



GreenShoot Capital partners with Medical Home Development Group on a multi-state expansion investment for the Opioid Collaborative

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The Opioid Collaborative is a leading provider of primary and specialty care solutions addressing the opioid epidemic. The Collective currently operates 6 sites in the Washington DC area with plans to expand to 3 additional states over the next 12 months. The community-based hub and spoke solution is leveraging a primary care prevention protocol that is transforming a new method of treatment for the industry. Medical Home Development Group is a national healthcare management services group that supports the site management, EHR and back office operations for the Opioid Collaborative. **The combination of the Opioid Collaborative's clinical and operational capability in combination with the financial strength and growth management of GreenShoot Capital creates a strong platform for expansion. The goal is to provide access to care for thousands of patients affected by the national Opioid crisis.**

The Opioid Collaborative is a national thought leader in the opioid addiction crisis. Their clinical solutions have been highlighted on NPR, the national NMAC Conference and many national drug policy coalition groups. They provide the following clinical solutions:

Clinical Solutions:

- Evidenced-based MAT treatment
- Chronic care and specialty provider for Internal Medicine, Family Medicine, Pediatrics, Cardiology, Rheumatology, Allergist and Podiatry
- Mental health, psychiatric treatment and addiction therapy
- Critical care provider through co-location and partnerships with Psychiatric Institute of Washington (PIW), McClendon Center and Wingate Housing
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Management Solutions:

- Standardized care delivery as a NCQA Recognized Patient Centered Medical Home
- Linking payment to quality and performance outcomes
- Centralized Patient Access Center - Scheduling, Care Coordination, Vendor and External Healthcare Organizations

The Opioid Collaborative is led by CEO Audrey Whetsell. Mrs. Whetsell is a seasoned healthcare services executive with more than twenty-five years of progressive health care services experience directly tied to technology. Audrey's previous company of twenty-five years, Resource Partners, LLC was one of several healthcare organizations listed in the





Patient Centered Primary Care Collaborative (PCPCC) PCMH Resource Guide, *Putting Theory into Practice*. She is an Executive Member of the PCPCC, served on NCQA's PCMH 2014 Standards Committee and is a certified NCQA PCMH Content Expert.

Dr. Edwin Chapman is Chief Medical Officer of the Opioid Collaborative and Medical Home Development Group, LLC. Dr. Chapman has practiced in Washington, DC for 38 years specializing in Internal Medicine and Addiction Medicine. He currently collaborates with the Howard University Urban Health Initiative as an adjunct assistant professor in the Department of Behavioral Health and Psychiatry investigating the complex mix of addiction, undertreated mental illness, infectious diseases (AIDS & hepatitis C), criminal behavior, and chronic diseases. Dr. Chapman is a founding member and secretary of the board of directors of the Leadership Council for Healthy Communities (an interfaith 501c3 with 30+ Metro DC institutions).

GreenShoot Capital is pleased to introduce three experienced executives to the Opioid Collaborative leadership team which will bring depth and capability to the organization and allow for an unprecedented commitment to the opioid crisis treatment:

- Carl Yost, Board Member and Finance Board Chair
- Adam Fahrner, Board Member and Chief Investment Officer
- Karan Kumar, Board Member

Medical Home Development Group currently manages the IPA, credentials and is contracting agency for the Opioid Collaborative and will continue to be a critical partner in the growth of this business and its operational capability.

“GreenShoot Capital is thrilled to support Audrey, Dr. Chapman and the rest of the Opioid Collaborative team in this exciting next step.,” said Carl Yost, CEO/Board Chairman GreenShoot Capital. “Audrey has built a tremendous company driven by a commitment to clinical excellence and demonstrated positive patient outcomes. We plan to build on this foundation and look forward to working with her leadership to normalize addiction and mental health and place the treatment of the opioid crisis directly into primary care practices.”

“GreenShoot Capital has a proven track record of supporting the growth of innovative companies, and we look forward to investing additional capital to expand this critical service to the thousands of patients that currently have limited access to opioid treatment care.” said Audrey Whetsell, Chief Executive Officer of the Opioid Collaborative and founder of the Medical Home Development Group.

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Opioid Collaborative
Transforming Prevention, Treatment and Recovery

About Opioid Collaborative

Opioid Collaborative is one of the industry's most respected opioid treatment medical practices. Hub and Spoke is our system of Medication Assisted Treatment, supporting people in recovery from opioid use disorder. We have several outpatient clinics treating various addiction illnesses but with a focus on opiate addiction. We treat opiate addiction with counseling and medication. Counseling is provided in an individual, family or group setting. Services include medical care for chronic conditions, diagnostic testing services, individual counseling, family counseling, group counseling, HIV/AIDS & Hepatitis education. We also provide peer support with 24/7 access to services.

About Medical Home Development Group

Medical Home Development Group (MHDG) is a physician owned Independent Physician Association (IPA) Group Practice with the expertise in patient-centered primary care, addiction medicine, care coordination, transitions to care and social work and behavioral health support needed to employ a chronic care management model to address addiction and recovery. MHDG is NCQA recognized as a Patient Centered Medical Home.

About GreenShoot Capital

GreenShoot Capital is dedicated to providing liquidity, growth capital, and flexible long-term management solutions to entrepreneurial partners in the Southeast. GreenShoot Capital is a leading permanent equity provider for companies under \$30M in revenue with an unparalleled network of investors, capital partners and operators.

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