

Council Workshop - ARPA
Monday September 11, 2023

1. Update on Alternate Funding

- Bangor Area Homeless Shelter – diversion and warming center
- Bangor Halfway House – facility improvements
- Together Place Peer Run Recovery – facility improvements

2. Updated Funding Status

3. Update on Items from Prior Meetings

- Housing
 - Together Place Housing
- Mental Health
 - St Andre Home
- Childcare
 - Penquis CAP
 - Bangor Children's Home (anticipate update prior to meeting)
- Workforce Development
 - Food and Medicine
 - United Way
- Homelessness/Substance Use Disorder
 - Health Equity Alliance
- Other
 - Wabanaki Public Health & Wellness

**Status of State and Local Fiscal Recovery Funding
(ARPA)
FOR DISCUSSION PURPOSES ONLY**

	(A) Committed/ Awarded To Date	(B) Applications TBD Muni/School	(A)+(B) Subtotal	Suggested Allocation for Planning Purposes
Public Health	2,139,200	747,710	2,886,910	3,000,000
Mental Health		50,000		
8/7/2023 Christine B Foundation	100,000			
8/22/2023 Big Brothers Big Sisters MM	130,000			
Substance Use Disorder		697,710		
Prevention				
Treatment				
7/18/2023 Wellspring	597,500			
Recovery				
12/28/2022 Fresh Start	396,100			
7/10/2023 BARN	415,600			
8/28/2023 Fresh Start	500,000			
Portable Broadband*		2,600,000	2,600,000	2,600,000
Positive Economic Impact	550,000	261,342	811,342	1,750,000
Job Training Assistance		261,342		
8/28/2023 Literacy Volunteers Bgr	50,000			
Aid to Non Profits (targeted)				
12/28/2022 Maine Discovery Museum	500,000			
Disproportionately Impacted Communities	8,966,151	2,325,748	11,291,899	8,150,000
Housing	3,890,000	375,000	4,265,000	5,000,000
12/28/2022 Penquis	540,000			
Housing Position	350,000			
7/25/2023 Bangor Housing Develop	2,000,000			
8/7/2023 Habitat for Humanity	1,000,000			
Homelessness	3,076,151	-	3,076,151	
12/28/2022 Bangor Public Library	241,271			
Homelessness Position	350,000			
7/11/2023 BAHS - Diversion	Alternate			3,150,000
8/28/2023 PCHC - More Hope	2,484,880			
Childcare	2,000,000	1,950,748	3,950,748	
1/30/2023 Bangor YMCA	2,000,000			
Senior	1,057,465	2,130,000	3,187,465	5,400,000
Other		2,050,000		
7/11/2023 Eastern Area Agency Aging	67,000			
7/25/2023 Bangor Symphony	40,000			
7/25/2023 Food & Medicine - Garden	75,000			
8/7/2023 Maine Multicultural Center	70,700			
8/14/2023 Together Place	154,765			
Public Bathroom*		80,000		
7/10/2023 Grant Writer	150,000			
8/7/2023 School Health Clinics	500,000			
Totals	12,712,816	8,064,800	20,777,616	20,900,000
* Planning estimates only				↓ 122,384
Award Amount	20,478,297			
Interest Earned	554,714			
Unallocated/Uncommitted Balance	<u>8,320,195</u>			

Together Place Housing

Funding Request: \$375,000 for the acquisition and renovation of a multi-unit (6 unit) building to provide housing to up to 10 low income individuals diagnosed with a mental health disorder (including substance use disorder)

As initially submitted, the entity of ownership was Together Place Housing Inc, a taxable entity. Does the organization want to consider having the ownership under a nonprofit entity?

The Board has confirmed that they would like to update the applicant name from Together Place Housing Inc to Friends of Together Place, a nonprofit entity.

Is the organization committed to ensuring the residence is in Bangor?

Yes

St Andre Home

Funding Request: \$50,000 in personnel costs to support their Courage LIVES work.

Request for Additional Information from Initial Application Review of August 7th

It wasn't clear what the budget submitted encompassed. Can you provide more information specific to the requested budget submitted with the application?

The overall purpose of the CourageLIVES program is to provide community-based enhanced behavioral healthcare and related support services for anyone impacted by human trafficking, exploitation, and domestic and sexual violence. We are aware that women, particularly those who are unhoused and/or have been incarcerated not only experience but have experienced overall lifetime higher rates of abuse and violence. The services we provide assist anyone impacted by the forms of violence noted with the development and enhancement of their self-sufficiency skills by helping to meet basic needs, by addressing behavioral health, substance use, recovery, and physical health needs, and promote vocational and educational needs and interests.

Our \$50,000 request for one-time ARPA funds through the City of Bangor is to support the following portion of the CourageLIVES program:

1. Hire a full-time mental health clinician to serve at least 50 people annually.
2. Hire a full-time case manager to serve at least 50 people annually.
3. Deliver at least 20 educational groups for the community over the next year.
4. Expand the Empowerment Pantry to include community meals and the ability to either send out meals or the ingredients to fully prepare meals to families in need to provide at least 500 meals over the next year.

Do you have any updates on other funding requests that were in process?

To date, we have secured the \$160k of additional funds from other grantor sources.

Based on the financial information submitted, the expenses are greater than revenues every year, so there was concern about the long-term viability of the program. The foundation covers all deficits based on the information in your application. Do those organizations have the capacity to continue that and/or provide additional funding needed?

Yes. The SCIM Foundation is committed to supporting the work of St. Andre Home and its flagship program of CourageLIVES. The Foundation covers any gaps in funding. In addition, many the services provided by the two new positions will be able to be billed through insurance.

The financial statements state that the operations are non-sectarian, but operate under the general direction of a religious order, how does that direction impact your day to day operations if at all?

St. Andre Home, Inc. is a private, nonprofit organization, started by the Good Shepherd Sisters in 1940 to meet the needs of vulnerable women and children in Maine. The Good Shepherd Sisters' work informs our mission "to serve young women and children in need; to strengthen and restore child and family life; and to promote the individual dignity of each person approaching the Agency with a need." While their dedication to promoting human dignity is part of all that we do, the Good Shepherd Sisters are not directly involved in the day-to-day operations of CourageLIVES. Our clients receive services regardless of nationality, religion, gender, sexual orientation, or ability to pay.

Penquis CAP

Funding Request: \$1,500,000 for the acquisition and construction of a child development center, which would consolidate four current locations.

Request for Additional Information from August 28th

There was continued concern that the project adds only 16 childcare slots. I realize this isn't a question – but it is clearly a sticking point for some. Thoughts?

It is important to understand that the ARPA funding allows us to retain nearly \$3M of federal funding for this project. If we are unable to braid funding for this project, that \$3M will return to the Office of Head Start and the opportunity to provide an early education and child care hub for Bangor will be lost. Essentially, ARPA funding will help Penquis preserve existing slots while adding the noted 16.

While we will reference Head Start funding, the intent is to include funding for both Head Start (3-5 years) and Early Head Start (6 weeks-3 years).

Head Start has been flat funded for years. With increases in costs, including staff wages, we have been forced to cut slots to operate within our designated funding. Once slots are removed from our award, we are unable to get them back. Our funding from the Office of Head Start is meant to cover staffing, building costs, administrative costs and supplies.

Penquis leases most of our locations and all of our Bangor locations. Our largest center, serving 80 children, is Davis Road. This is leased from Bangor Housing Authority. Our lease from 1999 to 2014 was \$6000/year. In 2014, that increased to \$32,400/year. In 2022, our

lease was increased to \$64,280/year and in 2023 to \$88,284/year. We cannot sustain this rate of increase, but are at the mercy of the landlord as we have no other locations that can provide care and education to that many children, despite our ongoing search for an existing property. We would be relocating these classrooms to the proposed facility.

Much like Bangor Housing, Brewer Housing Authority, where our Jean Lyford Center is located, has increased lease rates, though nowhere near the extent that we experienced at Davis Rd. Again, since the Head Start program is flat funded, we cannot absorb continued increases.

Venture Way's location poses unique challenges as the bus will not travel up to the center, requiring parents to walk their children up the hill in sometimes unpleasant and unsafe weather conditions. We have had occasional break-ins over the years, including one in this last year that required us to close the building to thoroughly clean, dispose of food that was contaminated during the break-in, and replace a security system that was ripped out by the intruder. Children cannot go to the playground until staff have thoroughly cleared needles, drug paraphernalia, and other items left by people during non-program hours.

To clarify, our three EMCC classrooms (an infant room, a toddler room, and a preschool room) are not designated for EMCC students. Our affiliation with the school is to serve as a lab school for their students who need teaching experience. For many years, available private pay child care slots at that location have been filled by the children of hospital staff.

It was noted during the Council work group that Penquis could raise fees to bridge the gap if our full ARPA request was not funded. That is actually not the case. Penquis participates in the state's child care subsidy program that assists low- and moderate-income families (gross family income at or below 85% of Maine's State Median Income). As a participant, we cannot charge more than the market rate as determined by a state survey of providers, the last survey was completed in 2021. Unlike other providers who charge up to \$468/week for infant care, \$435/week for toddlers and \$336/week for preschoolers, Penquis can charge no more than \$255/week for infants, \$230/week for toddlers and \$205/week for preschoolers. These fees apply to our unsubsidized private pay slots as well, which makes our fully private pay slots very desirable.

Head Start funding helps offset the cost of care, but comes with stringent guidelines to ensure a high-quality early childhood education and care experience. Our teachers must have a Bachelor's degree and those working with infants and toddlers must have coursework focused on that age group. Children receive developmental and health screenings, food that meets nutritional guidelines established by the Child and Adult Care Food Program is provided, as are diapers and formula. We are required to follow an evidence-based curriculum that is individualized for each child and to record progress for periodic as well as yearly reporting. Families participate in goal setting that includes steps toward family financial independence.

It was noted during the Council's discussion that Venture Way could be used for private child care if Penquis vacated that building. After the meeting, we took some time to consider the viability of retaining that location and offering infant/toddler care separate from our Head Start programming. While we could maintain many of the practices that contribute to high-quality care, we would not be obligated to the Office of Head Start or the Maine subsidy program.

Licensing allows 8 infants and toddlers per classroom. While minimum staffing would dictate two staff for 8 babies, Penquis would use three staff to ensure their safety and needs were adequately met. Providing infant and toddler care is not financially sustainable, as demonstrated below.

Revenue: (using a rate similar to a nearby child care center)

Infant/toddler rate of \$450 x 8 children for 52 weeks (10 hour days) = **\$187,000/year**

Expenses:

3 staff, 50 hrs/wk ,52 weeks @ ave. of \$29/hour (pay AND benefits)= **\$226,200/year**

That's a \$39,200 loss PER CLASSROOM, and we have not allowed for building, administrative or supply costs. Venture Way has five classrooms so the loss in staffing alone would be \$196,000.

In addition with most area schools transitioning to full day pre-k what impact would that have on the programs?

Pre-K programs serve eligible four-year olds. Those families with three-year-olds still require care and education. Our current waiting list for Bangor families is 28 HS and 44 EHS. These are families who have compiled all the necessary paperwork and their applications have been validated. Should we find that we lack preschool aged children to fill available classrooms, the Office of Head Start allows us to propose converting Head Start slots to Early Head Start slots. The conversion is not a one to one transaction as Early Head Start services, due to classroom enrollment limitations and required supports, costs more than Head Start programming. (Early Head Start=8 children/classroom, Head Start=16 children/classroom)

How many students aren't enrolled in their choice location?

Penquis makes every effort to enroll children in the center that parents prefer, however, at times we are unable to accommodate requests because classrooms are full. For example, we may have an opening for a preschool child at one location, but no room for their sibling that requires infant/toddler care. There are typically a few families in this situation each year. With the new building, we would be able to keep siblings at the same location, minimizing transportation and time related stressors for the family.

Likewise, while we would do our best to accommodate Brewer families in Brewer for example, there may not be available slots in the Brewer location. As a result of pandemic relate staffing challenges, we have been unable to open classrooms at various locations which also impacts where there are available openings for families. Because locations are scattered, we are limited in our ability to maximize staff coverage within required ratios. For example, with scattered sites, we are unable to combine classrooms when there are multiple staff and student absences in order to keep classrooms open. Managers may not always be on site to provide classroom coverage as they manage multiple centers. By co-locating we can increase supports for staff and classrooms, ultimately opening more available classrooms, avoiding classroom closures, and making more slots available to parents and families.

Concerns about consolidation and creating a transportation barrier for individuals who need access to the program.

Last year, we had three families that walked their children to the Davis Rd. location. Most families have transportation, or access to transportation, to bring their children to the centers. Last year, 22 of the 80 children served at the Davis Rd. location lived in Capehart.

Looking ahead, there is the potential, through separate funding, to consider busing to a central center location. This has not been viable in the past due to our scattered child care center sites. With a central location, the feasibility of providing transportation greatly increases.

Pro-forma with no or partial ARPA funding – need to include revenue projections that breakdown federal dollars and self-pay and the impact.

10 Year Operating Pro-Forma is attached

Has Penquis had conversations or done outreach with parents on this change?

The Office of Head Start mandates that we convene a Policy Council with parent/caregiver representation from each of our early education/child care locations. This group is responsible for considering and approving both our grant and any substantial changes in programming or location.

As always if there is additional information you feel would be beneficial please pass that along as well.

Without the city's ARPA funding, Penquis will be forced to cut slots in order to cover increasing expenses. Many families working for minimum wage or slightly above minimum wage cannot afford child care without Penquis Head Start/Early Head Start programs. Each slot we are forced to cut forces a family to choose NOT to work or to place their child in care that may not be safe or beneficial to the child.

Additional Information Provided August 28th

Would this project create additional childcare slots?

This project would increase the number of preschool/Head Start slots from 128 to 144.

Would the project move forward without or with partial ARPA funding?

Without ARPA funding, the private debt that would need to be added would make the project cost prohibitive. The City ARPA dollars are essential in that they will assist in leveraging federal funds, and fill the gap between the cost of the center and the pending allocation of Federal allocation of federal Head Start funds, which requires a 20% local share.

The federal funds that are in place when does that award expire?

Penquis CAP's current five year award will expire in May 2024. The amount of funding federal within the proposed budget is the excess funding within this grant period. Excess grant funds is a one-time occurrence caused by reductions in service during the pandemic and staff savings. Penquis CAP will need to submit a formal request to carry the funds over for this purpose, but they anticipate the request will be granted by the grantor agency.

By consolidating existing locations into a more efficient site, there will be operating cost savings. Will the savings be sufficient to cover the increase costs associated with the private debt? Are there operating pro-formas for the new facility, that demonstrate the impact of ARPA full and partial funding?

Operating pro-formas will be distributed at the meeting. The anticipated debt service assumes a 10 year repayment period with an interest rate of 7%.

Food and Medicine

Funding Request: \$261,342 to hire a peer workforce navigator for targeted work in Bangor for a three year period.

The term navigator is widely used, can you describe the work undertaken by a position such as this?

As a subrecipient of state and federal grant funds, FAM currently employs one Peer Workforce Navigator that provides services to residents of seven counties. This position was to improve resiliency rate within the unemployment benefit system and to guide workers to new jobs, education and other resources. Often times the navigator is connected with an individual for one barrier, but is able to identify other opportunities as well. As an example during the first quarter of calendar 2023, the existing navigator served 89 individuals; 47% were referred to connect to public benefits, 37% increased income supports, 33% increased food security, 31% were referred to unemployment, 31% saw increased wages, 25% obtain new employment, 16% received unemployment, 10% received healthcare, 8% enrolled in education/training and 4% gained access to transportation. The existing grants began July 1, 2022 and funding in place to continue through June 30, 2025.

Please provide a budget that excludes the existing state contract.

Expenses							
Salaries				195,967	*(includes supervisory)		
Benefits				23,832	*(includes supervisory)		
Training/program development				4,000			
Software/technology				2,000			
Supplies/materials				1,500			
Rent/utilities				14,426	*		
Equipment				2,568			
Travel				1,050			
Other				16,000	*(includes supervisory)		
				<u>261,343</u>			
* seeking clarification on whether supervisory position and office space are new or existing costs or being requested as overhead							

What other funding solicitations have been made to support this program?

Some have been, but to augment our ability to deliver effective results. We see this effort as initially cost intensive then decreasing over time. The additional costs beyond the ARPA request are related to the following three areas; developing deep partnerships with organizations in Bangor, developing volunteer leaders within FAM, and integrating this program with other FAM initiatives, including education around root causes and solutions to poverty.

As part of the additional information provided, the sustainability plan appears to be two-fold; opportunity to apply for future state/federal funding opportunities; and to trail individuals within existing agencies as to how to assist individuals in accessing benefits? If that is correct, most agencies cite an inability to perform all their current responsibilities. Would the creation of a protocol and accompanying matters that is available publicly to all be sustainable?

We believe the best way to secure future funding is to demonstrate effectiveness in terms of participant outcomes. This work would be done in conjunction with current state and federal programs and we believe our numbers would merit funding. This is about building programs for other organizations, which includes training staff, members and/or volunteers. It is also about building network capacity with our partners at the statewide peer support navigator project which includes the Maine AFL-CIO, who is currently managing the state and federal grants, and the Maine Equal Justice Partners, who are providing significant support, particularly on the policy/legal front as well as with the Maine DOL and regional Career Centers.

We plan to develop a training program (protocol). Partner organizations have various missions and success brings capacity. We believe that after listening to an organization's needs and capacity, we can offer tailored trainings and support that would help them accomplish their mission and increase their capacity. In people centered organizations, particularly where volunteers play a significant role, effectively aiding an individual offers a tremendous stepping stone to sustainability as these people often become active volunteers and leaders within the organizations.

The application states funding would allow for additional outreach and assistance, if partial funding were awarded please describe what the program might entail?

We would do the best we can. We believe this needs to take time and skill to develop effective training programs, get organizations and individuals to participate in the programs along with the organizational skills to further develop the network.

Heart of Maine United Way

Funding Request: \$800,000 to support the creation of the Community: A Nonprofit Hub to fill important gaps in the nonprofit sector is a key strategy to advancing collaboration of social services providers and other nonprofits in Bangor and the region. This effort is to create a physical HUB that will provide in person and virtual support including coaching, professional partners, mentoring and networking.

The Community is to support the increased capacity and infrastructure of multiple organizations to work together while building the capacity of the individual organizations. The initiative is designed to advance collaboration and efficiency of social service providers and other nonprofits in the region to create data-driven measurable results for their organizations and to support individuals and families within Bangor and the larger region.

Request for Additional Information from Initial Application Review of August 14th

Has the Congressionally directed spending requested advanced?

It was not included in the committee appropriations bill, however it was well received and we will apply again for considerations in FY 25.

Are the other funds being sought or committed to date restricted for a particular purpose (i.e. operating or capital)?

No

The budget submitted with the application appears to include both operating and capital, please provide additional information regarding the budget submitted.

Below is a revised budget based due to the failure of the CDS to advance which delineates capital costs from start up operating costs (which encompasses a two-year period).

				Capital Expenses	Start-Up Operating
Acquisition/construction/renovation				1,490,000	
Technology/furnishings/fixtures				255,000	30,000
Professional fees				50,000	125,000
Staff Costs					388,300
Other					265,500
Marketing/meetings					100,000
				<u>1,795,000</u>	<u>908,800</u>
Fundraising				250,000	
City/County ARPA				1,600,000	
Private/Nonprofit				500,000	
Project Fees/Sponsorships/Other				353,800	
				<u>2,703,800</u>	
To date approximately \$230k of private funds have been raised					

Have potential locations been identified?

Not at this time, we are continuing contact with supporters who may have locations and our desire is to remain in Bangor, our home since inception 85 years ago.

Was there any preliminary feasibility work undertaken?

For our project, conducting a formal feasibility study was not deemed necessary for several reasons. The COMMUNITY is a continuation (phase 3) of our Opportunity 2028 framework and plan, which had extensive community and professional input. This project will serve as the lasting legacy and a sustainable path forward for this Opportunity 2028 work. Heart of Maine United Way has a strong track record of successfully implementing projects in the past, which demonstrates our capacity to carry out the proposed initiative effectively. Additionally, we have thoroughly researched and analyzed the current needs and challenges in our community, and the proposed project aligns closely with those needs, making it a logical and strategic next step. Our research, fact-finding and needs assessments were not conducted in a vacuum - we consulted key stakeholders, including representatives from each sector (nonprofit, government, and business), as well as a diverse set of community members. Given the urgency of the issues we aim to address, taking the time for an extensive feasibility study would be resource intensive, and delay our ability to provide these critically needed supports. Instead, we have relied on our experience, community insights, and our commitment to our mission to confidently move forward with this project and ARPA proposal.

Are there operating projections that demonstrate the sustainability of the initiative?

Revenues		Expenses	
Fundraising	75,000	Staff	157,500
Private/Nonprofit	50,000	Equipment	15,000
Program Income	120,000	Marketing/Meet	25,000
Sponsorships	80,000	Other*	48,500
HoMEUW	30,000	Professional Fees**	50,000
In-Kind	40,000		
	395,000		296,000
* Office, occupancy, travel etc			
** Coaching, facilitation, training contracts			

Health Equity Alliance

Funding Request: \$697,710 in start-up operating funds to establish of a resource center. The start-up costs include 9.6 full-time equivalents, supplies and rent for one-year.

Request for Additional Information from August 28th

The application anticipates sufficient funding will be generated to sustain operations and that the operation could be up and running in 90 days. Please provide an updated operating pro-forma for year 1 reflective of the information within the application.

HEAL developed operating pro-formas assuming a positive cash flow at 6 months as well as at 9 months. The applicant states that the industry standard for a medical practice is 6 months to obtain a positive cash flow. This project has a 90-day ramp up period before operationalizing. Further working with Medicaid, 340b, and a transient population with insurance documentation challenges, all result in some barriers to immediate returns.

The applicant states that the 6 month pro-forma is unrealistic and that the 9 month pro forma is more realistic, but incredibly optimistic. Both pro-formas are attached.

City Council would like a response from the Downtown Bangor Partnership reflective of their members.

September 7, 2023

Dear City Councilors,

Thank you for requesting input from the Downtown Bangor Partnership on the proposed Maine Health Equity Alliance substance abuse resource center location on Columbia Street in Downtown Bangor.

The Downtown Bangor Partnership Board of Directors recognizes and supports the need for places and programming to support people who are experiencing homelessness and substance use disorders. By providing safe spaces for our struggling and unhoused citizens, there is the potential that a resource center could alleviate the impact local businesses, organizations, residents, workers and visitors have experienced in the last few years.

The Downtown Bangor Partnership is supportive of the work HEAL does in our community, however we feel that drawing more people struggling with housing, substance abuse and mental health issues to the dense core of downtown Bangor would result in increased friction and draw further negative attention to an already struggling population.

The proposed location on Columbia Street is surrounded on all sides by residential buildings, offices, restaurants, retail locations and even the Maine Discovery Museum which serves thousands of children each year. Time and time again we have heard a chorus of safety and sanitation concerns regarding people who are struggling with substance use disorders and the unhoused population in our community. Rather than mitigating these issues, this project may have the unintended consequence of exacerbating them.

Placing HEAL's resource center in an area that is closely connected to or very near other essential resource organizations, and where their clients will not find themselves at odds with competing needs will ensure the greatest possible success in executing their mission.

Sincerely,
The Board of the Downtown Bangor Partnership

Additional Information Provided August 28th

Please provide additional information related to staffing, operations and services.

This location would be operational 7 days a week (8:30am – 5:00 pm), with 5-7 staff members on site at all times. HEAL has been aggressively changing its work culture and have multiple qualified applications for open positions. The Bangor area recovery community is very strong, the mental health community and homeless service programs are in place, but there are no programs for people in active use. The center provides a safe place to be during the day, earns trust, and builds relationships with people to foster healthy choices. Once the trust is established individuals will be introduced to our resources (i.e. recovery, preventative care, stability etc.). This project is to bridge the current gap in services for people in active substance use.

How does the PILOT program for syringe waste impact the submitted proposal?

In discussions with businesses and stakeholders and we see SharpSmart! working hand-in-hand with the PILOT. They hit different audiences and there's plenty of need in the community. While there's some crossover between the two, the PILOT largely addresses the municipality's syringe waste management needs and SharpSmart! addresses the community's training, education, and relationships around syringe litter and substance use. Having both sets of data will enable us to quickly see what approach is most effective and course correct. In the end, it will better inform the PILOT. There is plenty of work for both programs to co-exist and if it turns out the PILOT is managing the brunt of the volume, we can easily beef up the outreach energy to focus on the community work.

Please provide updated financial statements.

2023 YTD through June show a positive net income position and will be available to the meeting.

Provide additional information regarding the anticipated revenues that would result in ensuring this project is fiscally sustainable?

HEAL is a covered entity who is able to acquire prescription drugs for "at-risk" populations at manufacturer cost under a federal program 340b. HEAL already does this work with their HIV patients and over the last year have obtained all the licensure, certification and registration necessary to serve the at-risk of STI (STD) population. The majority of the funding to sustain the program is predicated on the generation of 340b program income (80%). The budget presumes 3 new clients per month, which would end up serving 9-12 clients per month (as treatment is 3-4 months in duration). Projections assume net revenue through 340b program will result in net revenue to the project of approximately 50% of retail. The balance is anticipated from MaineCare Home Health. While most participants in the program will be ineligible due to services with other agencies, those who have been suspended from services at other agencies will be eligible for billable encounters at the resource center (anticipate a high of 25 people annually).

*340b program is unstable in general, however HEAL feels the program is not at risk as it relates to infectious diseases, live HIV or HEP C.

As this initiative is proposed within the Downtown, have you discussed this with DBP, businesses and property owners?

Yes we have and the work continues. HEAL talked with community partners and stakeholders in advance of the Bangor ARPA application including canvassing local businesses. Delivering flyers provided an opportunity for discussion and to answer questions directly. In addition, recently we've been reaching out to business and property owners who are neighbors to the proposed site, many are supportive, some have reservations. We committed to putting together a quality improvement panel together every couple of months to provide an opportunity to assess the progress as well as ideas for improvement.

Wabanaki Public Health and Wellness

Funding Request: \$1,250,000 in funding to support the development of two cultural centers within Bangor (Youth Center – Central Street, Cultural Center – Kenduskeag Avenue).

Request for Additional Information from August 7th

Is there any update on the funding sources secured?

We are still awaiting decisions on proposals submitted and continue to write and submit proposals to other potential funding sources.

Has the Congressionally directed spending request advanced?

Yes.

HEART Resource Center Income and Expense Start Up
Forecast based on revenue at 6 months of operations. Relatively impossible to accomplish

ARPA Funding Need = \$ 347,332.75

Expense	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Total
Admiral Insurance	\$ 301.50	\$ 301.50	\$ 301.50	\$ 301.50	\$ 301.50	\$ 301.50	\$ 301.50	\$ 301.50	\$ 301.50	\$ 301.50	\$ 301.50	\$ 301.50	\$ 3,618.00
Supervision		\$ 650.00	\$ 650.00	\$ 650.00	\$ 650.00	\$ 650.00	\$ 650.00	\$ 650.00	\$ 650.00	\$ 650.00	\$ 650.00	\$ 650.00	\$ 7,150.00
Bamboo (HR)	\$ 55.75	\$ 111.50	\$ 167.25	\$ 167.25	\$ 167.25	\$ 167.25	\$ 167.25	\$ 167.25	\$ 167.25	\$ 167.25	\$ 167.25	\$ 167.25	\$ 1,839.75
Delta Dental	\$ 420.00	\$ 840.00	\$ 1,344.00	\$ 1,344.00	\$ 1,344.00	\$ 1,344.00	\$ 1,344.00	\$ 1,344.00	\$ 1,344.00	\$ 1,344.00	\$ 1,344.00	\$ 1,344.00	\$ 14,700.00
Stericycle				\$ 350.00	\$ 350.00	\$ 350.00	\$ 350.00	\$ 350.00	\$ 350.00	\$ 350.00	\$ 350.00	\$ 350.00	\$ 3,150.00
Casella	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$ 1,200.00
Spectrum	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 1,800.00
Versant	\$ 1,800.00	\$ 1,800.00	\$ 1,800.00	\$ 1,800.00	\$ 1,800.00	\$ 1,800.00	\$ 1,800.00	\$ 1,800.00	\$ 1,800.00	\$ 1,800.00	\$ 1,800.00	\$ 1,800.00	\$ 21,600.00
Payroll	\$ 9,407.81	\$ 18,815.61	\$ 28,223.42	\$ 28,223.42	\$ 28,223.42	\$ 28,223.42	\$ 28,223.42	\$ 28,223.42	\$ 28,223.42	\$ 28,223.42	\$ 28,223.42	\$ 28,223.42	\$ 310,457.58
Employer Contribution	\$ 1,284.17	\$ 2,568.33	\$ 3,852.50	\$ 3,852.50	\$ 3,852.50	\$ 3,852.50	\$ 3,852.50	\$ 3,852.50	\$ 3,852.50	\$ 3,852.50	\$ 3,852.50	\$ 3,852.50	\$ 42,377.46
United Healthcare	\$ 1,840.50	\$ 3,681.00	\$ 5,889.60	\$ 5,889.60	\$ 5,889.60	\$ 5,889.60	\$ 5,889.60	\$ 5,889.60	\$ 5,889.60	\$ 5,889.60	\$ 5,889.60	\$ 5,889.60	\$ 64,417.50
Advanced MD (EMR)	\$ 1,040.00	\$ 1,040.00	\$ 1,040.00	\$ 1,040.00	\$ 1,040.00	\$ 1,040.00	\$ 1,040.00	\$ 1,040.00	\$ 1,040.00	\$ 1,040.00	\$ 1,040.00	\$ 1,040.00	\$ 12,480.00
RX Costs	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 8,000.00	\$ 28,670.00	\$ 46,538.00	\$ 77,340.00	\$ 88,430.00	\$ 88,430.00	\$ 337,408.00
Rent	\$ 7,500.00	\$ 7,500.00	\$ 7,500.00	\$ 7,500.00	\$ 7,500.00	\$ 7,500.00	\$ 7,500.00	\$ 7,500.00	\$ 7,500.00	\$ 7,500.00	\$ 7,500.00	\$ 7,500.00	\$ 90,000.00
RingCentral	\$ 52.46	\$ 104.93	\$ 167.88	\$ 167.88	\$ 167.88	\$ 167.88	\$ 167.88	\$ 167.88	\$ 167.88	\$ 167.88	\$ 167.88	\$ 167.88	\$ 1,836.19
Microsoft	\$ 16.88	\$ 33.75	\$ 54.00	\$ 54.00	\$ 54.00	\$ 54.00	\$ 54.00	\$ 54.00	\$ 54.00	\$ 54.00	\$ 54.00	\$ 54.00	\$ 590.63
Salsa (\$ 155.77	\$ 155.77	\$ 155.77	\$ 155.77	\$ 155.77	\$ 155.77	\$ 155.77	\$ 155.77	\$ 155.77	\$ 155.77	\$ 155.77	\$ 155.77	\$ 1,869.23
Adobe	\$ 60.58	\$ 60.58	\$ 60.58	\$ 60.58	\$ 60.58	\$ 60.58	\$ 60.58	\$ 60.58	\$ 60.58	\$ 60.58	\$ 60.58	\$ 60.58	\$ 726.92
Interest on LOC	\$ 726.92	\$ 726.92	\$ 726.92	\$ 726.92	\$ 726.92	\$ 726.92	\$ 726.92	\$ 726.92	\$ 726.92	\$ 726.92	\$ 726.92	\$ 726.92	\$ 8,723.08
Intuit	\$ 34.62	\$ 34.62	\$ 34.62	\$ 34.62	\$ 34.62	\$ 34.62	\$ 34.62	\$ 34.62	\$ 34.62	\$ 34.62	\$ 34.62	\$ 34.62	\$ 415.38
MMG Insurance	\$ 103.85	\$ 103.85	\$ 103.85	\$ 103.85	\$ 103.85	\$ 103.85	\$ 103.85	\$ 103.85	\$ 103.85	\$ 103.85	\$ 103.85	\$ 103.85	\$ 1,246.15
Lab Fees (LabCorp)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,125.00	\$ 1,800.00	\$ 1,800.00	\$ 4,500.00	\$ 4,500.00	\$ 4,500.00	\$ 4,500.00
Clinic Per Diem (Phleb)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 544.80	\$ 1,089.60	\$ 817.20	\$ 1,362.00	\$ 1,089.60	\$ 1,362.00	\$ 6,265.20
Clinic Per Diem (MD)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 4,333.33	\$ 4,333.33	\$ 4,333.33	\$ 4,333.33	\$ 4,333.33	\$ 4,333.33	\$ 26,000.00
Clinic Marketing	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 7,000.00
Clinic Supplies	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 500.00	\$ 500.00	\$ 900.00	\$ 900.00	\$ 900.00	\$ 900.00	\$ 4,600.00
Office Supplies	\$ 20,249.01	\$ 208.33	\$ 208.33	\$ 208.33	\$ 208.33	\$ 208.33	\$ 208.33	\$ 208.33	\$ 208.33	\$ 208.33	\$ 208.33	\$ 208.33	\$ 22,540.68
Parking	\$ 549.00	\$ 549.00	\$ 549.00	\$ 549.00	\$ 549.00	\$ 549.00	\$ 549.00	\$ 549.00	\$ 549.00	\$ 549.00	\$ 549.00	\$ 549.00	\$ 6,588.00
Patient Navigator													\$ -
Patient Navigator													\$ -
Patient Navigator													\$ -
Total Expenses	\$ 45,848.80	\$ 39,535.68	\$ 53,079.21	\$ 53,429.21	\$ 53,429.21	\$ 54,429.21	\$ 68,932.34	\$ 90,822.14	\$ 108,817.74	\$ 142,864.54	\$ 153,682.14	\$ 153,954.54	\$ 1,018,824.75
Revenue	\$ 347,332.75	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 347,332.75
STI (HEP C) (1)							\$ 16,000.00	\$ 48,000.00	\$ 80,000.00	\$ 128,000.00	\$ 144,000.00	\$ 144,000.00	\$ 560,000.00
PrEP (2)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 9,340.00	\$ 13,076.00	\$ 13,076.00	\$ 18,680.00	\$ 18,680.00	\$ 72,852.00
MaineCare Chapter 93 (3)							\$ 840.00	\$ 2,520.00	\$ 5,040.00	\$ 10,080.00	\$ 10,080.00	\$ 10,080.00	\$ 38,640.00
Profit / Loss	\$ 301,483.95	\$ (39,535.68)	\$ (53,079.21)	\$ (53,429.21)	\$ (53,429.21)	\$ (54,429.21)	\$ (52,092.34)	\$ (30,962.14)	\$ (10,701.74)	\$ 8,291.46	\$ 19,077.86	\$ 18,805.46	\$ (0.00)

Revenue assumptions

Estimated # of Individuals

(1) STI (HEP C) average length of treatment is 2-3 months or 3-4 months	1	3	5	8	9	9
(2) PrEP pre-exposure prophylaxis which reduces chance of HIV	0	5	7	7	10	10
(3) MaineCare Chapter 93 - eligible to bill for individuals suspended from other programs (assume 1/2 of those seen)	1	3	6	12	12	12

HEART Resource Center Income and Expense Start Up

Forecast based on revenue at 9 months of operations. Difficult -- but potentially possible

Funding Need = \$ 556,495.15

Expense	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Total
Admiral Insurance	\$ 301.50	\$ 301.50	\$ 301.50	\$ 301.50	\$ 301.50	\$ 301.50	\$ 301.50	\$ 301.50	\$ 301.50	\$ 301.50	\$ 301.50	\$ 301.50	\$ 3,618.00
Supervision		\$ 650.00	\$ 650.00	\$ 650.00	\$ 650.00	\$ 650.00	\$ 650.00	\$ 650.00	\$ 650.00	\$ 650.00	\$ 650.00	\$ 650.00	\$ 7,150.00
Bamboo (HR)	\$ 55.75	\$ 111.50	\$ 167.25	\$ 167.25	\$ 167.25	\$ 167.25	\$ 167.25	\$ 167.25	\$ 167.25	\$ 167.25	\$ 167.25	\$ 167.25	\$ 1,839.75
Delta Dental	\$ 420.00	\$ 840.00	\$ 1,344.00	\$ 1,344.00	\$ 1,344.00	\$ 1,344.00	\$ 1,344.00	\$ 1,344.00	\$ 1,344.00	\$ 1,344.00	\$ 1,344.00	\$ 1,344.00	\$ 14,700.00
Stericycle			\$ 350.00	\$ 350.00	\$ 350.00	\$ 350.00	\$ 350.00	\$ 350.00	\$ 350.00	\$ 350.00	\$ 350.00	\$ 350.00	\$ 3,150.00
Casella	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$ 1,200.00
Spectrum	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 1,800.00
Versant	\$ 1,800.00	\$ 1,800.00	\$ 1,800.00	\$ 1,800.00	\$ 1,800.00	\$ 1,800.00	\$ 1,800.00	\$ 1,800.00	\$ 1,800.00	\$ 1,800.00	\$ 1,800.00	\$ 1,800.00	\$ 21,600.00
Payroll	\$ 9,407.81	\$ 18,815.61	\$ 28,223.42	\$ 28,223.42	\$ 28,223.42	\$ 28,223.42	\$ 28,223.42	\$ 28,223.42	\$ 28,223.42	\$ 28,223.42	\$ 28,223.42	\$ 28,223.42	\$ 310,457.58
Employer Contribution	\$ 1,284.17	\$ 2,568.33	\$ 3,852.50	\$ 3,852.50	\$ 3,852.50	\$ 3,852.50	\$ 3,852.50	\$ 3,852.50	\$ 3,852.50	\$ 3,852.50	\$ 3,852.50	\$ 3,852.50	\$ 42,377.46
United Healthcare	\$ 1,840.50	\$ 3,681.00	\$ 5,889.60	\$ 5,889.60	\$ 5,889.60	\$ 5,889.60	\$ 5,889.60	\$ 5,889.60	\$ 5,889.60	\$ 5,889.60	\$ 5,889.60	\$ 5,889.60	\$ 64,417.50
Advanced MD (EMR)	\$ 1,040.00	\$ 1,040.00	\$ 1,040.00	\$ 1,040.00	\$ 1,040.00	\$ 1,040.00	\$ 1,040.00	\$ 1,040.00	\$ 1,040.00	\$ 1,040.00	\$ 1,040.00	\$ 1,040.00	\$ 12,480.00
RX Costs	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 8,000.00	\$ 28,670.00	\$ 46,538.00	\$ 83,208.00
Rent	\$ 7,500.00	\$ 7,500.00	\$ 7,500.00	\$ 7,500.00	\$ 7,500.00	\$ 7,500.00	\$ 7,500.00	\$ 7,500.00	\$ 7,500.00	\$ 7,500.00	\$ 7,500.00	\$ 7,500.00	\$ 90,000.00
RingCentral	\$ 52.46	\$ 104.93	\$ 167.88	\$ 167.88	\$ 167.88	\$ 167.88	\$ 167.88	\$ 167.88	\$ 167.88	\$ 167.88	\$ 167.88	\$ 167.88	\$ 1,836.19
Microsoft	\$ 16.88	\$ 33.75	\$ 54.00	\$ 54.00	\$ 54.00	\$ 54.00	\$ 54.00	\$ 54.00	\$ 54.00	\$ 54.00	\$ 54.00	\$ 54.00	\$ 590.63
Salsa (\$ 155.77	\$ 155.77	\$ 155.77	\$ 155.77	\$ 155.77	\$ 155.77	\$ 155.77	\$ 155.77	\$ 155.77	\$ 155.77	\$ 155.77	\$ 155.77	\$ 1,869.23
Adobe	\$ 60.58	\$ 60.58	\$ 60.58	\$ 60.58	\$ 60.58	\$ 60.58	\$ 60.58	\$ 60.58	\$ 60.58	\$ 60.58	\$ 60.58	\$ 60.58	\$ 726.92
Interest on LOC	\$ 726.92	\$ 726.92	\$ 726.92	\$ 726.92	\$ 726.92	\$ 726.92	\$ 726.92	\$ 726.92	\$ 726.92	\$ 726.92	\$ 726.92	\$ 726.92	\$ 8,723.08
Intuit	\$ 34.62	\$ 34.62	\$ 34.62	\$ 34.62	\$ 34.62	\$ 34.62	\$ 34.62	\$ 34.62	\$ 34.62	\$ 34.62	\$ 34.62	\$ 34.62	\$ 415.38
MMG Insurance	\$ 103.85	\$ 103.85	\$ 103.85	\$ 103.85	\$ 103.85	\$ 103.85	\$ 103.85	\$ 103.85	\$ 103.85	\$ 103.85	\$ 103.85	\$ 103.85	\$ 1,246.15
Lab Fees (LabCorp)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,125.00	\$ 1,800.00	\$ 1,800.00	\$ 4,500.00
Clinic Per Diem (Phleb)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 544.80	\$ 1,089.60	\$ 817.20	\$ 2,451.60
Clinic Per Diem (MD)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 4,333.33	\$ 4,333.33	\$ 4,333.33	\$ 13,000.00
Clinic Marketing	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 4,000.00
Clinic Supplies	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 500.00	\$ 500.00	\$ 900.00	\$ 900.00	\$ 900.00	\$ 900.00	\$ 4,600.00
Office Supplies	\$ 20,249.01	\$ 208.33	\$ 208.33	\$ 208.33	\$ 208.33	\$ 208.33	\$ 208.33	\$ 208.33	\$ 208.33	\$ 208.33	\$ 208.33	\$ 208.33	\$ 22,540.68
Parking	\$ 549.00	\$ 549.00	\$ 549.00	\$ 549.00	\$ 549.00	\$ 549.00	\$ 549.00	\$ 549.00	\$ 549.00	\$ 549.00	\$ 549.00	\$ 549.00	\$ 6,588.00
Patient Navigator													\$ -
Patient Navigator													\$ -
Patient Navigator													\$ -
Total Expenses	\$ 45,848.80	\$ 39,535.68	\$ 53,079.21	\$ 53,429.21	\$ 53,429.21	\$ 53,429.21	\$ 53,929.21	\$ 53,929.21	\$ 55,329.21	\$ 69,332.34	\$ 91,222.14	\$ 108,817.74	\$ 731,311.15
Revenue	\$ 556,495.15	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 556,495.15
STI (HEP C)										\$ 16,000.00	\$ 48,000.00	\$ 80,000.00	\$ 144,000.00
PrEP	\$ -									\$ -	\$ 9,340.00	\$ 13,076.00	\$ 22,416.00
MaineCare Chapter 93										\$ 840.00	\$ 2,520.00	\$ 5,040.00	\$ 8,400.00
Profit / Loss	\$ 510,646.35	\$ (39,535.68)	\$ (53,079.21)	\$ (53,429.21)	\$ (53,429.21)	\$ (53,429.21)	\$ (53,929.21)	\$ (53,929.21)	\$ (55,329.21)	\$ (52,492.34)	\$ (31,362.14)	\$ (10,701.74)	\$ (0.00)

Revenue assumptions

Estimated # of Individuals

(1) STI (HEP C) average length of treatment is 3 months	1	3	5
(2) PrEP pre-exposure prophylaxis which reduces chance of HIV	0	5	7
(3) MaineCare Chapter 93 - eligible to bill for individuals suspended from other programs (assume 1/2 of those seen)	1	3	6

Of the funds secured (\$300,000 and \$220,000) are any dedicated to a particular location or purpose or can they be used to support either facility?

The majority of the funds secured to date are flexible in nature, including the \$300,000 from donors and the \$200,000 from NOVO Foundation. The two \$10,000 grants from the Maine Community Foundation are project specific for the Wabanaki Youth and Cultural Center.

The Youth Center will include dedicated afterschool space for tribal youth, how many live in Bangor?

We know of at least 20 indigenous youth in the Bangor area who would utilize the space to begin with, understanding there are many more native youth in the Bangor area whom we hope to serve as we expand services.

Do you have a sense of the # of youth that would be served by the expansion of afterschool activities?

We are hopeful to expand afterschool services to 50 native youth within the first year. We hope to serve 500-1,000 youth per year with the expansion of afterschool programs to non-native youth.

Additional Information Provided August 7th

Please provide a revised project budget by location? Within each location can you specifically identify the costs for the commercial kitchen (Kenduskeag Avenue) and youth area (Central Street).

		Youth Center	Cultural Center	Other (Acq, Rent)	Total
Building renovation		100,000	800,000		900,000
Bouldering & youth wall		85,000			85,000
Cozy cave area		15,000			15,000
Water wall exhibit		20,000			20,000
Recreated petroglyph wall		20,000			20,000
Epoxy resin river		20,000			20,000
Indoor forest		100,000			100,000
Eagles nest & youth climbing		15,000			15,000
Youth after school area		18,000			18,000
Youth art gallery wall		5,000			5,000
Outdoor renovation			250,000		250,000
Commercial kitchen/Café		250,000	300,000		550,000
Fiber optic star ceiling		465,000			465,000
Culture & Arts			150,000		150,000
Trails			55,000		55,000
Other				865,000	865,000
Total		1,113,000	1,555,000	865,000	3,533,000

Please provide additional information related to the Youth programming area. Specifically, the afterschool needs of all Bangor area families.

The Wabanaki Youth & Cultural center will be open to all families living in and visiting Bangor.

- The café, youth art gallery and retail space would be open daily 8 am – 3 pm
- The exhibit and gather spaces will be open between 11 am – 7 pm.
 - Age groups will range, but activities planned for all ages and abilities; including arts and crafting and bouldering wall.
 - Program offerings to include after school activities, day camp experiences, and special celebratory events.
 - Afterschool youth space for Tribal youth who have been participating in WPHW's current program, many attending Bangor area schools, will be open from 3pm – 7pm on weekdays for high school and college age native youth.