

“ACADEMY BANK IS GOOD AT COMPLICATED”

▶ CHARLIE SHIELDS
President, Truman Medical Center



▶ THE STORY BEHIND THE TRUMAN MEDICAL CENTER DEAL

THE ESSENTIALS OF A SAFETY-NET HOSPITAL

While all hospitals are essential to local communities, essential hospitals exist on their own tier. Also called safety net hospitals, essential hospitals provide covered care for patients with little to no insurance—and one vital example is Kansas City’s Truman Medical Center.

“Kansas City is unique because we’re the only community in Missouri that actually has an essential hospital like Truman,” said Truman Medical Center President Charlie Shields. “We’re the place where a person with the very best insurance card can get great care, and the place where a person with no insurance can come in and receive the exact same level of care.”



“It also makes the healthcare system in the entire community better, because Truman is serving that underserved population.”

Adding to its community involvement, Truman also doubles as an academic medical center and teaching hospital. Its main campus can be found in the heart of the UMKC Health Science District, which includes the UMKC School of Nursing, Medicine, Pharmacy, and Dentistry along with the KC Health Department.

GIVING GREAT STARTS

As a result of these extended care options, Truman receives a staggering number of patients, which includes a high quantity of at-risk mothers and their babies.

**“WE DELIVER NEARLY HALF THE
BABIES IN KANSAS CITY, AND
WE’RE VERY PROUD OF THAT”**

*- Charlie Shields
President, Truman Medical Center*

“We deliver nearly half the babies in Kansas City, and we’re very proud of that,” Shields said. “We also deliver a lot of babies that are at risk, and we see a lot of moms with difficult pregnancies that need a higher level of care.”

It’s for this very reason that Truman is currently constructing a new mother-baby unit on its fifth and sixth floors, a project financed through Academy Bank and CBKC.

While Truman’s level of care for these patients is excellent, Shields explained that much of its natal care facilities are outdated. In other words, the current unit’s old-fashioned appearance doesn’t match up with the progressive quality of care being provided.

“The facilities look like they were created in the 1970s, because they were,” he said. “We think we can do better for moms and babies and make sure they get a great start. Not only will they continue to receive great care, but they can receive that care in a beautiful surrounding.”



THE NICU INITIATIVE

Academy Bank’s involvement in expanding Truman’s childcare capacities doesn’t stop at financing construction. Truman’s fundraising campaign for a separate initiative—a new Neonatal Intensive Care Unit (NICU)—has a goal of raising \$18.5 million. Among the campaign’s board chairs are Academy Bank CEO Paul Holewinski and his wife, Amy.

“Paul and Amy are absolutely committed to that process,” Shields said. “They want to see all those babies get a great start, and their family has been a great support for Truman and Kansas City.”

Additionally, Paul has served on Truman's Hospital Board for 10 years, and on Truman's Charitable Board for five more.

"Amy and I are pleased to be co-chairs for fundraising for the NICU unit," Holewinski said. "It's an extremely important project and one that will significantly transform Truman and provide much-needed care and additional beds for children and babies. We're excited to be a part of that campaign."



THE LONG-LASTING PARTNERSHIP

The history of the relationship between Dickinson Financial Corporation and Truman Medical Center is a long-standing one. As a result, Academy Bank has helped finance several of Truman's projects over the years, including a new Emergency Room and the colorful bridge connecting Truman and Children's Mercy.

"Truman has benefitted for years from a great relationship with not just the Dickinson family, but with the bank they represent through Academy Bank," Shields said. "The Dickinson family is heavily invested in the success of Kansas City and the entire region, and they've been great community and regional partners."

"ACADEMY BANK AND THE DICKINSON FAMILY ARE GREAT COMMUNITY AND REGIONAL PARTNERS"

- *Charlie Shields*

COMPLICATED FINANCING

Truman's role as a safety net hospital warrants specific challenges in financing that other medical institutions may not face. Shields explained that the deal for the new unit required working with new market tax credits on top of traditional financing.

"Many financial institutions, when you get into complicated deals, they steer away from that," Shields said.

"But with Academy Bank, they knew what had to happen with Truman and the level of complication didn't bother them."



"ACADEMY BANK IS GOOD AT COMPLICATED"

- *Charlie Shields*

"It's complicated, but they're good at complicated, so we're excited to have them as a partner."

Holewinski explained that Academy Bank takes a creative approach to financial problem-solving, which is crucial when it comes to complex deals such as Truman's.

"One of the things that Academy Bank brings to the table is our ability to think outside the box and work through complicated structures when it can be beneficial for the client," he said. "In this case, Truman had a structure that needed to be done a certain way outside of typical bank underwriting and norms, but we figured out a way to get there, and we're very pleased that we're able to help with the financing and construct new buildings for universal health."

"Truman faces challenges as a safety net hospital; we know that anything we finance is difficult," Shields said. "We also know we need great, local financial partners to help make anything that we want to happen at this facility happen through a financing perspective."

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“Academy came right in and they didn’t balk at anything we asked them to do—they did a complicated deal for us, and our patients and their babies are going to benefit from that in the future.”

A BRIDGE TO KANSAS CITY’S FUTURE

One of Truman’s several unique assets is its mutual partnership with Children’s Mercy next door, which is symbolized by a walkway connecting the two neonatal care units called the Bridge of Hope.

The Bridge of Hope, which Academy Bank helped finance, also signifies a long-standing bond between Kansas City institutions with philanthropic goals.

“It’s a really bright future for Truman,” Shields said. “The financing that was made possible by Academy Bank will allow us to refurbish our mother-baby unit and bring it back to where it needs to be; this will mean tremendous things for our patients, including the ability to receive great care in great surroundings.”

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