I. CHESTER COUNTY COMMUNITY FOUNDATION
GRANT PROPOSAL SUMMARY SHEET

Date: 11/19/14

Contact Information:
Organization Name: ChesPenn Health Services, Inc.
Address: 2600 W. 9th Street, 2 North
Chester, PA 19013
Phone: 610-485-3800
Fax: 610-485-4221
Website: www.chespenn.com

Contact Name: Michael G. Lucas
Contact Title: President & CEO
Contact E-mail: mike.lucas@chespenn.org
Year Incorporated: 1973

Has your nonprofit ever applied to the Community Foundation? Yes X No___ Not Sure___
Has your nonprofit ever received funding from the Community Foundation? Yes ___ No__ Not Sure__
X Donor Advised Fund(s) ____Fund for Chester County ____Don’t know/Not sure

Field/s of Interest:
___ Arts, Culture & Humanities ___ Environment/Animal Welfare ___ Education
X Health ___ Human Services ___ Religion

Organization Information:
Geographic Area Served (If not all of Chester County, specify primary Chester County regions served): Coatesville, PA & Western Chester County

Describe Population Served and Annual Number of People Served: Our target population is low-income, uninsured & under-insured individuals & families living in Coatesville, PA and surrounding areas. Coatesville is an economically depressed minority community that has been designated by the federal government as a Medically Underserved Area. In FY15 we expect to treat over 4,000 patients who will make over 11,000 visits to receive essential primary medical care, and over 3,500 patients who will make over 7,000 visits to receive dental care. 77% of these patients are either uninsured or under-insured, and 81% have incomes below 200% poverty level.

Mission: ChesPenn’s mission is to improve the health of all residents in our service areas by providing culturally competent, quality, primary urgent & preventive care on a sliding fee scale (i.e., regardless of ability to pay).

Proposal Summary: We are requesting $5,000 to be used toward a match for a challenge grant that we have received which will enable us to expand our Prenatal Program in Coatesville. This funding would go a long way in helping us significantly improve the health and birth outcomes for low-income, uninsured or underinsured pregnant women in the Coatesville area who rely on us for prenatal care. Our expectation is that with the additional provider staff that will be funded by the challenge grant, the number of low-income, uninsured & under-insured women in our prenatal program will grow from 54 (in 2013) to 90 in calendar year 2014, and then to 150 in calendar year 2015.

If Capacity Building Proposal: n/a

Note: financial information below relates specifically to the ChesPenn Family Health Center at Coatesville, including the addition of dental services formerly provided by Chester County Community Dental (now ChesPenn Community Dental)

Annual Budget $2,988,392 25.65 # of Full-Time Equivalent Paid Staff
83 % of budget for program expenses 15 # of Board Volunteers
13 % of budget for administrative expenses 15 # of Active Non-Board Volunteers
4 % of budget for fundraising expenses 550 # of Volunteer Hours

Top 3-5 funding sources (FYE 6/30/14): Patient Fees (primarily Medicaid), Brandywine Health Foundation, Section 330/HRSA, Independence Blue Cross Foundation, United Way Chester County

Grant Amount Requested from CCCF: $5,000

Rev. 06/2013
II. CHESTER COUNTY COMMUNITY FOUNDATION
GRANT PROPOSAL NARRATIVE

Provide clear, concise information. 3 pages maximum.

1. Organization’s history, goals, key achievements and distinctiveness

ChesPenn Health Services, Inc. is a network of four non-profit Federally Qualified Health Centers (FQHC) that has served the economically depressed areas of Chester for 41 years, Coatesville for 9 years, and Upper Darby for 6 years by providing primary pediatric & adult medical care regardless of one’s ability to pay (i.e., a sliding fee). FQHCs are eligible for higher Medicaid reimbursement rates than private physicians or health clinics that are not FQHCs. With the higher reimbursement, more of our costs are covered, and we then pass on the savings on to all our patients so that they can obtain needed medical care at far more affordable rates than what they would pay elsewhere.

ChesPenn’s Center for Family Health at Coatesville (CFHC) opened in 2005. At this facility, we offer culturally and linguistically appropriate health care to the area's sickest and neediest individuals, most of whom are uninsured or under-insured. The center has added new services over the years in order to best meet the complex and inter-related health issues of the patients we see. Today, the services provided at CFHC include:

• comprehensive family health care
• prenatal services (started in 2006; expanding in 2014)
• integrated behavioral health (started in 2013)
• HIV/AIDS screening
• social services
• an in-house laboratory
• an in-house medication dispensary
• dental care (starting July 2014)
• community health education and outreach

CFHC is located at the Brandywine Center, where we are the primary tenant. We share the building with two other health and human service provider agencies (Human Services, and Child Guidance Resource Centers). This co-location facilitates cross-referrals between agencies. CFHC has 16 treatment rooms, 6 dental operatories, 2 nurse stations, an in-house pharmaceutical dispensary, and an in-house laboratory. Our location in the center of town makes it easy for residents to access the facility. CFHC is open 40 hours per week, including some evenings and Saturday mornings. A merger with Chester County Community Dental Center, which became effective July 1, 2014, has enhanced our ability to provide a fully integrated range of medical, dental and behavioral health services. Services are provided by licensed Doctors, Dentists and Physician Assistants/RNs/LPNs/CRNPs as appropriate.

The center is unique in Western Chester County in that it is the only FQHC operating in the area. As noted earlier, the cost savings that we receive as an FQHC are passed on to patients so that they can obtain needed medical and dental care at far more affordable rates than what they would pay at a private physician's office. CFHC is the ONLY health provider in the Coatesville area whose mission is to treat the needs of this underserved population. We treat patients regardless of their employment or insurance status.

2. Funding request

ChesPenn has an exciting opportunity to expand the level of prenatal care that we are able to provide to low-income, uninsured and under-insured women in Coatesville and Western Chester County. We have been offered a 2-year $200,000 challenge grant by the PA Department of Health, requiring a $50,000 match ($25,000/year) from other funders. We are requesting $5,000 from donors at the Chester County Community Foundation toward this challenge.
**Specific needs and issues to be addressed:** As an FQHC, our Coatesville center has two broad goals that have been set by the Bureau of Primary Health Care and published in the national Healthy People 2020 Objectives. These are (1) to create access to comprehensive primary healthcare services for 100% of the population and (2) to eliminate the health disparities that exist because of race and ethnicity.

Certainly, one area in Coatesville where health disparities exist because of race and ethnicity is with birth outcomes. Coatesville has an even higher rate of low birthweight babies and infant deaths, and lower numbers of women receiving early prenatal care than the rest of the count. Racial and economic disparities are even more pronounced in Coatesville. For example, Department of Health statistics show that over a third of Hispanic and African American women in Coatesville did not receive prenatal care during their first trimester (as compared to only 12.5% county-wide). The death rate of African American and Latino infants in Coatesville is almost triple that of the county-wide rate.

Low birthweight is the nation’s leading cause of infant death, and it is largely preventable. Early prenatal care and post-partum follow-ups have proven to have a positive impact on healthy birthweights and the reduction in the number of infant deaths.

To help address this situation, in 2006 ChesPenn started a prenatal program at CHFC, but funding was such that we only had an Ob/Gyn available 4 hours per week. We treated prenatal patients for 36 weeks of their pregnancy, and then transferred their care to Brandywine Hospital for delivery. The program was successful, but hit a snag in 2008 when Brandywine Hospital closed its maternity program. Their decision had significant consequences for the low-income pregnant women in Coatesville who needed prenatal and maternity care.

ChesPenn quickly worked to secure an agreement with Chester County Hospital, in West Chester, to provide care for our prenatal patients. However, since our existing Ob/Gyn did not have privileges at that hospital, the hospital required that our prenatal patients transfer their care at 30 weeks instead of 36 weeks. In addition, our patients had to change providers at that time to someone affiliated with Chester County Hospital. This created a feeling for our patients that they were transferring mid-term rather than just transferring for delivery. Transportation was a challenge for most of our patients, as they had limited options available to travel from Coatesville to West Chester to receive prenatal care for the final 8-10 weeks of their pregnancy. Overall, these challenges impacted the continuum of care that is so essential for the at-risk women in our program.

**Organizational impact if initiative is undertaken:** The new challenge grant offers a solution to these challenges, and will enable us to expand the prenatal care that we provide to these most vulnerable of Coatesville women. As noted earlier, ChesPenn has been awarded a two-year $200,000 challenge grant ($100,000/year) from the Pennsylvania Department of Health, requiring a $50,000 match ($25,000/year) from other funders. The grant enables us to add 3 staff to our prenatal program beginning in 2014: one nurse practitioner; an RN for education and triage; and one Medical Assistant. This staff is in addition to the existing 4 hours/week provided by our current Ob/Gyn, and it will enable us to expand our prenatal program to five days per week.

Under the grant, ChesPenn has hired a Nurse Practitioner who already works at Chester County Hospital. In doing so, the hospital has agreed that our prenatal patients can transfer care for the final 2-4 weeks of prenatal care and their delivery, and that they no longer to transfer care mid-term. They do not have to struggle with finding transportation to West Chester for as long a period of time, and they do not have to change their care providers mid-term. In addition, with the additional staff that the challenge grant will fund, we expect to expand the number of women receiving prenatal care from 54 (in 2013) to 90 (in 2014) to 150 (in 2015).

This will have a profound impact on the prenatal care and birth outcomes for pregnant women and their infants in Coatesville!
Activities to implement the initiative: Our long-term goals are to improve the health of pregnant women in Coatesville, and improve the health of their newborn babies. We want to eliminate the existing barriers to access to care for these women, and reduce the ethnic and racial disparities that exist with birth outcomes.

We will accomplish this by (a) increasing the number of hours our prenatal program is available from 4 hours per week to 5 days per week, (b) having bilingual support available at all times, (c) conducting community outreach in the Coatesville area on the importance of receiving prenatal care, and (d) establishing a stronger partnership with Chester County Hospital for handling the delivery of babies for our patients.

The success of the program in meeting the goals will be measured by (a) the number of days the program is available (goal is 5), the percent of time bilingual support is available (goal is 100%); (c) the number of women seeking prenatal care (goal is 90 in 2014 and 150 in 2015), (d) percent of women seeking prenatal care in the first trimester (goal is minimum of 75%); (e) percent of babies born at healthy birth weights (goal is 96.5% or better); (f) number of residents reached at community health fairs and other outreach (goal is 2,000); (g) establishing an agreement with Chester County Hospital to allow pregnant women to transfer their care later in their pregnancy, reducing the transportation barrier to care (goal is to transfer at week 36). Some of these goals have already been met.

Why it is important to fund this now: The challenge grant provides an exciting opportunity to make a positive impact on the health of the most vulnerable women and newborn in the Coatesville community. But, as noted earlier, the challenge requires that ChesPenn secure $50,000 matching funds ($25,000 each year of the challenge). A $5,000 grant from donors through the Community Foundation will go a long way toward helping to meet this challenge.

3. How impact and results will be demonstrated
ChesPenn regularly measures clinical outcomes for our patients, and we hold ourselves accountable for providing the highest quality medical care. Our prenatal program is no exception. We evaluate its success on a variety of measures. We track the number of women enrolled in prenatal care to evaluate increased access/use. We track the percent of women in the program seeking first trimester care, also the percent of babies born at low birth weights. We compare these measures against our own internal goals, as well as against all other FQHCs nationally.

In Appreciation: We appreciate this opportunity to share information about our plans for our prenatal program, and are hopeful that donors with the Chester County Community Foundation will favorably consider our request for $5,000 this coming year. This funding would go a long way in helping us meet the Department of Health challenge grant, and will enable us to significantly improve the health of mothers and babies in the Coatesville area.

III. ATTACHMENTS
E-mail this support information:

1. Copy of 501 (c) (3) federal tax-exempt letter
2. List of Board of Directors, with their affiliations
3. Most recent annual report and financial statement, audited if available
4. Itemized organizational operating budget with actual results for prior fiscal year and current fiscal year to date
5. If capacity building initiative, itemized budget (including external consultant’s proposal if applicable)
6. Current strategic plan. If your nonprofit does not have a current strategic plan, explain why.