

Proposal for Hernando County Board of County Commissioners



Expanding Access to Care Primary Care and Pharmacy Services

Presented by: Joey Resnick, President & CEO

Our Mission

To Provide Accessible
Healthcare Services For All.

Our Vision

A Community Where Everyone
is Healthy.

Current Healthcare Challenges in Spring Hill

- Space capacity constraints at current facility
- Limits new patient access
- **Over 4,000** Hernando patients travel to Pasco County for Premier services
- **52,200+** low-income residents who could benefit from our services - we provide discounted care for those at or below 200% of federal poverty level regardless of insurance status
- **21,000+** uninsured residents we could reach with county partnership - as an FQHC, every patient receives care based on a sliding fee scale.

Strategic Expansion Plan: Transforming 6,000 Sq Ft into Healthcare Access

Phase 1: Expand Family Medicine Services and Establish a Pharmacy

- ✓ **Family Medicine Services** – add exam rooms to improve access and expand capacity
- ✓ **Affordable Medications and 340B Cost Savings** – patients get discounted prescriptions onsite in Spring Hill, delivering immediate community benefit
- ✓ **Integrated Care Model** – pharmacy and medical services work together for better care coordination and medication management
- ✓ **Funding Secured for Phase 1**

Strategic Expansion Plan: Transforming 6,000 Sq Ft into Healthcare Access

Phase 2: Further Expand Family Medicine (grow to full service)

- ✓ **12 Additional Exam Rooms & Staffing** – ready to serve more patients
- ✓ **Expands Behavioral Health Access** – meets growing community need
- ✓ **Reaches the Underserved** – seniors, uninsured, medically underserved

Implementation Timeline & Projected Impact

TIMELINE

Phase 1: Pharmacy and Expand Family Services

🕒 6-9 Months

- Facility renovation & buildout
- Pharmacy licensing
- Family Medicine provider recruitment & onboarding
- Grand opening & community outreach

Phase 2: Primary Care

🕒 10-18 Months from Phase 1 (Timeline Based on Funding)

- Additional space renovation and medical equipment installation
- Additional provider recruitment
- Full-service launch

PROJECTED IMPACT

12,000-18,000

Additional patient visits annually at full capacity

3,000-5,000

Prescriptions dispensed monthly through 340B program

Sustainable Revenue Model

- ✓ Federal HRSA funding
- ✓ 340B pharmacy program revenue
- ✓ Grant funding & fundraising
- ✓ Medicaid/Medicare reimbursement
- ✓ Commercial insurance payments
- ✓ Discount Fee Program for uninsured & underinsured



Q & A

Together, we can create a **long-term,**
sustainable healthcare resource
that serves Hernando County.

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