

McKINNEY COMMUNITY DEVELOPMENT CORPORATION
Project Grant Application
Fiscal Year 2019

IMPORTANT:

- Please read the McKinney Community Development Corporation Grant Guidelines prior to completing this application.
- The Grant Guidelines and Application are available at www.mckinneycdc.org; by calling 972.547.7653 or by emailing cschneible@mckinneycdc.org
- **Contact us to discuss your plans for submitting an application prior to completing the form.**
- A completed application and all supporting documents are required to be submitted via email or on a thumb drive for consideration by the MCDC board. Please submit the application to:

McKinney Community Development Corporation
5900 S. Lake Forest Blvd., Suite 110
McKinney, TX 75070

- *If you are interested in preliminary Board of Directors review of your project proposal or idea, please complete and submit the **Letter of Inquiry** form, available at www.mckinneycdc.org, by calling 972.547.7653 or emailing cschneible@mckinneycdc.org.*

Applications must be completed in full, using this form, and received by MCDC, via email or on a thumb drive, by 5:00 p.m. on the date indicated in schedule below.

2019 Project Grant Application Schedule

Application Deadline	Presentation to MCDC Board	Board Vote and Award Notification
Cycle I: December 28, 2018	January 24, 2019	February 28, 2019
Cycle II: March 30, 2019	April 25, 2019	May 23, 2019
Cycle III: June 28, 2019	July 25, 2019	August 22, 2019

APPLICATION

Project Grants support for projects eligible for consideration under Sections 501 and 505 of the Texas Local Government Code. These include:

- Projects Related to the Creation or Retention of Primary Jobs
- Infrastructure Improvement Projects Necessary to Develop New or Expanded Business Enterprises
- Public Parks and Open Space Improvements
- Projects Related to Recreational or Community (city/public access) Facilities
- Professional and Amateur Sports and Athletic Facilities, including Children's Sports
- Entertainment, Tourist and Convention Facilities
- Projects Related to Low Income Housing
- Mass Transit-Related Facilities
- Airport Facilities

INFORMATION ABOUT YOUR ORGANIZATION

Name: The North Texas Family Health Foundation

Federal Tax I.D.: 81-4126222

Incorporation Date: September 29, 2016

Mailing Address: 1600 Redbud Blvd.

City McKinney

ST: 400

Zip: 75069

Phone: 972-562-9004

Fax:

Email: jtippit@ibtx.com

Website:

Check One:

- ☒ Nonprofit – 501(c) Attach a copy of IRS Determination Letter
- ☐ Governmental entity
- ☐ For profit corporation
- ☐ Other

Professional affiliations and organizations to which your organization belongs:

REPRESENTATIVE COMPLETING APPLICATION:

Name: Lora Cryer

Title: Executive Assistant

Mailing Address: 1600 Redbud Blvd.

City: McKinney

ST: 400

Zip: 75069

Phone: 972-562-9004

Fax:

Email: lcryer@ibtx.com

CONTACT FOR COMMUNICATIONS BETWEEN MCDC AND ORGANIZATION:

Name: James Tippit

Title: President

Mailing Address: 1600 Redbud Blvd.

City: McKinney

ST: 400

Zip: 75069

Phone: 972-562-9004

Fax:

Email: jtippit@ibttx.com

FUNDING

Total amount requested: \$800,000.00

Matching Funds Available (Y/N and amount): N

Will funding be requested from any other City of McKinney entity (e.g. TIRZ Grant, City of McKinney Community Support Grant)?

☒ Yes

☐ No

Please provide details and funding requested: Impact fees from MEDC (approx.. \$150K); City under a jobs-based, Ch. 380 agreement (\$1.55MM)

PROJECT

Start Date: May 2019

Completion Date: March 2020

BOARD OF DIRECTORS *(may be included as an attachment)*

James Tippit

President

Allen Patterson

Vice President

Kathryn Perry

Treasurer and Secretary

LEADERSHIP STAFF (*may be included as an attachment*)

Using the outline below, provide a written narrative no longer than 7 pages in length:

I. Applying Organization

Describe the mission, strategic goals and objectives, scope of services, day to day operations and number of paid staff and volunteers.

Disclose and summarize any significant, planned organizational changes and describe their potential impact on the Project for which funds are requested.

II. Project

- Outline details of the Project for which funds are requested. Include information regarding scope, goals, objectives, end user.
- Describe how the proposed Project fulfills strategic goals and objectives for your organization and benefits the McKinney community.
- Please also include planned support activities, timeframe/schedule, and estimated use and admission fees if applicable.
- Include the location for Project.
- Provide a timeline for the Project – from design to completion.
- Will the project be competitively bid?
- Are there plans for growth/expansion in future years?

Please provide the information requested below:

- | | | |
|-----------------------------|---|-----------------------------|
| • An expansion/improvement? | ☐ Yes | ☐ No |
| • A replacement/repair? | ☐ Yes | ☐ No |
| • A multi-phase project? | ☒ Yes | ☐ No |
| • A new project? | ☒ Yes | ☐ No |

Has a feasibility study or market analysis been completed for this proposed project? *If so, please attach a copy of the Executive Summary.* N/A

Provide specific information to illustrate how this Project aligns with one or more of the goals and strategies adopted by McKinney City Council and McKinney Community Development:

- Eligible for MCDC consideration under Sections 501 to 505 of the Texas Local Government Code (refer to MCDC Grant Guidelines and/or page 1 of this application)
- Support cultural, sports, fitness, entertainment, community projects and events that attract resident and visitor participation and contribute to quality of life, business development and growth of McKinney sales tax revenue
- Highlight and promote McKinney as a unique destination for residents and visitors alike
- Meet citizen needs for quality of life improvements, business development and sustainable economic growth for residents in the City of McKinney
- Demonstrate informed financial planning – addressing long-term costs, budget consequences and sustainability of projects for which funding is requested

Indicate which goal(s) listed above will be supported by the proposed Project/Promotional/Event:

Has a request for funding, for this Project been submitted to MCDC in the past?

☐ Yes

☒ No

Date(s):

III. Financial

- Provide an overview of the organization's financial status including the impact of this grant request on organization mission, goals and business model.
- Please attach your organization's budget for the current year and audited financial statements for the preceding two years. If audited financials are not available, please indicate why.

What is the total estimated cost for this Project?

\$6,561,156.00

Please provide a detailed budget specific to the proposed Project.

What percentage of Project funding will be provided by the Applicant? 72%

Are Matching Funds available? ☐ Yes

☒ No

Cash \$6,561,156.00

Source Donation

% of Total 100%

In-Kind \$

Source

% of Total

Please provide details regarding other potential sources for funding. Include name of organization(s) solicited; date of solicitation; amount of solicitation and date that notice of any grant/award/loan is expected.

IV. Marketing and Outreach

Describe marketing plans and outreach strategies for your organization and for the Project for which you are requesting funding – and how they are designed to help you achieve current and future goals.

V. Metrics to Evaluate Success

Outline the metrics that will be used to evaluate success of the proposed Project. If funding is awarded, a final report will be required summarizing success in achieving objectives outlined for the event.

Acknowledgements

If funding is approved by the MCDC board of directors, Applicant will assure:

- The Project for which financial assistance is sought will be administered by or under the supervision of the applying organization.
- All funds awarded will be used exclusively for the purpose described in this application.
- Applicant owns the land, building or facility where the proposed project will be located. If the Applicant does not own the land, written acknowledgement/approval from the property owner must be included with the application. The letter must document the property owner is aware of the proposed use of the property or facility; and the property owner has reviewed the project plan and application, approves and supports the efforts of the Applicant.
- MCDC will be recognized in all marketing, advertising, outreach and public relations as a funder of the Project. Specifics to be agreed upon by applicant and MCDC and included in an executed performance agreement.
- Organization's officials who have signed the application are authorized by the organization to submit the application.
- Applicant will comply with the MCDC Grant Guidelines in executing the Project for which funds were awarded.
- A final report detailing the successful completion of the Project, as measured against identified metrics, will be provided to MCDC no later than 30 days following the completion of the Project.
- Grant funding is provided on a reimbursement basis subsequent to submission of a reimbursement request, with copies of invoices and paid receipts for qualified expenses. Up to 20% of the grant awarded may be withheld **until the final report on completion of the Project is provided to MCDC.**

- The required performance agreement will contain a provision certifying that the applicant does not and will not knowingly employ an undocumented worker in accordance with Chapter 2264 of the Texas Government Code, as amended. Further, should the applicant be convicted of a violation under 8 U.S.C. § 1324a(f), the applicant will be required to repay the amount of the public subsidy provided under the agreement plus interest, at an agreed to interest rate, not later than the 120th day after the date the MCDC notifies the applicant of the violation.

We certify that all figures, facts and representations made in this application, including attachments, are true and correct to the best of our knowledge.

Chief Executive Officer



Signature

Printed Name James Tippit

Date 3/27/19

Representative Completing Application

Signature

Printed Name

Date

INCOMPLETE APPLICATIONS, OR THOSE RECEIVED AFTER THE DEADLINE, WILL NOT BE CONSIDERED.

CHECKLIST:

Completed Application:

- ☒ Use the form/format provided
- ☒ Organization Description
- ☒ Outline of Project: description, budget, goals and objectives
- ☒ Indicate the MCDC goal(s) that will be supported by this Project
- ☒ Project timeline and location
- ☒ Plans for advertising, marketing and outreach
- ☒ Evaluation metrics
- ☒ List of board of directors and staff
- ☒ Financials provided: organization's budget for current fiscal year; Project budget; audited financial statements
- ☒ Feasibility Study or Market Analysis if completed (Executive Summary)
- ☒ IRS Determination Letter (if applicable)

A FINAL REPORT IS TO BE PROVIDED TO MCDC WITHIN 30 DAYS OF THE COMPLETION OF THE PROJECT

FINAL PAYMENT OF FUNDING AWARDED WILL BE MADE UPON RECEIPT OF FINAL REPORT.

PLEASE USE THE FORM/FORMAT OUTLINED ON THE NEXT PAGE.



McKinney COMMUNITY DEVELOPMENT CORPORATION

Final Report

Organization: The North Texas Family Health Foundation

Funding Amount: \$800,000.00

Project: Family Health Center at Virginia Parkway (FQHC)

Start Date: May 2019

Completion Date: March 2020

Location of Project: 1620 Virginia Parkway, McKinney, TX 75069

Please include the following in your report:

- Narrative report on the Project
- Identify goals and objectives achieved
- Financial report – budget as proposed and actual expenditures, with explanations for any variance
- Samples of printed marketing and outreach materials
- Photographs, slides, videotapes, etc.
- Performance against metrics outlined in application

Please submit Final Report no later than 30 days following the completion of the Project/Promotional/Community Event to:

McKinney Community Development Corporation
5900 S. Lake Forest Blvd., Suite 110
McKinney, TX 75070

Attn: Cindy Schneible
cschneible@mckinneycdc.org

The North Texas Family Health Foundation

Project Grant Application

- I. Applying Application**
 - a. MCDC Project Application NTxFH
- II. Project**
 - a. MCDC Project Application NTxFH
 - b. Project Timeline
 - c. Survey – Prelim
 - d. Site Plan
 - e. Site Map
- III. Financial**
 - a. Budget
 - b. The North Texas Family Health Foundation
- IV. Marketing and Outreach**
 - a. 2019 Marketing Plan
- V. Metrics to Evaluate Success**
 - a. Project Timeline
- VI. Appendix**
 - a. Community Referral Partners
 - b. Narrative Addendum

I. Applying Organization

The mission of the North Texas Family Health Foundation (NTxFH) is to work across sectors (including government, business, and non-profit) to leverage our combined vision, knowledge, and financial resources to bring a medical home to our community that helps people rise to live their fullest lives possible.

The Family Health Center at Virginia Parkway, is the first – and to-date only – initiative of the NTxFH foundation. The Family Health Center at Virginia Parkway's mission is "To provide access to high quality, respectful and patient-centered primary and preventive healthcare services for everyone."

Introduction

He who has health has hope; he who has hope has everything

-Thomas Carlyle

While it has long been recognized that health care access impacts families, research has more recently quantified the impact of health and wellness on communities.

Consider our community: West McKinney's median household income more than doubles that of East McKinney (\$95,760 as compared to \$47,332) resulting in significant gaps in access to care and poorer health outcomes.

A 2016 study by the Centers for Disease Control and prevention (CDC) showed significant disparities between the health and quality of life of East McKinney and the rest of the city¹.

- 1 in 8 adults in East McKinney have suffered from mental health concerns more than 14 days in a year
- 36% of Adults in East McKinney have high cholesterol
- Adults in East McKinney are twice as likely to have diabetes than other McKinney residents
- More than one-half (56%) of East McKinney's adult residents have not had dental care in the past year
- 43% of adults in East McKinney lack health care insurance.

Communities cannot be healthy if the citizens aren't healthy and that means healthcare access, particularly for the underserved, is critical. By ensuring that every member of our community has access to a medical home, we cannot just support individual health but provide the foundation for

¹ Division of Population Health, National Center for Chronic Disease Prevention and Health Promotion n.d.

a strong and healthy community where every family has the opportunity to work and for their children to be educated.

II. About the Project

The North Texas Family Health Foundation is a partnership to establish a permanent home for the Family Health Center at Virginia Parkway. This patient-centered medical home provides primary care services (medical, dental and behavioral) to families, children and individual residents of McKinney and Collin County, regardless of their financial situation or insurance coverage. As a project of the NTxFH; the Family Health Center will also be a training site for educational engagements with Universities and the school District.

Healthcare services include:

- Pediatrics, family medicine, obstetrics and gynecology (OB/GYN), and pharmacy
- Dental cleanings, exams, extractions, fillings, sealants, X-rays and specialist referrals
- Counseling-focused intervention and treatment
- Linking patients to critical basic resources, including social services, transportation and nutritious food.
- Health education and outreach to patients and the community

In addition, **Family Health Center provides medical education in partnership with several academic institutions.** By serving as a training facility for primary care physicians FHC will help reduce the critical shortage of providers in the area as well as to attract and retain primary care providers in McKinney.

The clinic can and will serve as a **training site** for a variety of other medical fields as well. In all cases students will be supervised by fully-licensed physicians and dentists. Students will receive credit/degrees from their home institution (all accredited universities and colleges). In brief:

- The clinic currently has a student nurse practitioner from UT Arlington training on site
- The clinic has an existing relationship with A.T. Still University - their medical and physician assistant students are expected to begin training in McKinney in the future – expected 2021.
- Both dentists at the clinic are trained in Advanced Education in General dentistry (AEGD) so once they have the additional space that will be provided at the new site, the clinic can accept dental residents.
- Collin College has expressed an interest in sending their dental hygiene students to train onsite, once the clinic expands they will have the capacity to train these students.
- The clinic is actively talking with a number of other programs, including the nurse practitioner program at Midwestern State University.

Family Health Center is **proud to have been awarded designation as a Federally Qualified Health Center.** This designation is considered to be a measure of excellence in primary care infrastructure. They provide comprehensive primary health, oral, and mental health/substance

abuse services to persons in all stages of the life cycle. In return for providing primary care to underserved, homeless, and poverty-stricken populations, these centers are reimbursed at a higher rate than other providers by public programs such as Medicaid and Medicare.

FQHCs, by design, receive higher per visit reimbursement for both Medicare and Medicaid patients and realize cost savings from obtaining malpractice insurance coverage under the Federal Tort Claims Act. These savings, coupled with direct patient revenue, insurance reimbursements, state and local funding, grant funding and private donations *create the unique and operationally sustainable FQHC health care model.*

The permanent home for the clinic will be in a medically underserved area of McKinney which is located immediately across Virginia Street from First McKinney Baptist Church. (Please see attached map and detailed timeline attached). The goal is for the clinic to be open and operational in their new home in the spring of 2020.

We are blessed to be partnered with an amazing design team on this project who are working to create a building that is not just a medical home but one that feels like a home for people who all too often go without care. Our hope is that this building will be one that the entire community can be proud of. The award-winning design team includes: [MASS Design Group](#), SmithGroup, Kimley-Horn McKinney, KDC, Cross Engineering, and Rogers-O'Brien. (Please see attached conceptual images)

Our team is also focused on partnering with the local community more broadly as well. Our goal is to hire local labor and use local materials whenever feasible, an approach also known as Lo-fab. And we are working with local artist, Jim Wilson on an art project that will collect contributions from schools, churches, and other community groups that will be woven into the design.

Partnerships from across the community are making this project possible and this request will help us get across the finish line.

To be sustainable, an FQHC needs a building free of debt and 2-3 years of start-up capital to cover costs as the clinic builds its patient base. Once established FQHCs are typically self-funding. The critical gap in establishing a new FQHC is that there are no longer Federal grant funds available to aid getting a new building or to cover these costs.

McKinney is a community that has never shied away from taking action to solve problems, together and one that is proud to lend a hand to its neighbors. Working together with local hospitals, businesses, schools, and non-profits we have laid the groundwork to bring this much needed resource to McKinney. We are respectfully requesting that the City of McKinney join us in this partnership.

This application seeks approval from the MCDC Board sufficient to cover horizontal infrastructure costs for the permeant site for Family Health Center at Virginia Parkway clinic. The proposed clinic will carry the designation as a Federally Qualified Health Center (FQHC).

The proposed new build project's horizontal costs are itemized as follows:

MCDC Request

Currently horizontal construction costs are estimated to be about \$800K

Earthwork	\$	200,000.00
Utilities	\$	150,000.00
Paving	\$	230,000.00
Landscape / Hardscape	\$	150,000.00
Other misc site work	\$	60,000.00
	\$	790,000.00

This clinic has a chance to make an immediate and lasting impact on our community and to further many goals established by the City Council of McKinney, including:

City Council Goal 1: Direction for Strategic & Economic Growth

- 1A: Establish regional and infrastructure incentives to increase economic growth
- 1D: Leverage the existing partnerships with MEDC and MCDC
- 1E: Increase community involvement and participation within local government / community

City Council Goal 5: Enhance the Quality of Life in McKinney

- 5E: Develop sustainable quality of life improvements within the City of McKinney
- 5F: Maximize partnerships between the City of McKinney and private industry

Family Health Center at Virginia Parkway has the potential to demonstrate how **by working together as a community we can not only improve health care delivery that people need in our community, but to support efforts to including to:**

- **Reduce child absenteeism in schools**
- **To improve worker productivity at local businesses; and**
- **Become a centralized place for people to get the services they need to lead healthy and productive lives.**

Future Growth and Expansion

The most powerful feature of the FQHC's capacity to change lives is its self-sustaining nature.

By the end of the second year it will be self-sustaining and is projected to treat approximately 21,000 unduplicated patients annually. That impact alone is reason to invest.

But it does more than that.

The clinic's economic impact totals, according to IMPLAN numbers, would make a first-year impact of \$3.6 million as they provide primary care to people who don't have ready access to it.

The clinic will also be the center for graduate medical education in the north Texas Area, and it will help our hospitals deliver better emergency care. Furthermore, once this first FQHC is self-sustaining, there will be opportunities to expand the project at the Virginia Street site and at satellite locations which will help to meet similar needs in other areas of Collin County.

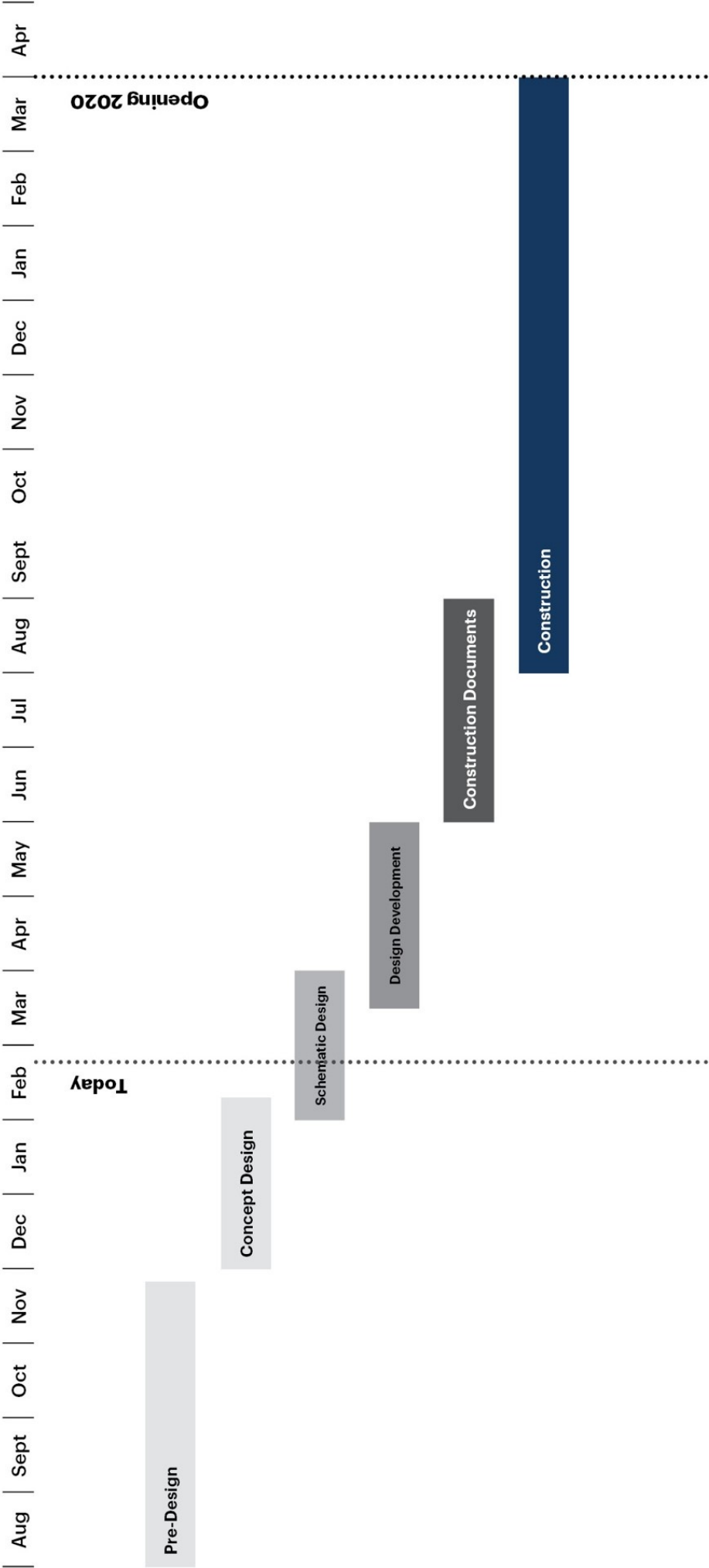
It is an amazing opportunity, but one that will take all of us pitching in together to make it a reality.

We believe that this project aligns with the following goals of the MCDC:

- Eligible for MDCD consideration under Sections 501 to 505 of the Texas Local Government Code
- Meet citizen need for quality of life improvements, business development and sustainable economic growth for residents in the City of McKinney

We therefore respectfully request that the MCDC board join us in helping to create a stronger, healthier community.

Project Schedule



Family Health Center at Virginia Parkway

2019 Practice Plan

GOAL:

Continue to build awareness while leveraging multiple marketing channels to drive qualified leads to the Family Health Center (FHC). Primary focus is to increase the number of new Medicaid patients.

CONSUMER TARGET:

- Pediatrics: infants to 18 years of age
- General family medicine: 19 years – 54 years
- Senior population: 55+

APPROACH:

- Continue to build brand awareness through community engagement and various mediums (print, radio, digital)
- Execute Facebook strategy to grow FHC's social media presence and build consumer loyalty by sharing consumer-friendly content.
- Create a patient testimonial video and blogs, cross-promoting online and through social media channels
- Build a strong on-line reputation through paid search and campaigns

STRATEGY:

Consumer Engagement January – December 2019					
Tactic	Rationale	Timing	Metric	Cost	
Pay-Per-Click (PPC)	Audit most searched PPC keywords and integrate words/phrases into site content to elevate search ranking (i.e. Google Ads)	Ongoing	Click-through-rate (CTR) Click-to-call (CTC)	\$12,000* (\$1,000/mo)	
Patient Stories/Blogs	- Produce 6-8 blog posts throughout the year for practice site to increase SEO and create new content for Facebook page: - Practice website - Family Health Center Facebook page - Partner sites or Facebook pages (i.e. Texas Association of Community Health Centers)	Ongoing		\$0	

Facebook - Organic Content	- Recommended quantity of organic posts is 4-6 per month (1-2 posts per week). Content will be pulled from: - About us/meet the provider - Practice site – types of procedures, patient resources, blogs - Health Studies/Media - All English content will be translated into Spanish content	Weekly	n/a
Facebook - Boosted Posts	- Pay to boost 1-2 posts per month which allows you to select a target audience and expand the post's reach beyond page followers - Family Health Center services (i.e. dental) - Meet the provider - Media stories - Events/outreach	Monthly	\$3,600* \$300/mo
Instagram	Boosted ads will be shared to Instagram	Monthly	n/a

Website Management & Search Engine Optimization (SEO)	- Complete ongoing maintenance of Family Health Center site, adding new content as needed (i.e. OBGYN/Women's Health) and incorporating blogs, media coverage, etc. as available - Continue to optimize site by incorporating keywords/phrases into copy to increase the site's organic positioning on search engines	Ongoing	Increase web sessions on site pages Increase leads (calls)	n/a
Print advertising - Community Impact SSA Resource Guide - McKinney Courier Gazette - PSA-McKinney Sponsorship	\$2,000 \$9,816 (3 ads at \$3272) \$2,500 (10x10 wall banner & 3-4 sponsor events)	Ongoing		\$14,316
Radio	Spanish Radio Advertising	Targeted Outreach Events		\$5,000
Collateral	Create Family Health Center or service line specific fliers (i.e. dental) to support referral development.	Ongoing	n/a	\$3,500 graphics \$2,000 printing

Community Outreach	- Community sponsorships ■ i.e. Adolescent Symposium, Coalition Counselor Conference, etc. - Health and Back-to-School Fairs - Benefits enrollment (i.e. Medicare, Medicaid/CHIP, Open Enrollment) - Coalition Building/Referral Partners (Collin County Council on Family Violence, Collin County Social Services Association, Substance Use Prevention Coalition, 5c Charitable Clinic Coalition, HeadStart Mental Health Advisory Committee, McKinney Hunger Free Coalition) - Hospital Systems (BSW, Medical City, Texas Health) - Non-profit agencies & ISDs - Faith-based (i.e. Cottonwood Creek & First McKinney)	Ongoing	\$800* (community sponsorship fees)
Total:			\$32,816
Estimated cost paid by Independent Bank			\$24,816 (\$25,000)

*Cost paid by Community Healthcare Center in 2018

Addendum – Marketing Outreach & Events

[illegible]

Community – Referral Partners

The Family Health Center at Virginia Parkway is thankful for our community and collaborative partners. We are proud to serve the Allen, McKinney and Plano communities, along with the greater Collin County area.

[Allen Community Outreach](#)

[Allen ISD](#)

[CitySquare](#)

[Communities In Schools, Dallas](#)

[Collin County Council on Family Violence](#)

[Collin County Healthcare Services](#)

[Collin County WIC](#)

[Collin College Dental Hygiene Clinic](#)

[Community Garden Kitchen of Collin County](#)

[Community Lifeline](#)

[Lifepath Systems](#)

[McKinney Hunger Free Coalition](#)

[McKinney ISD](#)

[Plano ISD](#)

[Region 10 Headstart](#)

[Substance Use Prevention Coalition](#)





Family Health Center at Virginia Preliminary Budget

Project name	19021 - Family Health Center 20190311
Estimator	Denis Curtin
Job size	25000 sqft



	Location	Description	Takeoff Quantity	Total Cost/Unit	Total Amount
1	01-Site				
2		Demolition			
3		Sawcut and remove curb at approaches	217.00 lf	6.34 /lf	1,376
4		Remove existing swimming pool structure	1,500.00 sf	9.51 /sf	14,265
		Demolition			15,641
5		Flagpoles			
6		Ground-Set Flagpoles	1.00 ea	4,438.09 /ea	4,438
		Flagpoles			4,438
7		Excavation and Fill			
8		Strip Site	2,710.00 cy	12.68 /cy	34,364
9		Cut/Fill - 2' Average	10,841.00 cy	5.07 /cy	54,987
10		Moisture Condition Pad - 10'	6,740.00 cy	5.39 /cy	36,323
11		2' Select Fill Cap	1,296.00 cy	27.90 /cy	36,154
12		Site Grading	61,000.00 sf	0.25 /sf	15,470
		Excavation and Fill			177,297
13		Rigid Paving			
14		Concrete Paving - 6" Fire Lane	18,102.00 sf	5.07 /sf	91,815
15		Concrete Paving - 5" Vehicular Paving	13,266.00 sf	4.76 /sf	63,081
16		Sidewalk	6,000.00 sf	6.34 /sf	38,041
		Rigid Paving			192,937
17		Paving Specialties			
18		Pavement Markings	31,368.00 sf	0.19 /sf	5,966
		Paving Specialties			5,966
19		Fences and Gates			
20		Perimeter Fence	973.00 lf	44.38 /lf	43,183
		Fences and Gates			43,183
21		Planting			
22		Landscaping/Irrigation	2.40 ac	50,721.09 /ac	121,731
		Planting			121,731
23		Site Concrete Turnkey Items			
24		Turnkey - Light Pole Bases	5.00 ea	824.22 /ea	4,121
25		Turnkey - Bollard Bases - Round	4.00 ea	221.91 /ea	888
26		Dumpster Pad	142.00 sf	19.02 /sf	2,701
		Site Concrete Turnkey Items			7,710
27		Common Work Results for Utilities			
28		Domestic Water	57.00 lf	63.40 /lf	3,614
29		Fire Water	275.00 lf	82.42 /lf	22,666
30		Sanitary Sewer	150.00 lf	63.40 /lf	9,510
31		Storm Sewer - 18" - 24"	914.00 lf	95.10 /lf	86,923
32		Storm Sewer - Area Drains	200.00 lf	57.06 /lf	11,412
		Common Work Results for Utilities			134,126
	01-Site				703,028
33	02-Office				
34		Common Work Results for Concrete			
35		Slab on Grade 5" on 15 Mil	12,500.00 sf	7.61 /sf	95,102
36		Slab-on-Deck 3 1/2" - Level 2	12,500.00 sf	6.34 /sf	79,252
37		Piers - Perimeter - 24" x 20' D x 27 EA	540.00 lf	76.08 /lf	41,084
38		Piers - Interior - 30" x 20' D x 24 EA	480.00 lf	82.42 /lf	39,562
39		Elevator Pit	1.00 ea	4,438.11 /ea	4,438
40		Grade Beam 16" W x 30" D	672.00 lf	158.50 /lf	106,514
		Common Work Results for Concrete		/mnt h	365,953
41		Unit Masonry			
42		Masonry Veneer	6,556.00 sf	25.36 /sf	166,264
		Unit Masonry			166,264
43		Structural Steel Framing			
44		Structural Steel - Level 2 @ 10 PSF - 12,500 SF (Incl Pan Stairs)	63.00 tns	5,072.11 /tns	319,543
45		Structural Steel - Roof Level MEP - 10 PSF - 1,800 SF	10.00 tns	5,072.11 /tns	50,721
46		Structural Steel - Roof Level 5 PSF - 12,500 SF	31.00 tns	4,438.10 /tns	137,581



Location	Description	Takeoff Quantity	Total Cost/Unit	Total Amount
	Structural Steel Framing			507,845
47	Metal Fabrications			
48	Roof Screen Framing	230.00 lf	95.10 /lf	21,873
49	Monument Stair	1.00 ls	38,040.81 /ls	38,041
	Metal Fabrications			59,914
50	Rough Carpentry			
51	Miscellaneous Rough Carpentry	25,000.00 sf	0.31 /sf	7,857
	Rough Carpentry			7,857
52	Dampproofing and Waterproofing			
53	Waterproofing at Metal Panels	1,200.00 sf	7.61 /sf	9,130
54	Building Sealants	25,000.00 lf	0.95 /lf	23,775
55	Elevator Pit Waterproofing	2.00 ea	2,536.07 /ea	5,072
56	Concrete Floor Sealer	250.00 sf	2.54 /sf	634
	Dampproofing and Waterproofing			38,611
57	Thermal Insulation			
58	Continuous Rigid Insulation	13,112.00 sf	3.17 /sf	41,566
	Thermal Insulation			41,566
59	Shingles and Shakes			
60	Asphalt Shingles	14,000.00 sf	3.17 /sf	44,381
	Shingles and Shakes			44,381
61	Wall Panels			
62	Roof Screen - Perforated Metal Wall Panels 7' H - 230 LF	1,610.00 sf	25.36 /sf	40,830
	Wall Panels			40,830
63	Composite Panels			
64	Composite Wall Panels	1,200.00 sf	44.38 /sf	53,257
	Composite Panels		/sf	53,257
65	Doors and Frames			
66	Doors and Hardware	15.00 ea	1,585.03 /ea	23,776
	Doors and Frames			23,776
67	Entrances, Storefronts, and Curtain Walls			
68	Curtain Wall - Full Height	1,000.00 sf	82.42 /sf	82,422
69	Storefront Punched Openings - 30% of skin	6,048.00 sf	57.06 /sf	345,106
70	Storefront Doors	6.00 ea	2,282.45 /ea	13,695
	Entrances, Storefronts, and Curtain Walls			441,223
71	Interior Finish Allowances			
72	Common Area Finish Allowance	5,462.00 sf	63.40 /sf	346,298
73	Elevator Lobby Finish Allowance	400.00 sf	107.78 /sf	43,113
74	Restroom Finish Allowance	1,200.00 sf	126.80 /sf	152,163
75	Medical Office Finish Allowance	17,938.00 sf	107.78 /sf	1,933,399
	Interior Finish Allowances			2,474,974
76	Plaster and Gypsum Board			
77	Exterior wall framing, sheathing and insulation	13,112.00 sf	12.68 /sf	166,264
78	Interior Framing & Insulation (Sheetrock at Stairwells/Elevators)	25,000.00 sf	3.80 /sf	95,102
79	Metal Stud Framing at roof gables	12,500.00 sf	15.22 /sf	190,204
	Plaster and Gypsum Board			451,570
80	Cement Plastering			
81	Cement Stucco - Walls	6,556.00 sf	17.75 /sf	116,385
	Cement Plastering			116,385
82	Painting			
83	Paint	25,000.00 sf	1.90 /sf	47,551
	Painting			47,551
84	Signage			
85	Interior/Exterior Signage Allowance - Code Minimum	1.00 ls	6,340.15 /ls	6,340
	Signage			6,340
86	Fire Protection Specialties			



Location	Description	Takeoff Quantity	Total Cost/Unit	Total Amount
	Fire Protection Specialties			
87	Fire Extinguishers	5.00 ea	317.01 /ea	1,585
	Fire Protection Specialties			1,585
88	Other Specialties			
89	Knox Box	1.00 ea	932.02 /ea	932
	Other Specialties			932
90	Rugs and Mats			
91	Entrance Floor Mats and Frames - Vestibules	1.00 ea	6,340.12 /ea	6,340
	Rugs and Mats			6,340
92	Elevators			
93	Hydraulic Elevators 1 ea x 2 stops - 3,500 #	2.00 st	44,380.96 /st	88,762
94	Elevators - Cab Finish Allowance	2.00 ea	25,360.55 /ea	50,721
	Elevators			139,483
95	Fire Suppression Systems			
96	Fire Suppression	25,000.00 sf	2.22 /sf	55,476
	Fire Suppression Systems			55,476
97	Plumbing			
98	Plumbing	25,000.00 sf	5.07 /sf	126,803
	Plumbing			126,803
99	HVAC			
100	HVAC - Packaged RTU	84.00 tons	3,043.27 /tons	255,634
	HVAC			255,634
101	Electrical			
102	Electrical	25,000.00 sf	15.22 /sf	380,408
	Electrical			380,408
103	Data Communications			
104	Communication Rough-in	25,000.00 sf	0.13 /sf	3,170
	Data Communications			3,170
	02-Office			5,858,128

Estimate Totals

Description	Amount	Totals	Rate	Cost per Unit
Labor	4,512			0.180
Material	3,345			0.134
Subcontract	6,553,299			262.132
Equipment				
Other				
	<u>6,561,156</u>	<u>6,561,156</u>		<u>262.446</u>
Total		6,561,156		262.446

North Texas Family Health Foundation

Prior to the formation of the North Texas Family Health Foundation, contributions totaling \$2,562,363.49 have been made to the Family Health Center at Virginia Parkway

	February	March	May	June	July	August	October	November	December	Grand Total
2017									\$ 165,000.00	\$ 165,000.00
2018		\$ 60,000.00	\$ 34,000.00	\$ 192,000.00	\$ 54,908.96	\$ 25,000.00	\$ 10,000.00	\$ 25,000.00	\$ 395,000.00	\$ 795,908.96
2019	\$ 100,000.00	\$ 50,834.00								\$ 150,834.00
Grand Total	\$ 100,000.00	\$ 10,834.00	\$ 34,000.00	\$ 192,000.00	\$ 54,908.96	\$ 25,000.00	\$ 10,000.00	\$ 25,000.00	\$ 560,000.00	\$ 1,111,742.96

Expenditures paid to-date

Q1 2018	\$ 134,893.38									\$ 134,893.38
Q2 2018				\$ 31,290.30						\$ 31,290.30
Q3 2018						\$ 150,425.26				\$ 150,425.26
Q4 2018									\$ 156,111.66	\$ 156,111.66
Grand Total									\$ 472,720.60	\$ 472,720.60

Narrative Addendum

Seven years ago a grass-roots group, Health Care Committee of Collin County started meeting to look at what could be done to meet the biggest needs in our community. The group included representatives from the City of McKinney as well as many area non-profits and healthcare providers. At the time, this committee was looking into Federally Qualified Health Centers as an option for delivering low cost high quality health care to underserved populations in our County.

After several months of research into what communities needed, one of our team members became the treasurer of the Collin County Homeless coalition and visited with over 30 area non-profits to ask questions about needs in the community. Additionally, we became active in a grass roots organization called Health Care Committee of Collin County.

While it has long been recognized that health care access impacts families, research has more recently quantified the impact of wellness on communities. According to a new study at Vanderbilt University (VU), access to health care has a much stronger impact on a community than originally thought. Conversely, the *lack* of adequate health care is also responsible for tension in a community. Researchers at Vanderbilt further examined the social consequences that come with an uninsured majority. Tara McKay, an assistant professor at VU claims that “given the strain uninsurance places on individuals, providers and health care markets, it is not unreasonable to imagine that the consequences of uninsurance are likely to go beyond health and health care and impact the social lives of individuals and communities.”

McKay and her colleagues looked into the Affordable Care Act and analyzed the health and well-being of neighborhoods in Los Angeles County. They found a 34% decrease in social cohesion scores when comparing a community with high levels of insurance compared to those with low levels. *Access to health care strengthens a community in many ways, not just through health. Without obtaining proper health insurance, families are at a much higher risk for stress due to illnesses, debt, and unsafe conditions. They are likely less able to work as much, leading to overall unhealthy lifestyles.* (Patterson 2017)

Communities cannot be healthy if the citizens aren't healthy and that means healthcare access, particularly for the underserved, is critical. After discussion with numerous non-profits and through the many non-profits linked to the homeless coalition, it became apparent that medical and dental and mental health access was a big issue.

After listening to our non-profit partners, we dug in to the need even further. According to current income level definitions, \$50,200 is the salary level of 200% of poverty for a family of four. This population is at risk for lack of health access. According to Public-Use Microdata Area (PUMA) 17% of McKinney's population is eligible uninsured meaning 17% of the population has no insurance and is not covered by Medicaid or Medicare. *Within 5 miles of the current clinic site in McKinney, 58,000 people are living at or below the 200% guideline and 56,000 of those people have not accessed a community health center.*

Currently, healthcare access is limited either to ER care for non-emergency services which is ineffective both for the patient and for the hospital ecosystem. There are a few free clinics but these don't have the capacity to treat this large a population, rarely have access to lab services and don't have prescription drug programs to allow patients to get medication at an affordable rate. They also don't provide access to care for Medicaid and Medicare patients who have trouble finding care. Dallas has the lowest Medicaid acceptance rate of largest 15 cities surveyed at 38.6 %. Collin County is much lower. Doctors lose money treating Medicaid or Medicare patients.

In examining these issues we discussed solutions with non-profits, talked with Hospitals (Baylor, Medical Center McKinney, Texas Health and Methodist Dallas), consulted Dr. Tim Bray at UTD on survey and urban research methods, visited with UT Southwestern population health experts, consulted UNT Health Sciences Center about social determinants of health, and sought advice and counsel from many other health experts.

One opportunity kept cropping up and that was a Federally Qualified Health Center. The Concept of a Federally Qualified Health Center (FQHC) was a new concept to us, but after hearing about it from a few sources vaguely, we took a closer look. The team went to and spoke personally with several FQHCs and their leaders:

- Waco Family Health in Waco/ CFO Mr. Allen Patterson
- Lawndale Christian Health Center
- Family Health Centers of San Diego - one of the largest clinic organizations in the country.

The FQHC model appeared to check all the healthcare boxes: access, efficiency, quality of care and sustainability.

The Federally Qualified Health Center (FQHC)

Started in 1965 at the same time as Medicaid and Medicare, Federally Qualified Health Centers (FQHCs) are authorized under section 330 of the Public Health Service Act. Currently, a nationwide network of more than 1,250 FQHCs serves twenty million people.

FQHCs, by design, receive higher per visit reimbursement for both Medicare and Medicaid patients and realize cost savings from obtaining malpractice insurance coverage under the Federal Tort Claims Act. These savings, coupled with direct patient revenue, insurance reimbursements, state and local funding, grant funding and private donations *create the unique and operationally sustainable FQHC health care model.*

What is a Federally Qualified Health Center?

- Non-profit or public health care organization
- Serves predominately uninsured or medically underserved but treats everyone

- Provides comprehensive primary health, dental and behavioral services, including mental health and substance abuse services
- Provides services to all persons regardless of ability to pay
- Charges for services on a sliding –fee scale
- Provides transportation services necessary for adequate patient care
- Have an ongoing quality assurance program

What are FQHC Community Benefits?

- The FQHC will be a medical home so non-emergent cases in hospital rooms are reduced
- Economic impact of bringing more jobs and potential for future federal investment
- Reduction in the number of uninsured due to FQHC assistance with Medicaid and Healthy Families enrollment
- Referral arrangements for FQHC patients provides better access to other health providers
- Access to federal grants to support costs of uncompensated care
- Enhanced revenue due to the Prospective Payment System reimbursement for services for Medicaid and Medicare patients and Children's Health Insurance Program (CHIP) patients
- Access to medical malpractice coverage under the Federal Tort Claims Act (FTCA)
- PHS Drug Pricing Discounts for pharmaceutical products
- Reimbursement by Medicare for “first dollar” of services because deductible is waived if FQHC is providing services
- Improvement of general public health because of access to Vaccines for Children (VFC) Program (for uninsured children)
- Access to National Health Service Corps (NHSC) Placements to provide medical, dental and mental health provider staff.
- Access to the NHSC Nurse Corps Nurse Loan Repayment Program

Enter A New Model – A Public Private Partnership

In the end, the FQHC was clearly a great financially sustainable solution to address health care access problems in McKinney but getting one started would require several key things.

1. Identification of a quality FQHC to partner with. Not only did a prospective partnering FQHC have to have the appetite for expansion, but the infrastructure and expertise to get it done. Plus finding someone who operationally had been excellent at managing the complicated revenue streams needed to be successful. Not all FQHC's are equal and our partner had to have a great track record.

2. Fundraising sufficient to raise the capital required to build a facility of the appropriate size to sustain operations and allow for revenue coverage for two years as the clinic got up and running.
3. Provision for a prospective FQHC partner to have flexibility needed to run day to day operations while retaining local control of any assets or money raised.
4. The ability to create a hub for social services and also build graduate medical education and training opportunities to sustain clinic needs and improve area primary care doctors and other professionals for future demand.

A public private partnership would allow us to meet all four objectives.

It became clear this initiative would require a strong collaboration across our community. A broad group of stakeholders would need to come together in order to raise the needed capital. That meant reaching out to individuals, local companies and local government.

To provide the framework and the organizational structure to accomplish this goal the North Texas Family Health Foundation (NTxFH) was formed. 501(c)(3) organization, the NTxFH receives donations and grants. This structure allows local dollars to stay here.

The foundation would own the future building and all assets affiliated with the local clinic while our clinic operational partner would be responsible for running the clinic day to day. The capital would keep our partner from losing money, but any surplus and assets would stay local for investment here.

The mission of the NTxFH is to work across sectors (including government, business, and non-profit) to leverage our combined vision, knowledge, and financial resources to bring a medical home to our community that helps people rise to live their fullest lives possible.

The Family Health Center at Virginia Parkway, is the first – and to-date only – initiative of the NTxFH foundation. The Family Health Center at Virginia Parkway's mission is "To provide access to high quality, respectful and patient-centered primary and preventive healthcare services for everyone."

Our FQHC Clinic partner is Community Healthcare Center out of Wichita Falls. Mr. Allen Patterson is the CEO and was the CFO of Waco Family health for 30 years. Community Healthcare Center is a product of a 1992 organized community effort to develop a healthcare facility for the medically underserved: low income, uninsured and under-insured community residents. The Center began providing medical care in 1994 to Wichita County and the surrounding counties of north central Texas. Today, over 20,000 insured and uninsured patients annually call Community Healthcare Center their healthcare home.

Wichita Falls is in the top 1% of FQHCs in the country and Allen Patterson is a proven leader in the field and was a good fit for our partnership. Under his leadership Waco Family health has grown to 16 clinic sites serving nearly 60,000 patients through almost 240,000 patient visits. He has a passion for clinics and was instrumental in getting an application for expansion through HRSA in 10 days versus the 60-90 days it usually takes if it is even approved

In the long run, with a permanent facility and educational and training capacities engaged through the clinic, we anticipate applying to HRSA for our own FQHC “parent” status to allow for further expansion across the county.

The North Texas Family Health Foundation will also serve as a catalyst for other wellness initiatives including becoming a hub for social services. The future site will have community space for education, training and non-profit use. Most underprivileged people have more than just medical need. The clinic can serve as the hub for directing patients to the services they need in a highly efficient manner.

Timeline: a due diligence sequence of events leading up to this year::

- From 2011 until about 2015 we gathered data, surveyed our community, met with subject matter experts, identified our public partner (FQHC) and formulated a structure; we formed the nonprofit foundation in late 2016 and solidified the partnership plans with Wichita Falls as our clinic operator.
- During that time we ran various budget models to determine size of clinic, and scope of capital need.
- We put together a project team including a NTxFH board and other volunteers to get project completed.
- In in early 2017 we began to discuss the HRSA application for change in scope and began to devise a community fundraising strategy.
- Late March to early April 2017 we applied for change in scope to start a clinic in McKinney. We hoped to hear by late June to early July if we were accepted.
- Due to the unique nature of our proposed plan to raise capital, the project was approved Mid-April, 2017.
- This sped up the need to start the capital fundraising strategy and building plan
- Wichita Falls began planning initial clinic site.
- We discussed temporary space at Wysong campus with Medial Center McKinney and secured a lease in July of 2017.
- In July we retained the services of MASS group, a design firm with clinic building and community engagement expertise.
- Clinic opening was target for soft open in November after renovation of space was complete

- Clinic staff were hired and opening planned but delays in renovations made opening difficult. Clinic technically opened late November but real push began in January 2018.
- Starting in late 2016 early 2017 a search for a suitable location for the building was underway. We had numerous meetings with the city to determine the appropriate location from the city's perspective as well as meetings with PRIDE and other community groups.
- In January of 2018 a series of fundraising dinners were held to raise money from private citizens as well as corporations in the City of McKinney.
- Early design work and Community engagement meetings were held in the spring of 2018 as site selection continued. Marketing and outreach started in earnest in January but increased in intensity.
- Site selection was determined in October 2018
- Due diligence on property on Louisiana began in November 2018
- Due diligence was completed and an offer on the property was made late December
- Property was closed March 1 2019

Year 1 Report

Inside the Clinic

In 2018, the clinic has seen 1922 unduplicated patients.

- Total visits for those patients 4,893.
- Payor Mix: Medicare 4%, Medicaid 21%, Private Insurance 22%, Self-pay (Uninsured) 53%
- That means over 1000 patients have been uninsured so far.
- There are three important points here when we think about payor mix.

One- 10% of uninsured paid nothing (115 patients/ 293 visits)

Two- roughly 1/3 of self-pay patients paid less than ten dollars toward their care. (300 patients)

People are charged something because people need to participate in their own care to get better. We do not want to have large numbers of patients not paying anything because it is bad medical practice. The best medicine dictates people pay something. They must participate in their own care for them to get better. (Meaning 40% of uninsured patients paid 10 dollars or less for care.)

Three- In total, self-paid only **covered 25%** of the cost. That does not include pharmaceuticals discounts that allow our patients to have broad access to any type of medication they need from one of 5 contract pharmacies in the area.

Again we have people who don't pay anything but that is **not** our model. Everyone can pay something. Even if it is one dollar. We do have a rigorous income verification versus people just saying they don't have any money.

Our starting staff included the following:

- Two Doctors @ around \$240k annual salary
- Two Dentists \$140-\$170K annual salary
- One Behavioralist \$60-\$70K annual salary
- Ten LVN or CNA around \$50K annual salary

We recently added 4 OB/GYN's at an annual salary above \$300k each. They include a staff of about 10.

- We have a transportation program secured with a United Way Grant in connection with CitySquare
- We have discussed Partnerships with Hope clinic and Children and Community Clinic
- Our current space is 6700 Sq. Ft. but we have already outgrown that with the addition of patient volume from OB Referrals. Currently waiting room space is being set up in the hallway.

Outside the Clinic

- We have secured an A. T. Still graduate medical school site starting 2020 and are in discussions with Baylor about moving the primary care residency training to McKinney from Frisco. The clinic is an ideal location for training primary care and Baylor is very interested in the partnership.
- Fundraising – in donations from citizens and Citizens and businesses in McKinney have donated approximately \$3 Million to date
- Those commitments are being paid out over 3 years but will secure a loan based on awards and pledges so that construction can start sooner.
- KDC, Rodgers Obrien, SmithGroup Kimley Horn, and Cross Engineering have enthusiastically offered to work together on the Family Health Center at Virginia Parkway project, to building at cost and working with willing Sub-contractors to donate time.
- **Horizontal Construction costs are broken down below. We hope you will consider funding this portion of the project:**

MCDC Request

Currently horizontal construction costs are estimated to be about \$800K

Earthwork	\$	200,000.00
Utilities	\$	150,000.00
Paving	\$	230,000.00
Landscape / Hardscape	\$	150,000.00
Other misc site work	\$	60,000.00
	\$	790,000.00

Conclusion

The most difficult part has been accomplished. We secured a Federally Qualified Health Center (FQHC) that opened up in a temporary location in McKinney in 2018. FQHC's are considered to be a measure of excellence in primary care infrastructure. They provide comprehensive primary health, oral, and mental health/substance abuse services to persons in all stages of the life cycle. In return for providing primary care to underserved, homeless, and poverty stricken populations, these centers are reimbursed at a higher rate than other providers by public programs such as Medicaid and Medicare.

To fund the permanent facility, a unique private/public partnership has been created with financial support from private industry, individual families. All we are missing is local government.

This clinic has a chance to make a lasting impact on our community. The Family Health Center at Virginia Parkway has the potential to impact not only the health care delivery that people need in our community, it has the chance to reduce child absenteeism in schools, to improve worker productivity at local businesses and become a centralized place for people to get the services they need to lead healthy and productive lives. The most powerful feature of the FQHC's capacity to change lives is its self-sustaining nature.

By the end of the second year it will be self-sustaining and is projected to treat approximately 21,000 unduplicated patients annually. That impact alone is reason to invest.

But it does more than that.

The clinic's economic impact totals, according to IMPLAN numbers, would make a first year impact of \$3.6 million as they provide primary care to people who don't have ready access to it.

The clinic will also be the center for graduate medical education in the north Texas Area, and it will help our hospitals deliver better emergency care. Furthermore, once this first FQHC is self-sustaining, there will be opportunities to meet similar needs in other areas of Collin County.

It is an amazing opportunity, but one that will take all of us pitching in together to make it a reality. We are respectfully asking the MCDC board to help us create a healthier community.