

Nashville CARES and Comprehensive Care Center Announce their Co-Location and creation of the Comprehensive-CARES Foundation



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Frequently Asked Questions

The Comprehensive Care Center (CCC) and Nashville CARES plan to **co-locate their agencies within a single new facility**. This collaboration has been approved by the boards of both organizations. The Co-Location Committee made up of CCC and CARES board members and senior managers has identified potential properties and is currently engaged in negotiations with property owners.

Q: How did the decision to co-locate come about?

A: In 2002, a joint strategic plan approved by the boards of both agencies identified co-location as a long-term goal. Since that time it has been a subject of mutual discussion and interest, especially during the last two years as part of a strategic exploration of additional ways the two agencies could work together. The CCC is a nationally-ranked provider of HIV outpatient adult medical care and treatment. Nashville CARES is the region's leading provider of HIV prevention education and social services for people and families living with HIV/AIDS.

Q: Why co-locate now?

A: Co-location now is occasioned by the CCC's need to relocate its operations on an expedited schedule. The CCC received word in May that the building that currently houses its clinic is to be torn down. Since relocating a medical facility is not an easy or frequently undertaken task, both agencies recognized that this was the moment for co-location if it was to occur.

Q: Is this a merger?

A: This is not a merger. Each agency will retain its autonomy and distinct culture and identity. Individuals who receive services from one agency but not the other will be under no expectation or pressure to receive services from both. Relationships that CARES and/or the CCC have with other HIV medical providers and social service organizations in Middle Tennessee will continue in their current form.

Q: Then what are the benefits from co-location?

A: Currently 50-60% of the patients and clients served by the CCC and CARES receive services from both organizations. Co-location will offer these patients and clients increased access to a full spectrum of care, education and support under one roof. It will create opportunities for improved and expanded education and social services (CARES) delivered in coordination with medical care and medical visits (CCC). It will also provide us with the opportunity to identify areas of back-office collaboration and shared services that will free resources to improve and expand our services.

Q: Are other organizations involved?

A: In addition to the CCC and CARES, Vanderbilt clinical HIV research programs and the Nashville Pharmacy will be planning to be located in this facility. Other community HIV agencies may also have space there.

Q: Must people get services from both organizations?

A: No, patients and clients who receive services from one agency but not the other will not be expected or pressured to receive services from both. This is currently the way CARES manages an insurance and dental assistance program for people with HIV/AIDS—an insurance/dental client does not have to be a social services client; conversely, a social services client of CARES is not automatically eligible for insurance/dental assistance. The programs operate separately and independently although there can be coordination and collaboration between programs when a client chooses to receive support from both. CARES will apply this experience to this new partnership with the CCC.

Q: What will happen to CARES' current building?

A: Since the new facility is large enough to house all agency operations, CARES will sell its current building. Net proceeds from the sale will go into its operating reserve and/or endowment to strengthen the agency fiscally. Meanwhile, CARES' experience over five years at its current location convinced the co-location committee that purchase rather than leasing of the new facility would provide both organizations with the strongest foundation for meeting the needs of HIV/AIDS in Middle Tennessee. So the goal is ownership of the new facility.

Q: Who will own the new building?

A: The facility will be owned and managed by a new foundation created by CARES and the CCC for this purpose. The foundation (called the **Comprehensive-CARES Foundation**) will conduct a capital campaign to raise the funds to purchase the building. This builds upon a model used by HIV/AIDS organizations in Houston, Texas, and elsewhere to maximize community and agency resources.

Q: So when will co-location happen?

A: Co-location could take up to two years to complete, although there are some immediate and vital goals to reach. Most immediate is the need for the CCC to relocate as quickly as possible. So negotiations to purchase the facility must be completed, initial funds must be raised, and facility design and build out of the CCC portion of the facility needs to be completed—all within a few months. All of this will occur by the end of 2008 or early 2009 at the latest. Relocation by CARES will follow this, once its current building has been sold, sometime in 2009 or early 2010. All of this is subject to ongoing review and modification by the joint co-location committee as circumstances dictate.

Q: How can I help?

A: Continue your support of both the CCC and CARES. It is vital to the ability of both agencies to continue their work during this transition. If your resources permit, consider an additional contribution to the capital campaign if and when you are asked to do so.

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