



May 2, 2016

Dear Chair and members of the County of Santa Barbara Board of Supervisors,

Santa Barbara Neighborhood Clinics (SBNC) greatly appreciates the important relationship we share with the County of Santa Barbara in an effort to provide comprehensive medical care, comprehensive dental care, behavioral health, and enabling service assistance to the residents of south Santa Barbara County. The support of the County Health Department and the Supervisors, and our collaborative work is extremely valuable to SBNC. Thank you.

Today we ask for your support to provide additional access for dental care to our county's underserved population at our Goleta Neighborhood Dental Clinic (GNDC) located at 164 Kinman Avenue. We are in the process of expanding the 3-chair clinic which opened in late 2014 to a new and more efficient 9-chair clinic and are fundraising to pay for the construction and equipment costs. The total project cost is \$1,315,358. To date, donation commitments are at \$1,150,000, leaving \$165,358 still to raise.

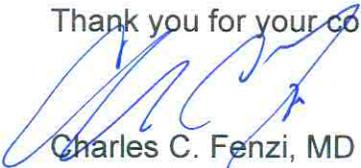
We are asking you to support this important project for the residents of Santa Barbara County with a substantial \$50,000 contribution, or as much as you are able to contribute. Construction is expected to be completed in the summer of 2016.

In calendar year 2015 the 3-chair clinic served 1,546 patients with 5,937 visits. In the ramp up year after opening with 9-chairs we anticipate growing our patient base to more than 3,246 with more than 12,335 visits. And in the coming year we expect further growth. We maintain a 5-year lease, begun in July 2014, with 2 5-year extension options. Ninety-four percent of our current GNDC patients are at or below 200% of the FPL, 63% are Hispanic or Latino, and 40% are 19 or younger.

Your contribution to this project will help thousands of residents improve their health and wellbeing for years to come.

We would also be pleased to offer you a Sponsorship Opportunity for your \$50,000 contribution with a plaque in the beautiful new facility.

Thank you for your consideration,



Charles C. Fenzi, MD  
Chief Executive Office & Chief Medical Officer

NB, your support will help thousands for years to come. Please partner with us to expand dental care for the underserved.



# FY 2016-17 Outside Agency Funding Request Form

**Deadline for Submission: Monday, May 2, 2016, 5:00 p.m.**

The Board of Supervisors *may* consider funding requests from outside agencies during the **FY 2016-17** budget hearings in June 2016, if funding is available. An allocation of funding to outside agencies is not guaranteed.

Please submit the following by **5:00 p.m., Monday, May 2, 2016, NO EXCEPTIONS, via Email or Hardy Copy (postmarks will not be accepted):**

1. Provide a cover letter explaining your request; and
2. Fill out this application (no more than 2 pages); and
3. Attach the Line Item Budget spreadsheet (no more than 2 pages) for the agency's program request

Hearings are scheduled for June 13, 15, and 17, with Outside Agency Requests considered on one of these days (yet to be determined). The **requesting agency must be represented and present**; please plan accordingly.

Total Request: \$ 50,000

Name of Organization: Santa Barbara Neighborhood Clinics

Title of Program: Goleta Neighborhood Dental Clinic Expansion Project New or ongoing program? New

Location(s) of services delivered: 164 Kinman Avenue, Goleta, CA 93117

Name of Agency Executive Director: Charles C. Fenzi, MD

Phone #: 805-617-7850 Email: charles.fenzi@sbclinics.org Website: www.sbclinics.org

1. Briefly summarize the purpose of the program, why the funds are needed, and the benefit to the community:

Santa Barbara Neighborhood Clinics (SBNC) operates 4 primary care medical clinics: two in the City of Santa Barbara, one in Isla Vista, and the most recent site in Goleta. Additionally, 2 dental clinics are serving the community, one in Santa Barbara and the other in Goleta. SBNC is a integral part of the health of the community and the low-income, unemployed, and homeless families and individuals we serve. We offer service on a sliding scale fee and will not turn anyone away regardless of their ability to pay. We request \$50,000, or as much as the Santa Barbara County is able to give, to help complete the expansion of the Goleta Neighborhood Dental Clinic (GNDC) from 3 chairs to 9 chairs. The budget for the project is \$1,315,358.62. Dollars donated to fund the project total \$1,150,000 to date; leaving a gap of \$165,358.62. Construction is slated to be completed in the summer of 2016. Our contingency plan, should we not raise all the necessary funding, is to draw on a loan which we have been approved for.

2. Briefly summarize the service to be provided and how many people will be served:

GNDC provides comprehensive dental care including, but not limited to, the following: comprehensive oral exams with x-rays; emergency dental care; surgical and non-surgical extractions; restorations, including fillings, build ups, crowns, and bridges; root canal therapy; dentures, and implants over dentures; prophylaxis; periodontal (gum) treatments and surgery; pediatric dentistry; removal of cysts and oral biopsies; implants, bone grafts and tissue augmentation. In 2015 our 3 chair clinic: served 1,546 individual patients and provided 5,937 patient visits. Patient demographic include: 40% 19 years of age or younger; 7% 65 and older; 56% female, 44% male; 63% Hispanic or Latino; and 94% at or below 200% of the federal poverty level (FPL) (family of 4 earning less than \$48,500 a year). In FY 2016-17 the expansion is projected to grow our individual patient base to more than 3,246, with total visits of more than 12,335. We expect our patient demographic percentages to remain the same.



3. Detail the timeline for providing the service:

Construction to expand the GNDC from 3 chairs to 9 is expected to be completed in summer 2016. The County of Santa Barbara's investment in this project is expected to last for years to come. GNDC maintains a 5-year lease, begun in July 2014, with 2 5-year extension options available. The good this project will do for the health of thousands of local residents, infants through seniors, for years to come is immeasurable.



4. Describe key outcomes to be achieved with the funding and how they will be measured:

Key outcome 1: Implementation of a specific program for homeless people at GNDC. Success measured by implementation by FY 2017-18. Key outcome 2: Implementation of an oral hygiene and nutrition class for GNDC patients. Success measured by implementation within FY 2016-17. Key outcome 3: Grow our number of patients seen at GNDC to 3,246 or more by the end of FY 2016-17.



5. Describe if this is a one-time or ongoing request, and if funded in prior years and amounts:

This is a one time request to expand GNDC from 3 chairs to 9 to fulfill the need for dental care for the low-income working poor, jobless, and homeless. The "Snapshot of Santa Barbara County" produced by the Department of Social Services in 2013 revealed that of the 37,942 adults in poverty in the County, 58 % (22,113) resided in South County. By providing more capacity for care at GNDC you will contribute to improved overall health for individuals and better community health, keeping people healthy and out of our medical clinics and emergency rooms.

6. Describe the agency's expertise and capacity to deliver services including fiscal stability:

GNDC currently utilizes 1 full-time dentists with many years of experience, and 2 dental residents. In FY 2016-17 we will add 1 additional full-time dentist and 1 additional resident. We have the capacity to do this due to revenue from the expansion of the California public dental insurance (Denti-Cal) for low-income populations, and a federal grant to assist with funding our additional staff support.



7. Agency staff responsible for application: Anne Kratz, anne.kratz@sbclinics.org, 805-324-8319

County Staff Comments Only:

**Address submittals to:**

Adriana de Bruin  
Business Manager, County Executive Office  
105 E. Anapamu Street, Room 406  
Santa Barbara, CA 93101

**Requests can be emailed to:** [outsideagency@countyofsb.org](mailto:outsideagency@countyofsb.org)

**Questions:** Please contact Adriana de Bruin, Business Manager, County Executive Office, at 568-3400.

Santa Barbara Neighborhood Clinics  
 Goleta Neighborhood Dental Clinic Expansion Project  
 \$50,000

<b>Construction Project Budget</b> <b>Funding Sources/Revenues</b>	<b>FY 2015-16, 2016-17</b>	
	<b>Committed</b>	<b>Uncommitted</b>
County of Santa Barbara		\$ 50,000.00
HRSA	\$ 100,000.00	
Cottage Health	\$ 700,000.00	
Mosher Foundation	\$ 50,000.00	
Michael & Anne Towbes	\$ 250,000.00	
Alice Tweed Touhey Foundation	\$ 50,000.00	
<b>Total</b>	<b>\$ 1,150,000.00</b>	<b>\$ 50,000.00</b>

<b>Funding Uses/Expenses</b>	<b>Budget</b>
Architect/Structural Engineering	\$ 71,200.00
E&O Insurance	\$ 3,500.00
Demo/Asbestos Removal/Preliminary Phase	\$ 22,104.00
Concrete-Interior/Exterior	\$ 42,148.00
Carpentry	\$ 27,756.00
Plumbing	\$ 74,870.35
Electrical	\$ 86,340.61
Exterior Siding/Insulation	\$ 8,365.00
Drywall	\$ 16,021.80
Roof/Rooftop Fencing for HVAC-added cost	\$ 15,913.00
Doors/Windows	\$ 12,255.44
Cabinetry	\$ 67,424.00
Flooring	\$ 26,600.00
Painting	\$ 18,500.00
Incidentals	\$ 7,440.00
Phase 2 Conversion	\$ 8,009.25
Supervision/Overhead/Profit - GC	\$ 86,402.06
Contingency-GC	\$ 37,569.00
Landlord Exterior Request	\$ 5,000.00
Structural Upgrades	\$ 39,000.00
Electrical Svc Upgrade 240/3phase	\$ 30,000.00
HVAC	\$ 185,160.00
Equipment-Dental Chairs	
Outfitted/Compressor/Phones/Alarms	\$ 267,851.11
Dental Instruments	\$ 35,929.00
Furniture/Décor	\$ 30,000.00
Computers/Labor/Cabling	\$ 40,000.00
Project Contingency	\$ 50,000.00
<b>Total</b>	<b>\$ 1,315,358.62</b>