

HEALTH CENTER STORIES

Lifespan Health, Savannah TN

This summary describes the capital expansion and consolidation efforts of Hardin County Regional Health Center, dba [Lifespan Health](#), highlighting the planning, financing, and community impact of an estimated **\$7.9 million** health center capital project. The health center's new facility is aimed to expand essential care services to the communities it serves in rural Tennessee, where nearly half the population lives well below the federal poverty level.

About Lifespan Health

Headquartered in Savannah, TN, Lifespan Health (Lifespan) has provided health care services to the rurally-located and medically underserved populations of Hardin, Wayne, and McNairy counties in Tennessee since 1995. With seven sites across the three-county service area, Lifespan improves community health through high-quality comprehensive healthcare and the promotion of healthy lifestyles.

In 2018, Lifespan provided services to 12,822 patients, with 48,074 medical, 2,875 mental health, 763 substance use disorder, and 17,089 enabling encounters (UDS). In addition to primary medical care, Lifespan also offers mental health and substance abuse services, medication assisted therapy (mat) for opioid and alcohol dependent patients, oral health care services, pharmacy services, and enabling services. As an integral part of the health care delivery system in its service area, Lifespan provides leadership and support to a number of coalitions and collaborations.

Lifespan's service area falls behind the country and the state of Tennessee for several social determinants of health, demonstrating the vital need for health centers in rural communities. For instance, 47% of the population Lifespan serves has an income below 200% of the federal poverty level—more than both the state (37%) and country (33%). At \$36,126, the median household income of Lifespan's service area is also lower than both the state and country at \$48,708 and \$57,652, respectively. Twenty-three percent of those living within Lifespan's service area said they could not see a doctor due to cost,¹ further emphasizing the area's need for access to affordable care.



Artist rendering of the proposed new facility.

1. "American Community Survey: 2013-2017," U.S. Census Bureau, 2018; Bureau of Labor Statistics, 3rd Quarter, 2018; County Health [Rankings](#), Robert Wood Johnson Foundation, 2015; State Health Rankings, Kaiser Family Foundation, 2017

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Capital Project Description

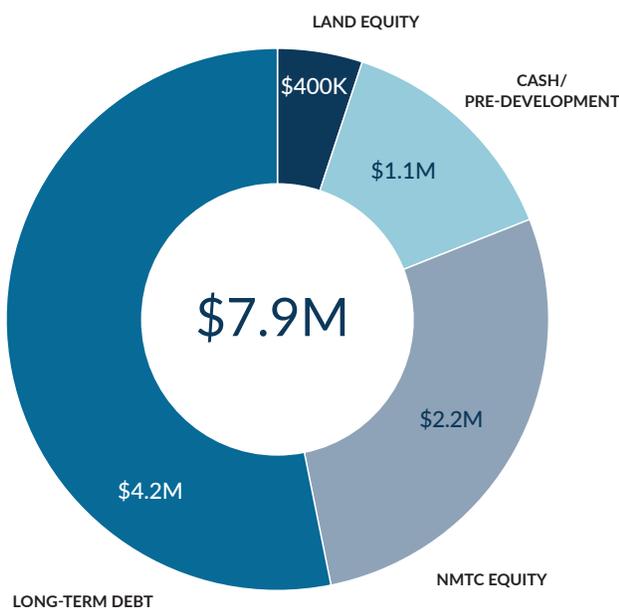
Lifespan Health (Lifespan) is planning to develop a 19,500-square-foot new clinic facility on Enoch Boulevard in Savannah, TN. Once completed, Lifespan will consolidate its current "kids clinic" on East End Drive and its Women and Family Practice Clinic on Davis Street into the new site. The new clinic will be nearly twice the size of the two current sites combined, which together total about 10,000 square feet. The project development site is a six-acre parcel purchased by Lifespan in 2017, strategically located within the service area and in close proximity to the Hardin Medical Center, as well as near the two existing clinics that will be consolidated into the new building. The new clinic will consist of three primary care medical pods providing family practice, pediatrics, and OB/GYN services, as well as behavioral health services.

Preliminary site development and preparation on the property began in late 2019 and construction is estimated to be completed in 2021.

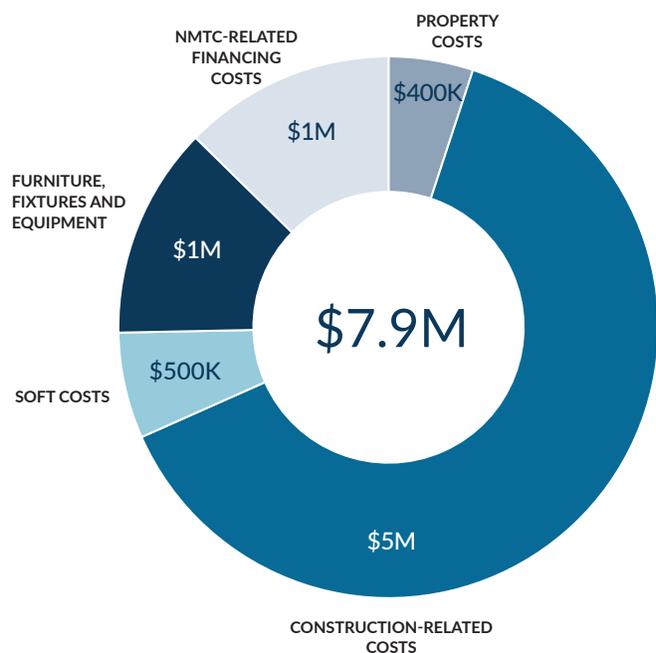
Project Financing

The total development budget for the proposed clinic is \$7.9 million, including \$5 million in construction-related costs. The health center's funding strategy includes \$4.2 million in long-term debt financing, \$2.2 million in NMTC equity, and the remaining 20% of the project is to be paid through cash and equity contributions.

SOURCES OF PROJECT FUNDS



USES OF PROJECT FUNDS



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Impact

Once fully operational, the expanded operations will create approximately 10 new full-time employment (FTE) jobs for the community, including two new healthcare providers, four clinical support staff, one additional front office person, one patient accounts representative, one behavioral health provider, and one case manager. In addition, the new facility will provide space for service delivery through telehealth.

With the construction of the new site, patient visits are expected to increase from 13,400 at its two sites to be consolidated in FY18, to nearly 19,000 by FY23. The number of patients Lifespan is expected to serve at its new clinic will increase by 1,000, from 2,300 in FY18 at its East End Drive and Davis Street clinics combined, to an estimated 3,300 in FY23.

LIFESPAN HEALTH ECONOMIC IMPACT GENERATED FROM CAPITAL EXPANSION

	FY2018 Sites to be Consolidated	FY2023 New Expanded Clinic
Number of Patients Served	2,300	3,300
Number of Patient Visits	13,400	19,000
Permanent Direct Employment	27	37

This resource is supported by the Health Resources and Services Administration (HRSA) of the U.S. Department of Health and Human Services (HHS) as part of an award totaling \$1.285 with 0 percent financed with non-governmental sources. The contents are those of the author(s) and do not necessarily represent the official views of, nor an endorsement by, HRSA, HHS, or the U.S. Government.