



Joyce & Marshall Erdman Clinic Expansion Proposal

August 10, 2023

Ken Loving, MD – Chief Executive Officer
Joanne Holland, CPA, MHA – Chief Financial Officer
Tenisha Grimmer, CPA – Senior Director Business Services

Agenda

- Overview of Access
- Serving people throughout Madison and Dane County
- Investing in people
- Erdman Clinic – Current State & Future Potential
- Project Renderings
- Project Impact & Financing
- Questions and Answers

History & Mission

- Longstanding history in South Madison
- **Mission: *Improving Health. Improving Lives.*** Remove barriers to care (socioeconomic, cultural, language, transportation)
- **Purpose & Goals:** Provide a comprehensive healthcare home for patients and strengthen the community
 - ☒ Children ready to learn in school
 - ☒ Adults succeeding in the workplace

Board Members

Board Member/Role	Organizational Affiliation
Lisa Ellinger, President	LaFollette School of Public Affairs at UW-Madison
Gabe Doyle, Vice President	The Foundation for Black Women's Wellness
Mark Xistris, Treasurer	MaX Value Healthcare Strategies, LLC
Andrea Gilmore-Bykovskyi, Secretary	School of Nursing, UW-Madison
Brian Collien, Past President	Guidehouse
Sei Kidau, Director	Kpowee Farms
Sheray Wallace, Director	Center for Patient Partnerships, UW Madison
Aaron Perry, Director	Rebalanced-Life Wellness Association
Fernando Cano Ospina, Director	RISE Wisconsin
Hamang B. Patel, Director	Michael Best & Friedrich LLP
Abigail Liedl, Director	William S. Middleton Memorial Veteran's Hospital
Andrew Hitt, Director	Michael Best & Friedrich LLP

Who We Serve

- **32,284** patients served
- **91%** of patients at or below 200% of the Federal Poverty Line
- **60%** of patients are enrolled in Medicaid/BadgerCare; **20%** are uninsured
- **35%** of patients identify as Hispanic or Latino/a
- **29%** of patients best served in a language other than English
- **36%** of patients under age 18



**Data from CY2022.*

Comprehensive Model of Care

- Primary Care Medical Practice
- Preventive and Restorative Dental Care
- Integrated Behavioral Health Care Services
- On-site affordable Pharmacy Services
- Patient Services staff providing specialty referrals and helping patients access community resources
- Maternal/Child Health services led by physicians and nurse midwives

Access: Investing in Our Patients and Employees



- Access collaborates with community partners and recruits staff from the communities we serve.
- We locate our clinics in places near where our patients live and work.
- Access recognizes the importance of the social determinants that affect people and offers resources to address those barriers (*e.g., school-based dental services, language access, transportation, support to follow through on referrals*).

Patient Services: Sliding Fee Discount Program



- **Access' Sliding Fee Discount Program** makes our services more affordable by reducing the cost of care for uninsured and underinsured patients
- **\$10,157,187** in sliding fee discounts given to patients in 2022
- **Program Highlights**
 - Free services for uninsured patients under the age of 20
 - Flat fee for primary care services
 - Discounted fees for vaccines, x-ray, labs, and Behavioral Health services
 - Access does not send patients to collections

Access' Role as an Employer

- **Employee Race/Ethnicity**
 - 55% White
 - 25% Hispanic or Latino/a
 - 8% Black or African American
 - 8% Asian
 - 1% American Indian
 - 3% Two or More Races or Unknown
- **\$20 Minimum Wage**
- **Training & Growth Opportunities**
 - In-house dental assistant training program
 - Medical assistant apprenticeship program
 - Career pathing for leadership roles



Erdman Clinic – Current State



- **12,355** patients served
 - **52%** of patients identify as Hispanic or Latino/a
 - **42%** of patients best served in a language other than English
 - **31%** of patients under age 18
- **34,349** total encounters/patient visits
- **89** total employees
 - 7 Doctors
 - 4 Advanced Practice Providers
 - 5 Behavioral Health Consultants
 - 4 Dentists
 - 3 Hygienists
- **\$8,193,025** annual payroll
- **\$12,325,196** in site expenses

**Data from CY2022.*

Erdman Clinic – Future Potential



Builds on Access' success in South Madison



Complements other South Madison growth plans with additional capacity for wrap-around services



Need more capacity to serve the uninsured



Project Renderings – Smaller Size Expansion



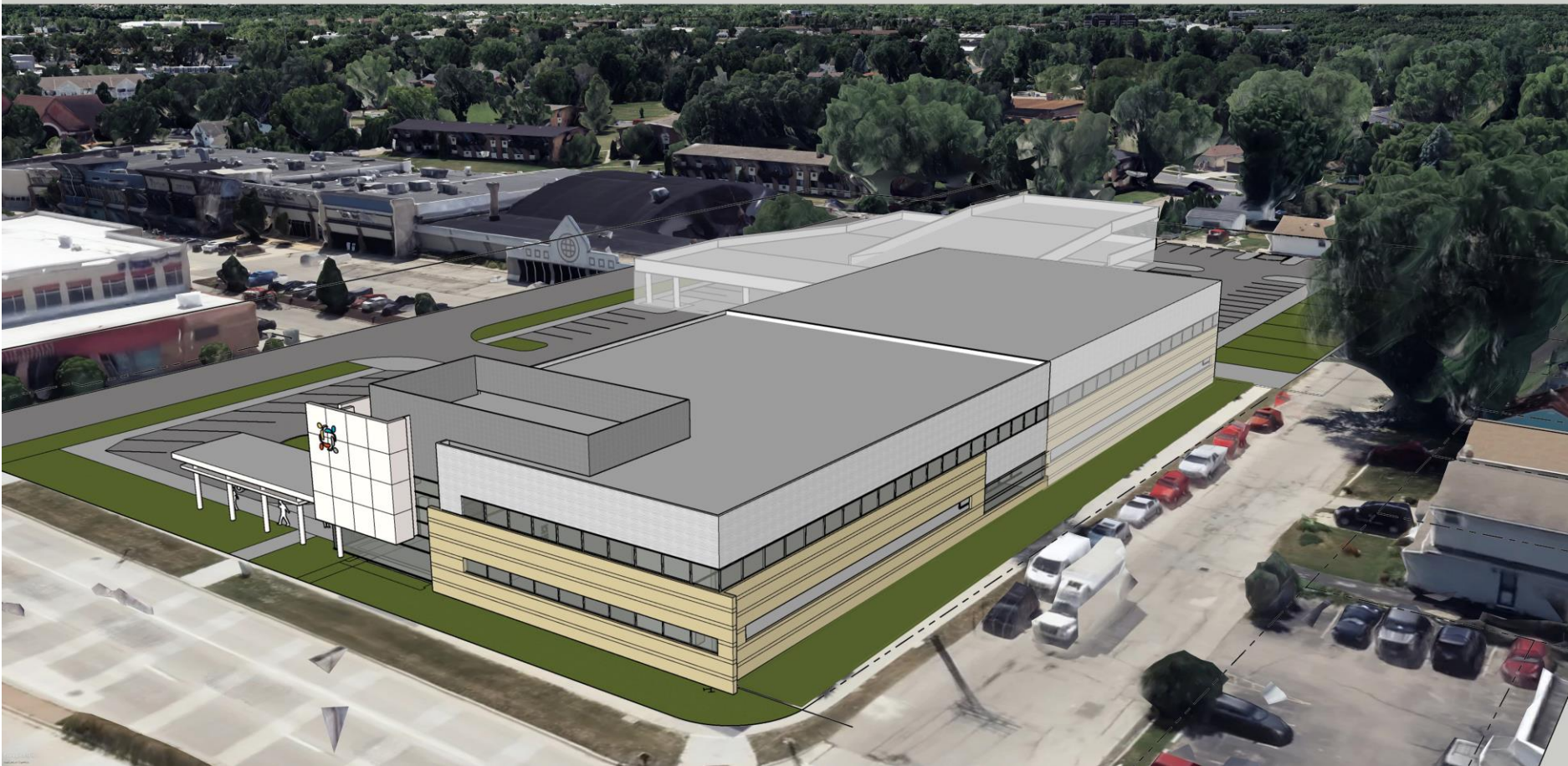
Project Renderings – Smaller Size Expansion (cont.)



Project Renderings – Larger Size Expansion



Project Renderings – Larger Size Expansion (cont.)



Project Impact & Financing



Expanded access to care in South Madison, leading to better health outcomes and stronger communities.



Estimated to be a project of 10,000-20,000 additional square feet.



Additional employment and growth opportunities: 40-80 new jobs.

Q & A

