

**New Mobile Medical Clinic  
Providing Access to Healthcare  
To the Uninsured Populations  
In Charlotte County**



<b>Dates of Proposed Period of Start Up Support:</b>	<b>October 2022 through July 2024</b>
<b>Cost Required for Initial Budget Period:</b>	<b>[REDACTED]</b>
<b>Submission Date:</b>	<b>September 7, 2022</b>
<b>Presented By:</b>	<b>M. Suzanne Roberts, M. ED Chief Executive Officer</b>

## ***Abstract***

Our non-profit organization, Virginia B. Andes Volunteer Community Clinic, Inc. (VBA) has developed a New Mobile Medical Clinic Project to successfully break down barriers due to the recent COVID-19 pandemic. The Mobile Medical Clinic will serve Charlotte County, giving the most vulnerable uninsured the opportunity of access to healthcare, and ultimately providing them with a continuum of care at our standing VBA Medical Clinic.

We intend to operate through a versatile, mobile medical 33 ft. coach bus built to serve as a fully functioning medical clinic to be designated in areas of critical need locations throughout Charlotte County. The Mobile Medical Clinic will be operational 5 days a week, providing a continuum of care for all patients, with the specific intent to refer all patients to our standing VBA Clinic for follow-up and ongoing medical care.

To leverage our ability to expand the VBA Clinic Mobile services, we have established a community partnership with the Florida Department of Health in Charlotte County (CCHD). Through this successful collaboration, many uninsured living in Charlotte County without easy access to healthcare will have the opportunity to receive a variety of public health services 2 days a week.

The vehicle will be utilized to support disaster response for clinical services and outreach. Some of these services can include immunization, distribution of resources POD, wound care, diabetic support services. The vehicle will also support outreach and intervention efforts in targeted areas. The Health Department team will use the mobile platform to provide education, testing, and treatment on targeted emerging threats to protect the community.

This partnership will also enhance the adult primary, semi urgent, pharmacy, wellness services to be provided by VBA 3 days a week. Furthermore, all services will be provided at no cost to patients.

VBA will coordinate transportation through an existing successful community partnership with Charlotte County Transit for patients to receive transportation to and from the VBA standing Medical Clinic.

Expanding the reach of our mission will help to overcome the financial, transportation and location barriers commonly experienced by the most vulnerable uninsured living in Charlotte County.

## ***Introduction***

The Virginia B. Andes Volunteer Community Clinic (VBA) is requesting [REDACTED] from the Board of Charlotte County Commissioners as startup funding to develop a New Mobile Medical Clinic for the underserved communities in Charlotte County. Specifically, this project will expand the services of our VBA mission to provide the most vulnerable uninsured residents 200% of poverty or below with primary care semi-urgent and wellness services.

***Our goal is to improve the health status of diverse and most in need uninsured communities throughout Charlotte County.***

The Mobile Medical Clinic will successfully break down barriers due to the recent COVID-19 pandemic serving Charlotte County between the uninsured access to healthcare, and ultimately providing patients with a standing medical clinic for ongoing healthcare services.

This enhanced model will allow our Mobile Medical Clinic to serve a variety of populations across Charlotte County, while simultaneously removing financial barriers that can hinder patients' access to healthcare services. Therefore, we project that this model guarantees improved access to previously unmet healthcare needs in our Charlotte communities.

The continuum of patient care and collaboration between healthcare partnerships is emphasized in this proposal. For the success of this project, the primary concerns that this proposal will address:

- Access to medical care for the uninsured 200% or below the poverty level.
- Improved healthcare access to mitigate location and public transportation barriers.
- Primary care, Semi Urgent, Wellness, Specialty, and Pharmacy needs.
- Public Health needs.
- Mental/ behavioral/substance-abuse needs.
- The need to transition patients to our VBA Standing Medical Clinic site.

VBA will also demonstrate the importance of the Mobile Medical Clinic through the following:

1. Charlotte County in need of these services.
2. Outline a detailed project plan & timeline.
3. Identify key personnel and operations structure.
4. Layout a budget with detailed justification.

#### ***1) Current Need of Mobile Services***

The COVID-19 pandemic has pushed healthcare systems to its limits. As our population's health needs continue to evolve, health care must turn to innovative models to meet those needs equitably and sustainably.

Limited access to health care affects tens of millions of Americans daily. Most of the affected populations are identified as transportation disadvantaged, meaning persons who are unable to transport themselves or purchase transportation due to physical or mental disability, income status, or age.

Unmet health-related needs for these vulnerable populations include lack of transportation to and from health education, mental health and substance abuse programs, dialysis centers, follow-up visits, medical testing, and other health care services.

Mobile health clinics can play an important part and reduce health disparities, especially among vulnerable populations, those with chronic illness, and rural communities without easy access to healthcare facilities.

For some people, mobile health clinics are the only means to lifesaving medical treatment. For many, access to affordable health care may not be possible without mobile clinic services. (Tulane University June 2021).

#### ***Target Population in Charlotte County ~ Designated Areas of Need***

US Census (v2021) reported 17.4% (33,000) of Charlotte County residents under the age of 65 are uninsured.

Within Charlotte County, VBA has designated three specific “Areas of need” to be dedicated sites of the Mobile Medical Clinic that will provide healthcare services to the most vulnerable uninsured during the first year of operation. Additional sites will be secured as needed during the growth of the project.

- *Nonprofits Serving the Homeless in Murdock Area ~ Port Charlotte*
- *South County Regional Park ~ Punta Gorda*
- *Tringali Recreation Center ~ Englewood*

Beyond healthcare status, it is important to emphasize that the areas within Port Charlotte, Punta Gorda and Englewood identified in the 2 maps below have a lower median income, with 14%-25% of impoverished individuals and families that have a lower quality of living conditions, as compared to other areas in Charlotte County.

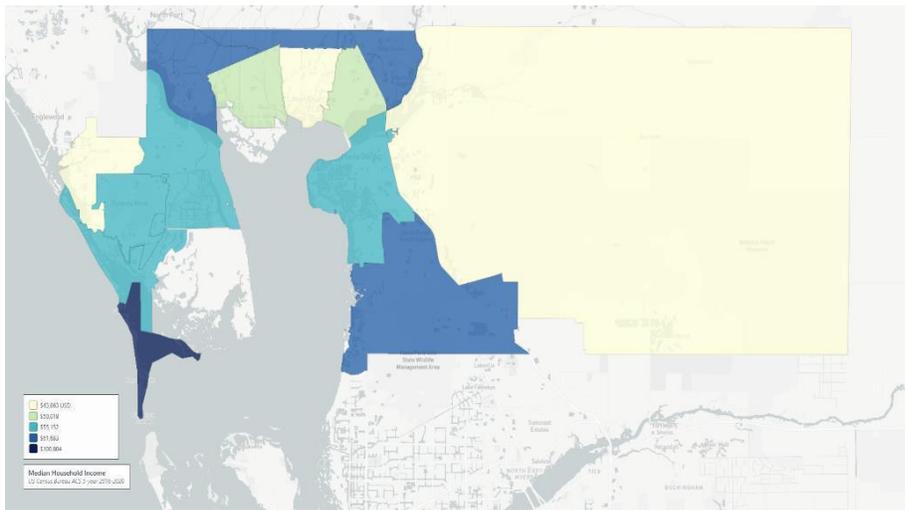


Figure 1. Primary Data Collection  
Median Household Income Zip Code Map

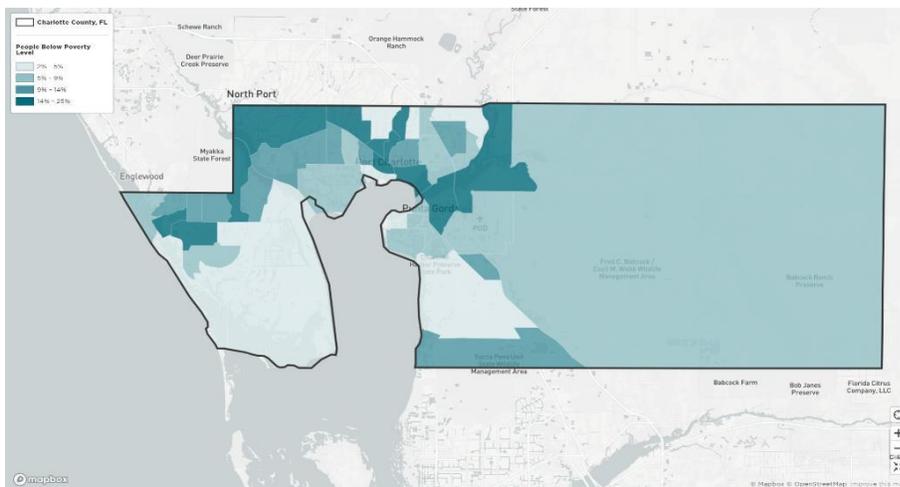


Figure 2. Primary Data Collection  
Poverty Levels in County Map

*What Exists Currently*

Charlotte County does not have a fully functioning Mobile Medical Clinic Vehicle to serve the uninsured.

The VBA Clinic has been operating a standing free clinic since 2008 located in the medical district “Parkside” of Port Charlotte. Reduced hours remaining from the COVID 19 pandemic are from 9am- 3pm M-F. Triage and Walk-In services available, with appointments encouraged to maintain an adequate wait time per patient.

The Clinic manages each uninsured patient within a continuum of care, to ensure timely access to quality primary care semi-urgent, wellness and specialty services. In addition to conducting telephone clinical triage and consultations with patients by only clinically trained staff, in addition to telehealth services when needed.

*VBA Clinic Programs*

Wellness Program offers all patients smoking cessation education, educational classes and provides stop smoking aides, such as nicotine patches, lozenges, and gum. VBA has an ongoing partnership with Area Health Education Centers (AHEC) for the past 4 years with monthly onsite smoking Cessation Classes. Daily patients are educated about the Wellness program offered and the education on Diabetes, as well as Smoking Cessation.

Diabetic Program provides diabetic patients with a glucose monitor to use at home and are supplied with monthly test strips and lancets. Each patient is taught the proper use of a monitor and when to test and instructed on keeping a diabetic logbook of daily fasting blood glucose levels.

Hepatitis C Program has a partnership with the drug manufacturers to assist uninsured patients with obtaining the medication for treatment at no charge. [REDACTED] donates the complex testing needed.

Cancer Detection Program offers mammograms & needed diagnostics free of charge through [REDACTED]

The VBA Pharmacy has been operating since 2000 and is currently located within the VBA and serves uninsured residents of Charlotte County who are in financial need and unable to pay for prescription medication. Hours of operation (M-T-W-F) 9:00am-2:00pm.

*Pharmacy Programs*

- Immunizations
- Hepatitis C PAP
- Respiratory Medications
- Homeless Collaboration
- Smoking Cessation Aides
- Vaccines & Boosters ~ COVID 19
- Medical Ukraine Mission
- Hurricane Prep Packs
- PAP Program
- Mission Cataract

### *What Is Lacking*

At VBA, we recognize that Charlotte County is in need of a Mobile Medical Clinic to serve the most vulnerable uninsured populations experiencing unmet health-related needs due to the previous COVID-19 pandemic, as well as the most vulnerable populations who are unable to seek healthcare services due to the lack of coordinated transportation to and from healthcare visits, mental health and substance abuse programs, follow-up visits, medical testing, and other health care services.

Now with the recent COVID-19 pandemic, mobile health clinics have become the solution that has allowed those most in need to have access to the care they need.

The following section will elaborate on the Mobile Medical Clinic Project solution by which VBA, through the collaboration of existing community partnerships, proposes to successfully tackle these issues.

### *Mobile Clinic Impact, Success, and Versatility*

Mobile health clinics can drive better healthcare outcomes, promote value-based care, and improve patient access to care. (Patient Access News / Thinkstock 2018).

Across the country, patients living in health deserts suffer from limited care access and other socioeconomic barriers to healthcare. But mobile health clinics are changing that, driving better patient access to care by pulling right into a patient's neighborhood.

Mobile health clinics have become common tools for health systems working to reach their otherwise unreachable patient populations. According to a 2017 report from the Advisory Board, patients report numerous barriers to accessing care:

- 50% of low-income adults do not trust healthcare.
- 20% are deterred by high healthcare costs.
- 25% percent lack transportation to medical appointments.
- 11 % lack insurance coverage.
- Others report social isolation, racial or economic barriers, or language and cultural barriers.

Healthcare organizations designed mobile health clinics to meet these patients' needs. The clinics show up in a patient's neighborhood, making the experience a little more trustworthy and convenient, according to Bridget Wicks, a nurse practitioner who works in a mobile health clinic for North Country HealthCare in Flagstaff, Arizona. "I'm able to see them right there in the parking lot," Wicks said in a previous interview with *HealthIntelligence.com*. "It is a comforting environment. It is a secure environment for them, and so they are open to you."

Research corroborates that anecdote. A 2017 literature review published in the *International Journal for Equity in Health* noted that mobile health clinics make an unfamiliar healthcare environment more familiar by being located right in a patient's neighborhood.

“Qualitative research has found that patients value mobile health clinics informal setting, familiar environment, convenient location, and staff who are easy to talk to,” the literature review authors explained. “Because mobile health clinics make the effort to physically drive into communities, they feel that the clinics are reaching out to care about them, inspiring them to take charge of their health.”

Mobile health clinics are making their mark on healthcare, the Advisory Board reported. Currently, there are about 2,000 mobile health clinics on the road. The average operational cost of these clinics is \$429,000 annually. And with 6.5 million mobile health clinic visits each year, return on investment is \$12 per patient.

The Advisory Board report added, Healthcare organizations hosting mobile health clinics are not just saving money; they are also making a dent in the most vulnerable, safety-net patient populations. 60% of the patients visiting mobile health clinics are uninsured, and another 31% have insurance.

Most of these clinics focus on preventive care (45%) and primary care (42%). 30% of mobile health clinics also provide dental care. But how effective are mobile health clinics? How sustainable are they in the current healthcare landscape?

Below, PatientEngagementHIT.com discusses the benefits and challenges of mobile health clinics and how they can fit into healthcare organizations’ primary care footprints.

*How Effective Are Mobile Clinics?* As the healthcare industry seeks to reduce care disparities, address the social determinants of health, and promote value-based care, mobile health clinics have served to fill in the gaps. These vehicle-based clinics have proven extremely effective at connecting high-risk patients with primary and preventive care.

Data included in the International Journal of Equity in Health literature review showed that mobile health clinics have made it easier for patients to access the appropriate type of care.

Industry experts often look at emergency department (ED) utilization rates to understand the overall health of a region. When ED utilization rates are excessive, experts can conclude that there are critical primary care needs in a community. Research included in the literature review found that visits from a mobile health clinic reduced ED costs and utilization.

In other communities, mobile health clinics have led to lower readmission rates, more symptom-free days, and better patient reports of quality of life.

Mobile health clinics are also good at delivering on value-based care. Because these clinics focus on preventive and primary care, they can detect at-risk individuals and begin health interventions early, increasing the likelihood of recovery and reducing eventual health costs.

“Because mobile clinics can successfully reduce barriers in access to healthcare, mobile health clinics provide more opportunities for underserved populations to screen for various conditions and learn to properly manage their health,” the literature review authors said.

Mobile health clinics can also be effective at improving chronic disease management, the literature review authors explained. “The challenge of chronic disease management is sustaining adherence to the necessary medications and lifestyle changes, and quantitative evidence from multiple mobile health clinics signify that mobile clinics are effective in helping patients address these challenges,” they wrote.

This is because mobile health clinics come to patients and make it easier for them to engage with their healthcare providers. For example, one study showed that mobile health clinics reduced LDL in high blood pressure patients because patients received more support in self-management and gave patients a regular place for treatment access.

Some studies suggest that patients who visit mobile health clinics can also increase their health literacy, making it easier and more empowering for them to manage their own health. One of the studies included in the literature review found that patients were 78% more likely to self-manage their conditions after visiting a mobile health clinic.

*What Are the Challenges of Mobile Clinics?* Mobile health clinics are not a panacea. While clinics can be effective at closing care gaps, addressing the social determinants of health, and promoting health equity, they do have shortcomings.

Regarding our VBA New Mobile Medical Clinic Project, VBA has addressed the following challenges of mobile clinics to support the financial sustainability and continuum of quality care for all patients.

- *The Business Goal of the Mobile Medical Clinic.*

Our VBA goal is to improve the health status of diverse and most in need uninsured communities throughout Charlotte County. The VBA Mobile Medical Clinic will successfully break down barriers due to the recent COVID-19 pandemic serving Charlotte County between the uninsured access to healthcare, and ultimately providing patients with a standing medical clinic for ongoing healthcare services. Furthermore, all services will be provided at no cost to patients.

This enhanced model will allow our Mobile Medical Clinic to serve a variety of populations across Charlotte County, while simultaneously removing financial barriers that can hinder patients’ access to healthcare. Therefore, we project that this model guarantees improved access to previously unmet healthcare needs in our Charlotte communities.

Program reports will be collected monthly to include updates of program data summary and reporting measures. A final report for the startup funding and beyond will conclude the effort. All reports will be submitted to the Board of County Commissioners within the required timeframe. Updates and lessons learned will be included in the reports.

- *Partners and Funding Sources for the Mobile Medical Clinic*

Community Partnerships include but not limited to the following:

The Florida Department of Health in Charlotte County. (CCHD) Through this successful collaboration, many uninsured livings in Charlotte County without easy access to healthcare will have the opportunity to receive a variety of public health services 2 days a week.

Charlotte County Transit ~ VBA will coordinate transportation through an existing community partnership with Charlotte County Transit for our patients to receive transportation to and from the VBA standing Medical Clinic.

Charlotte Behavioral Healthcare (CBHC) ~ VBA will coordinate the need for CBHC services at the designated sites of the Mobile Medical Clinic through an existing community partnership with CBHC for our patients to receive mental health and substance abuse services.

VBA has also developed longstanding relationships with many community partners, include but not limited to Charlotte County Homeless Coalition, Jesus Loves You Ministry, Gulf Coast Partnership, St Vincent de Paul and additional social service agencies, nonprofits, churches, hospitals, food pantries and local first responder organizations (such as fire and police departments) that are known and trusted in the Charlotte community. These groups will help provide VBA with patient referrals to our Mobile Medical Clinic.

Funding Sources include but not limited to the following grants, foundations, businesses, and donors:



There will be an opportunity to fund the VBA New Mobile Medical Clinic for a year through naming rights, which will display funder logos on side of the bus.

- *Hiring and Training of Staff; the Shifts the Staff will Work*

The New Mobile Medical Clinic will be staffed by a variety of personnel medical professionals: 1 Part Time Nurse Practitioner APRN, 1 Part Time Registered Nurse RN, 1 Full Time Mobile Medical Clinic Coordinator & Back up Driver EMT and 1 Full Time EMT Driver.

All staff will be interviewed, hired, and trained through VBA orientation to include Mobile Medical Clinic operations training. Staff will be ready to begin job-related duties by July 2023, pending delivery of the Mobile Medical Clinic.

APRN and RN Part Time Staff will work 3 days a week MWF. 8am-5pm. The EMT Driver and EMT Coordinator will work 5 days a week 8am-5pm M-F.

- *Logistical Concerns such as Locations to Visit*

Within Charlotte County, VBA has designated three specific “Areas of need” to be dedicated sites of the Mobile Medical Clinic that will provide healthcare services to the most vulnerable uninsured during the first year of operation. Additional sites will be secured as needed during the growth of the project.

- Nonprofits Serving the Homeless in Murdock Area ~ Port Charlotte
- South County Regional Park ~ Punta Gorda
- Tringali Recreation Center ~ Englewood

*See below sample of Monthly Calendar for Mobile Medical Clinic*

**August 2022**

**UF Mobile Outreach Clinic**

**Services offered:**

- Health Screenings
- Primary Care for Men, Women and Children
- Well Women Checkups
- Family Planning
- Resources and Referrals
- Additional Specialty Services (see calendar below)

Services are offered at no cost, but donations are encouraged and appreciated.

**Contact Us:**  
 Phone: (352) 273-5329  
 Fax: (352) 627-4291  
 Website: outreach.med.ufl.edu

**Clinic Hours:**  
 Monday: Closed  
 Tuesday - Wednesday and Friday: 9 am - 12 pm and 1-4 pm  
 Thursday: 8:30-11:30 am

**MOC Locations**

**Monday**  
 Telehealth/Care Coordination (Virtual)

**Tuesday**  
 Highlands Presbyterian Church

**Wednesday**  
 Gainesville Community Ministry

**Thursday**  
 Homeless Outreach Day

**Friday**  
 Gainesville Technology Entrepreneurship Center

**Monday**  
 Telehealth/Care Coordination (Virtual)

**Tuesday**  
 Highlands Presbyterian Church

**Wednesday**  
 Gainesville Community Ministry

**Thursday**  
 Homeless Outreach Day

**Friday**  
 Gainesville Technology Entrepreneurship Center

**Monday**  
 Telehealth/Care Coordination (Virtual)

**Tuesday**  
 Highlands Presbyterian Church

**Wednesday**  
 Gainesville Community Ministry

**Thursday**  
 Homeless Outreach Day

**Friday**  
 Gainesville Technology Entrepreneurship Center

**Monday**  
 Telehealth/Care Coordination (Virtual)

**Tuesday**  
 Clinic Closed

**Wednesday**  
 Gainesville Community Ministry

**Thursday**  
 Homeless Outreach Day

**Friday**  
 Gainesville Technology Entrepreneurship Center

**Specialty Clinics**

Reproductive Health	Pharmacy Clinic
Psychology	Children's Health
Neurology	CLINIC CLOSED

**Friday**  
 Gainesville Technology Entrepreneurship Center (GTEC)  
 2155 SE Hawthorne Rd # 101, Gainesville, FL 32641

- Please arrive at least 1 hour prior to the end of clinic to be seen.
- Patients are seen on a first come, first served basis. SPACES ARE LIMITED! There may be occasions when we will not be able to see every patient.
- Medicaid/Medicare/Insured patients can schedule treatment by setting up an appointment by contacting the Main Street clinic (352) 265-9593.

### *Evaluating Impact*

Mobile Health Map is the only comprehensive database of mobile clinics in the United States. VBA is a new 2022 Member of Mobile Health Map and the Association of Mobile Healthcare & the Florida Coalition.

Members of this collaborative research network and learning community supply information about their location, services, target populations, and costs. They also have access to tools to measure, improve, and communicate their impact. As stated from the Mobile Health Map (MHP) website in July 2022, the MHP is a collaborative research community whose goal is to evaluate and demonstrate the impact of mobile clinics.

Even still, mobile health clinics are filling a healthcare need. Healthcare organizations working to reach previously unreachable patient populations are employing mobile health clinics to help address patient needs.

The following section will elaborate on the New Mobile Medical Clinic Project solution by which VBA, through the collaboration of existing community partnerships, proposes to tackle these issues.

#### ***Mobile Health Map is the only comprehensive database of mobile clinics in the United States.***

*VBA is a new 2022 Member of Mobile Health Map and the Association of Mobile Healthcare.*

Members of this collaborative research network and learning community supply information about their location, services, target populations, and costs. They also have access to tools to measure, improve, and communicate their impact.

As stated from the Mobile Health Map (MHP) website in July 2022, the MHP is a collaborative research community whose goal is to evaluate and demonstrate the impact of mobile clinics.

What follows are the latest statistics and insights captured through Mobile Health Map showing how mobile health clinics are playing a vital role in the U.S. healthcare system.

These programs achieve good patient outcomes, boast impressive returns on investment, and reach underserved communities that otherwise experience barriers to accessing healthcare.

Currently, there are an estimated 2,000 mobile clinics located across the country, representing all states and Washington, DC. Services include primary care, preventive screening, disease management, behavioral health, dental care, pre-natal care, and pediatric care.

Addressing the triple aim of patient outcomes, quality, and cost, we find:

- Mobile clinics are improving access to care with up to 6.5 million visits annually.
- Mobile clinics mainly serve the uninsured (60%) and the publicly insured (31%), and generally operate in low-income communities.

Overall, mobile health clinics in the United States are getting more bang for their buck in providing quality care at a lower cost.

***The average return on Investment for mobile health is 12:1. That means for every \$1 spent, \$12 are saved.***

Mobile Clinics provide cost-effective prevention services that help people live long and healthy lives.

***On average each mobile health clinic saves 65 quality adjusted life years every year of operation.***

This means that each visit they save on average \$1,600 due to this prevention.

Mobile Clinics provide accessible care at a reduced rate to the healthcare system than Emergency Department visits.

***It is estimated that each mobile clinic results in 600 fewer Emergency Department visits every year.***

This means that each visit to a mobile clinic saves on average \$200 (approximately one fifth of an emergency visit).

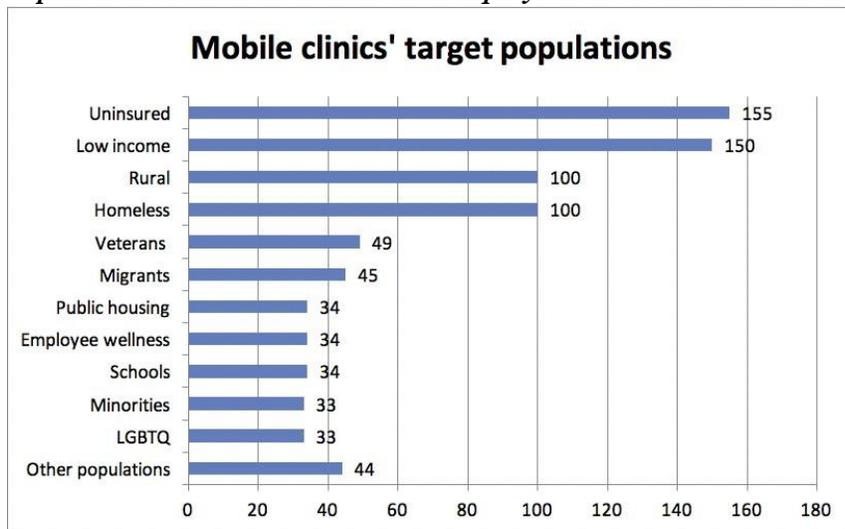
*To date, approximately 811 clinics have joined Mobile Health Map virtual map online.*

### ***Impact on cost***

Mobile health clinics are cost effective and include a positive return on investment.

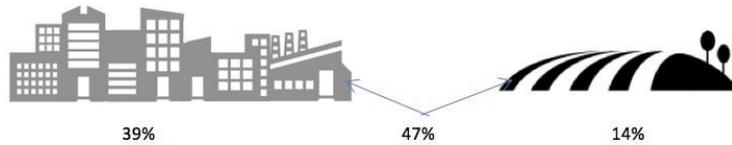
- The average operational cost of a mobile program is \$429K per year.
- On average a visit costs \$155 and yet the savings are twelve times that (\$1,800).
- Each visit saves on average \$200 due to avoided Emergency Department visits.
- Each visit saves on average \$1,600 due to long-term impact of preventive services.
- National Average return on investment: \$12: \$1.

### ***Impact on Access to Care and Health Equity***



Mobile Clinics are making health care accessible for some of the most difficult to reach groups in both rural and urban communities.

39% serve only in cities, 14% serve only in rural areas, and 47% serve both rural and urban locations.



Mobile clinics mainly serve the uninsured and the insured:

60% uninsured

- 31% insured (Medicare/Medicaid/Chip)
- 9% privately insured.

Mobile clinics mainly serve minorities:

- 40% visitors identify as Latino/Hispanic
- 30% visitors identify as Black/African American

Mobile clinics serve children:

- 42% under 18

Mobile Clinics are successful at reaching men as well as women:

- 43% Men
- 57% Women

### ***Impact on Population Health***

Mobile clinics provide a wide variety of services. Prevention and primary care are the most common.

Mobile clinics carry out the top 25 most-defined clinical and cost effective prevention services cited by (National Partnership for Prevention).

***The average clinic creates 64 years of health overall for its patients over their lifetimes.***

Screenings that contribute most to improvements in health include colorectal cancer screening, breast cancer screening, smoking cessation advice, childhood immunization and obesity screening.

### ***Impact On the Healthcare System***

Mobile Clinics can provide value in several ways:

To the ACO/payer/insurer: Mobile clinics focus on prevention and provide accessible care to high needs costly patients.

By providing accessible wellness services, mobile clinics have the potential to save payers money, as well as improve the health of their customers.

For example, Kaiser Permanent had x mobile clinics as of 2013 and a cost saving of \$88 per visit. The aims of their mobile clinics are to:

- 1) Grow market share and increase penetration by serving a nonmember mix.
- 2) Demonstrate performance as a leader in healthcare, and
- 3) Retain patients and target at-risk groups.

On average mobile clinics have each an estimated 600 fewer emergency room visits per year.

Research shows that 100 mobile clinic visits save 14 emergency department visits (Scott Morphey 2011). This means on average mobile clinics have each estimated 600 fewer emergency room visits per year.

## **2) Project Description**

To address the issues discussed, the Virginia B. Andes Volunteer Community Clinic is planning to implement a New Mobile Medical Clinic for underserved communities in Charlotte County.

We intend to operate through a versatile, mobile medical 33 ft. coach bus built to serve as a fully functioning Mobile Medical Clinic to be designated in areas of critical need locations throughout Charlotte County.

The Mobile Medical Clinic will be operational 5 days a week, providing a continuum of care for all patients, with the specific intent to refer all patients to our standing VBA Clinic for follow-up and ongoing medical care.

To leverage our ability to expand the VBA Clinic Mobile services, we have established a community partnership with the Florida Department of Health in Charlotte County. (CCHD) Through this successful collaboration, many uninsured living in Charlotte County without easy access to healthcare will have the opportunity to receive a variety of public health services 2 days a week. This partnership will also enhance the adult primary, semi urgent, pharmacy, wellness services to be provided by VBA 3 days a week.

To address the financial barriers, the Mobile Medical Clinic will provide free services to all patients that are uninsured and are 200% at or below the poverty level.

To address location and public transit challenges, the clinic will function in a large mobile vehicle equipped for medical care providers. Not only can new patient locations be reached, including multiple areas throughout Charlotte County, VBA will coordinate transportation through an existing community partnership with Charlotte County Transit for our patients to receive transportation to and from the VBA standing Medical Clinic.

### *Proposed Outcome*

The Mobile Medical Clinic will successfully break down barriers due to the recent COVID-19 pandemic serving Charlotte County between the uninsured access to healthcare, and ultimately providing patients with a standing VBA Medical Clinic for ongoing healthcare.

*Proposed Output*

100% of all patients served through the Mobile Medical Clinic will be referred to the standing VBA Medical Clinic for ongoing essential healthcare.

*Number of Patients to be Served Annually*

For the initial startup of 2023-2024 of services, The Mobile Medical Clinic will operate 3 days per week to serve 2200 visits annually ~ Does not include the additional patients to be served by our community partner 2 days a week, Department of Health Charlotte County. This will give VBA a baseline on how to project services into the coming years.

*Evaluation Method*

The CEO is the designated Authority for the Mobile Medical Clinic Project (MMC). To track the progress of the MMC Project data for effectiveness, the following is completed:

The CEO reviews the Mobile Clinic and Pharmacy service reports using VBA Amazing Charts Medical Electronic Records Software Reports & RX30 Pharmacy Software Reports provided on a weekly and monthly basis and compares to financial reports to ensure compliance with the proposal.

Review of VBA weekly and monthly Financial Reports is conducted by CEO.

CEO reviews monthly Financial Reports with Board President and Financial Board Committee.

Financial Reports will continue to be submitted to the CEO via email, two weeks prior to the MMC Project reporting due date.

Unresolved discrepancies in Financial Reports will be discussed with the CEO and a plan of action will be immediately implemented.

Weekly VBA Clinic and Pharmacy staff meetings are conducted.

MMC Project reports are submitted by all MMC funded staff to the CEO via email, two weeks prior to the MMC Project reporting due date.

The CEO conducts weekly Leadership Team & monthly staff meetings.

The CEO conducts patient satisfaction surveys on an annual basis.

Timely completion of the MMC project Reports.

The CEO is the Designated Authority for MMC Project and is responsible for the VBA Strategic financial objectives, as well as the administration of the overall operations of the VBA Clinic and Pharmacy.

Duties include but not limited to:

Reviewing and evaluating the results of program activities.

Ensuring that contractual obligations are fulfilled.

Allocating resources for greater program effectiveness and efficiency.

Management of the VBA's finances, including development and execution of the annual budget.

Overseeing all fundraising planning and implementation.

Ensuring that the clinic and pharmacy are operated in strict accordance with all state and federal regulatory requirements.

Management of 17 staff, to include 5 Leadership members and Oversight of 220 volunteers.

Working closely with the VBA Board to develop and enact organizational and administrative policies and program objectives.

Serving as the primary spokesperson for the VBA within the community.

Developing relationships with other organizations, such as the FL DOH-Charlotte, local hospitals, and other charitable entities in Charlotte County.

*Who will be served*

Target Population in Charlotte County:(Port Charlotte, Punta Gorda and Englewood) The Mobile Medical Clinic will travel to three designated locations throughout Charlotte County serving the low-income patients that are minority and or rural populations who have disproportionate access to healthcare, demonstrate an undue burden of health issues and are uninsured / 200% at or below the poverty level.

*Program Components ~ Services to Be Provided*

- Physicals, with some exceptions.
- CLIA Laboratory services, limited.
- Pregnancy testing.
- Vaccines (Covid, Boosters, Flu Shingles, Tetanus etc.).
- Pharmacy Dispensing. No controlled drugs are kept on board of the unit or at the VBA Standing Medical Clinic.
- Minor Treatment for acute & semi urgent illness.
- Treatment for Chronic illnesses. High blood pressure and diabetes are examples.
- Referral to standing VBA Medical Clinic for specialty, wellness and pharmacy services and ongoing treatment of chronic conditions & primary care.

*Additional Referral Services Offered*

Dental Services provided through existing VBA volunteer medical providers under Sovereign Immunity. Mental Health & Substance Abuse provided through existing VBA partnership with CBHC. Coordinated Transportation to and from the standing VBA Medical Clinic through Charlotte County Transit.

Finally, to address primary care needs, the Mobile Medical Clinic will provide primary care, semi-urgent and wellness services to address these issues. This description will include explanations of the primary care services that the clinic will provide, along with support from the Health Department of Charlotte County to provide a platform of Public Health services, which together will support the success of our Mobile Medical Clinic Project.

*Primary Care Services & Prevention ~ Health Education*

Our clinic plans to provide primary care, semi-urgent services in addition to wellness, prevention, and pharmacy services. Our primary care services will include comprehensive treatment including immunizations ~ COVID 19 shots & boosters, flu- shots, physical exams, acute illness and injury care, pregnancy and UTI tests, health & wellness education, referrals to community partners and agencies such as CBHC for substance abuse and mental health counseling.

*Community Partnerships*

The Florida Department of Health in Charlotte County. (CCHD) Through this successful collaboration, many uninsured living in Charlotte County without easy access to healthcare will have the opportunity to receive a variety of public health services 2 days a week.

The vehicle will be utilized to support disaster response for clinical services and outreach. Some of these services can include immunization, distribution of resources POD, wound care, diabetic support services.

The vehicle will also support outreach and intervention efforts in targeted areas. The Health Department team will use the mobile platform to provide pelvic exams, sexually transmitted disease testing and treatment, family planning, HIV counseling and testing education, testing, and treatment on targeted emerging threats to protect the community.

This partnership will also enhance the adult primary, semi urgent, pharmacy, wellness services to be provided by VBA 3 days a week.

*Charlotte County Transit* ~ VBA will coordinate transportation through an existing community partnership with Charlotte County Transit for our patients to receive transportation to and from the VBA standing Medical Clinic.

*Charlotte Behavioral Healthcare (CBHC)* ~ VBA will coordinate the need for CBHC services at the designated sites of the Mobile Medical Clinic through an existing community partnership with CBHC for our patients to receive mental health and substance abuse services.

VBA has also developed longstanding relationships with many community partners, such as Charlotte County Homeless Coalition, Jesus Loves You Ministry, Gulf Coast Partnership, St Vincent de Paul and additional social service agencies, nonprofits, hospitals, food pantries and local first responder organizations (such as fire and police departments) that are known and trusted in the Charlotte community.

These groups will help provide VBA with patient referrals to our Mobile Medical Clinic.

#### *Acquire a Vehicle that Will Best Meet the Need*

VBA has researched the opportunities to purchase the VBA Mobile Medical Clinic and has identified the best Mobile Medical Clinic to meet the needs of our Charlotte County patients.

#### **Mobile Medical Specialty Vehicles 33 ft. Lone Star Mobile Medical Coach Bus**

Passion is a word often used at Mobile Specialty Vehicles. That passion is shown in every aspect of our business. Our company, our product, and our customers.

Our commercial mobile healthcare unit allows you to bring medical services to where your patients live and work in their communities.

As a medical professional, you know how important it is to have an efficient working area, especially out in the field. Mobile Specialty Vehicles takes that into consideration when designing your mobile medical vehicles.

We realize you will be working out of your facilities for long periods of time and comfort is of the utmost importance, for you and for your patients.

Superior craftsmanship makes a bold statement for your patients, your colleagues, and your community. We design more workspace than comparable Mobile health builders maximizing your professional mobile space.

Superior Infection Control. Each roof A/C has a return air with a HEPA filter and a 50% quieter system operation while catching the germs before you do. One piece flooring seamless from end to end gives germs nowhere to hide and are easy to clean and maintain.

Our steel I-beam understructure keeps your tech and health equipment protected by the strongest frame in the business and aircraft quality aluminum cage give you the strength you need to anchor equipment and cabinetry for your commercial mobile use.

### **Mobile Medical Specialty Vehicles ~ 33 ft. Lone Star Mobile Medical Coach Bus**

**(See attached quote for detailed information)**



- a. The proposed vehicle is rugged, built to last and adaptable to VBA specific requirements.
- b. VBA selected a vendor that will use premium, commercial-grade furnishings, doors, flooring, and walls.
- c. Will have an interior that will provide a welcoming and unthreatening environment that has a comfortable waiting area, and exam and procedure rooms.
- d. VBA will ensure the layout will provide secure patient confidentiality, disabled persons' access, and proper sanitation.
- e. The Mobile Medical Clinic will be outfitted with medical equipment, such as blood pressure machines, defibrillator etc.
- f. The Mobile Medical Clinic will be wrapped with professional and vivid artwork, prominently displaying the colorful primary funder logo of Charlotte County and Tagline with logo of The Virginia B. Andes Volunteer Community Clinic. The logo of the Health Department of Charlotte County will also be displayed.

***VBA has developed a solid Marketing Plan.***

VBA has established a marketing plan to support our purpose and objectives.

- a. We have aligned with community advocates to help promote the program.
- b. VBA will pursue grassroots marketing by placing signs and flyers in:
  - Emergency rooms.
  - Social service & Non-Profit organizations.
  - Discount stores.
  - Community service centers.
  - Faith based organizations.
  - Other areas where our target audience may frequent.
- c. VBA will ensure the Mobile Medical Clinic vehicle has attractive and informational exterior graphics to serve as a traveling billboard for Charlotte County.
- d. VBA will advertise, solicit PR, and feature articles in local newspapers, social media, Chamber of Commerce, radio, and at fundraising events.

***VBA will establish a Continuous Improvement Program to add services based on local needs.***

VBA will ensure a collaborative relationship among staff, leadership and Board of Directors continues to review needs that are observed in the community and the merits and feasibility of adding new services to address them.

On an ongoing basis, we will evaluate the impact of the program on the community and be prepared to make adjustments that will provide the most needed services for the uninsured in Charlotte County.

***Mobile Medical Clinic Start Up Timeline***

- **Secure Quotes, Submit Budget & Narrative for Funding by September 2022**

VBA will submit Budget & Narrative for the equipment, Mobile Medical Clinic, insurance, & staffing cost to equal the budgeted request of [REDACTED]. A budget and budget narrative will be submitted with the formal proposal.

Once approved, the plan to implement the project will be pending approval of funding.

- **Mobile Medical Clinic Build Out**

7-9 months from 1<sup>st</sup> down payment by October 2022. Projected **Delivery Date May-June 2023.**

VBA CEO, selected leadership member and designated fleet mechanic will travel to the Mobile Medical Specialty Vehicles site in Texas for final inspection, test drive and training by May 2023. (Pending date of completion).

Once completion has been approved by VBA, the Mobile Medical Specialty Vehicles Company will drive the Mobile Medical Clinic from Texas to VBA (1100 miles) at no charge. All Mobile Medical Clinic warranties will go into effect upon delivery to VBA.

**Shore System Installation** ~ VBA will install electrical shore system outlet on side of VBA Clinic as required to support the Mobile Medical Clinic when not in use by **June 2023**.

**Secure Staffing Team** ~ VBA will begin posting positions, interviewing, hiring, and training for Medical Providers who will also be designated drivers, as scheduled by **June 2023**.

**Complete Policy and Procedures, Organizational Chart & Develop 2-year Strategic Plan for Financial Sustainability by March 2023** ~ VBA CEO will complete Policy and Procedures, Organizational Chart & develop Strategic Plan for financial sustainability.

**Marketing Plan Completed September 2022** ~ VBA has developed a marketing plan to support our purpose and objectives. Align with community advocates to help promote the program. Pursue grassroots marketing by placing signs and flyers in: Emergency rooms ~ Social Service & Non-Profit organizations Discount Store ~ Faith based Organizations ~ Other areas where our target audience may frequent. VBA will ensure the VBA Mobile Medical Clinic vehicle has attractive and informational exterior graphics to serve as a traveling billboard for Charlotte County. VBA will advertise, solicit PR, and feature articles in local Newspapers and on social media. VBA will purchase all marketing materials by **May 2023**.

**Startup of Program Services** ~ VBA will implement program services on **July 1, 2023**, at the latest pending completion of the Mobile Medical Clinic build out timeframe of 7–9-month period.

### **3) Key Personnel and Operations Structure**

The VBA New Mobile Medical Clinic will be staffed by a variety of personnel medical professionals:

1 Part time Nurse Practitioner APRN, 1 part time Registered Nurse RN, 1 full time Mobile Medical Clinic Coordinator Emergency Medical Technician EMT and 1 full time EMT.

Each personnel type will have a different role and purpose in running the clinic. Occupations such as mobile medical clinic driver, front desk reception, basic vital-taking, scribing, translation and healthcare services will encompass the full scope of mobile medical clinic staff contributions.

Healthcare professional volunteers and students will also have an involved role. They will perform the initial examination of the patient, then present their findings to the medical professional on staff that day. Finally, the medical professionals 'role will be to check the healthcare professional students' evaluation and determine if any changes need to be made before treating the patient.

### **4) Budget Justification**

The Virginia B. Andes Volunteer Community Clinic (VBA) is requesting **\$750,000.00 from the Board of Charlotte County Commissioners** to support startup funding for the development a New Mobile Medical Clinic for the underserved communities in Charlotte County. Specifically, this project will expand the services of our VBA mission to provide the most vulnerable uninsured residents 200% of poverty or below with primary care semi-urgent and wellness services.

Primarily, this non-reoccurring capital amount of \$409,940 will cover our initial build purchase of a New Mobile Medical 33 Ft. Coach Bus, which comprises a large majority of our project cost. This will ensure our expansion and future functioning for years to come. (See attached selected quote for specifics).

40% Deposit due upon placement of order, 40% additional payment at 50% completion, 20% due upon completion of vehicle. Delivery to VBA at no charge.

Secondarily \$185,000 funds will be utilized to support the cost for our personnel staff for a 12-month period. (July 2023~ July 2024). This support will be necessary for initial startup and future growth.

The remaining \$158,060 project expenses are detailed below.

The funding projection for the next 2-year period, after start up is detailed below. The funding secured will provide our Mobile Medical Clinic to function at a low annual cost. Finally, the annual expenditures we anticipate for the next 2 years is within the history of similar Mobile Medical Models. Our proposal to develop this Mobile Medical Clinic has the potential to distribute funds to last over an extended period of time.

*Project Budget 2022-2026*

	Start up 2022-2024	Funding Source	Year 2 2025	Funding Source	Year 3 2026	Funding Source
33 FT Mobile Medical Coach Non-Reoccurring						
Staff: 1 APRN PT 24hrs 1 RN PT 24hrs 1 EMT Coord. & Driver 1 EMT Driver Total						
Staff Training & Travel						
Dues & Membership & Annual Conferences						
Marketing						
Vehicle Maintenance						
Vehicle Insurance						
Licensing						
Diesel Fuel Ave. \$5.00 Gallon						
Office Expense						
Medical Equipment						
Medical Supplies						
Technology						
Security						
Patient Transportation						
<b>TOTAL</b>						

## Conclusion

This proposal discussed the potential benefits of developing a New Mobile Medical clinic that would serve Port Charlotte, Punta Gorda and Englewood areas of Charlotte County and would demonstrate an undue burden of health issues of the uninsured 200% or below the poverty level and mitigate financial, location and public transportation barriers.

In addition, existing community partnerships will help support Public Health needs, as well as Mental Health Behavioral and Substance-Abuse needs in our community. The VBA Mobile Medical Clinic will successfully break down barriers due to the recent COVID-19 pandemic and will travel to three designated locations throughout Charlotte County serving the low-income patients that are minority and/or rural populations uninsured and are who have disproportionate access to healthcare, demonstrate an undue burden of health issues and are uninsured. 100% of all patients served through the Mobile Medical Clinic will be referred to our standing VBA Medical Clinic for ongoing essential healthcare care.

The Mobile Medical Clinic's mission is to improve access to primary and semi urgent care, wellness, and pharmacy health services for those most vulnerable underserved people without health insurance living in Charlotte County. In addition, we will be providing many specialty services through our community partnerships to include but not limited to: Public Health by the Department of Health in Charlotte County, Mental Health and Substance Abuse provided by Charlotte Behavioral Healthcare and Transportation provided by Charlotte County Transit for patients to our VBA standing medical clinic for follow up essential healthcare.

On behalf of our Board of Directors, leadership team, staff, volunteers and especially our patients, VBA is incredibly grateful to the **Board of Charlotte County Commissioners** for the opportunity to request **\$750,000** in startup funding 2022-2024 for our New Mobile Medical Clinic. If funded, the impact of our Mobile Medical Clinic Project will be felt by hundreds of Charlotte County's most vulnerable and uninsured residents in the years to come.