

HOPE ACROSS THE GLOBE, INC. – HOPE Mental Health and Behavioral Medicine Program

FY 2024-2025 City Grant Proposal Term Sheet

Grant Recipient: HOPE Across the Globe, Inc. (“Recipient”)

Program Name: HOPE Mental Health and Behavioral Medicine Program Expansion (the “Program”)

City Funding Request: \$50,000

Contract/Grant Term: October 1, 2024 – September 30, 2025

Any substantial change to this FY 2024-2025 City Grant Proposal Term Sheet (the “Term Sheet”) or a budget change not within 10% of the attached Program budget line-items will require City Council approval.

PROGRAM OVERVIEW:

HOPE Mental Health and Behavioral Medicine Program expansion is a program to increase mental health and behavioral medicine services for Duval County residents suffering from HIV, AIDS, Hepatitis B, Hepatitis C (HCV), Sexually Transmitted Diseases/Infections (STDs and STIs) and those at risk of contracting these conditions.

The Program was started about 2 years ago to provide these services to our patients as part of our commitment to address the “Social Determinants of Healthcare”. These include conditions and issues such as depression, anxiety, stigma, food insecurity, under-employment, divorce, and family strife, learning disabilities and more that cause stress and often exacerbate medical conditions from diabetes to HIV to congestive heart failure to HCV. This all too often results in patients becoming despondent and then failing to comply with their medical regimes or medication adherence. Addressing social determinants has been proven to improve overall compliance and health outcomes. It is well known that the availability and affordability of mental health and behavioral medicine services is at best a challenge in our community and at worst, simply not happening. When patients are unable to procure these services, they all too often stop taking their medications, putting themselves, their families and partners and the community at risk. HIV/AIDS medications in particular are key in stopping the spread of the virus by keeping those afflicted with the virus, regardless of if they were born with it, contracted it from a person with whom they were monogamous or however, at a viral load that is undetectable and thus untransmutable.

Unfortunately, with the high cost of healthcare and health insurance, the payors all too often have limited to minimal coverage of mental health and behavioral medicine services and so many people either are uninsured or underinsured resulting in insufficient, inadequate, or no medical or psycho-social care to address these impediments to healthy and happy lives. Again, this all too often results in them succumbing to negative social determinants, failing to take their medications due to these comorbidities and an increase in risk of rising rates of HIV/AIDS, STI and Hepatitis infection in our community. Our biggest challenge has been providing the services for all patients who need them, and thus we are striving to add capacity.

PROGRAM SCOPE OF WORK AND DELIVERABLES:

Our Program provides for Florida licensed, well-qualified medical professionals to address the roots of mental health and behavioral maladies for Duval County residents afflicted with the conditions we treat through psychotropic medication therapy, counseling, and therapy. The services are provided based on need, not ability to pay. Patients are provided with the services whether they have insurance or not at the level of need, not the

status of their wallet. Services are provided after one of the medical providers assesses the patient's condition and need for these services, be they medication therapy and/or psychotherapy. Services provided by HOPE Across the Globe are limited to outpatient care and those needing inpatient services will be referred to appropriate programs and facilities.

The patient's care manager/care coordinator works with the team of mental health and behavioral medicine professionals to facilitate convenient appointments. The professionals within the Program also refer among themselves when they identify that medication management or psychotherapy may also be indicated if only one service as referred to by the other team members. Insurance or type of insurance and ability to pay has no bearing on provision of these services.

Recognizing the difficulties many patients have in being able to break away from their work or education during "regular working and office hours," our services are available days, evenings, and weekends. The addition of staff and hours of availability make the services more accessible, convenient and provide for fewer obstacles to care and compliance.

The lack of focus on approval of insurance companies, deductibles and co-pays and jumping through "bureaucratic hoops" is also allowing more patients who need these services to receive them. Our limitations have been instead based on our capacity to serve more patients and the expansion will allow us to increase the numbers in need who are served. The "end points" are not when insurance denies care/additional care based on finance but rather on when the therapeutic goals are achieved, and patients are healthier both medically and psychiatrically.

PROGRAM COSTS/PAYMENT TERMS:

City funds shall be expensed in accordance with the approved Program budget and only for the benefit of Duval County residents. Funds will be disbursed on a reimbursement basis upon the City's receipt and approval of required documentation including but not limited to paid invoices, cleared checks and bank statements.

Program budget includes:

- \$20,000 (30%) in Salaries for a Behavioral and Mental Health Services Care Coordinator
- \$30,000 in Direct Client Expenditures to provide funding for professional services of Nurse Practitioners and Therapists related to Mental Health & Behavioral Medicine Services.

The Program is estimated to cost \$2.3 million to operate for FY 24/25. The majority of Program costs are anticipated to be satisfied with agency provided funding.

PROGRAM IMPACT & REPORTING:

The goal of providing outpatient care to those needing it will be attained through adding recognized depression screening tools to the patient assessment templates used by the HOPE clinical and social services (case management and care coordination) and required communication with the HOPE M.D. or APRN.

Referrals to the Mental Health and Behavioral Medicine professionals will then be coordinated/accomplished by the case management and care coordination staff assisted as needed, by the medical assistants. Compliance with medical and medication regimes is 100% reviewed by staff on an ongoing basis anyway, so this will continue but also be specifically measured for the cohort of patients receiving this part of care.

Our care coordinators, case managers and medical assistants facilitate the referral to the Mental Health and Behavioral Medicine professionals with a "warm hand-off," and this will be monitored as part of our medical

record review process. Follow up with patients who are referred to the professionals and/or the professionals themselves may also occur to ensure they are getting/partaking of the services will also occur.

Accomplishment of the goals, including compliance with the medication and medical regime ordered by our Infectious Diseases physicians and nurse practitioners will be measured through medical record reviews, laboratory test result reviews and patient satisfaction surveys.

Upon completion of the grant term, HOPE Across the Globe, Inc. shall provide the City with a report detailing the number of Duval County residents served and the results of the Program reviews and surveys.

ADDITIONAL GRANT REQUIREMENTS AND CONDITIONS:

Recipient's expenditure of City funds for the Program and the provision of services shall be subject to Chapter 118, Parts 1 – 5 of the *Jacksonville Ordinance Code*, and the terms and conditions of any contract entered into between the City and Recipient. Recipient shall use the City funds for the Program in accordance with the City Council approved Term Sheet and Program budget. The City's Grant Administrator may amend this Term Sheet or the approved Program budget consistent with the Program's needs, provided that any substantial change to this Term Sheet or a budget change not within 10% of the attached Program budget line-items will require City Council approval.

FY2025 City Grant Application
Proposed Funding Period: FY 2024-2025

FY 2025 City Grant - Complete Program Budget Detail

Lead Agency:
HOPE Across the Globe, Inc.
Program Name:
Mental Health & Behavioral Medicine

Agency Fiscal Year:
 January-December

BUDGET

Categories and Line Items	Prior Year Prg Funding FY 2022-2023	Current Year Prg Budget FY 2023-2024	Total Est. Cost of Program FY 2024-2025	Funding Partners				
				Agency Provided Funding	All Other Program Revenues	City of Jacksonville (City Grant)	Federal/ State & Other Funding	Private Foundation Funding
I. Employee Compensation								
Personnel - 01201 (list Job Title or Positions no names)								
1 CEO	\$150,491.35	\$106,242.51	\$135,000.00	\$135,000.00	\$0.00	\$0.00	\$0.00	\$0.00
2 Physician G	\$250,396.90	\$218,400.00	\$220,000.00	\$220,000.00	\$0.00	\$0.00	\$0.00	\$0.00
3 APRN JM	\$119,480.70	\$125,249.88	\$130,000.00	\$130,000.00	\$0.00	\$0.00	\$0.00	\$0.00
4 Operations Manager	\$69,035.24	\$76,035.30	\$74,000.00	\$74,000.00	\$0.00	\$0.00	\$0.00	\$0.00
5 Executive Asst.	\$73,207.46	\$73,035.30	\$74,000.00	\$74,000.00	\$0.00	\$0.00	\$0.00	\$0.00
6 Public Relations / Outreach Manager	\$73,266.06	\$73,035.30	\$74,000.00	\$74,000.00	\$0.00	\$0.00	\$0.00	\$0.00
7 Care Coordinator V	\$72,172.31	\$73,035.30	\$74,000.00	\$74,000.00	\$0.00	\$0.00	\$0.00	\$0.00
8 Care Coordinator S	\$72,314.54	\$73,035.30	\$74,000.00	\$74,000.00	\$0.00	\$0.00	\$0.00	\$0.00
9 Care Coordinator A	\$62,330.84	\$63,000.08	\$65,000.00	\$65,000.00	\$0.00	\$0.00	\$0.00	\$0.00
10 Care Coordinator H	\$66,953.80	\$66,699.88	\$66,699.88	\$46,699.88	\$0.00	\$20,000.00	\$0.00	\$0.00
11 Medical Asst. R	\$62,587.30	\$63,000.08	\$63,000.08	\$63,000.08	\$0.00	\$0.00	\$0.00	\$0.00
12 Physician A	\$44,124.08	\$30,000.00	\$35,000.00	\$35,000.00	\$0.00	\$0.00	\$0.00	\$0.00
13 Medical Asst. S	\$33,795.20	\$54,016.92	\$60,000.00	\$60,000.00	\$0.00	\$0.00	\$0.00	\$0.00
14 Senior Project Manager T	\$85,830.74	\$84,999.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
15 340B Program Director T	\$0.00	\$0.00	\$105,000.00	\$105,000.00	\$0.00	\$0.00	\$0.00	\$0.00
16 Physician D	\$204,864.00	\$133,584.00	\$175,000.00	\$175,000.00	\$0.00	\$0.00	\$0.00	\$0.00
13 Physician P	\$248,469.69	\$60,318.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
14 Medical Asst. Re	\$4,760.00	\$9,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
15 APRN YB	\$12,294.56	\$1,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Subtotal Employee Compensation	\$1,706,374.77	\$1,384,188.07	\$1,424,699.96	#####	\$0.00	\$20,000.00	\$0.00	\$0.00
Fringe Benefits								
Payroll Taxes - FICA & Med Tax - 02101	\$106,596.52	\$102,784.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Health Insurance - 02304	\$87,252.11	\$93,600.00	\$93,600.00	\$93,600.00	\$0.00	\$0.00	\$0.00	\$0.00
Retirement - 02201	\$0.00	\$2,000.00	\$2,000.00	\$2,000.00	\$0.00	\$0.00	\$0.00	\$0.00
Dental - 02301	\$29,796.06	\$19,605.00	\$30,000.00	\$30,000.00	\$0.00	\$0.00	\$0.00	\$0.00
Life Insurance - 02303	\$5,960.17	\$10,000.00	\$14,000.00	\$14,000.00	\$0.00	\$0.00	\$0.00	\$0.00
Workers Compensation - 02401	\$4,505.00	\$5,000.00	\$5,000.00	\$5,000.00	\$0.00	\$0.00	\$0.00	\$0.00
Unemployment Taxes - 02501	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Other Benefits Cell Phone	\$4,025.00	\$3,900.00	\$3,900.00	\$3,900.00	\$0.00	\$0.00	\$0.00	\$0.00
Subtotal Taxes and Benefits	\$238,134.86	\$236,889.95	\$148,500.00	\$148,500.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Employee Compensation	\$1,944,509.63	\$1,621,078.02	\$1,573,199.96	#####	\$0.00	\$20,000.00	\$0.00	\$0.00
II. Operating Expenses								
Occupancy Expenses								
Rent - Occupancy -04408	\$44,867.82	\$35,240.31	\$32,400.00	\$32,400.00	\$0.00	\$0.00	\$0.00	\$0.00
Telephone - 04181	\$8,599.25	\$5,775.00	\$16,000.00	\$16,000.00	\$0.00	\$0.00	\$0.00	\$0.00
Utilities - 04301	\$0.00	\$800.00	\$1,400.00	\$1,400.00	\$0.00	\$0.00	\$0.00	\$0.00
Maintenance and Repairs - 04603	\$1,701.87	\$5,000.00	\$10,000.00	\$10,000.00	\$0.00	\$0.00	\$0.00	\$0.00
Insurance Property & General Liability - 04502	\$0.00	\$3,273.85	\$5,000.00	\$5,000.00	\$0.00	\$0.00	\$0.00	\$0.00
Other - Mortgage	\$0.00	\$35,488.80	\$35,488.80	\$35,488.80	\$0.00	\$0.00	\$0.00	\$0.00
Office Expenses								
Office and Other Supplies - 05101	\$8,062.15	\$4,000.00	\$5,000.00	\$5,000.00	\$0.00	\$0.00	\$0.00	\$0.00
Postage - 04101	\$589.91	\$400.00	\$500.00	\$500.00	\$0.00	\$0.00	\$0.00	\$0.00
Printing and Advertising - 04801	\$19,456.54	\$9,500.00	\$15,000.00	\$15,000.00	\$0.00	\$0.00	\$0.00	\$0.00
Publications - 05216	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Staff Training - 05401	\$19,771.54	\$14,000.00	\$20,000.00	\$20,000.00	\$0.00	\$0.00	\$0.00	\$0.00
Directors & Officers - Insurance - 04501	\$2,075.31	\$2,075.31	\$2,200.00	\$2,200.00	\$0.00	\$0.00	\$0.00	\$0.00
Professional Fees & Services (not audit) - 03410	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Background Screening - 04938	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Other - Equipment under \$1,000 - 06403	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Other - Other Professional Liability Insurance	\$37,150.98	\$128,017.50	\$128,017.50	\$128,017.50	\$0.00	\$0.00	\$0.00	\$0.00
Travel Expenses								
Local Mileage - 04021	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Parking & Tools - 04028	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Equipment Expenses								
Rental & Leases - Equipment - 04402	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Vehicle Fuel and Maintenance - 04216	\$17,871.15	\$6,000.00	\$5,000.00	\$5,000.00	\$0.00	\$0.00	\$0.00	\$0.00
Vehicle Insurance -04502	\$4,301.17	\$2,000.00	\$2,500.00	\$2,500.00	\$0.00	\$0.00	\$0.00	\$0.00
Other - (Please describe)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Direct Client Expenses - 08301								
Client Rent	\$103,069.21	\$125,000.00	\$125,000.00	\$125,000.00	\$0.00	\$0.00	\$0.00	\$0.00
Client Utilities	\$10,364.34	\$6,500.00	\$7,500.00	\$7,500.00	\$0.00	\$0.00	\$0.00	\$0.00
Client Food	\$23,397.26	\$25,000.00	\$25,000.00	\$25,000.00	\$0.00	\$0.00	\$0.00	\$0.00
Client Medical	\$78,670.41	\$30,000.00	\$80,000.00	\$80,000.00	\$0.00	\$0.00	\$0.00	\$0.00
Client Education and Vocational Training	\$3,706.44	\$3,200.00	\$3,200.00	\$3,200.00	\$0.00	\$0.00	\$0.00	\$0.00
Client Personal (clothing, household supplies, etc.)	\$761.25	\$400.00	\$400.00	\$400.00	\$0.00	\$0.00	\$0.00	\$0.00
Client Credit Repair, Repayment and Legal	\$5,532.27	\$22,500.00	\$20,500.00	\$20,500.00	\$0.00	\$0.00	\$0.00	\$0.00
Client Service Families, Animal Fees and Related Cost	\$5,111.98	\$5,500.00	\$5,500.00	\$5,500.00	\$0.00	\$0.00	\$0.00	\$0.00
Client Other Mental Health & Behavioral Medicine Services	\$31,439.32	\$55,000.00	\$120,000.00	\$55,000.00	\$0.00	\$30,000.00	\$0.00	\$15,000.00
Client Other Uber/Gas	\$23,548.26	\$27,000.00	\$27,000.00	\$27,000.00	\$0.00	\$0.00	\$0.00	\$0.00
Client Other Vehicle Notes, Repairs and Insurance	\$21,152.99	\$24,500.00	\$24,500.00	\$24,500.00	\$0.00	\$0.00	\$0.00	\$0.00
Client Other telephone	\$415.24	\$3,500.00	\$3,500.00	\$3,500.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Operating Expenses	\$471,616.66	\$579,670.77	\$720,606.30	\$655,606.30	\$0.00	\$30,000.00	\$0.00	\$15,000.00
III. Operating Capital Outlay (OVER \$1,000)								
Machinery & Equipment - 06402	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Computers & Software - 06427	\$3,819.24	\$4,000.00	\$4,000.00	\$4,000.00	\$0.00	\$0.00	\$0.00	\$0.00
Other - (Please describe)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Capital Outlay	\$3,819.24	\$4,000.00	\$4,000.00	\$4,000.00	\$0.00	\$0.00	\$0.00	\$0.00
Direct Expenses Total	\$2,419,945.53	\$2,204,748.79	\$2,297,806.26	#####	\$0.00	\$50,000.00	\$0.00	\$15,000.00
Percent of Budget	-	-	100.0%	96.3%	0.0%	2.2%	0.0%	0.7%

Last Modified: 07/08/2024

All City Grant items listed must be included in the narrative section of the budget.

Budget Narrative for Selected Items of Cost

FY 2025 City Grant Application

Program Budget Narrative (Max. 2 Pages)

Proposed Funding Period: FY 2024-2025

COJ Funding Only

Agency: HOPE Across the Globe, Inc.

Program Name: HOPE Mental Health & Behavioral Medicine Program Expansion

EXPENSES: Please provide narrative description for all categories listed below for which you are seeking City Funding Only.

We have included those required elements in the spaces below. See instructions when listing personnel expenses.

Please feel free to add additional lines as necessary to provide explanations using the line insert feature.

I. Employee Compensation - (not related to costs of the office of the governor of a state or the chief executive of a political subdivision)

Salary & Wages \$20,000 (30%) of the salary for a Behavioral and Mental Health Services Care Coordinator. This position is responsible for scheduling, monitoring and coordinating with participants in the program. Related costs such as benefits, taxes and social security, as well additional salary for other duties the individual may perform, will be covered by other program monies.

Payroll Taxes & Benefits

II. Operating Expenses

Occupancy Expenses

Office Expenses

Travel Expenses - not related to entertainment expenses

Equipment Expenses

Direct Client Expenses \$30,000 for professional services related to Behavioral and Mental Health Services provided to program participants. 100% of these funds are attributed to the cost of service provided by health professional such as Physicians, Nurse Practitioners and Therapists. The remaining costs for providing these professional services will be paid by the agency itself with other program revenues.

III. Operating Capital Outlay: