

**CITY OF BLOOMINGTON, COMMON COUNCIL
JACK HOPKINS SOCIAL SERVICES FUNDING COMMITTEE
2021 GRANT APPLICATION**

APPLICATION CHECKLIST

All applicants for 2021 Jack Hopkins funding must submit the following:

- ✓ **COMPLETED APPLICATION FORM** (return as a PDF)
- ✓ **COMPLETED APPLICATION SUMMARY** (return as a Word Document)
- ✓ **PROJECT BUDGET DETAILING THE USE OF JACK HOPKINS FUND** (Please Note: this is a detailed accounting of how Jack Hopkins dollars would be spent on the project proposed in the application, not an organization budget)
- ✓ **A YEAR-END FINANCIAL STATEMENT** fund balances, total revenue, expenditures
- ✓ **SIGNED, WRITTEN ESTIMATES** if seeking funding for capital improvements
- ✓ **501(c)(3) DOCUMENTATION** for any first-time applicant.
- ✓ **A MEMORANDUM OF UNDERSTANDING** signed by all agencies participating in an application for a Collaborative Project

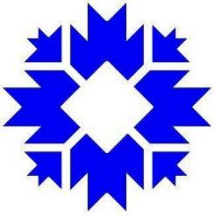
ALL APPLICATIONS MUST BE RECEIVED BY:

MONDAY, 05 APRIL 2021 at 4:00 PM.

Send to: council@bloomington.in.gov

with subject line “[agency name] - 2021 JHSSF App”

Incomplete or late applications will not be accepted.



**CITY OF BLOOMINGTON, COMMON COUNCIL
JACK HOPKINS SOCIAL SERVICES FUNDING COMMITTEE
2021 GRANT APPLICATION**

CONTACT INFORMATION

Lead Agency Name: HealthNet Bloomington Health Center (formerly
Volunteers in Medicine)

Address:

| |
|--|
| 811 W. Second Street, Bloomington, IN 47403 |
|--|

Phone: 812-333-4004

E-Mail: kay.johnson@indyhealthnet.org

Website: www.indyhealthnet.org

President of Board of Directors: Terry Garcia

Name of Executive Director: Rick Diaz

Phone: 317-957-2035

E-Mail: rick.diaz@indyhealthnet.org

Name of Grant Writer: Nancy Richman

Phone: 812-333-4032

E-Mail: nancy.richman@indyhealthnet.org

AGENCY INFORMATION

Is the Lead Agency a 501(c)(3)?

Yes

No

Number of Employees:

| Full-Time | Part-Time | Volunteers |
|-----------|-----------|------------|
| 14 | 3 | 0 |

MISSION STATEMENT (150 words or less)

Note to faith-based applicants: If your organization is a faith-based agency, please provide the mission statement of your proposed project, not your agency. Please further note: 1) Hopkins funds may never be used for inherently religious activity; 2) Any religious activity must be separate in time or place from Hopkins-funded activity; 3) Religious instruction cannot be a condition for the receipt of services; and 4) Any Hopkins program must be open to all without a faith test.

HealthNet is a not-for-profit 501(c)(3) corporation providing primary care, dentistry, mental health, and support services to the medically underserved. Like Volunteers in Medicine, the HealthNet mission is to improve lives with compassionate health care and support services, regardless of ability to pay.

PROJECT INFORMATION

Name of the project to be funded:

Improving the Oral Health of Low-Income Children and Adults

Total cost of project: \$70,776

Requested amount of Jack Hopkins funding: \$19,590

Number of City residents to be served by this project in 2021: 1,000

Number of clients to be served by this project in 2021: 1,120

PROJECT SYNOPSIS (200 words or less)

Describe the project to be funded. Begin your synopsis with the amount you are requesting and a concrete description of your proposed project. *Example - "We are requesting \$7,000 for an energy-efficient freezer to expand our emergency food service program."*

HealthNet respectfully requests \$19,590 to purchase equipment necessary to expand the Bloomington Health Center's dental services.

(Prior to the COVID-19 crisis) Access to dental care, arguably, presents the greatest challenge in healthcare access in this community. Disparities in access to dental care are well-documented and have received national attention by government agencies, health professional organizations, and researchers. Populations that have low incomes or reside in rural areas are known to obtain less care and have poorer oral health than more affluent, healthy, and urban/suburban populations. Indeed, obtaining dental care has long been a challenge for many residents of Bloomington, Monroe County, and the surrounding areas (SCAN). At the same time, there is a critical connection between oral health and medical health. Tooth decay is the most common chronic disease among children in this country. Early preventive dental care is a crucial part of a child's overall health affecting eating, speaking, playing, and learning. Similarly, with today's aging population, people are keeping their teeth longer which means that maintaining good oral hygiene is more important than ever. Gum disease, sensitive teeth, diabetes, dry mouth, and oral cancer are some of the conditions that highlight the importance of oral health in older adults.

With the HealthNet Bloomington dental clinic expansion, substantially more people will have access to dental services. Moreover, as a federally qualified health center, HealthNet Bloomington is open to children, adults, and seniors, with and without insurance. As such, this project addresses a huge unmet need in Bloomington and surrounds.

COLLABORATIVE PROJECTS

Is this a collaborative project?

Yes

No

If yes, list the name(s) of agency partner(s)

How do your missions, operations and services complement each other?

What is the existing relationship between agencies?

How will communication and coordination change as a result of the project?

Explain any challenges and steps you plan to take to address those challenges.

For collaborative projects, please attach a signed Memorandum of Understanding to this application.

PROJECT LOCATION

Address where the project will be housed (if different than agency address):

811 W. Second Street
Bloomington, IN 47403

Do you own or have site control of the property at which the project is to take place?

Yes No N/A

If you are seeking funds for capital improvements to real estate and if you do not own the property at which the project will take place, please explain your long-term interest in the property. For example, how long has the project been housed at the site? Do you have a contract/option to purchase? If you rent, how long have you rented this property and what is the length of the lease? Be prepared to provide a copy of your deed, purchase agreement, or lease agreement upon the Committee's request.

N/A

Is the property zoned for your intended use? Yes No N/A

If "no," please explain:

If permits, variances, or other forms of approval are required for your project, please indicate whether the approval has been received. If it has not been received, please indicate the entity from which the permitting or approval is sought and the length of time it takes to secure the permit or approval. *Note: Funds will not be disbursed until all requisite variances or approvals are obtained.*

N/A

PROJECT COSTS

Is this request for operational funds? *(e.g., salaries, rent, vouchers, etc),*

Yes No

If “yes,” indicate the nature of the operational request:

Pilot Bridge Collaborative
 None of the above – General request for operational funds

Other Expected Project Funds: *(Indicate source, amount, and whether confirmed or pending):*

| | | |
|-------------------------------|----------|-----------|
| Bloomington Health Foundation | \$20,000 | Confirmed |
| REMC Operation RoundUp | \$6,000 | Confirmed |
| Sarkes-Tarzian Foundation | \$10,000 | Confirmed |
| Psi Iota Xi Society | \$1,000 | Confirmed |
| Delta Dental | \$2,500 | Confirmed |

Describe when you plan to submit your claims for reimbursement and what steps precede a complete draw down of funds:

Since this request is for a one-time investment for some of the equipment we will need in order to expand dental services, we expect to submit a claim for the entire grant by the end of the third quarter 2020 (September 30, 2020).

If completion of your project depends on other anticipated funding, please describe when those funds are expected to be received:

N/A

FISCAL LEVERAGING *(100 words or less)*

Describe how your project will leverage other resources (e.g., other funds, in-kind contributions, or volunteers.)

While there is no specific fiscal leveraging, Jack Hopkins funding is essential to this initiative and joins several other funding partners (listed above) to ensure a successful dental clinic expansion. The expansion of the HealthNet Bloomington dental services is a huge project. Not only will there be a full-time dentist, full-time dental hygienist, and two full-time dental assistants, but we will also, for the first time, have capacity to build dentures in the new onsite dental lab.

FUNDING PRIORITIES – RANKED

If the Committee is unable to meet your full request, will you be able to proceed with partial funding? (Due to limited funds, the Committee may recommend partial funding for a program)

Yes No

If “yes”, provide an itemized list of program elements, ranked by priority:

| | Item | Cost |
|------------------------|---|--------------------|
| Priority #1 | Schick 33 Sz2 6” Starter Kit with Cable & RMT | \$8,120.00 |
| Priority #2 | Statim 5000 G4 Autoclave | \$6,215.00 |
| Priority #3 | Synea 400 TG-97L Handpieces | \$3,113.56 |
| Priority #4 | Demi Plus LED Curing Light System | \$1,385.09 |
| Priority #5 | NXT HG5 Amalgam Separator | \$757.00 |
| Priority #6 | | |
| Priority #7 | | \$19,590.65 |
| Total Requested | | \$19,590.00 |

JACK HOPKINS FUNDING CRITERIA

NEED (200 words or less)

Explain how your project addresses a previously-identified priority for social services funding as documented in the [Service Community Assessment of Needs](#), the City of Bloomington, Housing and Neighborhood Development Department's [2015-2019 Consolidated Plan](#), or any other community-wide survey of social service needs.

Lack of dental care is arguably one of the biggest gaps in healthcare access in Monroe and surrounding counties. According to the SCAN, obtaining dental care has long been a challenge for many residents of Monroe County and the surrounding areas (p.101). While paying for the dentist is a major problem for about 15% of all general households, closer to 50% of households earning less than \$15,000 report this to be a major challenge (p.101).

Furthermore, a feasibility study conducted by VIM in January 2018¹, concluded that there is a serious shortage of dentists available to meet the needs of the Medicaid population in Bloomington. Additionally, dentists who accept Medicaid may not provide all covered services, e.g. root canals, dentures.

A 2013 report² from the Mayo Clinic underscores the critical connection between oral health and medical health. Oral health contributes to conditions such as endocarditis, cardiovascular disease, birth complications, and pneumonia. Moreover, tooth decay is the most prevalent chronic disease affecting children, and can lead to pain, systemic infection, poor speech development, difficulty eating, disrupted sleep and lack of concentration.³

This HealthNet Bloomington initiative will expand access to dentistry for children and adults and address this gap in services.

ONE-TIME INVESTMENT (100 words or less)

Jack Hopkins Funds are intended to be a one-time investment. Explain how your project fits this criterion. If you are requesting operational funds (e.g., salaries, rent, vouchers, etc), please explain how your project satisfies an exception to the one-time funding rule (pilot, bridge, or collaborative). If you are requesting operational funds that do not satisfy one of the aforementioned exceptions, but your request is being made pursuant to the 2021 allowance for operational funds, please make that clear. If you are requesting operational funding, you must detail your plan for future funding.

This funding request is a one-time investment to purchase essential equipment for the HealthNet Bloomington dental clinic expansion

LONG-TERM BENEFITS (200 words or less)

How will your project have broad and long-lasting benefits for our community?

Regular dental checkups aren't just for oral health maintenance. Dentists and hygienists detect diseases and other health concerns just by looking at one's mouth and teeth. Even though many dental insurance plans cover preventative health care like cleanings and exams, many people don't end up going to a dentist. In fact, data from 2016 show that 40% of adults in the VIM service area hadn't seen a dentist in 12 months¹.

The expanded dental clinic at HealthNet Bloomington will have many long-term benefits for our community:

1. Access to dental services for low-income adults will expand by about 50% from VIM's previous capacity.
2. Access to services will include both preventive and restorative dental care: comprehensive assessment, intervention, cleanings, and education to help patients take responsibility for and sustain their oral health over time.
3. For the first time, dentures will be made onsite, reducing cost for patients and time spent going to off-site dentists.
4. As a federally qualified health center, HealthNet Bloomington will now offer dental services to children and seniors – a hugely important addition to the clinic's services and essential to address key areas of significant unmet need in our community.

OUTCOME INDICATORS (100 words or less)

Describe the outcome indicators to be used to measure the success of your project.

The ultimate outcome of a project (e.g., reduced hunger, homelessness or addiction rates) are often not readily observable within the Jack Hopkins funding period. For that reason, we are asking agencies to provide us with outcome indicators. In contrast to program activities (what you bought or did with grant funds) and the long-term impacts of a program (the lasting social change effected by your initiative), the data we seek are the short-term, preferably quantitative indicators used to measure the change your program has created during the period of your funding agreement. *Example: an agency providing a service might cite to the number of persons with new or improved access to a service.*

Since the dental clinic expansion is focused on expanding access to services, the key outcome indicator focuses on access:

1. Number of individuals seen at the HealthNet Bloomington dental clinic, sub-divided by:
 - a. Children / Adults
 - b. Ethnicity
 - c. Insurance status
 - d. Type of Service: cleaning/prophylaxis, extraction or other procedure / dentures

OTHER COMMENTS *(500 words or less)*

Use this space to provide other information you think the Committee would find useful. Any additional comments should supplement, not restate, information provided in the foregoing.

One question the Committee may ask is: With the federal New Access Point grant and the addition of insurance revenue, why does HealthNet Bloomington need financial assistance for dental equipment?

We were thrilled that HealthNet was awarded one of the few, highly competitive Health Services Resource Administration (HRSA) New Access Point (NAP) grants to fund the start-up of the HealthNet Bloomington Health Center (formerly Volunteers in Medicine). After extensive due diligence, both the HealthNet and Volunteers in Medicine board of directors felt confident that the acquisition was a partnership between two like-minded healthcare systems, each passionately committed to serving the medically underserved.

Even acquiring a fully functioning clinic, the start-up of a new federally qualified health center is a huge undertaking. The planning for a clinic the size of VIM to absorb an estimated 300% increase in the number of patients (by the end of Year 2) is daunting. Renovations are nearing completion which will result in the addition of 8 patient exam rooms, the restructuring of the front reception and waiting room areas, upgrading restrooms to meet ADA regulations, painting, flooring, cabling for IT and phones, installing a fire alarm system, creating a denture lab, and so forth.

Fortunately, the purpose of the NAP grant is to provide initial operational support for the start-up of new federally qualified health centers. The grant provides \$650,000 for each of the first two years of the new clinic. Unfortunately, in the blink of an eye this grant is, essentially, already spent. For Year 1, HRSA allows \$150,000 of the grant to be used for facility renovations, which, even with the plan stripped down to the most essential elements, exceeds the allowable amount of grant funding. To meet the renovation gap, the VIM board of directors approved contributing \$150,000 to the renovation budget.

The remaining NAP grant is earmarked to hire essential personnel including a full-time pediatrician, two additional nurse practitioners, a full-time dentist, hygienist, two dental assistants, several medical assistants and several other new positions (e.g. enrollment navigators, registration specialists). The personnel expenses, alone, will by far exceed the NAP grant for the first two years.

Moreover, while there will be some insurance revenue in the first year, because the construction won't be completed until mid-April, and hiring of providers is taking longer than hoped (made worse by the COVID crisis), the clinic won't be at full capacity until much later in 2020 than initially projected. Further, for the first several months most of the patients seeking care at Healthnet Bloomington are previous VIM patients – low-income and uninsured. Thus, insurance revenue will likely not be a significantly contributor to revenue in Year 1.

While FQHCs receive federal dollars and insurance revenue, as nonprofit clinics, they are still in need of additional grant funding and community support. Like VIM, HealthNet Bloomington is the only safety-net clinic in Bloomington and we are thrilled to be able to expand our services to so many more people than previously.

**2020 Jack Hopkins Social Services Funding Application
HealthNet Bloomington Health Center Project Budget**

| ITEM | Quantity | Unit Price | Total Price |
|--|----------|------------|--------------------|
| 1. Schick 33 Sz2 6” Starter Kit with Cable & RMT | 1 | \$8,120.00 | \$8,120.00 |
| 2. Statim 5000 G4 Autoclave | 1 | \$6,215.00 | \$6,215.00 |
| 3. Synea 400 TG-97L Handpieces | 4 | \$778.39 | \$3,113.56 |
| 4. Demi Plus LED Curing Light System | 1 | \$1,385.09 | \$1,385.09 |
| 5. NXT HG5 Amalgam Separator | 1 | \$757.00 | \$757.00 |
| Total | | | \$19,590.65 |
| Total Requested | | | \$19,590.00 |

Explanations for budgeted items

1. **Schick Starter Kits:** Digital imaging uses an x-ray machine like that used for traditional dental x-ray images made with film. But instead of using film in a plastic holder, digital images are made using a small **electronic sensor** that is placed in your mouth to capture the x-ray image.



2. **Statim Autoclave:** An autoclave is a high temperature machine that uses steam to sterilize instruments. Instruments are laid in cassettes that are inserted into the autoclave.



3. **Demi Plus LED Curing Light System:** A curing light is needed to harden composites, dental adhesives and adhesive cements utilized in fillings, and other procedures.



4. **Handpieces:** Essentially, everything done in a dentist’s office requires a handpiece. With two dental operatories at the clinic, 4 handpieces are needed to accommodate two patients at a time with a set that is always in the autoclave.



5. **Amalgam Separator:** Now required by the City of Bloomington to be installed prior to July 14, 2020, the amalgam separator is a **mercury collection device** that sits ‘inline’ between the operatory and vacuum pump. Dental wastewater flows through the vacuum line and passes through the amalgam separator where teeth fragments, dental amalgam and mercury are separated and collected.

