

I. CHESTER COUNTY COMMUNITY FOUNDATION GRANT PROPOSAL SUMMARY SHEET

August 29, 2019

Contact Information

Organization Name: Paoli Hospital Foundation
Address: 255 W. Lancaster Road, Paoli, PA 19301
Phone: (484) 565-1385
Website: www.mainlinehealth.org/paoli
Year Incorporated: 1968
FEIN: 23-2359407

Executive Director/CEO Name: Meghan Sayer
Executive Director/CEO E-mail: sayerm@mlhs.org
Board of Directors Chair Name: Patricia Holloway
Primary Contact Name: Jennifer Drass
Primary Contact E-mail: drassj@mlhs.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): Chester County

Describe Population Served and Annual Number of People Served: Last fiscal year, Paoli Hospital had 14,266 patient discharges; 40,861 Emergency Department visits; 7,401 surgeries; and 1,987 births. Our Community Health Services Department provided over 100 complimentary screenings for blood pressure, breast cancer, stroke, and cholesterol. Additionally, through partnerships with Community Volunteers in Medicine and the Phoenixville Clinic, Paoli Hospital provided complimentary care to disadvantaged (i.e. uninsured, underinsured) patients.

Mission: The mission of Paoli Hospital is to provide a comprehensive range of safe, high-quality health services, complemented by related educational and research activities that meet healthcare needs and improve the quality of life in the community we serve.

Proposal Summary: As a nonprofit hospital, Paoli Hospital relies on charitable gifts to sustain and enhance our high-quality services, purchase life-saving equipment and technology, and train our nurses and staff with the leading-edge patient care techniques.

If Capacity Building Proposal, the focus is:

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

Annual Budget \$300,360,000	<u>1,327</u>	# of Full-Time Equivalent Paid Staff
<u>75</u> % of budget for program expenses	<u>27</u>	# of Board Volunteers
<u>25</u> % of budget for administrative expenses	<u>412</u>	# of Active Non-Board Volunteers
_____ % of budget for fundraising expenses*	<u>47,000</u>	# of Volunteer Hours
<i>100 % total</i>		

*Fundraising expenses are incurred by the Paoli Hospital Foundation. FY18 fundraising expenses were \$610,172.

Top 3-5 funding sources: Patient Care Revenue; Grateful Patients/Individual Donors; Paoli Hospital Auxiliary
Grant Amount Requested from the Community Foundation: \$500 - \$7,500

II. CHESTER COUNTY COMMUNITY FOUNDATION GRANT PROPOSAL NARRATIVE

Provide clear, concise information. 3 pages maximum.

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

Paoli Hospital, a member of Main Line Health, is a not-for-profit acute care hospital located in Chester County. The hospital, originally known as the Homeopathic Hospital of West Chester, opened its doors in 1913 with the capacity to house 35 patients. Now, over 100 years later, Paoli Hospital contains 231 beds, and in Fiscal Year 2019 discharged 14,266 patients, delivered 1,987 babies, performed 7,401 surgeries and treated 40,861 patients in the Emergency Department.

The comprehensive services and programs provided at Paoli Hospital include maternity, orthopedics, heart care, a full-service cancer center, The Holloway Breast Health Center, the Philadelphia suburbs' first celiac center, and the county's only trauma center.

The support of our donors and the hard work of our dedicated staff enable Paoli Hospital to consistently achieve many clinical accolades. Some of the accomplishments from this past year include the following:

- Paoli Hospital was recognized among the top 10 hospitals in the Philadelphia region, and the top 20 hospitals in Pennsylvania, in U.S. News & World Report's Best Hospitals rankings for 2018–19. The areas in which Paoli Hospital was ranked the highest are pulmonology and lung surgery, urology, hip and knee replacements, and colon cancer surgery.
- Paoli Hospital was the recipient of the *American Heart Association (AHA) Mission Lifeline® Quality Achievement Award*, which is presented to hospitals for implementing specific quality improvement measures outlined by the AHA for the treatment of patients who suffer severe heart attacks. In addition, Paoli Hospital received the *Get With the Guidelines® - Gold Plus Quality Achievement Award* given by the AHA for achieving a higher standard of care for stroke patients.

2. Funding request

Description of key initiatives

Gifts designated for Paoli Hospital's highest priority needs provide much needed financial support for diverse clinical areas and programs within the Hospital, which allows us to provide the highest quality of care while maintaining a superior level of comfort for patients and their families.

Key initiatives at Paoli Hospital include:

- **Neurointerventional Program**: Stroke is a time-sensitive disease and it is crucial that patients end up in the right place for treatment. Currently, there are no Comprehensive Stroke Centers or Thrombectomy Capable Stroke Centers in Delaware, Chester, Lancaster, Lebanon, Berks or Bucks counties. With the opening of Paoli's new Neurointerventional Program in the fall of 2020, the hospital will soon become a Thrombectomy Capable Stroke Center, providing advanced neurological treatments, including mechanical thrombectomy, as well as diagnosis and treatment for cerebral aneurysms and arterial venous malformations (AVM).
- **Nursing Education**: Conferences, continuing education courses and other educational opportunities for our nurses make a true difference in their ability to stay up-to-date in their fast-changing profession and to provide the very best in care to our patients. Philanthropic support

enables Paoli Hospital to continue providing educational opportunities for nurses, encourage clinical research and enable nurses to develop in their specialties.

- **Trauma:** A traumatic injury or life-threatening event can happen at any time, day or night. That's why Paoli Hospital offers around-the-clock trauma care at the only trauma center in Chester County. Whether a patient needs emergency surgery, or constant monitoring in the intensive care unit (ICU), our clinical team works together to manage the condition from start to finish.
- **Integrative Services:** Health care professionals have long recognized that mental health services are critical to helping patients achieve optimal health. Paoli Hospital is committed to making every patient as relaxed and comfortable as possible while receiving medical care. We offer a number of healing therapies that have been shown to speed recovery and reduce symptoms such as pain, anxiety, fatigue and depression. Our integrative services include massage, Reiki and aromatherapy, as well as art and music therapy.
- **Community Health and Equity:** Every three years, Main Line Health conducts a Community Health Needs Assessment (CHNA) and a companion CHNA Implementation Plan. The CHNA report for fiscal years 2020 through 2022 (July 2019 - June 2022) identified unique areas and opportunities where Paoli Hospital, and the other acute care hospitals in the system, can focus efforts to maintain and elevate the health status of our patients, including:
 - Chronic disease management (e.g. asthma, diabetes, obesity)
 - Mental health care
 - Access to affordable health care and prescription pain medication
 - Older adult well-being (e.g. daily living, mental health care, social isolation)
 - Health behaviors (e.g. nutrition, sugary beverage consumption and smoking cessation)
 - Health inequities in the broad community, and specifically in cancer and heart disease mortality (e.g. as a result of geographic area and demographics)

Specific needs and issues to be addressed

Philanthropic support increases training and educational opportunities for clinical staff to ensure that Paoli Hospital remains on the forefront of healthcare programs, services and treatments. Additionally, charitable gifts enhance the breadth of complementary care services (such as music and art therapies) available to cancer patients and their families, expand critical community health outreach activities (such as blood pressure, lung and skin cancer screenings), and permit the purchase of the latest, most innovative equipment and technology to diagnose, treat and cure an array of medical conditions.

Donor funds directed towards Paoli Hospital's key initiatives would support:

- **Neurointerventional Program:**
 - As we pursue this new program, charitable gifts provide an important source of support. Philanthropy will help fund the purchase of leading new technology called the biplane angiography system which allows physicians to view and access the complex network of blood vessels that deliver blood and oxygen to the brain.
- **Nursing Education:**
 - Annually, charitable gifts to Paoli Hospital's Nursing Excellence Fund support the continuing education for nurses. The Nursing Excellence Fund helps our nurses to continue to be attentive to their professional development, providing them with educational opportunities to enhance their critical skills, empowering them to apply evidence-based practices to patient care, and recognizing their achievements to ensure that our patients continue to receive the highest quality of care.

- Trauma:
 - Paoli Hospital's Regional Trauma Center maintains an in-house Operating Room team with two designated trauma rooms, providing life-saving support for emergencies in our community, 24 hours a day, seven days a week. The Hospital's Trauma team offers training to area Emergency Medical Service providers on a monthly basis and annually conducts a trauma symposium for all health care professionals to obtain continuing education units.
 - Gifts to Paoli Hospital's Regional Trauma Center help support these trainings, as well as the purchase of expensive life-saving trauma-specific equipment.
- Integrative Services:
 - Health care professionals have long recognized that mental health services are critical to helping patients achieve optimal health. However, the current reimbursement structure makes it difficult to support the role of specialized mental healthcare providers in a hospital setting.
 - Charitable gifts provide the funding for the art therapist's time and supplies. Services provided include outpatient services and support in the Cancer Center; group support, including monthly caregiver groups; and inpatient services. Referrals come from physicians, nurses, palliative care staff, and the hospital chaplains. Approximately 40-50 referrals are received each week.
- Community Health and Equity:
 - Healthcare screenings (i.e., cholesterol, blood pressure, cancer and stroke)
 - Educational seminars focused on prevention of chronic diseases such as cardiovascular conditions, diabetes, cancer and behavioral health.
 - Educational seminars focused on caring for our aging population

Why it is important to fund this now

Support from the Chester County Community Foundation's Donor Advised Funds will help us be responsive to the diverse needs of our rapidly expanding community. The impact of philanthropy at Paoli Hospital is powerful and charitable gifts serve as an important catalyst to pursue new technologies and programs. Additionally, current pressures to reduce health care costs mean that reimbursements from third party payers are diminished, and many of the extra services provided by Paoli Hospital, including complementary medical treatments (e.g. art and music therapy), are not covered.

How impact and results will be demonstrated

The impact of Paoli Hospital's leading-edge care, as well as our commitment to keeping every member of our community in optimal health, will be demonstrated through improved short and long-term outcomes, including fewer patient readmissions. In addition, Paoli Hospital utilizes the results of patient satisfaction surveys to inform all aspects of our patient care services and identify any needs to be addressed.

In addition, community health metrics (e.g. access to affordable health care, drug overdose statistics and cancer mortality rates) are continually tracked and reported through the Community Health Needs Assessment. Paoli Hospital utilizes the CHNA to target awareness efforts, outreach and education to clinical and nonclinical staff, patients and members of the community.