

I. CHESTER COUNTY COMMUNITY FOUNDATION GRANT PROPOSAL SUMMARY SHEET

Date 9/13/18

Contact Information

Organization Name: ChesPenn Health Services
Address: 2600 W. 9th Street, Chester, PA 19013
Phone: 610-485-3800 x630
Website: www.chespenn.com
Year Incorporated: 1973

Executive Director Name: Michael G. Lucas
Executive Director E-mail: mike.lucas@chespenn.org
Board of Directors Chair Name: Willie Mae Wells
Primary Contact Name: Michael G. Lucas
Primary Contact E-mail: mike.lucas@chespenn.org

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 X 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: NOTE: The information below relates specifically to the **ChesPenn Center for Family Health at Coatesville**, not to the other three health centers that ChesPenn operates in Delaware County.

Geographic Area Served Coatesville and Western Chester County

Describe Population Served and Annual Number of People Served: CFHC provides quality, affordable, medical and dental care, integrated with behavioral health care, to very low income, primarily minority, members of the Coatesville community. In FY18/19, we expect to treat 3,983 medical patients (11,153 visits) and 1,821 dental patients (4,630 visits). Most of our patients are very low income -- 93% of them have incomes below 200% of federal poverty level, which is \$40,840 for a family of 3. Without the sliding fee offered CFHC, many of these patients would forgo receiving essential medical and dental care.

Mission: ChesPenn's mission is to improve the health status of all residents living in our service areas (Chester & Delaware Counties) by providing access to culturally competent, quality, primary, urgent & preventive health care on a sliding fee scale.

Proposal Summary: We are requesting general operating support for CFHC, which will help us provide quality, affordable medical and dental care to very low-income, uninsured residents of the Coatesville area on a sliding fee based on their ability to pay. It costs us \$169/visit to provide medical care and \$218/visit to provide dental care; this is far more than what our low-income patients can afford to pay. By helping to subsidize our costs, *gifts from the Foundation will help us provide this essential health care and will enable the most vulnerable members of the Coatesville community lead healthier and more productive lives.* CFHC is the ONLY health provider in the Coatesville area whose mission is to treat these members of the Coatesville/Western Chester County community.

Annual Budget \$ <u>2,984,392</u>	<u>20.58</u> # of Full-Time Equivalent Paid Staff*
<u>89</u> % of budget for program expenses	<u>10</u> # of Board Volunteers
<u>9</u> % of budget for administrative expenses	<u>15</u> # of Active Non-Board Volunteers
<u>2</u> % of budget for fundraising expenses	<u>100</u> # of Volunteer Hours
<u>100</u> % total	

*not including providers & other staff who work under contract

Top 3-5 funding sources: (FY2017): Patient Service Fees, Brandywine Health Foundation, Section 330/HRSA (federal government), Independence Blue Cross Foundation, American Gift (RBC Trust), United Way of Chester County

Grant Amount Requested from the Community Foundation: \$ 7,500

II. CHESTER COUNTY COMMUNITY FOUNDATION GRANT PROPOSAL NARRATIVE

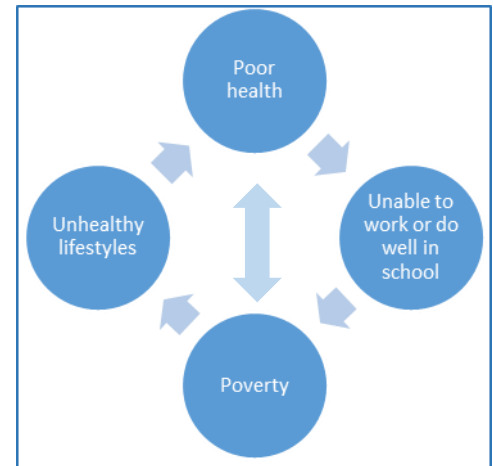
ChesPenn Center for Family Health at Coatesville: A Powerful Force for Wellness Serving Low-Income Members of Coatesville

The impact of not having access to health care can have devastating consequences.

Regular preventive care can help prevent diseases that, if left untreated, could worsen rapidly. The potential resulting poor health can lead to a downward spiral that impacts not only on the patient, but also their family. If you are an unhealthy adult, you may not be able to work. That, in turn, reduces the income that you bring in to support yourself and your Children in poor health are unable to concentrate in school, ultimately impacting ability to obtain a good job in the future. Without a source of income, families spiral downwards into poverty. In turn, those living in poverty tend to have unhealthy lifestyles due to limited dollars and time. They may find themselves purchasing cost but unhealthy convenience meals or skipping routine preventive medical or screenings.

Over time, an unhealthy lifestyle leads to health issues and the onset of chronic diseases. As these issues and diseases go untreated, they can become worse, and the more severe illnesses and overall poor health. The cycle of poor health and poverty unrelenting. Once in its grip, many people find they are unable to pull themselves

This is certainly the case for many low-income families in Coatesville who struggle ends meet. Many of them work multiple jobs at minimum wage just to try to keep family afloat. A single health issue can throw an entire family's well-being into jeopardy! ChesPenn opened the **Center for Family Health in Coatesville (CFHC)** to help these very families receive affordable, quality health care, giving them the best start to lead healthy, productive lives.



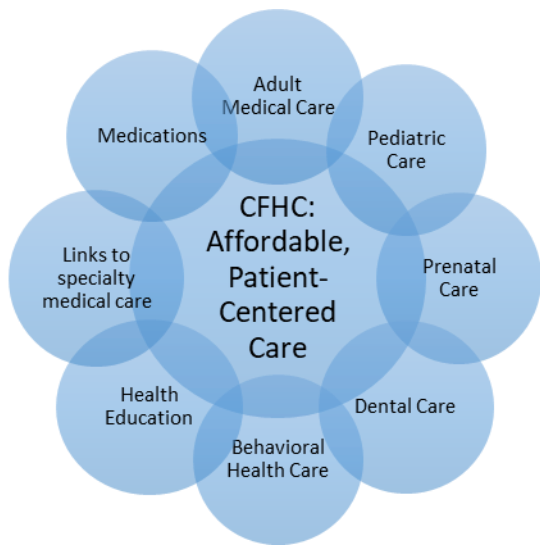
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1. ChesPenn's History, Goals, Achievements & Distinctiveness: ChesPenn is a network of three non-profit Federally Qualified Health Centers that are located in the economically depressed areas of Coatesville, Chester, and Upper Darby. Our mission is to improve the health of all residents in our service areas by providing access to culturally competent, quality, primary, urgent and preventive health care on a sliding fee (i.e., regardless of a patient's ability to pay). This sliding fee scale makes quality health care accessible to individuals who otherwise might defer care until their health deteriorates, with potentially devastating results. At ChesPenn, **we treat patients regardless of their employment or insurance status. This sets us apart from other health centers that serve only uninsured individuals.**

ChesPenn has successfully operated health centers serving low-income minority areas for over 43 years. We provide adult and pediatric medical care, dental care, behavioral health care, a variety of social services and health education outreach. Administrative support which serves all three of our health centers is located in our main office in Eddystone. This centralization helps us realize economies of scale on expenses and enables us to provide more focus on patient care. We have been certified as a Patient-Centered Medical Home, a methodology of care that puts the patient at the center of integrated health services designed to treat the whole patient.

2. Funding Request: We respectfully request a general operating grant of \$7,500 from donors who hold funds at the Chester County Community Foundation. **Funding will specifically be used to help cover our costs to provide quality medical and dental care to low-income, uninsured patients in the Coatesville area, care that they would otherwise not be able to afford.**

A. Key Initiatives: At CFHC, we provide quality, linguistically appropriate health care to improve the health - or maintain the good health - of our patients, most of whom are low-income, uninsured or under-insured and at risk of poor health. We offer health care on a sliding fee to uninsured and under-insured (Medicaid) patients whose income is under 200% Federal Poverty Level. The sliding fee helps make our services affordable for the most at-risk low income members of our Coatesville community. **There are no other nearby service providers in the area that offer a sliding fee program or co-pays for people whose incomes are at or below 200% of the Federal Poverty Level.**



Our focus at CFHC is to provide affordable, high quality **primary medical care integrated with dental care and behavioral health care.** We have added new services over the years in order to best meet the complex and interrelated health issues of the patients we see. For example, in 2013 we added behavioral health care to our primary care model. In 2014 we merged with the Chester County Community Dental (also a prior grantee of the Foundation) and added dental services to our program.

Services currently provided at CFHC include comprehensive family medical care, comprehensive dental care, prenatal services, behavioral health, social services, community health education & outreach.

B. Chester County (Coatesville) Need: Sadly, too many residents of the Coatesville area suffer from poor health due to economic and other barriers to medical care. Coatesville is a primarily low-income minority community: 46% of residents are African-American and 23% are

Hispanic; 22.3% residents of the area have incomes below 100% of the federal poverty level (\$20,160 for a family of 3), and 93% of them have incomes below 200% of federal poverty level, (\$40,840 for a family of 3). Historically, Coatesville residents' health status falls below the acceptable federal Healthy People 2020 guidelines. The area has had a higher-than-average incidence of infant deaths, low infant birth weights, stroke and heart disease. There are also high rates of suicide, unintentional injuries, and substance abuse. Best practices in community health care emphasize integration among medical, dental and behavioral care providers. This approach is especially beneficial to uninsured and Medicaid insured individuals, who are more likely to have complex health challenges. This is the very population served by ChesPenn at CFHC!

C. Impact: Our mission is to improve the health of all residents living in our service areas by providing access to culturally competent, quality, primary, urgent and preventive health care. CFHC 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 reduce to zero the health disparities that exist because of race and ethnicity. By operating CFHC, by integrating dental and behavioral health services into our primary care model, and by providing services on a sliding fee scale, we are working to meet the first goal by providing access to health care for the underserved residents of the Coatesville area. By having translation services available at all times, we are helping to reduce linguistic and cultural barriers to care for the local Hispanic population. By locating our center in a predominantly minority area, we are providing access to health services for more minority groups. These factors will ultimately help address the second goal of reducing health disparities due to race or ethnicity. There are no other nearby service providers in the area that offer a sliding fee program for those who have family incomes below 200% of the Federal Poverty Level. Without the services provided by CFHC, many residents would simply forgo health care, leading to more severe diseases that can be devastating.

It costs us \$169/visit to provide medical care and \$218/visit to provide dental care; this is far more than what our low-income, uninsured patients can afford to pay. By helping to subsidize these costs, ***gifts from the donors who hold funds at the Chester County Community Foundation will help us provide this essential health care and will enable the most vulnerable members of the Coatesville community lead healthier and more productive lives.***

D. Activities, Cost & Timeline: CFHC is open year-round, 40 hours/week, for patient appointments. Including some evenings and weekends. There are no specific "start" or "stop" times for our services. The following activities are planned for the coming fiscal year; all are designed in support of our mission to improve the health of residents in the Coatesville area by providing access to culturally competent, quality, primary, urgent and preventive health care. It will cost our organization \$2,894,443 in FY18/19 to conduct these activities (details are in the proposal budget attachment).

- **Provide access** to high-quality, culturally & linguistically appropriate primary medical care for 3,983 unduplicated patients (11,153 visits) & dental care for 1,821 unduplicated low-income patients (4,630 visits) in Coatesville, regardless of insurance or employment status.

- 3,699 of our medical patients and 1,691 of our dental will have incomes below 200% Federal poverty level and will be eligible for a sliding fee.

- 629 of our medical patients and 601 of our dental patients will be uninsured.

- **Achieve quality clinical outcomes** for patients, demonstrating improved health. Examples:

- 80% of our hypertensive patients will achieve healthy blood pressure (<140/90).

- 68% of our diabetic patients will have controlled blood sugar levels (HbA1c<=9).

- 75% of our prenatal patients will seek prenatal care in the first trimester.

- 90% of babies born to mothers in the prenatal program will be at a healthy birth weight.

- 98% of our patients who have dental decay will have their symptoms alleviated, requiring no further treatment.

- A minimum of 430 patients will receive behavioral health care during their primary care visit.

E. Importance of Funding: Our expectation is that a minimum of 629 of medical patients and a minimum of 601 dental patients will be **completely uninsured** in the coming year. It will cost ChesPenn \$534 thousand to provide care specifically to these uninsured patients. While we receive insurance payments for under-insured and insured patients to help cover some of our costs, we do not receive this revenue for those who are uninsured. We made significant progress over the past three years in enrolling patients into medical insurance plans through the Affordable Care Act and Health Choices (Medicaid Expansion), but we are concerned about the recent legislative discussions regarding the replacement plan for the Affordable Care Act and Medicaid Block Grants to the states. It may be that some patients who were previously enrolled in medical assistance may lose their insurance and be uninsured again.

We will NEVER turn away any patient, but increasing the percentage of uninsured patients that we treat will require us to raise even more funds to support costs to provide care.

Lack of funding will have a direct impact on the timing and levels of care that we are able to provide. Funding from supporters such as donors who have funds with the Chester County Community Foundation is critical in helping to ensure that these at-risk residents of the Coatesville area are able to receive essential health care, enabling them to lead healthy and productive lives.

3. Impact & Results (Evaluation): We track the number of patients that are served, and also closely measure our patients' health outcomes on an ongoing basis. We receive an annual "Report Card" from HRSA that compares our patient outcomes against specific targets.