

# I. CHESTER COUNTY COMMUNITY FOUNDATION GRANT PROPOSAL SUMMARY SHEET

**One page only.** This page will be shared electronically with Grant Committee Members & Fund Advisors.

Note: If Philanthropy Network of Greater Philadelphia's Common Grant Application is used, the Community Foundation's

Summary Sheet **MUST** accompany application.

To obtain an electronic version of this application, visit [www.chescocf.org](http://www.chescocf.org)

Date 9/4/19

## Contact Information

Organization Name: La Comunidad Hispana (LCH)  
Address: 731 W. Cypress Street  
Kennett Square, PA 19348

Phone: 610-444-7550

Website: [www.lacomunidadhispana.org](http://www.lacomunidadhispana.org)

Year Incorporated: 1973

FEIN: 23-2041915

Executive Director/CEO Name: Steve Castellano  
(Interim CEO)

Executive Director/CEO E-mail:  
[scastellano@lchps.org](mailto:scastellano@lchps.org)

Board of Directors Chair Name: Ronan Gannon

Primary Contact Name: LeeAnn Riloff

Primary Contact E-mail: [lriloff@lchps.org](mailto:lriloff@lchps.org)

Has your nonprofit ever applied to the Community Foundation? Yes  No  Not Sure

Has your nonprofit ever received funding from the Community Foundation? Yes  No  Not Sure

Donor Advised Fund(s)  Fund for Chester County  Don't know/Not sure

## Field/s of Interest:

Arts, Culture & Humanities

Environment/Animal Welfare

Education

Health

Human Services

Religion

## Organization Information:

**Geographic Area Served** (If not all of Chester County, specify primary Chester County regions served):

Southern Chester County (Kennett Square to Oxford/Nottingham)

## **Describe Population Served and Annual Number of People Served:**

LCH serves more than 7,000 unduplicated individuals each year with a wide range of health, social, educational, and workforce programs. Our comprehensive database, LCH Centricity, enables us to offer these programs using a person-centered, coordinated model of care. Our clients receive services from three locations across our service area: our main facility in Kennett Square, our Dental and Women's Health Center in West Grove, and our Oxford Health Center. Approximately 85% of those we serve are very low income, with a household income below 200% of the Federal Poverty Level, and an even higher percentage (90%) are Latino. About two-thirds of our clients are uninsured, and most of the remainder are underinsured. LCH serves as an affordable health safety net for those who cannot otherwise access care in our community.

## **Mission:**

LCH's mission is to change lives by serving southern Chester County as the leading provider of integrated health and community services.

## **Proposal Summary:**

LCH is requesting funding for a new program, Escalera, an evidence-based youth education program championed by the national Latino advocacy organization Unidos US. The Escalera program is targeted to high school juniors and seniors and is intended to be a two-year program supplementing each young

person's academic education with structured sessions covering college and scholarship opportunities, career tracks, internship opportunities, and leadership training. The overarching goal of the program is to equip the children of low-income, low-education Latino immigrants to learn about and prepare for secondary education and stable career paths.

**If Capacity Building Proposal, the focus is:**

\_\_\_ Mission, Vision & Strategy    \_\_\_ Governance & Leadership    \_\_\_ Strategic Relationships  
\_\_\_ Fundraising & Development    \_\_\_ Technology    Other: \_\_\_\_\_

<b>Annual Budget</b> \$ <u>7,987,703</u>	<u>65</u>	# of Full-Time Equivalent Paid Staff
<u>83</u> % of budget for program expenses	<u>16</u>	# of Board Volunteers
<u>14</u> % of budget for administrative expenses	<u>80</u>	# of Active Non-Board Volunteers
<u>3</u> % of budget for fundraising expenses	<u>2,400</u>	# of Volunteer Hours
<i>100 % total</i>		

**Top 3-5 funding sources:**

- U.S. Health Resources and Services Administration
- PA Department of Health
- The Pew Charitable Trusts
- Mr. and Mrs. Rodman Moorhead
- United Way of Southern Chester County

**Grant Amount Requested from the Community Foundation:** \$20,000

## II. CHESTER COUNTY COMMUNITY FOUNDATION GRANT PROPOSAL NARRATIVE

*Provide clear, concise information. 3 pages maximum.*

### 1. Nonprofit's history, goals, key achievements and distinctiveness

La Comunidad Hispana (LCH) is a community-based, nonprofit organization whose mission is to change lives by serving southern Chester County as the leading provider of integrated health and community services. Founded in 1973, LCH began as a grassroots organization providing social services to Latinos working as migrant laborers in the mushroom industry. Over the past 46 years, LCH has continually responded to changing demographics and growing needs in the community, adding new services to address both direct health care and the social determinants of health (such as health education, general education, and income). In 2012, LCH became a Federally Qualified Health Center (FQHC) and has since been recognized as one of the top five FQHCs in Pennsylvania. We now hold the designation of Level Three Patient Centered Medical Home, the highest level available, in recognition of the optimal quality and accessibility of our care.

Today, LCH employs 72 staff members and assists more than 7,000 men, women and children annually with multiple services. LCH offers adult primary care, prenatal and well infant care, pediatric care, chronic disease management, behavioral health counseling, family planning services, women's health screenings, GED classes for adult learners, citizenship preparation classes, information and referral services, health insurance enrollment services, legal assistance, and personalized job seeking support.

In December 2015, LCH opened its first satellite site, the Oxford Community Health Center, to better serve clients in the western end of our service area. In January 2017, we opened our first Dental Center in Kennett Square, offering affordable, accessible oral health care for the first time to our community. In June 2018, we opened our Women's Health Center in West Grove, providing a centrally located, private location for women throughout our service area. Most recently, to help meet substantial community need, LCH expanded its Dental Center from its original facility in Kennett Square to the new space in West Grove neighboring with Women's Health. This expanded site features five dental operatories (two more than our original Kennett site) and opened its doors in January 2019.

With the continued growth of LCH and increased need in the Oxford community, LCH has formed a partnership with the Chester County Food Bank to plan the establishment of a larger, shared facility in the Oxford area. The new space will be designed to meet the missions of both organizations and offer the community of Oxford increased access to medical care, behavioral health services (including substance abuse treatment), workforce development, educational opportunities, healthy food, and nutrition education. LCH and the Food Bank are currently exploring possible locations and hope to be able to share more news soon about our plans.

LCH is the only organization in southern Chester County that offers our members a comprehensive set of health and social services designed to support the growing population of Latinos and other low-income residents. LCH believes that health, social, legal, behavioral and educational needs all must be addressed together to positively influence the lives of this vulnerable population. We offer services to address all of these needs, to a growing number of individuals across southern Chester County. With new locations and new services, our number of clients continues to grow – 142% in the past five years.

In calendar year 2018, we served 7,024 clients, yet another organizational high. Although about 62% of our patients are uninsured and many do not qualify for medical assistance, LCH offers health care on a sliding fee scale, and everyone is seen regardless of ability to pay. Most of our social services and educational programs are offered free to the community (we charge a nominal fee for legal consultations).

LCH offers a full range of primary health care services for all ages at both of Kennett Square and Oxford locations. Our focus is on preventive health care, addressing all of the risk factors (such as smoking or other substance use, high BMI, or mental health issues) that can ultimately lead to serious health problems. LCH also provides in-house, fully

bilingual behavioral health care, enabling those clients struggling with depression or anxiety to receive care during their primary health visit. We offer a full range of health education, including STD/HIV prevention, diabetes and hypertension education, nutrition education, and smoking cessation counseling.

LCH's community services include information and referral services, health insurance and other benefits enrollment assistance, legal assistance, adult education classes, and job seeking support services. Our health insurance enrollment services remain critically important to our community, as the Health Care Exchange information changes frequently, and our clients must be assisted by a well-informed professional to understand their eligibility and how to apply. Medicare too is extremely complicated and requires expertise to navigate, which we are proud to supply for our patients.

Collaborations with other nonprofit efforts in our community help us provide an even wider range of services to our clients. For example, Operation Warm helps us equip our youngest clients with warm winter coats. Our longstanding collaboration with the Chester County Food Bank enables us to provide free healthy food and cooking tips at regular "Eat Fresh" classes, which in turn offer our clients long-term strategies to improve their family's health. For many years, the Domestic Violence Center of Chester County (DVCCC) has maintained an office in our Kennett facility. This year, a new grant enabled us to partner with DVCCC to create an additional domestic violence office space at our West Grove Women's Health Center.

## **2. Funding request**

### **Description of key initiatives**

LCH has traditionally operated three educational programs serving adults: our ESL classes (held during the academic year in Kennett, West Grove, and Oxford); our GED classes (held year-round in Kennett and Oxford); and our Citizenship classes (held year-round in Kennett). Research shows that certain social determinants of health, especially education and income, affect health outcomes at least as much as direct health care does. In order for LCH to help our clients achieve good health, we must address those factors in tandem with our primary and other health care. Our clients understand that their path to better stability and self-sufficiency starts with better education, and we are there to help them progress along that path.

One of the unmet community needs we have identified in recent years is the need for youth development, including working with parents to educate them and support them in pursuing education and career objectives for their teen children. The majority of our adult clients have low levels of education themselves—many having a fourth or fifth grade educational level—and are unprepared to help their children thrive in school, prepare for higher education, and develop a career path. At the same time, they are passionately invested in their children's success, and want to be able to support their development however possible.

Last year, LCH was invited to provide our client families with a program called Escalera, an evidence-based youth education program supported in part by the national Latino advocacy organization Unidos US. The Escalera program is targeted to high school juniors and seniors, and is a two-year program supplementing each young person's academic education with structured sessions covering college and scholarship opportunities, career tracks, internship opportunities, and leadership training. The overarching goal of the program is to equip the children of low-income, low-education Latino immigrants to learn about and prepare for secondary education and stable career paths. In addition to weekly classroom sessions following an established curriculum, we will offer numerous opportunities to visit local college and workplaces to enable our students to become more familiar with the educational and career opportunities they may choose. There is particular focus on STEM (science, technology, engineering, and mathematics) opportunities. The program also incorporates peer support and communication with parents to help them support their child's optimal development. While training to provide the program is supported by Unidos US, the support does not cover the majority of the costs of the program, which we expect to be \$35,000.

We will have LCH's Education Coordinator trained to provide the Escalera Program to participating families. She will then train the teacher who will hold the sessions for our class cohort and provide classroom support at each session. Our Education Coordinator is supervised by our Community Engagement Manager, who provides oversight to all

community engagement, education and workforce development activities, and special programs at LCH. We expect to work in close partnership with several key partners to provide this program, particularly Kennett Area High School and The Garage (a local youth organization serving a similar target population).

LCH has a strong track record of providing educational classes to our clients. Our Education Coordinator is experienced at ensuring that the educational programs we provide to our clients are provided in fidelity to established models, that individual student progress is tracked, and that all data is entered into our database to empower the analysis of the aggregate data. She will also ensure that food and incentives are offered to encourage participation, coordinate field trips (such as to local colleges and workplaces), and connect students with case management, tutoring, or other needs as identified during their time in the program.

### **Specific needs and issues to be addressed**

Latinos are the largest and fastest growing ethnic minority in the United States and represent nearly half of the student body at Kennett High School. Yet there is an education gap that exists for this population, as they are less likely to hold a college degree than any other minority group. Nationally, fewer than a quarter of Latinos ages 25 to 64 hold a two-year college degree or more according a report by The Education Trust in 2018. By comparison, more than thirty percent of black American adults had a college degree, and nearly half of white adults did. Moreover, the rate of Latinos entering college has been stagnant over the years, which means there has been little progress over the generations for Latinos holding college degrees. Immigration, affordability, family economics (working to support the family upon high school graduation), language barriers, and transportation are just some of the factors that can affect Latino teens aspiring for college. As a trusted ally to Latino families in our community, LCH is ideally positioned to implement the evidence-based Escalera program and help parents and their teen children work together to chart paths to success.

### **Why it is important to fund this now**

LCH is well positioned to identify and work with families that want their children to succeed. LCH can identify and recruit families from our existing patient population of families with high school aged children and work with the local school districts, with which we already have strong relationships. Our local schools often turn to LCH as a partner in communicating with Latino parents and will be excited at the opportunity to partner with us on a deeper level to impact the area's high school students. The Escalera program is specifically designed to benefit the children of recent immigrants, so we are excited to have the opportunity to share a proven program that will work with our population. While the program is targeted toward Latinos, classes will be provided primarily in English, and non-Latino students will have the opportunity to participate if they wish.

### **How impact and results will be demonstrated**

As a data-driven organization with a robust, integrated data system, LCH is well prepared to collect and track client family data, and to use this data to drive success for our client families. All of the services we provide are measured in this way, using "data dashboards" we can generate from LCH Centricity to track our progress toward each program or service's goals.

In 2019-20, LCH expects to recruit and serve a cohort of 30 students who are currently high school juniors. Outcomes from the Escalera program conducted in other communities indicate that 88% of students who have completed the program have successfully graduated from high school; furthermore, 90% of Escalera program graduates have chosen a path to upward economic mobility by immediately enrolling in postsecondary education. These are the outcomes toward which we will be working for our own program in Southern Chester County.