CTT), and COVID-19 testing to keep the community safe. Since then, Heartland has seen an increase in new patients, with an average of 18 patients a day, many of whom are uninsured. Further, Heartland has assumed responsibility for all emergency dental patients and has provided 762 emergency dental visits so far this year.

- E. What other agencies in the community are providing similar types of services, and how do you coordinate services?

Douglas County is a Federally Designated Dental Health Professional Shortage Area (HPSA). The most significant barrier to accessing dental services in our area for low income individuals is the lack of dental providers who accept Medicaid patients and who will provide charitable care to the uninsured. Of the approximately 60 dental providers in Douglas County, only five offices accept Medicaid patients, and three of the five are specialists. Low income adults must pay for dental care out of pocket, typically only seeking dental care in a crisis.

SECTION 3. STRATEGIC PLAN ALIGNMENT

- A. How does the proposed program align with the outcome area identified? Please explain how this program will help the City achieve success in that particular outcome area and provide specific strategies in your response.

Strong, Welcoming Neighborhoods: All people in Lawrence live in safe, functional, and aesthetically unique neighborhoods that provide opportunities to lead healthy lifestyles with access to safe and affordable housing and essential services that help them thrive.

Social determinants of health are the conditions in which people live, learn, work and play that impact health and quality of life. Healthy People 2020 recognizes that health starts in our homes, schools, workplaces, neighborhoods and communities. Addressing social determinants of health is a way to create social and physical environments that promote good health for everyone. Integrated Care addresses the needs of the whole person and supports health in the environment that they live. Heartland provides services, creates policies and practices to support the health of the individuals, families and community. Resources available to an individual can shape the quality of life. In addition to primary health care services, behavioral healthcare services, and oral health services, Heartland provides access to community resources. By reducing barriers to care and providing Integrated Care, Heartland is providing essential services to help our community thrive.

Outputs

How many unduplicated clients will be served? ____ 15,000 _____

Please list any other output goals (i.e. # presentations delivered, # medications provided, etc.)

Heartland Community Health Center will have 15,000 unique patients in the 2021.

Outcomes

Please provide three specific program SMART (specific, measurable, attainable, relevant, and time-bound) objectives for 2021. Examples include, “75% of clients receiving job training will retain their job one year after being hired,” “increased fundraising efforts will result in a 15% increase in donations in 2021,” **Applicants will be expected to report their progress toward meeting these objectives in an annual report to the City.**

- i. Heartland Community Health Center will have 800 emergency dental appointments provided to low-income community members in 2021.
- ii. Heartland Community Health Center will have 4,000 preventive dental appointments provided, including age appropriate oral health education in 2021.
- iii. Heartland Community Health Center will provide 1,500 uninsured community members with reduced fee or charitable dental care in 2021.

SECTION 4. PROGRAM BUDGET INFORMATION

A. Provide a detailed budget for the proposed program using the form below (you may attach a supporting document).

Category	Requested Amount	Applicant Amount	Total Amount	Explanation
Personnel	16,000	90,780	106,780	Dentist salary and fringe
Fees & Services				
Estimates/Bids				
Travel				
Marketing				
Cost of Materials				
Operating Expenses				
Other				
Grand Total	16,000	90,780	106,780	

- B. Provide a list of all anticipated sources of funding for the proposed program in 2021. The total proposed program budget and total proposed program revenue should match.

Revenue Source	Anticipated Amount	Explanation/Status of Funding Request
City of Lawrence (General Funding)	16,000	Salary and fringe
City of Lawrence (Other Sources)*		
Douglas County		
United Way		
Other (please describe)	90,780	Program revenue, balance of salary and fringe
Other (please describe)		
Grand Total	106,780	

*Other sources could include Special Alcohol Funding, Housing Trust Funds, Transient Guest Tax Funds, CDBG

- C. What percent of the requested program costs are being requested from the City (include both Special Alcohol and Other)? 15%
- D. Will these funds be used to leverage other funds? If so, how?

Heartland has already secured significant state and federal funds. Competitive state and federal applications include strong community support, highlighted by volunteers, community partnerships and local funding. When Heartland first obtained significant federal funding in 2012, regulations created expectations that Heartland would leverage its federal funding to obtain more local resources. City of Lawrence funding is included as match in the Kansas Department of Health and Environment Aid to Locals application. City funding for this program allows other resources to pay for additional infrastructural and administrative costs. By being able to pay for a portion of a dentist, Heartland can bill for encounters and generate revenue to help cover costs. Because of uncompensated care, program income doesn't cover all costs, but it does create an ROI on the city's funding.

- E. Is your agency receiving any in-kind support (i.e. facility space) from the City? If yes, please describe and include the approximate value of that in-kind support.

No, Heartland does not receive in-kind support from the City.

SECTION 5. SUPPLEMENTAL INFORMATION

Please attach your agency's most recent IRS Form 990, most recent financial audit, and most recent annual report if completed for your agency's board.

- A. If your agency has never filed an IRS Form 990, please select the check box.
- B. If your agency has never completed a financial audit, please select the check box.
- C. If your agency has never completed an annual report, please select the check box.


Based on the attached IRS Form 990, please answer the following questions:

- A. What is the total number of volunteers (estimate if necessary)? This is part I line 6 of the IRS Form 990.
 25
- B. What are your agency's total liabilities? This is part I line 21 of the IRS from 990. \$716,755.00
- C. What are your agency's total assets? This is part I line 20 of the IRS Form 990. \$1,747,392.00
- D. What are your agency's total net assets or fund balances? This is part X line 33 of the IRS Form 990.
 \$1,030,637.00
- E. What are your agency's permanently restricted net assets? This is part X line 29 of the IRS Form 990.
 \$ 0
- F. What is your agency's land, building, or equipment fund? This is part X line 10c of the IRS Form 990.
 \$791,989.00
- G. What are your agency's total expenses? This is part I line 18 of the IRS Form 990. \$7,331,479.00

The signatures below attest that the information in this application is accurate and that, unless otherwise explicitly described in this application, no other source of City or community funding will be used to support the programming for which Special Alcohol Funds are being requested.

Robyn Coventon

Agency Representative (PRINT)

DocuSigned by:

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Signature

12/7/2020

Date