

# Grand County Business & Resource Hub Planning Meetings

October 11-12, 2023  
Granby, CO



Who



Rural  
Health Network  
Healthier Together

STEADMAN  
GROUP, LLC



# Intros

1. Name
2. Organization (if any)
3. What brings you here?

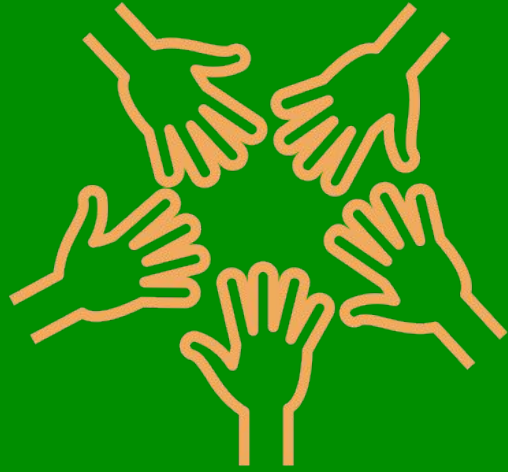


**Why are  
we here?**

- **Centralized building** that benefits the economy & improves service reach & resource sharing
- YOUR ideas & energy
- Build our Grand community!

# Agenda

1. Welcome & intros
2. Meeting agreements
3. History & background
4. Focus group results
5. Feasibility
6. Workgroups (break)
7. Workgroup reports



- Participate & listen
- Cell phones silenced
- One person at a time
- Respect all opinions
- Stay on task
- Informal & comfortable



# History & background

# History

## Ongoing Need

- People don't know what resources they need until they need them
- When they do need them, they don't know where to go to get the resources



# History

## **Long-standing Strategy to Improve Access to Services**

- Identified as a need, and as a solution, in numerous needs assessments since 2000
- Planning has been halted by external forces and local concerns

# History

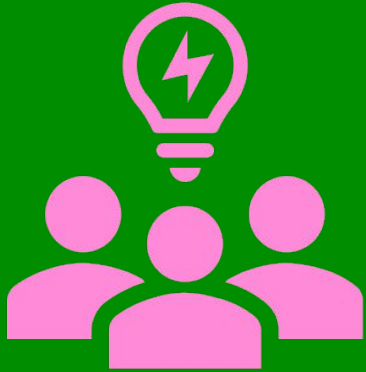
## Data-Informed

1. 2000 – Assessment of healthcare resources
2. 2005 – Economic Impact Study
3. 2010 – Qualitative Evaluation of the Underserved Populations
4. 2018 – Community Health Needs Assessment and Prioritization Plan
5. 2022 Behavioral Health Strategic Plan

# History

## Previous Work

1. MPH Granby Campus
2. 2017-18 Planning Process & Architectural Mapping



# Focus groups

# Focus groups

1. September 5, 2023  
(Conducted in Spanish): 11  
participants
2. September 7, 2023  
(Conducted in English): 12  
participants

# Findings

## People **NEED** a very broad range of health & human services, e.g.:

- Spanish-speakers
- Health services
- Child & elder care + transportation
- Support groups (domestic violence, alcohol recovery, new mothers & women's health, men's support)
- Food bank, additional access
- Job & temp services
- Job training
- Parenting/foster parent classes
- Drug testing
- DUI classes
- Rape kits...

# Findings

## **Behavioral health services are a priority**

- Mental health & substance use disorder

# Findings

## The community wants a welcoming building space & certain amenities

- ADA-compliant
- Privacy for appointments
- Technology access
- Space for community meetings & events
- Temporary shelter & showers
- Large public space
- Community kitchen
- Child play area
- NO screening of citizenship status



# Findings

## People need affordable services and amenities

- Free, Medicaid, Medicare, supported, etc.
- Rental space, business & coworking space

# Findings

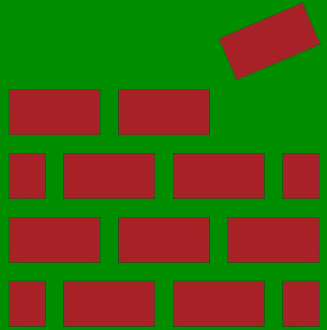
**There is agreement on a location: Granby!**

- Kremmling satellite services

# Findings

**There are successful models out there!**

- We can learn & borrow from the best



Feasibility

# Market

- What's the demand for this building?
- Who will need and use it?
- What are their needs?

# Market: what we know Us

- Population ~16,000
- 8 people/sq mi -> challenges accessing services
- 11.2% uninsured rate
- 6.8% live in poverty
- 63% are under 400% of Federal poverty level
- Over 200 nonprofits

# Grand County Public Health: WIC Clients - 2018

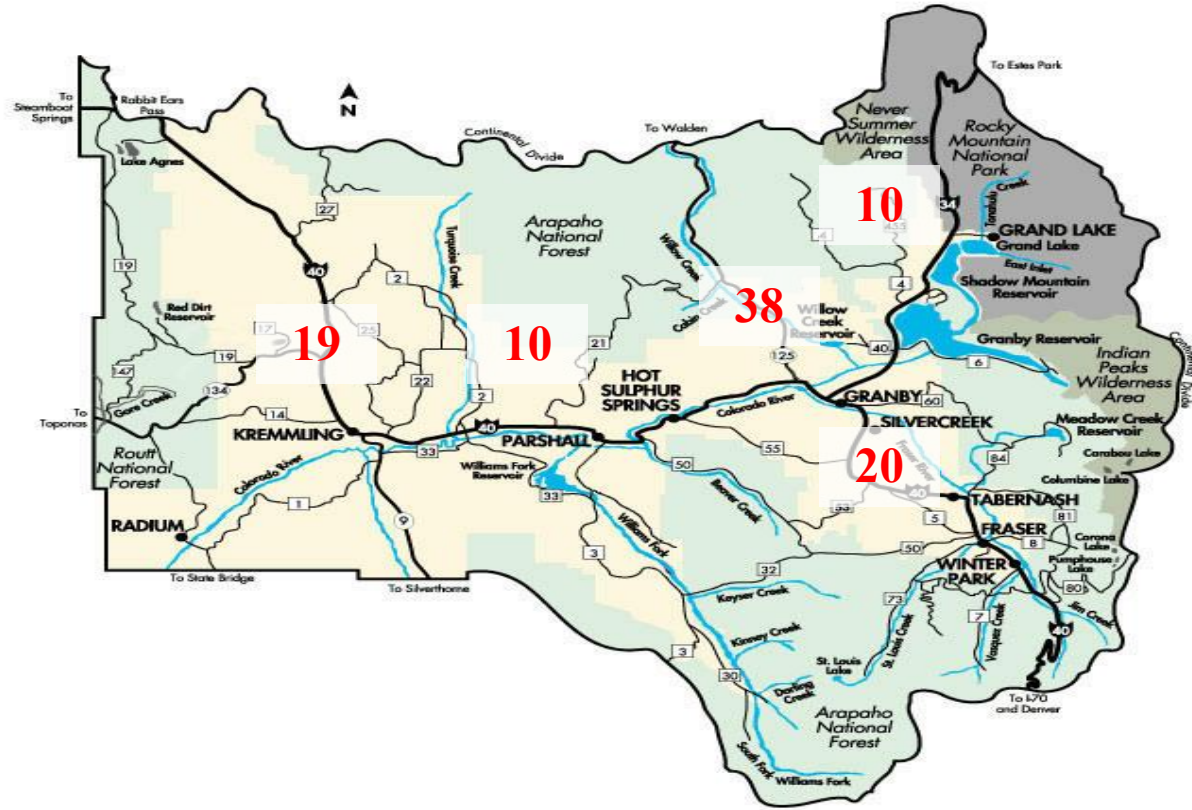
Total 97 Clients

GB/GL 50%

F/WP 20%

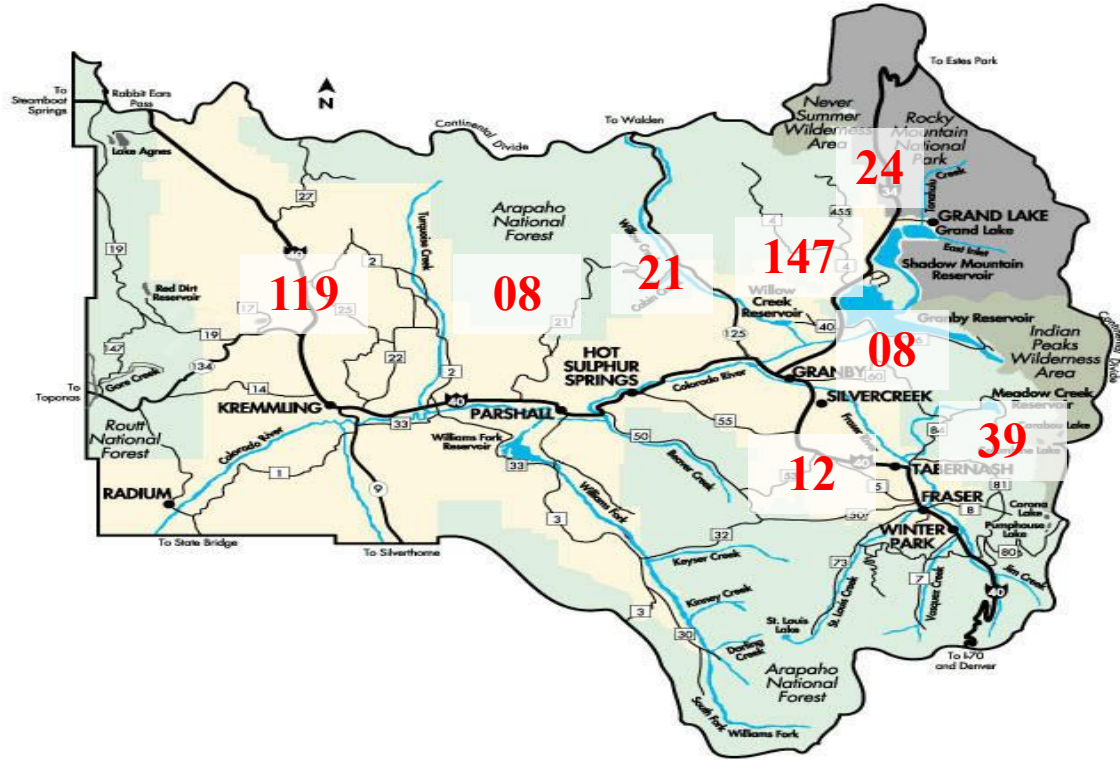
K 20%

HSS 10%



# Grand County Human Services: Food Assistance, TANF, Adult Financial - 2018

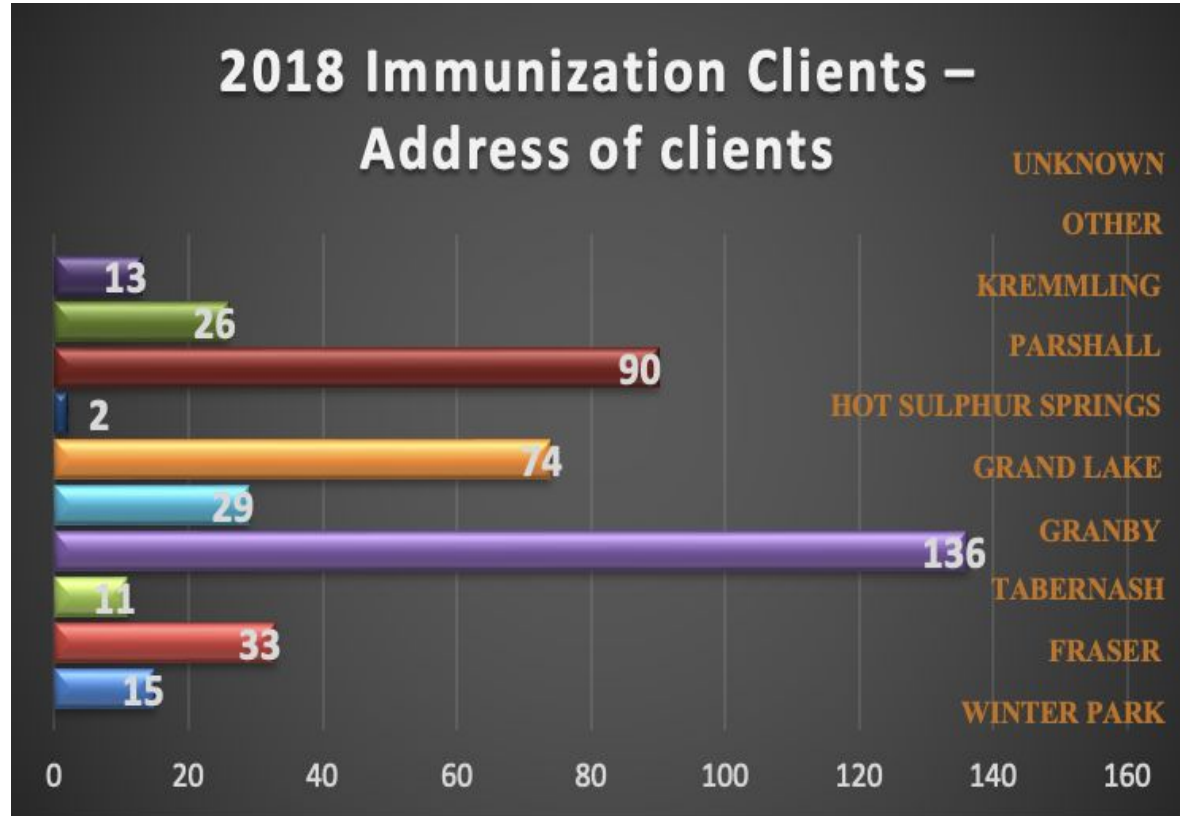
Total 378  
East Grand 251  
West Grand 127





# Grand County Public Health: Immunizations – 2018

- Total 429
- In-County addresses 390
- EGSD (298) 76%
- WGSD (92) 24%
- Granby 35% of clients
- 81% (316) of clients must drive to HSS



# Market: what we know Services

- Centralized building in Granby
- Satellite location(s)
- Range of meeting rooms
- Rentable Work & Meeting Space
- Care Coordination Pods
- Adult Education
- Childcare and Playroom
- Senior Nutrition & other Sr. Services
- Youth Engagement

**Market:  
what we  
know  
Services  
Cont.**

- Foodbank, additional access
- Greenhouse
- Recycling & Composting
- Commercial Kitchen
- Restaurant/Soup Kitchen (WIC & SNAP)
- Food Safety Training
- Cultural/Hispanic Community Ctr
- Observation rooms
- Wellness Center

# Legal & technical

- Services
  - Regulatory
  - Legal
- Building
  - Tech
  - Infrastructure
- Regulatory
  - Zoning

# Legal & technical: what we know

- Liability insurance
- HIPAA/confidentiality
- Business agreements & leasing model
- Public/private partnerships

**Legal &  
technical:  
what we  
know  
Cont.**

- Patient/client care requirements & technology needs
- Americans with Disabilities Act (ADA)
- Waste management
- Fire code

# Financial

- Cost estimates
- Fundraising: potential sources (grants, loans, investors, public funding)
- Projections: est. revenue, expenditures, profitability
- Return on Investment (ROI)



**In 2018, Estimated \$19-57 million for 40,000 square foot building**



**Financial:  
what we  
know  
Funding**

- Grants & loans for capital (vs. leasing) & cash
- USDA Rural Dev., USDA WIC, other USDA grants
- CO DOLA
- Others
- Capital campaign

**Financial:  
what we  
know**  
**Funding**

- Tenant leases
- Commercial kitchen
- Greenhouse/garden
- Space rentals

**Financial:  
what we  
know**  
**ROI**

## **Hub (co-located building)**

1. Reduced operating costs
2. Increased visibility
3. Increased funding
4. Improved employee satisfaction & staff retention

**Financial:  
what we  
know**  
**ROI**

## Care coordination

1. Improved services efficiency
2. Improved services quality
3. Reduce barriers to care
4. Increase SDOH screening, referral and follow-up

**Financial:  
what we  
know**  
**ROI**

## **Clients & customers**

1. Improved access to care
2. Improved outcomes
3. Increased wrap-around services
4. Improved care team communication

# Operations

- Facility management, maintenance: annual, long-term
- Required human and material resources
- Incorporation of e.g., human-centered design, public & patient needs

**Operations:  
what we  
know  
Team**

- Operations Manager & Team
- Administration staff
- Human Resources
- Benefits & Billing
- Grant Writer
- Collaboration team
- Volunteer coordinator
- Employee sharing...

**Operations:  
what we  
know**

**Material**

- Common/shared space
- Single intake + standardized referrals
- IT & integrated databases
- Phone, fax, printers, etc.
- Kitchen(s)
- Gym & childcare
- Meeting room tech



# Support

- Tenants?
- Partners?
- Financial & other stakeholder commitments?

**Support:  
what we  
know**

**Tenancy  
types**

- Full-time lease
- Shared space & coworking
- Partners (e.g. Mountain Family Center food pantry)

**Tenant & Partner Survey  
Coming Soon!**

**Support:  
what we  
know**

**Past  
Potential  
tenants**

- GCRHN\*
- GCPH/HC/SNS\*
- GC Human Services\*
- GC VA
- GC Juvenile Services
- Grand Beginnings\*
- Northwest Colorado Health\*
- Horizons
- Northwest Colorado Center for Independence\*
- Mind Springs Health
- Mountain Family Center/Grand Seniors
- CASA
- Grand Futures
- GC Advocates
- For-profit Small Businesses
- Housing Authority

\* Previous interest on some level in 2018



# Workgroups

# Work groups

1. Feasibility
2. Benefits
3. Support (commitments)

# Feasible

Key question:

What are the top three (3) feasibility issues that a Grand County business and resource hub must address?

# Benefits

Key question:

What are the top three (3) benefits that would result from establishing a Grand County business and resource hub?

# Barriers

Key question:

What are the top three (3) challenges (or barriers) that would prevent a Grand County business and resource hub from either being established or being successful?



# Support

Key question:

What are the top three (3) commitments needed to establish and successfully sustain a Grand County business and resource hub?

# Tasks

1. Only 30 minutes!
2. Facilitators/support
3. Clarify key question
4. Silent brainstorming
5. Round robin, no discussion
6. Top 1-3 ideas
  - Discuss, revise & group
7. VOTE on your top 3



**Break...**

**Then get to work!**



Workgroup reports



## Next steps

1. Stakeholder (Tenant & Partners, etc.) Survey
2. Report
3. Business plan

**Thank you!**

