

**THE THIRTIETH LEGISLATURE  
APPLICATION FOR GRANTS  
CHAPTER 42F, HAWAII REVISED STATUTES**

Type of Grant Request:

Operating                       Capital

Legal Name of Requesting Organization or Individual:    Db:  
Five Mountains Hawai'i    Kīpuka o ke Ola

Amount of State Funds Requested: \$ 350,000

Brief Description of Request (Please attach word document to back of page if extra space is needed):  
As a Medically Underserved Area and Medically Underserved Population, Kīpuka o ke Ola Rural Health Clinic continues to expand health services to meet North Hawaii Island community needs. This funding supports the growth phase of the clinic to improve capacity for Women's Health services, group sessions, support groups, and educational programs. It continues the expansion of primary care services for keiki and adults. Kīpuka o ke Ola's integrated approach to providing primary care and behavioral health services has been highly effective in treating and improving health outcomes for the

Amount of Other Funds Available:	Total amount of State Grants Received in the Past 5
State:                      \$ _____	Fiscal Years:
Federal:                  \$ _____	<u>\$300,000</u>
County:                  \$ <u>21,500</u>	Unrestricted Assets:
Private/Other: \$ <u>671,140</u>	<u>\$217,659</u>

New Service (Presently Does Not Exist):     Existing Service (Presently in Operation):

Type of Business Entity:	Mailing Address:
<input checked="" type="checkbox"/> 501(C)(3) Non Profit Corporation	PO Box 818
<input type="checkbox"/> Other Non Profit	City:                                      State:                                      Zip:
<input type="checkbox"/> Other	Kamuela                                      HI                                      96743

Contact Person for Matters Involving this Application	
Name: Dr. Claren Kealoha- Beudet	Title: Executive Director, Clinical Psychologist
Email: clarenk@aol.com	Phone: 808-885-5900
Federal Tax ID#: [REDACTED]	State Tax ID#: [REDACTED]

Claren Kealoha-Beudet  
Authorized Signature

Dr. Claren Kealoha-Beudet, Exe. Dir.  
Name and Title

Jan 16, 2019  
Date Signed

**received**  
1/17/19 1:24p JR

## Application Submittal Checklist

*The following items are required for submittal of the grant application. Please verify and check off that the items have been included in the application packet.*

- 1) Certificate of Good Standing (If the Applicant is an Organization)
- 2) Declaration Statement
- 3) Verify that grant shall be used for a public purpose
- 4) Background and Summary
- 5) Service Summary and Outcomes
- 6) Budget
  - a) Budget request by source of funds ([Link](#))
  - b) Personnel salaries and wages ([Link](#))
  - c) Equipment and motor vehicles ([Link](#))
  - d) Capital project details ([Link](#))
  - e) Government contracts, grants, and grants in aid ([Link](#))
- 7) Experience and Capability
- 8) Personnel: Project Organization and Staffing

*Claren Kealoha-Beaudet*      *Claren Kealoha-Beaudet*      *1-16-2019*  
AUTHORIZED SIGNATURE      PRINT NAME AND TITLE      DATE  
*Executive Director -*  
*Clinical Psy.*



**STATE OF HAWAII  
STATE PROCUREMENT OFFICE**

**CERTIFICATE OF VENDOR COMPLIANCE**

This document presents the compliance status of the vendor identified below on the issue date with respect to certificates required from the Hawaii Department of Taxation (DOTAX), the Internal Revenue Service, the Hawaii Department of Labor and Industrial Relations (DLIR), and the Hawaii Department of Commerce and Consumer Affairs

**Vendor Name:** **FIVE MOUNTAINS HAWAI'I, INC.\***

**DBA/Trade Name:** **FIVE MOUNTAINS HAWAI'I, INC.\***

**Issue Date:** **01/16/2019**

**Status:** **Compliant**

Hawaii Tax#: W20522006

New Hawaii Tax#:

FEIN/SSN#: XX-XXX0168

UI#: No record

DCCA FILE#: 104938

**Status of Compliance for this Vendor on issue date:**

<b>Form</b>	<b>Department(s)</b>	<b>Status</b>
A-6	Hawaii Department of Taxation	Compliant
	Internal Revenue Service (Compliant for Gov. Contract)	Compliant
COGS	Hawaii Department of Commerce & Consumer Affairs	Exempt
LIR27	Hawaii Department of Labor & Industrial Relations	Compliant

**Status Legend:**

<b>Status</b>	<b>Description</b>
Exempt	The entity is exempt from this requirement
Compliant	The entity is compliant with this requirement or the entity is in agreement with agency and actively working towards compliance
Pending	The entity is compliant with DLIR requirement
Submitted	The entity has applied for the certificate but it is awaiting approval
Not Compliant	The entity is not in compliance with the requirement and should contact the issuing agency for more information

## Application for Grants

*If any item is not applicable to the request, the applicant should enter "not applicable".*

### **I. Certification – Please attach immediately after cover page**

#### **1. Certificate of Good Standing (If the Applicant is an Organization)**

Please see attached.

#### **2. Declaration Statement**

Please see attached.

#### **3. Public Purpose**

Grant funding will be used in accordance with HRS, for a public purpose. Specifically, it will improve the health and well-being of the North Hawaii Island community through improved access to services and diversification of the types of health services. Details in section II.3.

### **II. Background and Summary**

#### **1. *A brief description of the applicant's background;***

Five Mountains Hawaii dba Kīpuka o ke Ola (KOKO) is a private, non-profit health clinic in Waimea on Hawaii Island that was founded in 2013. KOKO provides a full range of mental health and primary care services to anyone who presents for treatment, but KOKO's emphasis is on addressing the physical and mental health disparities of the Kanaka Maoli population through culturally-informed direct services. KOKO is dedicated to serving the underserved populations of Hawaii, which include uninsured, underinsured (Medicaid, Medicare, state-sponsored insurance), low income population, and Native Hawaiians. KOKO's services are differentiated from other local healthcare providers by:

- 1) Providing health services in a culturally competent way,
- 2) Integrating behavioral and primary care health services, emphasizing interventions to bring about desired lifestyle changes.
- 3) Treatment of patients regardless of financial resources and insurance provider

KOKO utilizes a Patient-Centered Medical Home Model, which integrates Behavioral Health and Primary Care services. This allows us to work with our patients in a holistic

and culturally-informed manner addressing complex and interrelated chronic disorders – like depression with obesity, diabetes with heart disease, etc.

KOKO began in 2013 with two Clinical Psychologists, Dr. Claren Kealoha-Beaudet and Dr. Franco Acquaro. The KOKO team has strategically expanded over the last 4 years. The team now includes a Family Physician, Physician's Assistant, Health and Wellness Coach, Case Manager and office staff. We are also in the process of on-boarding an additional Psychologist because KOKO could not meet all of the demand.

Since its establishment, KOKO has taken intentional steps to qualify to receive federal designation as a Rural Health Clinic under the Centers for Medicare and Medicaid Services. This was a critical step for clinic services to become financially sustainable because this designation increases reimbursement rates for Medicare and Medicaid Services to better cover the true cost of services. KOKO is dedicated to serving the underserved who primarily have low reimbursement rate insurances, and qualifying for as a Rural Health Clinic has allowed the clinic to grow while maintaining a focus of services to the underserved segments of our community.

In 2018, KOKO grew substantially, treating over 1,500 patients during over 10,000 patient visits. This is double the patient visits from 2017 levels of 1,000 patients and 5,000 visits. Pediatric patients expanded to 300 patients in the first year they have been accepted. Additional support from grants and partnerships catalyzed the continued expansion and diversification of KOKO's services as well as provide support for non-billable programs/services and patients who cannot pay.

2. *The goals and objectives related to the request;*

Our overarching objectives are two-fold: 1. Improve the overall health and well-being of our North Hawai'i Island population; 2. Native Hawaiian's in North Hawai'i achieve parity with the general population for all major bio-psycho-social indicators of health.

This request provides support for Kīpuka o ke Ola to continue to expand our services and capacity to meet the health needs of our community and North Hawai'i Island service area. Specifically, it would provide support for the on-boarding and building of the patient panel for a Nurse Practitioner who provides women's health services and general primary care patients. Because of the doubling of appointments last year and continued expansion, KOKO also needs another Medical Assistant to support our growing patient panel. Our goal is to reach 2,500 patients and 13,000 visits for services and/or wellness programs. Once their patient panel is expanded, fees from service and insurance reimbursement will sustain the ongoing costs.

High-quality, culturally informed primary care and mental health services are critical to meeting our objectives and serving the hard to reach populations. KOKO's experience has revealed the critical importance of other supplementary, non-billable services as well – support groups, educational resources, social services, fitness and nutrition training, cultural health practices, and more. This request also supports the clinics ability

to offer these services as well. We are currently constrained by the physical size of the clinic facility, and this request would support the expansion of the clinic into adjacent spaces in the same building as well as the administrative and medical capacity to continue to meet the growing demand for services. Renovation of these new spaces would add 2 medical procedure rooms, 2 treatment rooms for supplement services (lomi lomi, la'au lapa'au, 1 on 1 coaching, etc), and 1 large meeting space for group activities, support groups, and educational workshops.

3. *The public purpose and need to be served;*

Kīpuka o ke Ola (KOKO) provides high-quality, culturally informed primary care and behavioral health services, and offers programs to improve overall health and well-being to the North Hawaii Island community. There are several compelling reasons that underscore the need for additional primary care services and facilities, and creative approaches to improve overall health and wellness in North Hawai'i Island, especially for our target populations.

In 2013, the Healthcare Association of Hawaii conducted a comprehensive assessment of the healthcare needs in Hawaii County in the *Hawaii County Community Health Needs Assessment (CHNA)*. This assessment very clearly and succinctly explains the need to support healthcare services for the poor and underserved populations in Hawaii County, and that across many topic areas, low-income residents are both the most affected by health problems and the most difficult to help. In this report, the approach taken by Kīpuka o ke Ola is outlined as one of the best opportunities to reach and serve populations with the highest need. CHNA recognizes that an effective approach to addressing these health disparities and filling some of the provider gap is focusing on intervention through community health centers employing culturally informed primary care. The following quote from the CHNA outlines the status of healthcare, and in particular the need to support clinics like Kīpuka o ke Ola.

“... [K]ey health behaviors that impact chronic disease, including optimal exercise, nutrition, and weight, need attention across all age, gender, and race/ethnic groups. However, the rise in poor health outcomes and risky behaviors among children and teens is particularly alarming. Chronic diseases and their drivers are becoming more prevalent in the county; obesity has been on the rise, and diabetes is going undiagnosed. Unmanaged heart disease has led to high rates of hospitalizations and deaths among residents of the Big Island.”

A community health center with culturally-informed services is precisely the roll that Kīpuka o ke Ola fills within the North Hawaii community, and its success in this area is clearly demonstrated in its continual growth and expansion of services to meet demand, as well as its patient mix being primarily made up of underserved populations. Fifty percent of our patients are Native Hawaiian, and two-thirds of our patients are Medicaid/Medicare; KOKO also serves a number of homeless and uninsured individuals.

Additionally, Native Hawaiians also experience the highest rates of substance use, abuse, and chemical dependency. In particular, Native Hawaiians are the highest utilizers of tobacco statewide (DOH). Similarly, the overall age-adjusted death rate for cancer in Hawai'i County is consistently twice the death rate for the State and three times the death rate for Healthy People 2010. The reasons for the large difference are complex and includes inadequate access to care that inhibits timely screening, diagnosis and appropriate treatment as well as life-style risk factors such as smoking, obesity and alcohol consumption (Hawai'i County Community Health Profile).

Health experts and research suggest that mental health programs and services that are aligned with Native Hawaiian cultural identity, values and beliefs can significantly increase the number of Native Hawaiians who utilize mental health services. Where they do exist, such culturally grounded program in Hawaii have also demonstrated remarkable success in effectively improving their clients mental health and associated outcomes. Unfortunately, there is a lack of consistently available mental health programs and services that are sufficiently rooted in Native Hawaiian cultural identity, values, and beliefs. One of the primary uses of the additional treatment rooms will be to launch the integration of Hawaiian cultural health practices.

KOKO has found in its 5 years of operation and working with our target underserved population, that in addition to standard primary care and behavioral health services, our community needs programs that work directly with them and provides support through the process of making long-term changes towards healthier lifestyles. This includes building a cohort of people to support each other through these processes. KOKO needs a space to facilitate those community connecting opportunities to create regular ongoing support groups, educational activities, and culturally-based health practices.

This proposal creates the facilities and programming to better address these challenges. The large conference/meeting space allows for support groups to be formed and meet regularly. Some of the support groups that are needed are: Veterans, substance abuse, trauma, grief, as well as disorder specific support groups. The Nurse Practitioner and Medical Assistant expand primary care services to address inter-related health issues, and these positions will be sustained by service fees and insurance reimbursements once a full patient panel is established. Outreach and marketing activities will ensure that the underserved segments of the community know that they can access services regardless of insurance and financial resources. The administrative support for the Directors allows them the time to support and guide the growth process and run targeted supplementary wellness programs like Ulu Laukahi.

4. Describe the target population to be served; and

Kīpuka o ke Ola treats anyone who presents for services, but our target population is underserved people of Hawai'i – low income, Native Hawaiian, uninsured, underinsured, homeless, and the mentally-ill. Kīpuka o ke Ola has proven its effectiveness in reaching this target population, which the Hawaii County Community Health Needs Assessment identifies as being both “in great need” and “very difficult to reach.” Utilization of services

from Native Hawaiians is very low unless you have something familiar and comfortable to anchor into, which is why the culturally informed approach is so important to reaching the people in need who may not otherwise seek services. Currently, about half of our patients are Native Hawaii and two-thirds are Medicaid/Medicare recipients.

We are the only facility that is effectively integrating mental health and primary care because we have a balanced team of mental health and primary care practitioners. In addition to looking at connections between mental well-being and physical illness, our comprehensive team approach uses a lens that sees and addresses cultural factors.

Kīpuka o ke Ola is located in Waimea on North Hawai'i Island, which has the second highest density of Native Hawaiian's per capita, largely due to the large Department Hawaiian Homelands areas. The Waimea Hawaiian Homelands (WHHA) alone has over 500 Native Hawaiian lessees. WHHA is part of the Waimea Community that has a population of about 14,000 people of which roughly 40% are of Hawaiian decent (*Native Hawaiian DataBook*, Office of Hawaiian Affairs, 2002). There is a significant opportunity for these services to make a difference within the region.

5. *Describe the geographic coverage.*

Though KOKO is located on the Northern end of Hawai'i Island, in the center of Waimea, our service area is much wider than our local community. We have patients who come from all corners of Hawai'i Island. This is symptomatic of 3 main issues:

1. Limited access to medical and mental health care;
2. Lack of culturally-informed service providers;
3. Lack of service providers who will accept Medicaid, Medicare, and uninsured patients.

Our service area has a HRSA designation as a medically underserved population (MUP) and medically underserved area (MUA) with a HRSA rating of 17 for Mental Health services (the scale is 1 – 25 with the higher the score indicateing the greater the need).

### **III. Service Summary and Outcomes**

1. *Describe the scope of work, tasks and responsibilities;*

KOKO Directors are responsible for the implementation and management of the grant funded activities. The project begins with managing the renovation of the patient rooms, conference/meeting room, and expanded waiting room. As those activities are beginning, the Directors will hire the new nurse practitioner and medical assistant, and providing training to new staff on culturally competent care. Directors will lead the



community outreach activities and guide the creation and launch of additional marketing materials, advertisements, and informational materials.

The nurse practitioner and medical assistant will begin scheduling and seeing patients as soon as possible. With proper scheduling, this can begin in our current facilities before renovations are fully completed though access will be more limited. Outreach and marketing activities will ramp up as renovations are finishing in preparation for the opening of additional facilities.

Once the renovations are complete, a consistent schedule for support groups, group sessions relating to programs, and educational activities will be established to provide reliable support to those in need. The nurse practitioner will open her full schedule upon the opening of the new facilities. Hawaiian Cultural health practices also begin after renovations are complete and treatment rooms are available. KOKO's directors and board members have already begun conversations with practitioners who will offer their services.

Office and administrative staff will track data on patient numbers and other evaluation metrics. The directors will provide program oversight and use data that is tracked to evaluate and improve programs and services, and they will report to grantors as required. Directors will also continue to guide the growth and improvement of the clinic, and meet all compliance requirements of our Rural Health Clinic status.

2. *Provide a projected annual timeline for accomplishing the results or outcomes of the service;*

**Quarter 1**

Preparation of expanded clinic space is underway.

Nurse Practitioner and Medical Assistant are hired. More appointments are available for primary care and women's health services are now available.

Outreach and marketing activities commence.

**Quarter 2**

Move into the expanded space is complete.

Operational support and outreach efforts continue as patient numbers expand.

Group sessions, support groups, and educational events can begin at KOKO.

Progress report requirements are fulfilled.

**Quarter 3**

Nurse Practitioner's schedule is 90% full.

Group room is used on a daily basis.

**Quarter 4**

Patient panel has increased to 2,500 patients and 13,000 visits annually.

Weekly support groups and intermittent educational programs are well attended.

Female patients no longer require timely referrals and appointment processes for basic Women's health services.

3. *Describe its quality assurance and evaluation plans for the request. Specify how the applicant plans to monitor, evaluate, and improve their results; and*

Tracking of patients, demographic information, and health status is an integral part of operations and are automatically tracked. Assessment of patients' well-being, monitoring changes and adjust treatment level and approach is an innate part of KOKO's integrated health services approach. This includes surveys and questionnaires relating to KOKO's operations and patient services. As a part of maintaining Rural Health Clinic status, Kīpuka o ke Ola does an annual performance review to create a Quality Improvement Plan. This includes bringing in outside independent parties to assist with the review and creation of the plan.

During the process of establishing care, patients are asked about their personal and cultural practices. The information is then added into our electronic medical record where we derive the data for this calculation. Number of patients visits and type of are tracked for insurance reimbursement billing as well, so these systems are robust, well-established, and accurate. Some of the health indicators are listed below, and some include wellness goals that are even more closely monitored as a part of our supplemental health and well-being programs.

- 50% of patients show improvement on Patient Health Questionnaire (PHQ9) or the Generalized Anxiety Disorder 7-item (GAD-7) scale or other mental health indicators. A reduction in clinical acuity means the scores demonstrate a move toward lesser symptomatology (ie, from severe to moderate, or moderate to mild, or mild to minimal level)
- 50 % of medical patients show improved health through one or more of the following indicators:
  - reduce their weight to healthier Body Mass Index (BMI) levels;
  - decrease and stabilize blood pressure to healthier levels;
  - reduce and stabilize blood sugar levels to healthier levels;
  - decrease psychological stress and dysfunction (depression, anxiety, substance abuse) to more functional levels;
  - increase understanding and usage of health-promoting self-care activities in daily life
  - alleviation of other health issues
  - attend regular health maintenance check-ups
- Number of patients who utilize case management services.
- Number of patients who attend educational programs, group sessions, or use other supplementary services (Hawaiian Cultural health services, fitness programs, support groups, etc)

For overall clinic performance and patient satisfaction, we send quarterly feedback surveys that are then used to prioritize efforts in our Annual Quality Improvement Plan. Our goal is that

- 90% of patient satisfaction surveys will be positive concerning the providers encountered and services received
- 90% of direct patient interviews will be positive of the providers encountered and services received

4. *List the measure(s) of effectiveness that will be reported to the State agency through which grant funds are appropriated (the expending agency).*

### **Measures of Effectiveness**

Overall Measures of Effectiveness in meeting our mission and achieving intended goals and objectives are centered around reaching our target population, serving the underserved on the island, and expanding capacity to treat more patients and provide more services. Reports to the State-expending agency will include information on baseline levels before grant support was received as compared with levels throughout the grant funded period. KOKO will track and report changes in the following metrics:

- Number of patients and patient visits for:
  - Primary care
  - Mental Health
  - Pediatric
  - Women's Health
  - Assisted by case manager
  - Enrollment and usage of health programs and supplemental health services like lomi lomi, la'au lapa'au, and educational classes.
- Number and percentage of patients who are considered an underserved population
  - Uninsured
  - Underinsured
    - Medicaid
    - Medicare
  - Native Hawaiian
  - Pro bono clients
  - Patients who commute from outside the North Hawai'i district because of a lack of access to services/culturally-informed treatment approaches
- Number of patients who qualify for sliding scale co-pays
- Level of improvement on bio-psycho-social indicators of health for patients enrolled in programs that track incremental progress
- Results of the Annual Quality Improvement Plan

## **IV. Financial**

### **Budget**

1. The applicant shall submit a budget utilizing the enclosed budget forms as applicable, to detail the cost of the request.
  - a. Budget request by source of funds ([Link](#))
  - b. Personnel salaries and wages ([Link](#))
  - c. Equipment and motor vehicles ([Link](#))
  - d. Capital project details ([Link](#))
  - e. Government contracts, grants, and grants in aid ([Link](#))
  
2. *The applicant shall provide its anticipated quarterly funding requests for the fiscal year 2020.*

Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total Grant
\$140,000	\$70,000	\$70,000	\$70,000	\$350,000

3. *The applicant shall provide a listing of all other sources of funding that they are seeking for fiscal year 2020.*

Specific to this program:

Hawaii County Council – Non-profit grant

Rural Health Clinic reimbursements - Center for Medicare and Medicaid Services (see explanation below)

Majority of the budget comes from Kīpuka o ke Ola's income from billable services to insurance companies.

Support for other programs will likely be sought from:

Office of Hawaiian Affairs

HMSA Foundation

O'Neill Family Foundation

Hawaii Community Foundation

Atherton Family Foundation

Medtronics Foundation

possibly HRSA

4. *The applicant shall provide a listing of all state and federal tax credits it has been granted within the prior three years. Additionally, the applicant shall provide a listing of all state and federal tax credits they have applied for or anticipate applying for pertaining to any capital project, if applicable.*

Five Mountains Hawaii dba Kīpuka o ke Ola is a 501(c)3 tax exempt organization under the United States Internal Revenue Code. This is not a tax credit, but reduces taxable income.

- The applicant shall provide a listing of all federal, state, and county government contracts, grants, and grants in aid it has been granted within the prior three years and will be receiving for fiscal year 2020 for program funding.*

Hawaii State Grant-in-Aide 2016 = \$300,000

County of Hawaii – Non-profit grants 2018 for clinic expansion = \$21,550

County of Hawaii – Non-profit grants 2018 for Ulu Laukahi program = \$11,425

Rural Health Clinic designation through the Center of Medicare and Medicaid Services allows us to serve the disenfranchised at a higher rate of reimbursement from those insurers. This is not a set amount or grant, but it is a contract with the federal government. We are happy to provide additional information on this as needed.

- The applicant shall provide the balance of its unrestricted current assets as of December 31, 2018.*

The balance of its unrestricted current assets as of December 31, 2018 is \$217,659.

## **V. Experience and Capability**

### **1. Necessary Skills and Experience**

Our team has a history of creating community-based health programs for the benefit of our Native Hawaiian population that pre-dates the establishment of Kīpuka o ke Ola. Since KOKO's launch in late 2013, this organization has shown an ability to provide high-quality health care while expanding our capacity to serve more patients. From the start, KOKO has also been hugely successful in recruiting a high percentage of Native Hawaiian patients – consistently over 50% of our patient panel. The other area of note is our ability to treat patients who are skeptical of seeking treatment, especially because of the stigma around mental health services (a population which often includes a high number of kūpuna). Having a culturally-rooted practice allows us to address some limitations of Western medicine and address the intergenerational trauma and cultural healing that plagues many native peoples. KOKO does not turn away anyone seeking care, so keeping our patient base over 50% Native Hawaiian in a population ~ 16% Native Hawaiian (2017 census data) requires strong connections to our target community (discrepancy b/t OHA and census data). We have created strong connections through our community collaborations and intimate relationship with Hawaiian Homesteaders.

Kīpuka o ke Ola was established in late 2013 to address Native Hawaiian health disparities in North Hawai'i Island. The practice was co-founded by two Clinical Psychologists, Dr. Claren Kealoha-Beaudet and Dr. Franco Acquaro, with the support of

two staff, and began treating around 150 patients. KOKO has been successful in recruiting and on-boarding additional experienced and licensed health care providers and support staff, and steadily increasing our patient population size while diversifying services. KOKO has grown almost 10 times in the last four years from 150 to more than 1,500 patients. In 2017, KOKO had more than 5,000 patient encounters, and 2018 will be near 8,000 patient encounters. KOKO now offers mental health care, medical care, pediatrics, and social services assistance, and our team of providers includes the two founding Psychologists, a Nurse Practitioner, Physician Assistant, Psychiatrist, Family Practice Physician, and Medical Assistant. Providers also serve key roles within the organization management. As a health-care organization, our five-person team of support staff are indispensable contributors to fulfilling our mission.

In 2017, KOKO achieved a transformative step, becoming the first independent Rural Health Clinic from the Centers for Medicaid and Medicare in the State. It was the culmination of a rigorous, year-long clinic expansion, modification, and compliance review to receive this accreditation. Maintaining this status requires constant reporting from our compliance team. The benefit is additional reimbursements for under-insured patients, like Medicaid/Medicare recipients, as many practitioners will not accept these patients due to low reimbursement rates.

KOKO has made it its mission to address health disparities of Native Hawaiians, but also to provide treatment to other underserved populations – uninsured, underinsured, low-income, Medicaid, and Medicare patients. Half of our patients also fall into one of these categories, and many of them are also Native Hawaiian and kūpuna. These chronically underserved populations are some of the hardest to reach and treat according to the *Hawaii County Community Health Needs Assessment (CHNA 2013)*, but KOKO has shown success year after year in helping these patients.

## **2. Facilities**

In 2017, Kīpuka o ke Ola completed the renovations of their new expanded offices at U'ilani Plaza in downtown Waimea on Hawaii Island. This allowed an expansion of both patient capacity and diversification of services that increased the number of treatment rooms, type of treatment rooms, and created a clinic space that is ADA compliant.

The Primary Care and Pediatric Clinic build-out included five treatment rooms. There is one treatment/procedure room and four Primary Care visit rooms. This expanded space is already almost at capacity with the Nurse Practitioner, Physician Assistant, Medical Doctor and Pediatric care.

On the Mental Health side of the clinic, there are also five offices -- one office for Child/Adult Psychiatry, and four additional offices for Psychology, Social Work, and Case Management. We currently have two full-time Psychologists and one full-time adult and child Psychiatrist, and we are looking to bring on another Psychologist due to a patient load that is already too full to meet demand, as well as, the addition of a Clinical Case Manager.

Also, in the last six months the clinic added more administrative offices.

This project would support 4 additional treatment rooms and a group meeting/educational space. The group space is already rented by KOKO but needs some renovation to create 2 treatment rooms. Another space recently became available next to the current office. We would like to acquire this office to expand the waiting room; since the growth of the clinic in the last year, there is no longer enough space for patients in the waiting room so frequently people wait on the benches outside. The additional space would expand the waiting room and add to additional treatment rooms that would be equipped to support women's health visits.

## **VI. Personnel: Project Organization and Staffing**

### **1. Proposed Staffing, Staff Qualifications, Supervision and Training**

This proposal provides initial support for two new positions for KOKO's expanding operations – Nurse Practitioner and Medical Assistant/scheduler. It also supports administrative time for the Directors. This is critical for 3 primary purposes - ensuring the supplemental health programs are effectively implemented, meeting stringent compliance requirements as a Rural Health Clinic, and maintaining the growth and trajectory towards Kīpuka o ke Ola's mission.

Dr. Claren Kealoha-Beaudet.

Dr. Kealoha-Beaudet is the Executive Director, RHC Clinic Manager, and Clinical Psychologist at KOKO. She is a pastoral Hawaiian Homesteader and was the former Director of Behavioral Health at Kaheleaulani, the Native Hawaiian Health Program at North Hawai'i Community Hospital (NHCH). She was key in establishing Kaheleaulani at NHCH, and she has worked with the North Hawai'i District Department of Education, West Hawai'i Community Health Center and E Ho-ona-auao Psychological Services as a Clinical Psychologist. In addition, she was a benefactor of the Native Hawaiian Health Scholarship Program. For this project, Dr. Kealoha-Beaudet will be primary lead program implementation, management, and oversight, and she may provide direct behavioral health services and education.

Dr. Kealoha-Beaudet accepted the kuleana of founding and establishing Kīpuka o ke Ola after she attended a Hawaiian Homesteaders Association meeting in June of 2012 and listened to results of the association's needs assessment.

Dr. Franco Acquaro

Dr. Franco Acquaro is the Associate Director, RHC Compliance Officer, and second Clinical Psychologist at KOKO. He has previously worked as a Clinical Psychologist at Kapi'olani Child Protection Center, Kealamakani Psychological Services, and Kaheleaulani, the Native Hawaiian Health Program at North Hawai'i Community Hospital

(NHCH). He joined Dr. Kealoha-Beaudet in the founding efforts of KOKO. He was also the Executive Director of the West Hawaii Medication Center and previous Associate Director of Family Support Services of West Hawaii. He has served as the lead pastor of the Amida Hawai'i group in Waimea since 2006. For this project, Dr. Franco Acquaro will be providing direct behavioral health services including individual, couples and family psychotherapy and some project assessment.

**Mr. Kaidden Kelly**

Mr. Kaidden Kelly is the KOKO Physician Assistant (MS, PA-C) and RHC Safety Officer. Mr. Kelly was also a Native Hawaiian Health Scholar. He received his medical training at Portland State University and Philadelphia College of Osteopathic Medicine. He has completed medical rotations in Family Medicine, Psychiatry, Internal Medicine, General Surgery, Pediatrics, Emergency Medicine, OB/GYN, and Cardiology. He is a graduate of Kamehameha Schools – Hawai'i Campus. He is will assist in diagnosis and medical treatment when needed.

**Dr. John Kurap**

Dr. John Kurap, is a Family Physician providing broad spectrum Primary Care for all ages; newborn to geriatric (including chronic disease management, nutrition and overall health coaching, joint injections, skin biopsies, cryotherapy, mental health management). Dr. Kurap has worked at Waimea Urgent Care, North Hawai'i Community Hospital, Hilo Urgent Care and Bay Clinic. Dr. Kurap is KOKO's Medical Director. He has worked internationally in underserved and disenfranchised communities in Kenya and Guatemala. He completed his medical education at the University of Michigan and then completed his medical residency at Duke University Hospital (Department of Community and Family medicine). For this project, Dr. Kurap will providing direct primary care and behavioral health medication management services.

Another key role is: Stephanie David, the Ulu Laukahi Project Coordinator, who has a B.A. in Sociology, M.A. in Creativity Theory and her teaching credential through the Indigenous Center for Education. She is also in the process of earning an Integrated Health and Wellness Nutrition Coach certification. She may be assisting with educational activities and co-offering classes with Lei Hulu and Ulu Laukahi participants.

**Clinical Case Manager**

The Clinical Case Manager will support this program as well, but this position works with all of KOKO's patients. We are in the process of re-staffing this position. This position will work with the Lei Hulu staff position to provide assistance as needed.

**Ms. Wendy Cypriano**

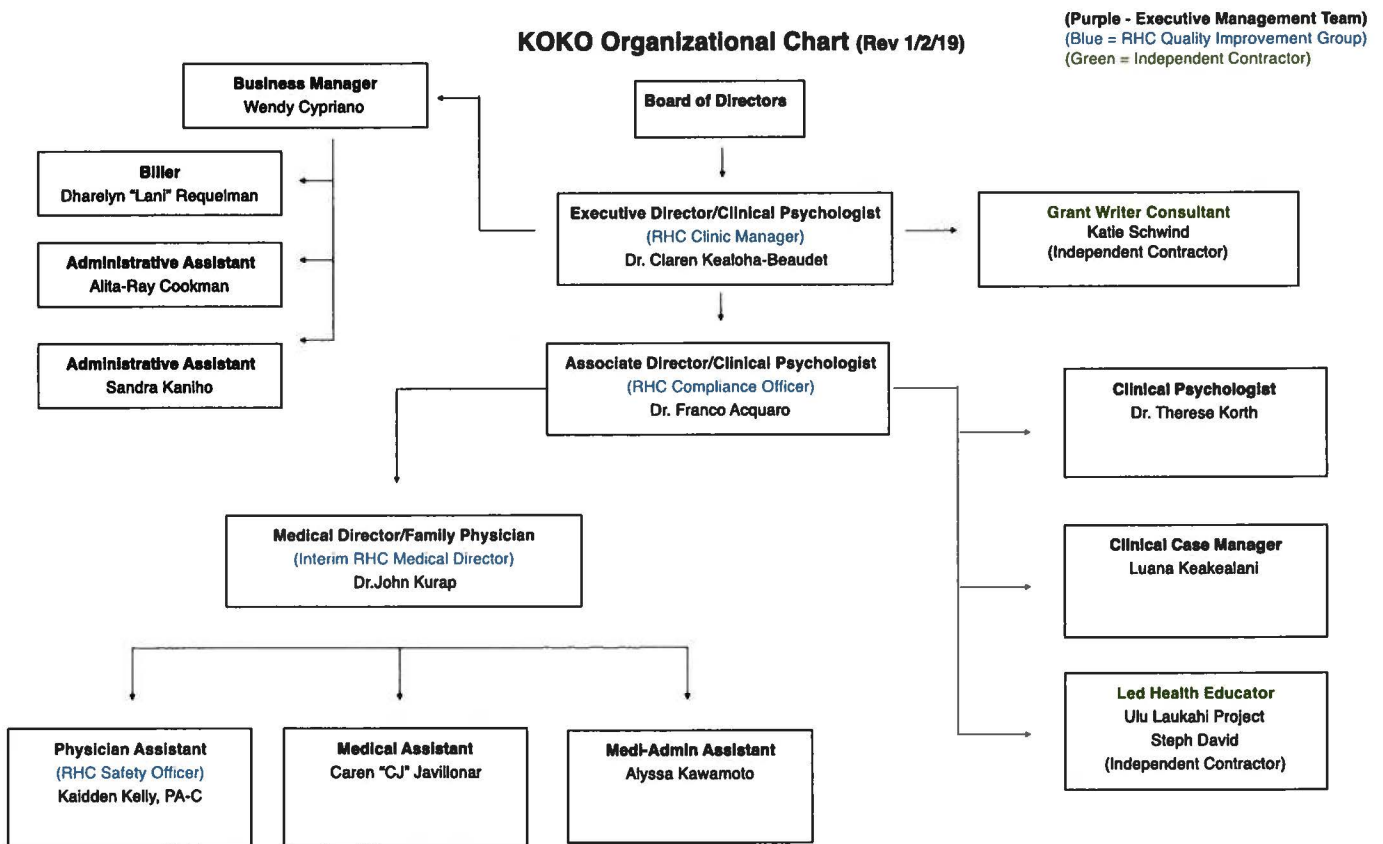
As Business Manager, Ms. Cypriano supervises and manages the support personnel. She interfaces with our external human resources department; completes payroll;



generates/updates agency budget tracking; maintains personnel records; and provides billing oversight for the clinical services delivered.

As a healthcare organization, our support staff are an indispensable part of our team; the medical and mental health staff is supported by Caren Javillonar - Medical Assistant, Wendy Cypriano - Business Manager, Lani Reuelman – Biller, Alita-Ray Cookman - Administrative Assistant, and Sandra Kaniho - Administrative Assistant.

## 2. Organization Chart



## 3. Compensation

Medical Director, Primary Care Physician \$180,000  
 Executive Director, Clinical Psychologist \$140,000  
 Associate Director, Clinical Psychologist \$135,000

## **VII. Other**

### **1. Litigation**

Five Mountains Hawaii dba Kīpuka o ke Ola (KOKO) has no pending litigation.

### **2. Licensure or Accreditation**

**Claren Kealoha-Beudet, Psy.D.** - Licensed Psychologist. Executive Director/ Clinical Psychologist (Native Hawaiian Health Scholar)

**Franco Acquaro, Ph.D.** - Licensed Psychologist. Associate Director/Clinical Psychologist

**Kaiden Kelly, MS, PA-C** – Physician Assistant (Native Hawaiian Health Scholar)

**John Karup, MD** – Licensed Family Physician. Medical Director

Rural Health Clinic designation from the Center for Medicaid and Medicare Services

### **3. Private Educational Institutions**

This project is independent of any educational institutions.

### **4. Future Sustainability Plan**

Funding in the 2019-2020 fiscal year supports the high upfront costs of expanding facilities and staffing. With improved reimbursement rates, once the nurse practitioner increases her patient panel, her costs and most of the related overhead costs will be sustained by patient fees and insurance reimbursements. These expansion phases are when additional resources are necessary to increase beneficial impacts and meet more of the community needs. Since its start in 2013, KOKO has been extremely effective in leveraging grants to support growth and development of new services. This has enabled its rapid growth from ~200 patients to 2,000 patients, while maintaining a focus on its target population.

Furthermore, KOKO just completed the first year as a Rural Health Clinic, which has resulted in the first year that KOKO is on budget and able to support majority of clinic costs from revenue. After this system is established for a couple years, then we expect clinic will have additional capital to support some new programs and expanding

services. There are some supplementary health and well-being programs that will not be eligible for insurance reimbursements and may require ongoing support from clinic revenue, fundraising, and targeted grants.



## BUDGET REQUEST BY SOURCE OF FUNDS

Period: July 1, 2019 to June 30, 2020

Applicant: Five Mountains Hawaii dba Kipuka o ke Ola

BUDGET CATEGORIES	Total State Funds Requested (a)	Total Federal Funds Requested (b)	Total County Funds Requested (c)	Total Private/Other Funds Requested (d)
<b>A. PERSONNEL COST</b>				
1. Salaries	138,390		15,550	409,140
2. Payroll Taxes & Assessments	8,600			62,000
3. Fringe Benefits	7,900		3,000	22,000
<b>TOTAL PERSONNEL COST</b>	<b>154,890</b>		<b>18,550</b>	<b>493,140</b>
<b>B. OTHER CURRENT EXPENSES</b>				
1. Outreach/develop/ads (radio, print,	19,900		1,000	4,000
2. Web and social media O&M	5,000			2,000
3. Printing	2,000			1,000
4. Lease/Rental of Space	30,000		2,000	60,000
5. Staff Training - CME	8,000			3,000
6. Medical Supplies	12,000			3,000
7. Telecommunication	5,500			18,000
8. Utilities	9,050			15,000
9. Insurance - GL & Medical	2,000			10,000
10. Accounting/Audit/Compliance	9,050			21,000
11. Renovation - Group/treatment room	50,000			
12. Software	0			24,000
13. HR Service fee	0			12,000
14. Pro bono patient support	20,000			5,000
15. Office Supplies	2,000			10,000
16				
17				
18				
19				
20				
<b>TOTAL OTHER CURRENT EXPENSES</b>	<b>174,500</b>		<b>3,000</b>	<b>188,000</b>
<b>C. EQUIPMENT PURCHASES</b>	<b>20,610</b>			
<b>D. MOTOR VEHICLE PURCHASES</b>	<b>0</b>			
<b>E. CAPITAL</b>				
<b>TOTAL (A+B+C+D+E)</b>	<b>350,000</b>		<b>21,550</b>	<b>681,140</b>
<b>SOURCES OF FUNDING</b>		Budget Prepared By:		
(a) Total State Funds Requested		Claren Kealoha-Beaudet 808-245-5900		
(b) Total Federal Funds Requested		Name (Please type or print)		
(c) Total County Funds Requested		Claren Kealoha-Beaudet 01/16/19		
(d) Total Private/Other Funds Requested		Signature of Authorized Official Date		
<b>TOTAL BUDGET</b>		Claren Kealoha-Beaudet, Executive Director/ Name and Title (Please type or print) PSD		

## BUDGET JUSTIFICATION - PERSONNEL SALARIES AND WAGES

Period: July 1, 2019 to June 30, 2020

Applicant: Five Mountains Hawai'i dba Kīpuka o ke Ola

POSITION TITLE	FULL TIME EQUIVALENT	ANNUAL SALARY A	% OF TIME ALLOCATED TO GRANT REQUEST B	TOTAL STATE FUNDS REQUESTED (A x B)
Executive Director/Clinical Psychologist, RHC Clinic Manager	1	\$140,000.00	30.00%	\$ 42,000.00
Associate Director/Clinical Psychologist, RHC Compliance Of	1	\$135,000.00	12.00%	\$ 16,200.00
Nurse Practitioner	1	\$95,000.00	45.00%	\$ 42,750.00
Medical Assistant/Scheduler	1	\$37,440.00	100.00%	\$ 37,440.00
Medical Director/Physician	1	\$180,000.00	0.00%	\$ -
Physician Assistant	1	\$95,000.00	0.00%	\$ -
Medical Assistant/Front Office	1	\$37,440.00	0.00%	\$ -
Busines Manager	1	\$60,000.00	0.00%	\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
<b>TOTAL:</b>				<b>138,390.00</b>

JUSTIFICATION/COMMENTS: As the clinic continues to expand, diversify programs, and create targeted programs to address demonstrated needs, the clinic Directors require additional time to manage programs, growth, and fulfill compliance requirements of the Rural Health Clinic designation. The nurse practitioner provides women's health services and supports the increasing primary care patients. Additional medical assistant is needed for expanding patient load.

## BUDGET JUSTIFICATION - EQUIPMENT AND MOTOR VEHICLES

Period: July 1, 2019 to June 30, 2020

Applicant: Five Mountains Hawaii dba Kīpuka o ke Ola

DESCRIPTION EQUIPMENT	NO. OF ITEMS	COST PER ITEM	TOTAL COST	TOTAL BUDGETED
Bariatric Exam Table (with shipping)	2.00	\$3,500.00	\$ 7,000.00	7000
Conference Table	1	\$5,000.00	\$ 5,000.00	5000
Individual chairs including stackable conference chairs	30	\$65.00	\$ 1,950.00	1950
Massage Tables (for lomi lomi and exam rooms	2	\$250.00	\$ 500.00	500
Rolling exam stools	4	\$115.00	\$ 460.00	460
Computers	4	\$1,200.00	\$ 4,800.00	4800
Phone system (1 conference line \$300 + 4 phone \$150 each)	6	\$150.00	\$ 900.00	900
<b>TOTAL:</b>	49		\$ 20,610.00	20,610

JUSTIFICATION/COMMENTS: The expansion of the clinic will require additional furnishings for 4 treatment rooms and 1 large conference room/ meeting space for group sessions, educational classes, and program meetings. Phones and computers are also necessary for the rooms and the 2 newly proposed positions.

DESCRIPTION OF MOTOR VEHICLE	NO. OF VEHICLES	COST PER VEHICLE	TOTAL COST	TOTAL BUDGETED
N/A			\$ -	
			\$ -	
			\$ -	
			\$ -	
			\$ -	
<b>TOTAL:</b>				

JUSTIFICATION/COMMENTS: 

## BUDGET JUSTIFICATION - CAPITAL PROJECT DETAILS

Period: July 1, 2019 to June 30, 2020

Applicant: Five Mountains Hawai'i dba Kīpuka o ke Ola

FUNDING AMOUNT REQUESTED						
TOTAL PROJECT COST	ALL SOURCES OF FUNDS RECEIVED IN PRIOR YEARS		STATE FUNDS REQUESTED	OTHER SOURCES OF FUNDS REQUESTED	FUNDING REQUIRED IN SUCCEEDING YEARS	
	FY: 2017-2018	FY: 2018-2019	FY:2019-2020	FY:2019-2020	FY:2020-2021	FY:2021-2022
PLANS						
LAND ACQUISITION						
DESIGN						
CONSTRUCTION						
EQUIPMENT						
<b>TOTAL:</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

JUSTIFICATION/COMMENTS: \$50,000 is need for the renovation of the adjacent rental offices in the building. This would create a large group meeting room for educational classes and meetings, 4 treatment rooms, and allow us to expand the waiting room so people don't have to wait outside.  
 We were advised by Senate Ways and Means office to include the \$50,000 in renovations in operating since it is a rather small amount. See line 11 of page 6.



**GOVERNMENT CONTRACTS, GRANTS, AND / OR GRANTS IN AID**

Applicant: Five Mountains Hawaii dba Kīpuka o ke Ola

Contracts Total:

21,500

	<b>CONTRACT DESCRIPTION</b>	<b>EFFECTIVE DATES</b>	<b>AGENCY</b>	<b>GOVERNMENT ENTITY</b> (U.S. / State / Haw / Hon / Kau / Mau)	<b>CONTRACT VALUE</b>
1	County of Hawaii - Non-profit grants for expansion of social services (Will be applying again for 2019 support)	7/1/18 - 6/30/19	County of Hawaii County Council	Haw	21,500
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