

BUSINESS PULSE

SURVEY | JUNE 27-JULY 3

Is it time to retire Sacramento's claw?
(303 responses)

44% Absolutely. People should take care of their own green waste. (134 votes)

36% No. Residents have come to depend on "the claw." (108 votes)

16% Service should be reserved for older neighborhoods. (48 votes)

4% Other (13 votes)

Source: Business Pulse survey on sacramento-businessjournal.com, which reflects opinions only of those who chose to reply.



NEXT WEEK'S QUESTION
What should Congress do about the court ruling on health care overhaul?



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Dignity Health invests in clinic partnership

Health system says deal with The Effort expands service to the poor

KATHY ROBERTSON | STAFF WRITER

Dignity Health, the nonprofit parent of local Mercy hospitals, will invest \$2.8 million over the next three years to accelerate plans by The Effort to build full-scale health centers in Rancho Cordova, Carmichael and Folsom.

The new centers will offer thousands of additional patients a single place to get primary, behavioral and preventive services — as envisioned by the Affordable Care Act. Pediatric, dental, prenatal and other services will be offered, too. The centers are expected to open within a year.

The Effort has leased space near Mather Field in Rancho Cordova for one clinic but is still looking for space to lease or buy in Carmichael and Folsom.

Dignity Health officials said the partnership will boost the nonprofit's mission to serve the poor but will do so more cost-effectively. When the new clinics are up and running, the health system plans to close its own community clinics in Folsom, Rancho Cordova and North Highlands. They have always lost money — and The Effort can offer more services and provide care more efficiently.

The closures mean 16 employees at Dignity Health will lose their jobs, but the company hopes to place them elsewhere. The Effort expects to hire 35 to 40 people to staff the new health centers — and the



DENNIS MCCOY | SACRAMENTO BUSINESS JOURNAL

The Effort CEO Jonathan Porteus says his company's partnership with Dignity Health will help form a stronger network to serve low-income clients.

nonprofit will manage care at the Mercy clinics in the interim.

"This investment by Dignity is really going to allow the community to transition from a safety net to the beginning of a blanket," said Jonathan Porteus, CEO of The Effort. "The ACA is coming very rapidly. We can anticipate the need and build a business to meet it."

Word of the partnership follows Dignity Health's announcement that the company is buying U.S. HealthWorks, the largest independent operator of occupational health and urgent care centers

in the U.S. The deal, expected to close in August, gives San Francisco-based Dignity Health a role in care for injured workers and transforms the company into a national health system with 172 centers in 16 states.

There is expected to be a flurry of partnerships, mergers and other efforts among various sectors of the industry to consolidate as reimbursement declines and requirements increase under health reform.

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