

Application: 28205 | General

\$8,230.66

Started at: 5/2/2023 09:44 AM - Finalized at: 5/23/2023 12:18 PM

Page: 2023 Family Medicine Cares USA Existing Clinic Application



American Academy of Family Physicians Foundation

- Before completing this application, please read the **FMC USA Guidelines** (<https://www.aafpfoundation.org/grants-awards/family-medicine-cares-usa/application-details.html#>).
- **Important:** **Download Budget Work Sheet** (<https://www.aafpfoundation.org/grants-awards/family-medicine-cares-usa/application-details.html#>), then upload with the application online.
- The application packet must be received by **July 17, 7 p.m. Central Time**.
- **DO NOT SAVE AND FINALIZE THE APPLICATION UNLESS THE BUDGET AND ADDITIONAL ATTACHMENTS ARE UPLOADED.**
- **Questions:** Contact Sharon Hunt at shunt@aaafp.org or 1-913-906-6006.

We encourage all to apply and are committed to supporting new free and existing clinics in the areas of need who reflect the rich diversity of the specialty and the patients served.

Application Date

5/2/2023

Clinic Opening Date

4/1/1994

Amount Requested (up to \$10,000)

\$8,230.66

The existing clinic has received a FMC USA grant in the last three years

No

The Family Physician named in the application is a member of the AAFP.

Yes

Clinic Services are provided at no cost to the patient.

Yes

Clinic Name

HealthNet of Rock County

Clinic Address

113 S. Franklin Street
Janesville Wisconsin 53548 US

Telephone Number

+1 608-756-4638

Clinic Email

ihedges@healthnet-rock.org

Website Address

www.healthnet-rock.org (<http://www.healthnet-rock.org>)

Clinic's Primary Contact Name

Ian Hedges

Title of Clinic Contact

Chief Executive Officer

Example

Clinic Contact's Telephone Number

+1 608-756-4638

Clinic Contact's Email

ihedges@healthnet-rock.org

FP Name

Janet Barkhou

FP AAFP Membership ID

9227004

FP Cell (or best contact #)

+1 773-716-5674

FP Email

jbarkhou@mhemail.org

How is the FP Champion is involved in the clinic? Check all that apply.

Is the FP Champion the medical director of the clinic?

Yes

Is the FP Champion a board president of the clinic?

No

Is the FP Champion an active volunteer providing medical services?

Yes

Please describe or provide examples of the FP Champion's leadership role and involvement in the clinic.

Dr. Janet Barkhou has been faithfully serving as HealthNet of Rock County's Medical Advisor since 2011. In this role, Dr. Barkhou serves as the de-facto Medical Director for HealthNet of Rock County, who approves of clinical policies and procedures, issues standing orders when appropriate, and conducts chart reviews to ensure we are providing high quality care. HealthNet of Rock County's previous physician had a large caseload at our clinic; therefore, she has stepped in to fill her shoes to help. However, since that time, Dr. Barkhou has spent countless hours volunteering in direct patient care and helping us problem solve on issues surrounding complicated medical patients. Dr. Barkhou is also the co-chair of HealthNet of Rock County's Board of Director's Quality Assurance/Quality Improvement Committee, in which we review quality measurements, create policies to help reduce barriers to care and improve health outcomes, and introduce new medical research and intervention strategies.

Despite all of these responsibilities, Dr. Barkhou still makes time to help third-year residents provide services at our clinic several times a week. Dr. Barkhou also serves as signatory for all Prescription Assistance Program requests to the pharmaceutical companies based on prescriptions authorized by our physical volunteers. Dr. Barkhou remains a steadfast ambassador to HealthNet, and serves as co-chair for our annual fundraising event every year that helps raise 10 - 15 % of operating funds for our medical clinic.

Please provide brief descriptions for each section below (DO NOT STATE, "SEE ATTACHMENT".)

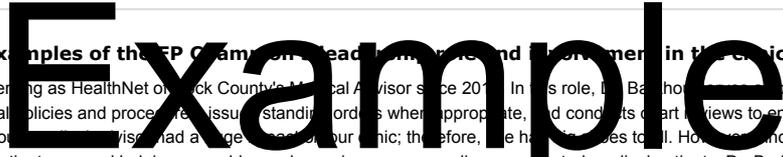
a. Geographic area(s) and demographics of patient population to be served.

HealthNet of Rock County is located at one centralized clinic at 113 S. Franklin Street, Janesville, WI 53548. The clinic is located in an area in which many underserved residents reside, as it has an ADI Score of 10. The clinic and its medication dispensary are open from 8 AM - 5 PM on Monday through Friday. HealthNet of Rock County's volunteer physicians are comprised of individuals from the fields of Emergency Medicine, Internal Medicine, and Family Medicine. Approximately, 56 hours per month are donated by Family Medicine volunteers each month to direct patient care.

HealthNet of Rock County's medical clinic primarily serves uninsured Rock County residents who are at or below 250% of the federal poverty level. HealthNet of Rock County served 455 unique patients last year, with an expectation that we will see 478 unique patients over 4,241 visits this year. HealthNet of Rock County sees various racial/ethnic groups, with 67% of our patients reporting as Hispanic/Latino, 25% of our patients reporting as White, 5% reporting as Black, 2% reporting as Asian, and 1% reporting as Native American. Additionally, 60% of patients identify as female, 39% identify as male, and 1% identify in a gender non-binary category.

b. Services Offered

Vision Care, On-site Pharmacy, Dental Care, Mental Health Care, Health Education



c. Clinic organizational or governing structure.

HealthNet of Rock County has a 14-member board of directors that provides fiduciary oversight to ensure that the clinic is financially sound while meeting the strategic priorities set in response to community need. The Clinic's Bylaws outline that we have to have a physician serving as the Medical Advisor, de-facto Medical Director, and a dentist serving as the Dental Advisor, de-facto Dental Director. According to a board position description that is signed by incumbents of the position, both the Medical and Dental Advisors must volunteer on average of 4 hours per month to hold the position of Medical or Dental Advisors.

Each position on our board of directors requires to sit on a committee. By our board position description, the Medical and Dental Advisors will co-chair the Quality Assurance/Quality Improvement Committee with other board members and volunteers participating as committee members. Both the Medical and Dental Advisors must also serve as Chief Grievance Officers of their respective clinics to investigate issues with standards of care reported by patients or potential violations of best practices or regulations. In addition, our boards bylaws require that we have an attorney and a certified public accountant on our board of directors.

The Board of Directors employs the Chief Executive Officer, who is in charge of supervising staff and volunteers. The Chief Executive Officer works closely with the Medical and Dental Advisors in facilitating their administrative work that is described above. The Chief Executive Officer also will alert the Medical and Dental Advisors if he or she believes that a volunteer physician is not following certain standards of care in order for one of the advisors to have a conversation directly with the provider.

In consideration of who is recommended to the Medical Advisor position, we often select someone who is faculty for the Mercyhealth Family Medicine Residency Program. HealthNet of Rock County ensures we do this to maintain a consistent working relationship that allows family medicine third-year residents to provide care at our clinic. The other reason we select a Mercyhealth physician is to leverage financial support from the organization as they are often one of our largest corporate contributors.

Organizational Chart

Download File (<https://aafp.secure-platform.com/file/18391/eyJ0eXAiOiJKV1QiLCJhbGciOiJIUzI1NiJ9.eyJtZWVpYUlkIjoxODM5MSwiYXN3dOb3RTaWduZWRVcmwiOiJGYWxzZSIImInbmsHN%20Organizational%20Chart%20Graph%20%281%29.pdf>)

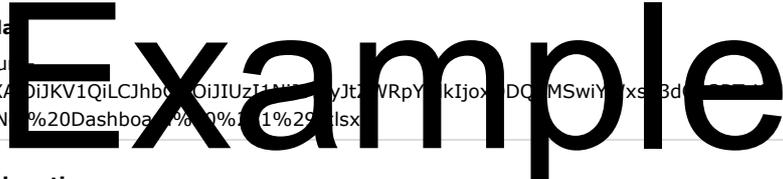
d. Sustainability Plan

HealthNet of Rock County works with our Board of Directors on an annual basis to review our business plan that is similar to a business dashboard, and determine our business goals for the upcoming fiscal year. This business dashboard guides our five target areas for sustainability which include people, growth, services, quality and finances. These metrics outline important goals for us to set in order for us to have an impact in the community, while maintaining financial solvency. The goals we are most often frequently checking with our board of directors is maintaining a deficit neutral budget or our new major giving. HealthNet of Rock County believes it can sustain the activities funded by this grant by continuously challenging ourselves to pursue new major giving (gifts of \$1,000 or more) from individual contributors. These goals are reported to our Board of Directors on a quarterly basis, and suggestions for further activity are provided in order to successfully achieve the outlined goals.

Please note that our fiscal year income for this year is much higher over the last two years because we just conducted a capital campaign from August 2021-October 2022. All of those funds have been designated for other purposes that cannot be used for items that are being requested in this grant application.

Abbreviated Sustainability Plan

Download File (<https://aafp.secure-platform.com/file/18471/eyJ0eXAiOiJKV1QiLCJhbGciOiJIUzI1NiJ9.eyJtZWVpYUlkIjoxODM5MSwiYXN3dOb3RTaWduZWRVcmwiOiJGYWxzZSIImInbms2022%20-%202023%20HealthNet%20Dashboard%20%281%29.pdf>)



e. Partnerships and/ or Collaborations.

Community Organizations, Hospitals, Residency Programs

Partnerships and/or Collaboration Description

HealthNet's success in improving the health of our patients relies on collaborations from neighboring health systems and residency programs. For example, Mercyhealth works with us on emergency room diversion by having their EHR flag qualifying patients for our primary care, dental, or behavioral health services, which ultimately reduces the number of preventable hospital or emergency room visits. Additionally, Mercyhealth has provided donated vision services to us as well as reduced labs within the last ten years. However, Mercyhealth's residency program remains as the most successful partnership, with the Mercyhealth Family Medicine Residency Program allowing third-year residents to run clinics on Monday mornings and Friday afternoons. In addition, these residents are in charge of reviewing lab results and helping triage them for next steps of care.

HealthNet of Rock County also has a strong partnership with another local hospital, SSM Health - St. Mary's Janesville Hospital. The hospital runs a similar emergency room diversion program that refers qualifying patients for primary care, dental, and behavioral health. Furthermore, SSM Health provides free consult appointments for many specialists that need to be referred out from our primary care clinic. The hospital and HealthNet of Rock County are currently working on establishing an imaging partnership in order for our patients to receive free CT scans, MRIs, or x-rays.

HealthNet collaborates with many community-based programs to ensure all of our patient's psycho-social needs are met. HealthNet of Rock County works with two anti-poverty organizations, ECHO and Caritas, to help provide food and housing solutions for our patients. In addition, we work closely with ECHO to provide a culturally-tailored, diabetic friendly food box to our patients with A1C scores of 7 and above. HealthNet of Rock County also works with all local homeless shelters (House of Mercy, GIFTS, Project 16:49) to provide care to their shelter occupants, and ensure our patients have access if necessary. HealthNet of Rock County utilizes Rock County Cancer Coalition so that any of our patients diagnosed with cancer can receive a \$1,350 stipend to help pay for bills, co-pays, or any other living expenses while they go through treatment.

HealthNet of Rock County also partners with local law enforcement agencies, such as the Rock County Jail and the Rock County Sheriff's office. We provide recently released inmates with 30-days supply of medications upon their release to ensure they can transition onto Medicaid or to another provider without losing access to their medications. HealthNet of Rock County also administered COVID-19 vaccines to Rock County jail inmates on a biweekly basis for a year, and just transitioned to visiting the jail on a monthly basis.

f. Possible Family Medicine volunteers

Residents, Active FP(s)

Number of Family Medicine Volunteers

Currently, HealthNet of Rock County has 8 Third-Year Family Medicine Residents who assist in providing primary care to our patients twice a week on a rotation. These residents are also in charge of doing lab interpretation during every shift in order for us to best coordinate care for patients. Additionally, 4 other Family Medicine physicians provide care on a once a month or weekly basis. One Family Medicine Family physician sometimes runs two 4-hour clinics every week depending on the availability of staff. This physician also helps with colorectal cancer screening, and assists with ordering Cologuard directly from Exact Sciences to provide to patients for free.

4. Budget

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Budget Description

HealthNet of Rock County is seeking an investment of \$8,230.66 for new additions to our exam room, lab equipment, supplies, and software to complement our medical clinic services.

HealthNet of Rock County is seeking \$100.95 for a new height wall mount. HealthNet of Rock County's previous wall mount was attached to our old scale. However, HealthNet of Rock County was gifted a brand-new bariatric scale from the government of Rock County, which did not come with a height wall mount. HealthNet of Rock County is seeking to replace the lost height wall mount.

HealthNet of Rock County is seeking \$957.35 for a urinalysis machine, which has been requested by staff. Many of our family physicians would like to utilize the urinalysis machine for chronic disease management. This piece of equipment would be supplemental to the A1C and PT-INR Point-of-Care Lab Machines and Supplies that were recently purchased through dollars from our capital campaign. We are also requesting Reagent Strips to be used with the urinalysis analyzer for \$253.41, and Infinity Test Strips for \$243.95 for patients to utilize for diabetic maintenance.

Our largest expense is new software we are trying to add into our clinic. Currently, we utilize Athenahealth as our electronic health record, but this is provided for free through Athenahealth's Athenacare's program. However, we have a medication dispensary that dispenses more than \$1.75 million worth of free medications to uninsured patients on an annual basis. This dispensary currently requires an inventory and label-making system, a way to alert patients that their medications are ready, and a system that can help access more medications that are too expensive for us to purchase.

HealthNet is requesting an investment of \$1,155.00 into QS1, which is a pharmacy software that will take inventory, allow us to print pharmacy labels in English/Spanish (which will automatically translate) and accept e-prescribe from Athena, which will reduce the potential risk of medication errors. To complement this program, we are hoping to have a patient notification system that will provide text in our lobby to when medications are ready for patients, which is DisplayRx. This will cost \$660.00, and will keep up with fast-paced orders as sometimes we have up to 45 medication fills per day with one pharmacist and one pharmacy technician. Fortunately, a generous donor has provided a large television monitor for this information to be displayed.

HealthNet is also requesting \$ 3,600 for a software known as MedData. This software is connected with all the pharmaceutical companies with prescription assistance programs (PAPs), which are application-based programs that provide free pharmaceuticals to qualifying low-income, uninsured patients. The software allows us to easily exchange information from Athena into the software, which completes most of the forms, and then helps us electronically track and submit applications in order for patients to have a consistent supply of high-cost medications such as insulin, synthroid, among others. HealthNet of Rock County is currently filling out these applications by hand, and we believe these will double the amount of applications we can send within a year.

In addition, HealthNet of Rock County will need our IT contractor to work on installing and connecting these software components to each other. Our IT contractor has estimated this will take approximately 12 hours of work.

Applicant is to provide two letters of support. One letter of support from community or medical leader and one letter of support from clinic's physician champion. Support letters are to be dated, addressed to the AAFP, and written on organization's or community partner letterhead and signed.

LOS Community or Medical Pa

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LOS Physician Champion

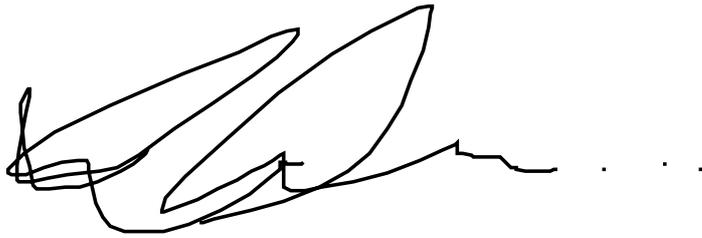
Download File (<https://aafp.secure-platform.com/file/18274/eyJ0eXAiOiJKV1QiLCJhbGciOiJIUzI1NiJ9.eyJtZWVpYUlkIjoxODI3NCwiYWxsYXNpdOb3RTaWduZWRVcmwiOiJGYWxzZSI6ImInbm9RanZFsfjWSet3cp9XTDyrq5cHRsoXo?Barkhou.%20AAFP%20Grant%20Health%20Net.pdf>)

In the event a grant is awarded, the applicant, on behalf of the clinic agrees to adhere to all award conditions specified by the AAFP Foundation as outlined in the guidelines, which accompany this application.

Physician Champion Signature



Authorized Clinic Representative Signature

A handwritten signature in black ink, consisting of several large, overlapping loops and a trailing horizontal line with three dots at the end.

How did you hear about the FMC USA program?

Grantstation

Example



American Academy of Family Physicians Foundation

EXISTING CLINIC BUDGET (Please note: This grant is intended to be used to purchase **durable, sustainable equipment and instruments** necessary for primary care diagnosis and treatment).

NOTE: Estimated costs rounded to the nearest dollar not to exceed \$10,000

	Items (Example: Item @ estimated cost x number needed)	Estimated Cost	Sub-total
1	Exam Room (e.g., exam table, exam lamp, revolving stool, scales, etc.)		
	Detecto Height Wall Mount (\$100.95 X1)	\$100.95	\$100.95
	Enter	Enter	
	Enter	Enter	
	Enter	Enter	
	Sub-total		\$100.95
2	Instruments & Equipment (e.g., stethoscope, otoscope, thermometer, penlight, etc.)		
	Enter	Enter	
	Enter	Enter	
	Enter	Enter	
	Sub-total		Enter
3	Laboratory Equipment (e.g., microscope, centrifuge, timers, HbA1c machine, etc.)		
	Simens Diagnostics 1780 Clinitek Status+ Urinalysis Analyzer	\$957.35	
	Enter	Enter	
	Enter	Enter	
	Sub-total		\$957.35
4	Start-up Supplies for Equipment – Limit \$500 (e.g., accu check strips, lancets, otoscope speculums, gloves, disposable probe covers etc.)		
	Multistix 10 SG Reagent Strips (\$50.62 x 5)	\$253.41	
	Infinity Test Strips (\$5.95 x 41)	\$243.95	
	Enter	Enter	
	Sub-total		\$497.36
5	Software/equipment for EHR: Specify		
	MedData (Prescription Assistance Software (\$3,600 x 1))	\$3,600.00	
	QS1 (Medication Dispensing Software (\$1,155 x 1))	\$1,155.00	
	Ignatek Data Storage & Support (\$105 X 12 hours of install)	\$1,260.00	
	Display Rx (\$660 x 1)	\$660.00	
	Sub-total		\$6,675.00

Example



American Academy of Family Physicians Foundation

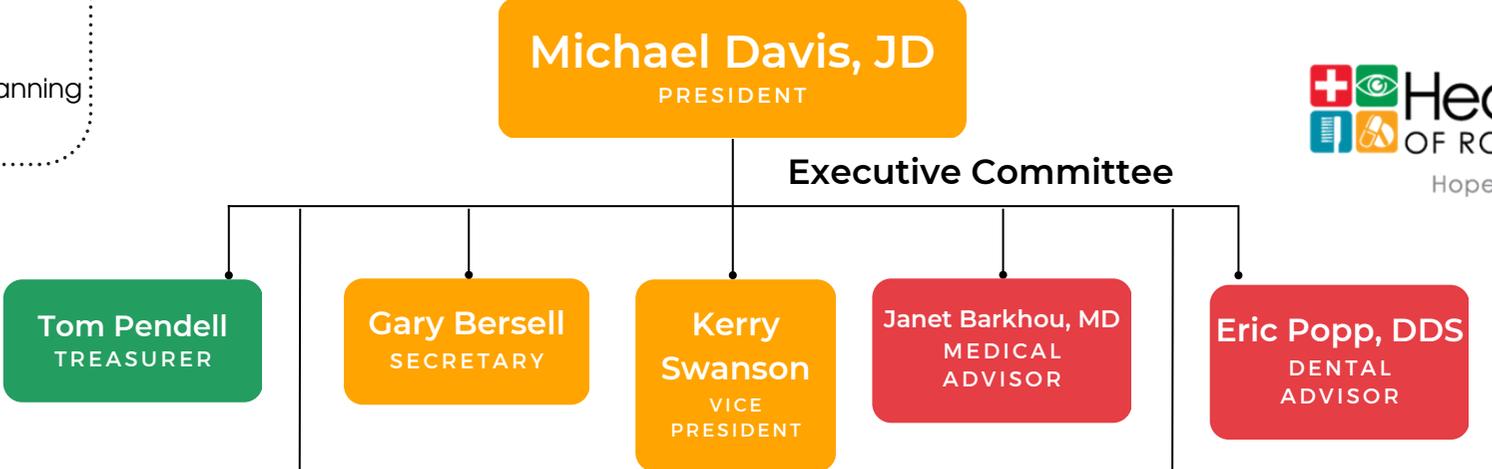
6	Other durable items not listed above. Specify		
	Enter	Enter	
	Enter	Enter	
	Sub-total		Enter
	TOTAL AMOUNT REQUESTED		\$8,230.66

Example

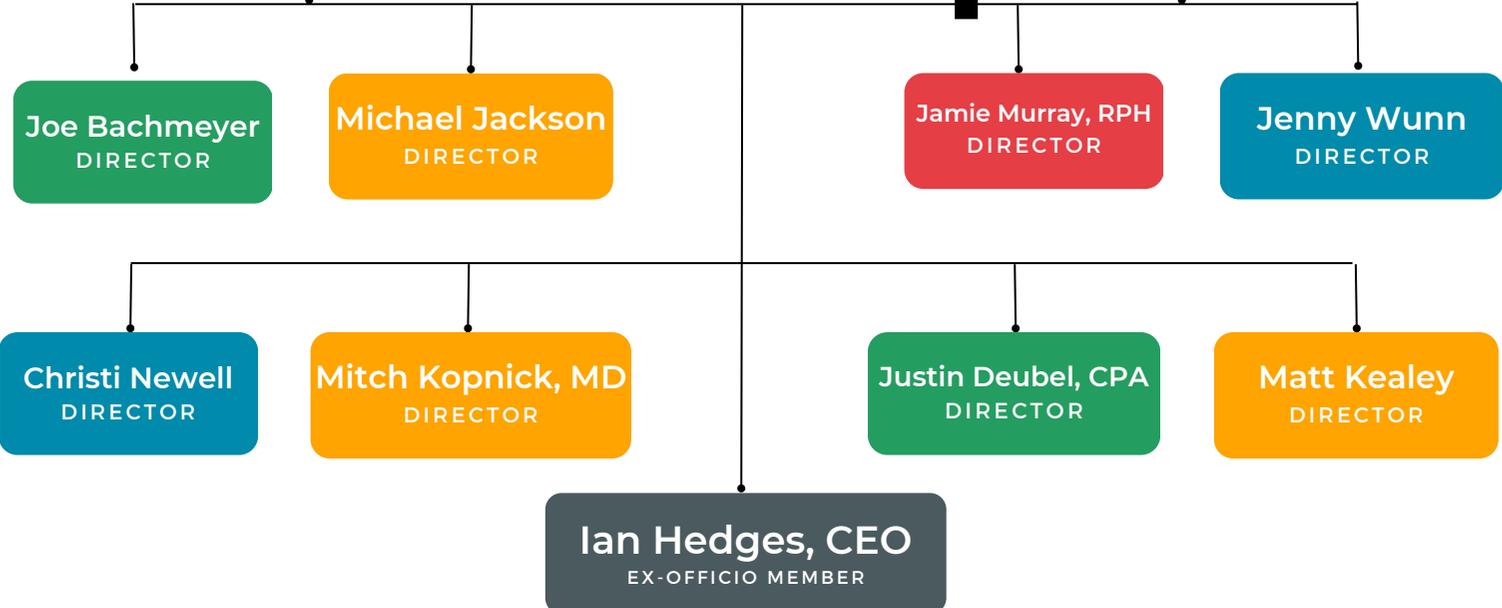
HEALTHNET OF ROCK COUNTY BOARD OF DIRECTORS ORGANIZATIONAL CHART



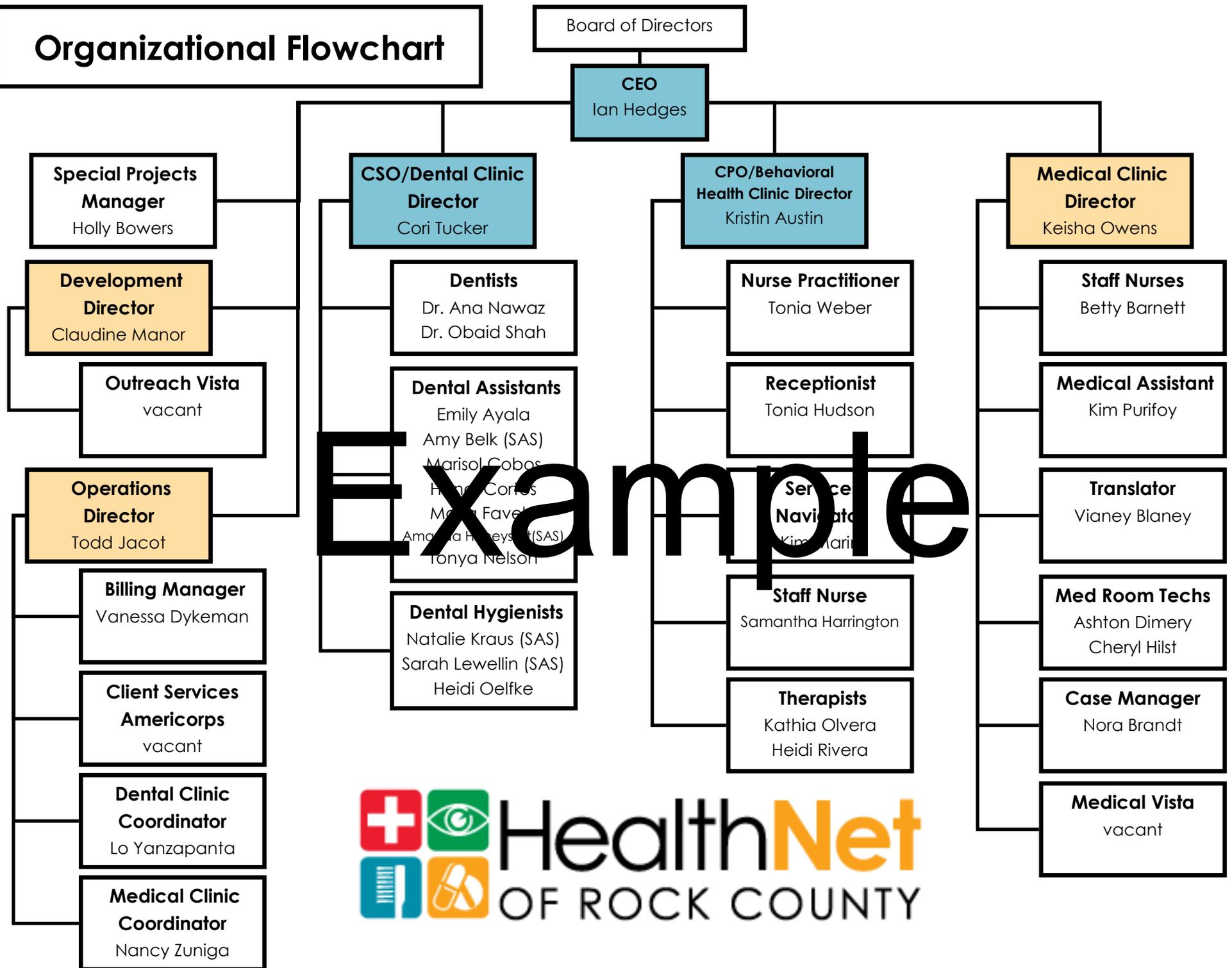
- Other Committee Assignments
- Finance
 - QA/QI
 - Fundraising
 - Strategic Planning



Example



Organizational Flowchart



EXAMPLE



May 15, 2023

American Academy of Family Physicians Foundation
11400 Tomahawk Creek Parkway, Suite 440
Leawood, KS 66211-2672

Dear Grant Selection Committee:

RE: Letter of Support for HealthNet of Rock County's Grant Application

I am writing to provide Mercyhealth's enthusiastic support for HealthNet of Rock County's application to receive a 2023 Family Medicine Cares Grant.

Since 1994, HealthNet of Rock County has been partnering with Mercyhealth's physicians, nurses, and administrators in helping the medically underserved in HealthNet of Rock County. One of our largest contributions to HealthNet's operations is the volunteerism of third-year residents from Mercyhealth's Family Medicine Residency Program. In addition, Mercyhealth has provided heavily discounted labs and vision services to HealthNet of Rock County so that financial burden is not put onto the laps of patients. This partnership has expanded this year when we began a robust emergency room diversion program to refer to HealthNet of Rock County's medical, dental, and behavioral health clinics. We have also worked closely with HealthNet of Rock County on referrals from oncology and obstetrics.

Mercyhealth is invested in this partnership because we believe that HealthNet of Rock County is making a tremendous impact on the lives of those who are uninsured or underinsured in Rock County. Mercyhealth believes more investment into HealthNet from funders such as the American Academy of Family Physicians Foundation will be used responsibly, and will continue to make a meaningful difference in the lives of HealthNet of Rock County's current and future patients.

If you have any questions, please feel free to reach me at nkopping@mhemail.org or 319-331-1619.

Sincerely,



Nora Kopping, MA, MHA
Director, Population Health and Case Management



Through our exceptional health care services, we reveal the healing presence of God.

St. Mary's Hospital
3400 E. Racine Street
Janesville, WI 53546
phone: 608-373-8000

May 15, 2023

American Academy of Family Physicians Foundation
11400 Tomahawk Creek Parkway, Suite 440
Leawood, KS 66211

Dear AAFP Foundation Grant Selection Committee,

I am writing to provide support for HealthNet of Rock County's application to receive a 2023 Family Medicine Cares Grant.

SSM Health St. Mary's Hospital - Janesville is a strong supporter of HealthNet of Rock County, as the organization provides medical, dental, and mental health services to underinsured and uninsured community members in Rock County, Wisconsin.

HealthNet is worthy of consideration for this grant because of the positive impact it has in our area, where nearly one in four children are living in poverty, and nearly 12,000 adults are uninsured.

Example

We see HealthNet as a vital component of our local health care options, and fully support their mission to support those most marginalized in our community.

Since SSM Health St. Mary's Hospital – Janesville opened in January 2012, HealthNet has been worked closely with our teams, identifying areas for collaboration and support.

SSM Health St. Mary's Hospital - provides specialty/consult appointments free-of-charge to HealthNet patients. HealthNet of Rock County has also helped the hospital to roll out an emergency room diversion program for individuals who are seeking care for dental issues, or those who do not have a primary care provider for non-emergent needs.

Over the years, HealthNet of Rock County has proven to be a strong partner and responsible steward of resources. If you have any questions, please feel free to reach me at Eric.Thornton@ssmhealth.com or 608-373-8902.

Sincerely,

Eric Thornton
President, SSM Health St. Mary's Hospital – Janesville

Hope.Help.Healing.

May 15, 2023

American Academy of Family Physicians Foundation
11400 Tomahawk Creek Parkway, Suite 440
Leawood, KS 66211-2672

RE: Letter of Support for HealthNet of Rock County's Grant Application

Dear Grant Selection Committee,

I am writing to provide my full support for HealthNet of Rock County's application to receive a 2023 Family Medicine Cares Grant. As a member of the American Academy of Family Physicians, I am proud that my professional's association is supporting clinics like the one in which I serve as Medical Director/Advisor.

I first began volunteering with HealthNet of Rock County as a healthcare provider during my third year of residency. I was always impressed that HealthNet of Rock County, with little federal or state funding, was able to offer a diverse portfolio of free services to the uninsured – such as pharmaceuticals, labs, and specialty consult visits. Additionally, the staff always ensured that Spanish-speaking patients were always provided staff translators and written materials in their native language. I was so impressed with the impact they were making in the community, I volunteered to become the Clinic's Medical Director/Advisor in July 2019 when I became a MercyHealth Family Medicine Residency Faculty Member.

Since I became the clinic's Medical Director/Advisor, the organization has tackled many challenges that most free and charitable clinics do not take upon themselves. First, they began using quality measures to evaluate their clinical effectiveness around diabetes, hypertension, and depression. Then, during the COVID-19 pandemic, HealthNet of Rock County administered more than 4,000 doses of the COVID-19 vaccine to underserved communities, which surpassed the total of one local hospital. They did this through mobile vaccine clinics, and beginning a vaccine ambassador program in the Hispanic/Latinx and Black/African-American community.

If the AAFP Foundation selects HealthNet of Rock County as a grant recipient, I can attest they will use 100 percent of this funding to best serve our county's most underserved residents' healthcare needs. Again, I am fully supportive of this grant application to the AAFP Foundation because I know it will lead to better quality care for our patients.

Sincerely,

A handwritten signature in black ink, appearing to read "Janet Barkhou".

Janet Barkhou, MD
Medical Advisor