

# Developing Healthcare Clinics in Underserved Areas



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# Today's Agenda

## Developing Healthcare Clinics in Underserved Areas

How the need was recognized

How the project was developed

How the partners came together

# Town Situation

**Located in West Central  
Washington County**

**Median HHI \$34,973 vs.  
\$37,668 in county**

**Population 5,892 (2000  
census)**

**Superfund dredging and  
dewatering site**



# Determine the Need

**2002: Town Comprehensive Plan**

**2003: Economic Development Plan with CDBG TA  
grant**

**2004: Route 4 Development Plan**

# Population Shifts

**Ten year change in population**

**Town of Fort Edward –7%**

**Village of Fort Edward –12%**

**Town of Kingsbury –6%**

**Washington County +3%**

# Healthcare Situation

## Current local conditions:

No primary care physician

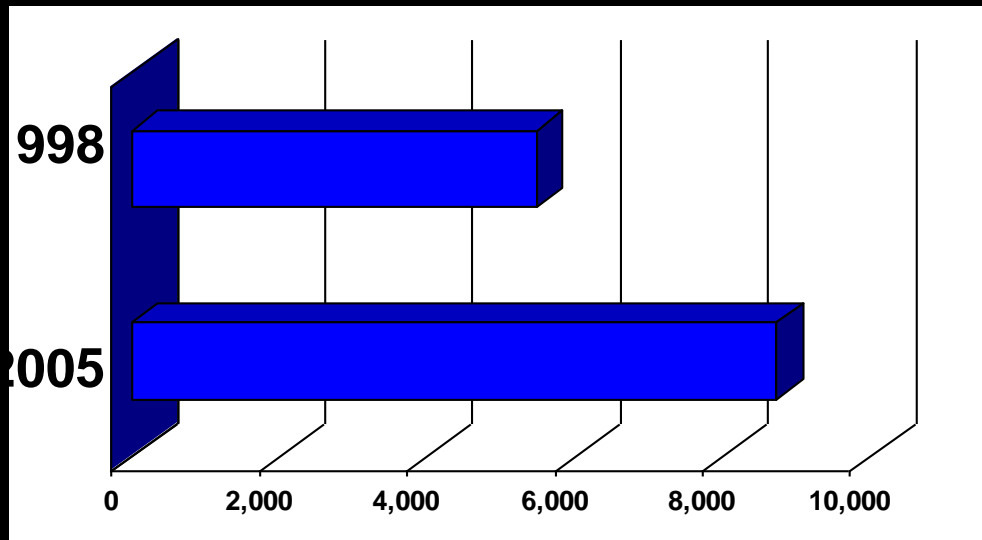
No dental care

No pharmacy

Higher cancer and mortality rates

Need for accessible health care in underserved areas

# More Patients in Need



**The number of medicare patients in Washington County grew 59% in seven years**

# Many Who Need Care

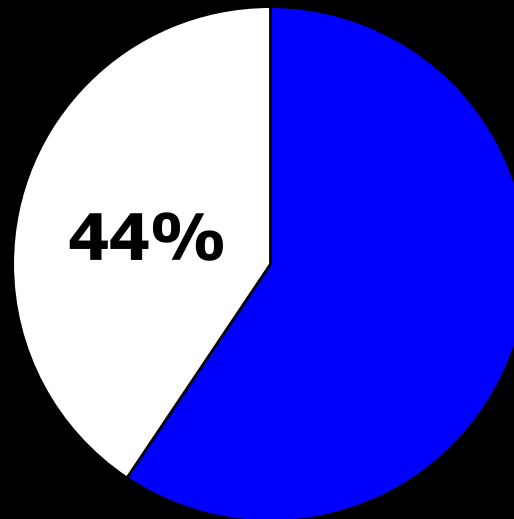
## Mortality and Birth Indices

<u>Deaths per 100,000 Population</u>	<u>Washington County</u>	<u>New York State</u>	<u>+/-</u>
Lung Cancer Male	97.3	63.9	33.4
Lung Female	63.3	52.5	10.8
Breast Cancer	36.11	32.2	3.9
Suicides	17.8	6.7	11.1
<u>Births per 100 Population</u>			
Pre-natal Care	70.7	74.4	-3.7
Fetal Deaths (20+ weeks)	11.1	5.3	5.8

**Substantially higher negative indices in critical health areas compared to state average.**



# Care Closer To Home



**Fort Edward residents traveled to HHHN in Glens Falls**

# Creating The Project

**Goal: Develop a comprehensive health care facility to provide a broad range of health services to meet the local need.**

**Underserved of all ages**

**Elderly residents**

**Low-income population**

# National Objective

**HHN data was used to help calculate the LMI percentage of 74% of total estimated patients**

## Fort Edward – HHHN Proposed LMI Patient Totals

LMI Range	Patient Numbers
0-30%	1,636
31-50%	1,195
51-80%	3,688
80% and over	2,314
<b>TOTAL</b>	<b>8,833</b>

# Project Timeline

**Define need**

**Find partners**

**Determine site location and  
building**

**Complete cost analysis**

**Create funding quilt**

**Win--Get Started**

# Finding Partners

**Identify potential partners**

**Work with a local developer**

**Approach successful area health  
care providers**

# Who is HHHN?

## Hudson Headwaters Health Network

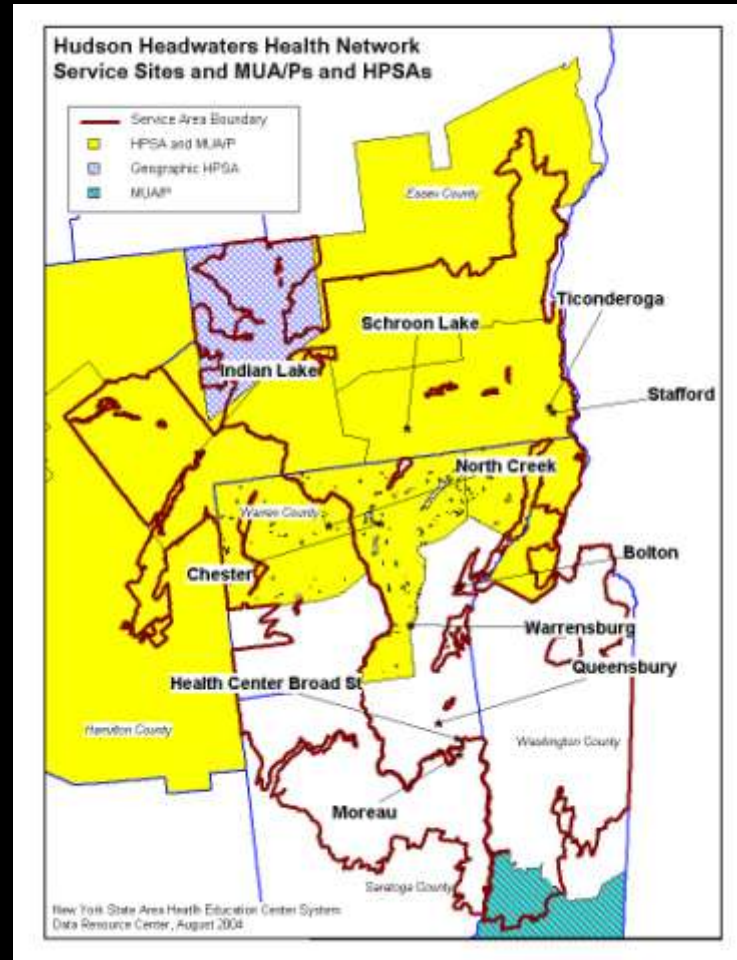
**Designated a federally qualified health center (FQHC)**

**Twelve centers in Adirondacks/Glens Falls region**

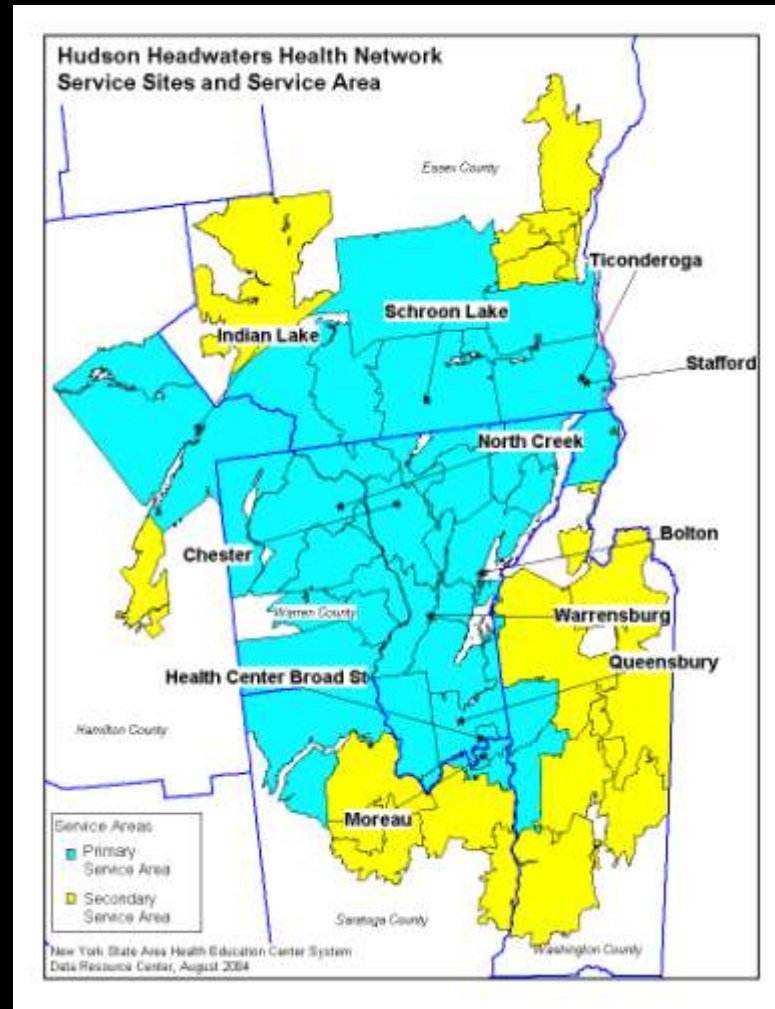
**Serves 65,000 patients**

**Over 230,000 visits to HHHN facilities annually**

# Designated HPSA Area



# HHN SERVICE AREA





# Determine Location

- **Location, location, location**
  - **Rt. 4 most traveled road**
  - **Near county jail**
- **Site selection**
  - **Go with a new site?**
  - **Refurbish the old?**
  - **Purchase/construct/lease**

# Cost Analysis

- **Land purchase**
- **Building facility needs**
- **Equipment**
- **Fixtures**
- **Other capital expenditures**
- **Operational costs**

# Create Funding Quilt

- **Identify primary funding sources**
  - What is needed
  - Where to apply
- **Seek out alternative funding sources**

# Sources of Funding

- **CDBG grant**
- **USDA funding**
- **Heal New York program**
- **Federal appropriations**
- **County commitment**
- **Town guarantee**

# Local Partners



# Agency Partners



Department of Health



# Other Considerations

- **Services for Washington County jail**
- **Pharmacy provider for county government employees**

# Win/Get Started

- Working with owner to retrofit building
- Located physician
- Ordering equipment
- Transitioning current clients
- Marketing to new ones
- Provider to Washington County jail/county employees



# Lessons Learned

- **Use planning to pinpoint needs**
- **Define project area**
- **Identify project partners**
- **Develop project plan**
- **Articulate need**
- **Research sources of funding**
- **Work together**

# Thank You

