



CENTRAL MEDICAL CENTER

Suzan Martinez de Gonzales, Chief Executive Officer

smdg@lcdfnm.org

Eileen McKean, CFO

kemckeen@lcdfnm.org

Jorge Almuina, Controller

jalmuina@lcdfnm.org

La Clinica De Familia, Inc.

Board of Directors:

Edward Ybarra, Chairman

Pat Banegas

Estella Cannon

Salvador Estrada

Gloria Irigoyen

Lloyd Kirschenmann

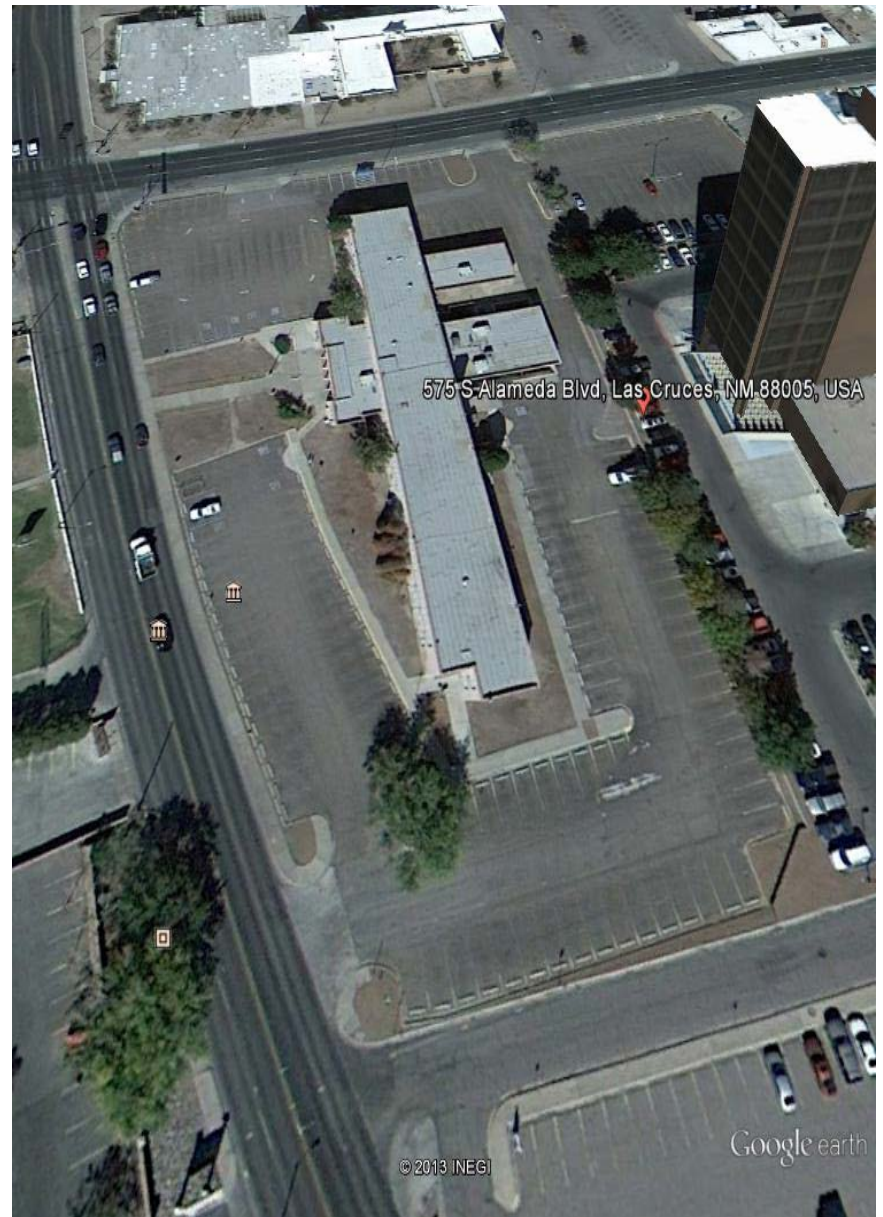
David Martinez

Jesus Prieto

Alberto Renteria

Amanda Vega

Tatania Williams



LCDF respectfully submits this update to the New Mexico Finance Authority's regarding the Loan funds with New Market Tax Credits intended for renovate the existing facility to a Teaching Community Health Care Center.

The building will be utilized as a Teaching Community Center addressing the medically underserved providing:

Primary Healthcare Services

- Medical – Family Practice, OB/GYN, Pediatric, Internal Medicine
- Dental Health
- Behavioral Health



Historical Information

Based on a review of the historical information, the site was agricultural land until the City of Las Cruces purchased the site in 1937. The site was vacant until the Memorial General Hospital opened at the site in 1950 and operated until 1971, when the hospital was moved to a new location. The City of Las Cruces then operated the site as offices for City departments until April 2010. The site has remained vacant since that time.



Dona Ana County is designated as a “Medically Underserved Area – Populations and Dental Health Professional Shortage & also considered a Mental Health Shortage Area.

City of Las Cruces is the 3rd largest urban center in New Mexico.
Las Cruces encompasses an estimated 44,924 *unserved* low income patients.

The area is located in a Persistent Poverty County where 24% of the population has lived in poverty for at least three decades.



La Clinica de Familia (LCDF) a Federally Qualified Health Center, Migrant Health Center, incorporated in 1978, under the direction of the Board of Directors, has gratefully accepted the City of Las Cruces' conveyance of the "Old Hospital Building"



La Clinica de Familia

- Currently has 567 employees (64 vacancies)
- Administers over 97,000 Medical, and Dental Behavioral Health Care Services to almost 26,067 patients in 2015
- Initiated its Behavioral Health Services August 2015.
- Acquired the First Sept Obstetrics and Pediatric practice November 2015.
- Manages Seven (8) primary care medical, five (5) dental clinics and 3 School Based Sites: Centennial High School, Rio Grande Preparatory and Santa Teresa High School
- Manages three (3) Social Service Programs: Early Head Start, Healthy Start and Promotora Outreach and Education Program



LCDF is well positioned to develop the Project

- The Financial ratios used to monitor LCDF's Financial performance on an annual basis look healthy.
- For Fiscal Years 2012 – 2014 the Financial Auditors have noted that 92% of the annual expenditures consistently have gone back into services. Only 8% is used to administer all LCDF programs. . The current audit for 2015 noted 93%
- The annual Budget has increased from \$28,000,000 in 2014 by 67% for a total currently at \$42,000,000.

Thousands are now using area emergency rooms as their source of care. This new site will provide timely and continued access to appropriate health care.

Currently, our existing clinic sites are working at capacity, which equates to a new patient waiting an average of 45 days for a new patient exam. Three of our sites have expanded services from traditional 8-5 to 8-8 on weekdays and 6 hours on Sat. & Sun. to meet the patient demands.



After completion of the renovation of this facility, LCDR Central Medical will employ an additional 144 New Employees in 3 years

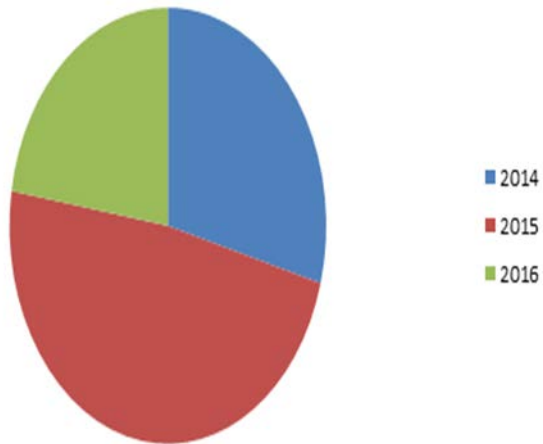
52 = 2016

71 = 2017

24 = 2018

and projects when the facility is completed and operational, it will increase access to primary health care for 13,000 patients within 3 years.

3 Year Staffing Las Cruces Central



The Magnitude of this project directly reflects the positive impact of the 2014 provisions of the ACA.

Community collaborators are proposing partnerships! Both Memorial Medical Center, Southern New Mexico Family Medicine Residency Program, New Mexico State University Behavioral Health residency/internships and the Burrell College of Osteopathic Medicine at New Mexico State University have stated they will join LCDF at the Las Cruces Central site to become an integrated learning community health center.



In 2014 LCDF thankfully secured \$643,000.00 from our NM State Legislators for Information Technology

The funds will allow us to have completely new cabling plant for the facility to provide access to electronic medical records and all administrative and communication functions within the organization.

The fiber optic backbone is required with connection to multiple intermediate distribution fiber (IDF) locations on each floor.

Multiple network data ports are required in each room for voice and data services

The required main distribution point will be located in the basement data center.

A wireless network is required throughout the facility to facilitate documentation at the point of care and to allow care providers to move freely within the facility while accessing patient medical records.

A 50mbps MPLS connection is required to provide access to LCDF Electronic Medical Records, located in Florida, and to provide access to the administrative systems to the other clinics.



Hazardous Waste Remediation

The Central Medical facility is a "brownfield site" meaning the expansion, redevelopment, or reuse of which may be complicated by the presence or potential presence of a hazardous substance, pollutant, or contaminant.

The current schedule for this project is as follows:

Phase I Environmental Site Assessment was completed on April 8, 2014.

Phase II Environmental Site Assessment was completed on March 9, 2011.

Phase III Environmental Site Assessment was completed on June 26, 2014.

Community Involvement Presentation – Friday, September 12, 2014 @ the City Council Chambers, 700 N. Main Street, Las Cruces, NM. 1:30 p.m. – 3:30 p.m.

First Quarter 2015– RFP Issued and Architect Firm Selected.

Second Quarter 2015 – Asbestos Remediation Completed.

Third Quarter 2015 – Ground Breaking and beginning of construction (during construction the windows containing lead paint will be removed, completing the remediation.

Second Quarter 2016 – Construction Completed, Certificate of Occupancy.



Facility conducive to a Teaching Community Health Center – old hospital rooms will be converted to large exam rooms with bancos below the windows for storage and to accommodate large families usually attending exams. As well as the Residents who will accompany the providers during the exams.



As a Federally Qualified Health Center LCDF is working with NM Human Services Department (HSD) Administration's initiative to develop the health care workforce.

LCDF has a strong partnership with NM Family Residency and Burrell College to cultivate primary care physicians and psychiatrists in rural and non-hospital settings through the recruitment and employment of primary care residents.



- LCDF will partner with Southern NM Family Medicine Residency to train fully competent and compassionate family physicians that are prepared to provide quality, comprehensive and continuous primary medical care to families and prepare physicians to practice in rural and underserved areas of New Mexico.
- LCDF plans to partner with Mesilla Valley Hospital (MVH), Gerald Champion Regional Medical Center and BCOM to address behavioral health needs in the region through a psychiatric behavioral residency rotation.

Thanks to the generous donation from Mr. Orlando Cervantes of 160 acres of land which LCDF used to secure a letter of credit for the Deed to “the Old Hospital” from the City of Las Cruces according to the Local Economic Development Act agreement.

In honor of his donation the Facility will be named the Cervantes Complex.



LCDF has secured a private loan from a local bank for the renovation. Citizens Bank has enthusiastically competed with 3 other Banks for opportunity to invest in this project, offering every opportunity to partner and cooperate with either private or public funds in order to have the dream of Central Medical Center come to fruition.



New Market Tax Credits

- In August of 2015 LCDF applied with Finance New Mexico for an allocation of New Market Tax Credits to assist in the financing of the project.
- LCDF's application came in as the first place application during the round of applications.
 - The basis of the award was based on the projects ability to:
 - Create and retain jobs
 - Provide high wage jobs with benefits
 - Growth of the economy
 - Environmentally sustainable attributes
 - Projects location in a highly distressed area

New Market Tax Credits, cont.

- The New Market Tax Credit transaction will provide 39% of equity minus costs and fees on the outstanding loan balance after a seven year compliance period.
- During the compliance period LCDF will be required to provide healthcare services in the community and create new jobs at the new site.
- LCDF staff has been in constant communication with all parties involved in order to structure the transaction in a manner that will work for all parties.
- The transaction is currently scheduled to close on October 3, 2016.



Construction Underway

7 out of 45 on Staff

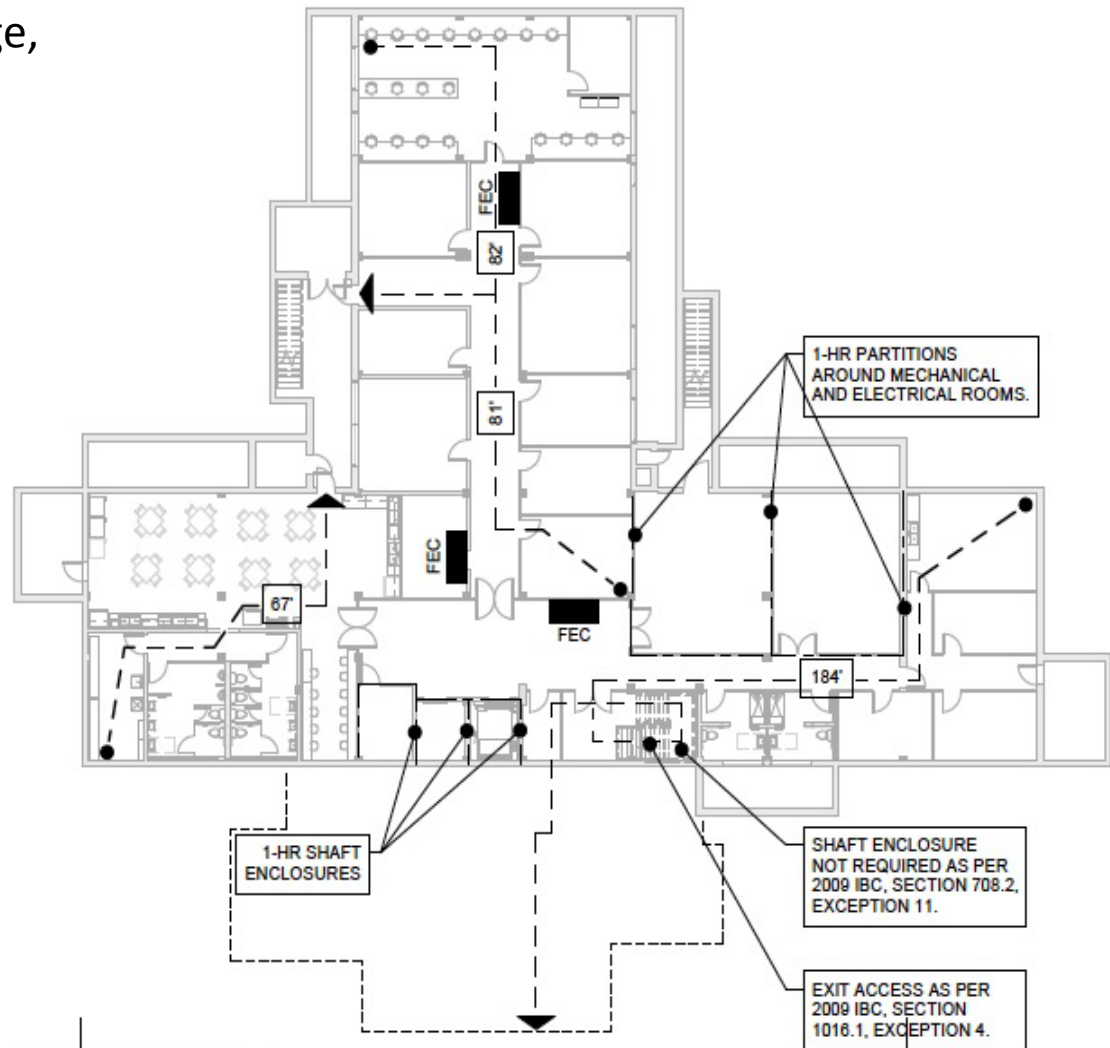
	Medical Providers / staff	Estimate number of patients/per provider	Medical (est) Visits/per year per provider 4,000	12 Assoc BA MA PHD			(est) Number of UNDUPLICATED Patients Served
10	Providers (Dr.,CNP,PA)	1,000	40,000		5	5	10,000
2	Pharmacist					2	
4	Pharmacy Technicians			4			
20	Medical Assistants			20			
1	Lead Nurse				1		
2	Staff Nurses			2			
1	Diabetes Ed				1		
6	Patient Navigators			6			
4	Promotoras			4			
	Dental Providers / staff		Dentist (est) Visits/per year per provider 2,800				
7	Dentist	125	19,600			7	875
1	Pediatric Dentist	250	5,600			1	250
22	Dental Assistants			22			
			Hygienist (est) Visits/per year per provider 1,700				
4	Hygienist		6,800			4	
			Behavioral Health (est) Visits per/year per provider 1,450				
8	Behavioral Health Providers		11,600		6	2	2,000
2	Patient Reps			2			
1	BH Records Clerk			1			
	Staff/ Support Personnel						
1	Clinic Administrator			1			
1	Front Office Coordinator			1			
12	Patient Reps			12			
3	Janitorial			3			
1	Maintenance			1			
6	Eligibility Specialist			6			
6	Billers			3	3		
1	Environmental/Safety Mgr				1		
3	Security				3		
3	Call Center			3			
2	IT Support				2		
1	MIS			1			
3	Finance Dept				3		
6	Chief Executive Officer, COO, CHRO, CMO, CDO, DON 6 Assistant Officers to Management Team,				3	3	
3	Clerical/Receptionist			3			
144	Staff projected at 3 year point (est)		83,600 VISITS				13,125 UNDUPLICATED PATIENTS
	Potential Contractual relationship with Medical/Dental Residency						



Projected Date of Opening January 9, 2019

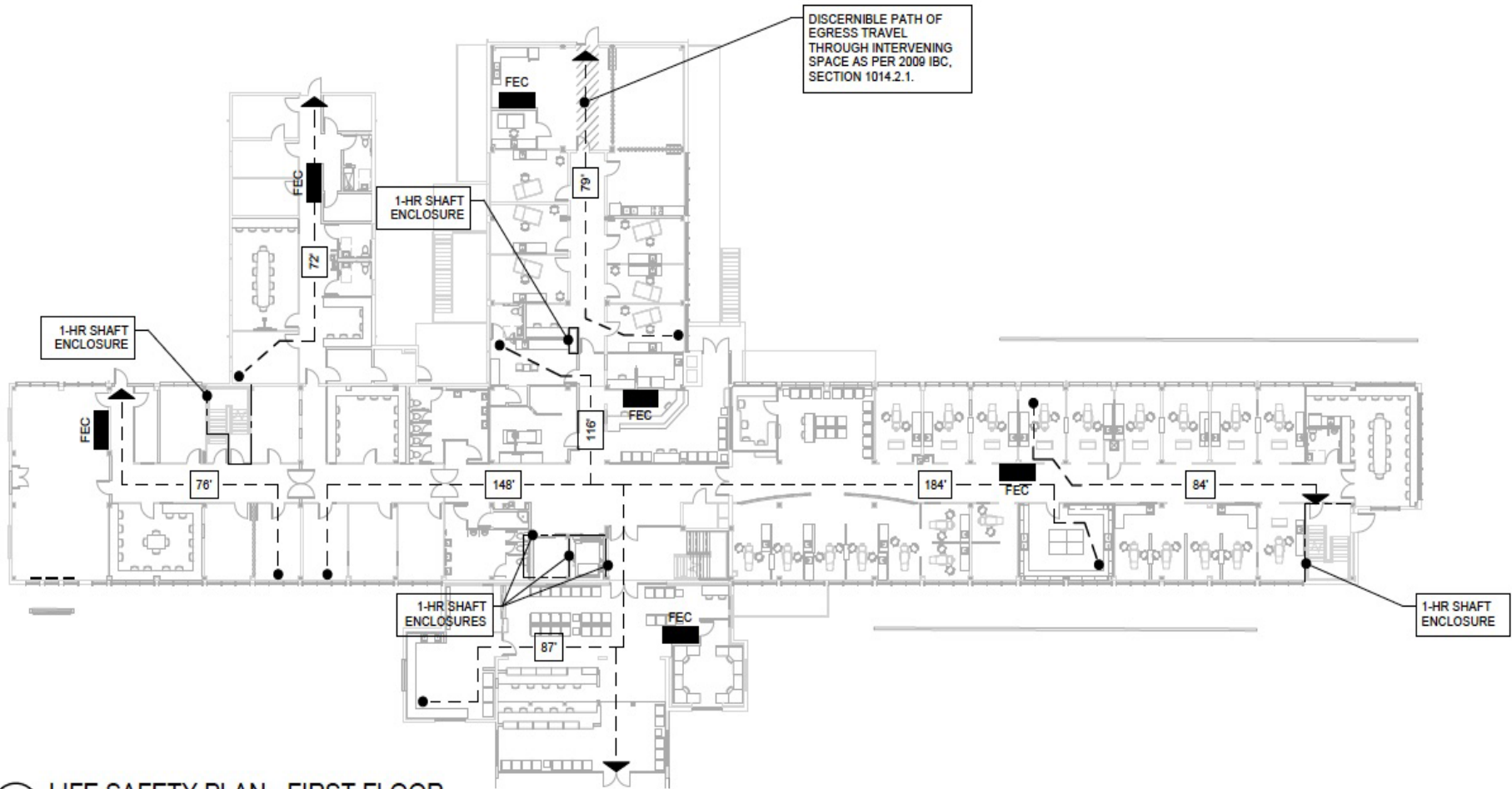


Administration, Call Center, IT,
Billing, Rx, Med & Dent Storage,
and Staff Lounge



A1 LIFE SAFETY PLAN - BASEMENT
N.T.S.

Residency, Urgent Care and Dental, Pharmacy, Main Lobby and Administration



Medical, Residency and Integrated Behavioral Health Services

