

## **Council Workshop - ARPA**

**Tuesday, September 19, 2023**

### **1. Updated Funding Status**

### **2. Update on Items from Prior Meetings**

- Childcare
  - Bangor Children's Home
- Workforce Development
  - 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
<b>Public Health</b>	<b>2,189,200</b>	<b>697,710</b>	<b>2,886,910</b>	<b>3,000,000</b>
Mental Health				
8/7/2023 Christine B Foundation	100,000			
8/22/2023 Big Brothers Big Sisters MM	130,000			
9/11/2023 St Andre Home	50,000			
Substance Use Disorder		697,710		
Prevention				
Treatment				
7/18/2023 Wellspring	597,500		<i>Final amt pending - State of Maine award</i>	
Recovery				
12/28/2022 Fresh Start	396,100			
7/10/2023 BARN	415,600			
8/28/2023 Fresh Start	500,000			
<b>Affordable Broadband*</b>		<b>2,600,000</b>	<b>2,600,000</b>	<b>2,600,000</b>
<b>Negative Economic Impact</b>	<b>811,342</b>	<b>-</b>	<b>811,342</b>	<b>1,750,000</b>
Job Training Assistance				
8/28/2023 Literacy Volunteers Bgr	50,000			
9/11/2023 Food and Medicine	261,342		<i>Final amt pending - budget of direct costs</i>	
Aid to Non Profits (targeted)				
12/28/2022 Maine Discovery Museum	500,000			
<b>Disproportionately Impacted Communities</b>	<b>10,841,151</b>	<b>450,748</b>	<b>11,291,899</b>	<b>8,150,000</b>
Housing	4,265,000		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			
9/11/2023 Together Place Housing	375,000			
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	3,500,000	450,748	3,950,748	
1/30/2023 Bangor YMCA	2,000,000			
9/11/2023 Penquis CAP	1,500,000			
<b>Other</b>	<b>1,057,465</b>	<b>2,130,000</b>	<b>3,187,465</b>	<b>5,400,000</b>
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			
<b>Totals</b>	<b>14,899,158</b>	<b>5,878,458</b>	<b>20,777,616</b>	<b>20,900,000</b>
* Planning estimates only				122,384
Award Amount	20,478,297			
Interest Earned	554,714			
Unallocated/Uncommitted Balance	6,133,853			

## **Bangor Children's Home**

Funding Request: \$450,748 for interior and façade renovations (\$350,748) and to establish a fund for professional development of their workforce (\$100,000).

### Request for Additional Information from Initial Application Review of August 7<sup>th</sup>

*Does the application result in the creation of additional childcare slots?*

The application does not create additional slots, however, as time goes on, if we can do the renovations and find qualified staff then we hope to open more rooms. That was not the purpose of the application and there is no guarantee on when we will find qualified staff unfortunately.

*Would the lack of capital support (ARPA or potential CDBG) impact currently available childcare slots?*

Without funding, we hope there won't be a loss. However, there are some rooms that without the flooring updates and some of the windows we may have to close eventually but it wouldn't be immediate and the hope is that they would be able to find a way to prevent that from happening.

- While CDBG does offer a façade program, there is currently significant interest in this program it is likely we will be offering a targeted opportunity this fall. Further CDBG funding allocation for non low to moderate income properties is limited to 30% of our annual allocation the amount of capital funding in their request would significantly inhibit our ability to consider future opportunities. We would encourage application to our public opportunity.
- For context the capital funding request is comprised of the following: \$18,144 flooring, \$15,000 roof repair, \$154,700 dormer renovation, \$109,910 window renovation, \$12,200 electrical work, \$23,200 sprinkler head replacement, \$17,595 for the retaining wall.

*Are there any restrictions or policies related to the use of the endowment or the facility itself?*

Currently endowment funds are being drawn monthly to support the operation due to the high cost of maintaining the building. They are actively working to reduce the monthly draw on their endowment.

## **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 14<sup>th</sup>

*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		
	<u>395,000</u>		<u>296,000</u>
* 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.

Revised Proposal Provided via Email to City Councilors on September 11<sup>th</sup> Attached

Request for Additional Information from August 28<sup>th</sup>

*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 28<sup>th</sup>

*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.



# Resource Center

# Summary of Contents

## Primary remaining concerns:

### 1. Funding

- HEAL's proposal is stronger and preferred with full funding (\$697,710)
- Partial funding of \$556,495 is possible (see narrative [page 3](#))

### 2. Location

- HEAL prefers the downtown location at Columbia Street ([see narrative page 5](#)).
- If Columbia St. is not a viable location, plan B solves the issue (Outreach based on Columbia St. and resource center at HEAL ([see narrative page 7](#)))



## Need

### Community Partners & Stakeholder Identified

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- It's going to be cold soon. We know this honorable council is aware cold weather is approaching, but we're reminding Councilors this project needs 90 days to operationalize.
- The resource center addresses # 1 and #25 on Councilor Sprague's *Short-term Action Steps for Addressing Homelessness in Bangor*
- Bangor City Council and community partners have discussed the need since COVID
- A resource center is a best practice, will improve outcomes, invigorate community partnerships, ameliorate the impact of houselessness on downtown business and organizations, and save lives.

## Readiness

### HEAL is Ready

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- **HEAL can have a resource center up and running in 90 days.** HEAL has been working over a year to obtain all the licenses, partners, and registrations necessary to be ready.
- HEAL can also have its back-up plan operationalized in 90 days ([see slide 7](#))



## Resource Center

# Funding

(short summary on next page) HEAL believes this application is one of the best values in the APRA application pool and an excellent return on investment. It addresses a priority need as identified by the City, is entered into by an organization that has the trust of, and relationships with, the target population, and has a built-in sustainability model. HEAL is **NOT** factoring ANY personnel indirect costs – so IT, HR, admin, or executive leadership costs are NOT included. We've worked as good stewards of public funds responsibly and steadfastly to ensure the least amount of ARPA funds were requested to minimally be secure and confident in the project's success. Like many non-profits, we're accustomed to working in scarcity and always will. HEAL isn't using the funds for raises, better offices, or benefits. The request is only for the mission.

Included in the 09/11/2023 workshop packets are 2 pro formas – one based on revue at 6 months (which would be 3 months after opening) and one based on 9 months (6 months after opening).

- Achieving billable services at 6 months is **unrealistic**, but we've included it for reference.
- Achieving billable services at 9 months (6 months after opening) is perhaps overly **optimistic**.
- **HEAL strongly suggests funding the full application amount of \$697,710** to provide security in an ongoing and sustainable resource center. We think it smart of other organizations obtaining ARPA funding for **grant writers** to bring in additional revenue to strengthen their core services. *If* HEAL achieves positive cash flow prior to one year, we will do the same – enhance services. The revenue we receive will 100% go back into the programs and people we serve, which is the purpose of the funding request. Other option on [next page](#).



## Resource Center

# Funding Continued

- If the council believes we *will* be successful earlier than targets, we can work aggressively with **\$556,495.15** (representing potentially positive cash flow at 9 months). (See 9 month pro forma in packet). We respectfully request the Council consider escrowing the balance of 1-year funding (about \$141k) to provide some project security should HEAL be unable to achieve sustainability at 9 months.

### Summary:

- Full funding is preferred
- Partial funding of \$556,495 is possible (see comments [above](#))

## Resource Center **Location**

- **Alternate location [narrative](#) on page 7**

**Downtown on Columbia Street:** HEAL firmly believes the purpose of the resource center is to be downtown. To mitigate the impact of people experiencing houselessness on local businesses and organizations, a central and easily accessible location is best. **HEAL does not believe it will attract people outside of town but will provide a place for people who are already downtown** – a place to go with services *off* the streets. Our numbers and sustainability model is predicated on existing people in the community. Based on our experience, we believe we can accomplish the same culture of respect for people and property we’ve achieved at our other locations. For example, HEAL has the highest volume of people in active use at its Bangor location. However, the park across the street is not one of the many parks in the City known for syringe waste. We’ve created a culture of respect for people and property we will carry to the Columbia St. location.

- A downtown location is additionally preferred for community collaboration. The Columbia Street location is a neutral zone with space for community partners to meet their clients. While its possible to have the same space for community partners elsewhere, a place not owned, but rented by HEAL for the community fosters stronger relationships.
- Lastly, a downtown location is preferred for purposes of being part of the solution with the community – in the middle where relationships with business owners and stakeholders have more meaning by proximity.



## Resource Center

# Observations on NIMBYism

- The purpose of this endeavor is to improve lives –people in active use experiencing houselessness, business and property owners, tourists, citizens, neighbors, and stakeholder. Instead of congregating at the library, or loitering in places not meant for loitering, people experiencing houselessness in active use will rest and receive services at the resource center.
- Nearly everyone we’ve canvassed and talked to agrees Bangor needs such a resource center. However, **some, not all, don’t want a resource center in their backyard.** We understand fear and are compassionate for those concerned about their property, business, and safety. This project aims to improve lives, not cause fear or harm. The entire point of the project is to provide a place for people who are already downtown, and we firmly believe fears and harm will be lessened by our presence, not increased.
- The Columbia Street location is already zoned for this service and the location is perfect. The church next door has traditionally held weekend meal events and Sunday service regularly accommodates many more people than we anticipate serving.
- We’ve already done this. Many people, even on Columbia St., were unaware there was a homeless shelter during the crisis portion of COVID at this same location on Columbia Street. A culture of respect for people and property was imbued in the shelter and because there was no sign on the building stating it was a shelter, most people didn’t know. I don’t think this endeavor will be dissimilar.



## Resource Center

# Location Plan B

- ([Summary next page](#)) -- HEAL gets it! If the majority of people think we're going to cause harm, let's do the next best thing. Keep the outreach (the Good Neighbor program) and SharpSmart! syringe litter components of the resource center at Columbia St. to support our downtown business owners and stakeholders and put the resource center at HEAL. We believe we will be less effective further away from town, but we see this as a good alternative to nothing.

### Highlights Plan B:

- **We can still open in 90 days from funding.**
- A van is needed, but new rent calculations are slightly less overall. We would need to adjust the budget up approx. \$38k (van acquisition, gas, maintenance, and insurance for 1 year).
- We've obtained permission and negotiated for additional space at HEAL's building on Hancock Street.
- We've negotiated for less space at Columbia Street
- We're ready and prepared to move forward with plan B.

### Operations Highlights:

- The "Good Neighbor" program stays at Columbia St. providing outreach, syringe litter maintenance, and support to local business and stakeholders and people in active use downtown. One to a few people at a time might be brought back to the Columbia St. site temporarily to be transported to the resource center on Hancock Street.
- The resource center is on Hancock St. at the same building HEAL is in.



# Resource Center **Plan B Summary**

**If a location on Columbia St. prevents the project from moving forward...**

## **Plan B**

- **HEAL will position the outreach and syringe litter management portion of the project on Columbia St to optimize response time and be proximal to need. This will mitigate fears of creating an unacceptable or new impact in the area.**
- **HEAL will position the *resource center* component of the project at expanded office space at HEAL**
- **An additional approx. \$38k is needed for van to transport clients (acquisition, gas, maintenance, ins. for 1 yr)**

**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	\$ 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													\$ -
<b>Total Expenses</b>	\$ 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
<b>Revenue</b>	\$ 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
<b>Profit / Loss</b>	\$ 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	\$ 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	\$ 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	\$ 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	\$ 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	\$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	\$ 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	\$ 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	\$ 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	\$ 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	\$ 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	\$ 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	\$ 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	\$ 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	\$ 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	\$ 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	\$ 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	\$ 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	\$ 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	\$ 103.85	\$ 1,246.15
Lab Fees (LabCorp)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,125.00	\$ 1,800.00	\$ 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	\$ 1,000.00	\$ 4,000.00
Clinic Supplies	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 500.00	\$ 500.00	\$ 900.00	\$ 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	\$ 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	\$ 549.00	\$ 6,588.00
<b>Patient Navigator</b>														\$ -
<b>Patient Navigator</b>														\$ -
<b>Total Expenses</b>	\$ 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	
<b>Revenue</b>	\$ 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	
<b>Profit / Loss</b>	\$ 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

## **Wabanaki Public Health and Wellness**

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

### Request for Additional Information from August 7<sup>th</sup>

*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.

*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 7<sup>th</sup>

*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).*

		<b>Youth Center</b>	<b>Cultural Center</b>	<b>Other (Acq, Rent)</b>	<b>Total</b>
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
<b>Total</b>		<b>1,113,000</b>	<b>1,555,000</b>	<b>865,000</b>	<b>3,533,000</b>

*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.