



South Madison Renaissance Joyce & Marshall Erdman Clinic Expansion

March 14, 2024

Ken Loving, MD – Chief Executive Officer
Joanne Holland, CPA, MHA – Chief Financial Officer

Agenda

- Access' Project: Expand the Joyce & Marshall Erdman Clinic
- Follow Up Since Fall 2023 CDA Board Meeting
- Anticipated Impact of the Project
- Access' Request: CDA Board extend a Letter of Intent to Access to develop the northwest corner of the Village on Park.

Progress since Fall 2023



- **Meetings and Facility Tours with CDA and South Madison Leaders**
 - Alder Isadore Knox
 - Commissioner Claude Gilmore
 - Urban League CEO Dr. Reuben Anthony
- **Site Plan Reviews by Numerous City of Madison Agencies**
- **Alignment of Financial and Operational Resources**
 - Financing Pathways
 - Project Leadership
 - Hi-Level Timeline Development

**Data from FY2023.*

Erdman Clinic – Current State

Proposed project will double this capacity



- **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
 - **91%** of patients at or below 200% of FPL
 - **60%** of patients are enrolled in Medicaid/BadgerCare; **20%** are uninsured
- **34,349** total encounters/patient visits
- **89** total employees
 - 7 Doctors
 - 4 Advanced Practice Providers
 - 5 Behavioral Health Consultants
 - 4 Dentists and 3 Hygienists
- **\$8,193,025** annual payroll
- **\$12,325,196** in site expenses

**Data from FY2023.*

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 – 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



Conceptual Site Plan



Perspective Sketch – View from South Park Street Looking Northwest



Perspective Sketch – View from South Park Street Looking Southwest



Project Impact & Financing



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



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



Additional employment and growth opportunities:
80 new jobs which would total over 160; additional payroll of \$8M annually for an aggregate of more than \$16M.



Project budget of \$15M that will be financed in thirds: capital campaign, New Markets Tax Credits loan forgiveness and long-term debt.

Access' Request

CDA Board extend a Letter of Intent to Access to develop the northwest corner of the Village on Park.