

**CHESTER COUNTY COMMUNITY FOUNDATION  
GRANT PROPOSAL SUMMARY SHEET**

Date: 9/18/2019

**Contact Information**

Organization Name: The Clinic  
Address: 143 Church St, Phoenixville, PA 19460  
Phone: 610-935-1134  
Website: www.theclinicpa.org  
Year Incorporated: 2001  
FEIN: 23-3072363

Executive Director/CEO Name: Lew Osterhoudt  
Executive Director/CEO E-mail: losterhoudt@theclinicpa.org  
Board of Directors Chair Name: John Enyart  
Primary Contact Name: Beth Flor, Development Director  
Primary Contact E-mail: bflor@theclinicpa.org

**Organization Information:**

**Field/s of Interest:**

Health

**Mission: To provide quality health care to the uninsured, in an atmosphere that fosters dignity and respect for our patients.**

**Geographic Area Served: The Greater Phoenixville area in Chester and Montgomery counties.**

**Describe Population Served and Annual Number of People Served: The Clinic served 2,576 uninsured and underserved patients in 2018 (8,020 total patient visits).**

<b>Annual Budget</b> \$ 1,012,733	<u>9.4</u> # of Full-Time Equivalent Paid Staff
<u>89</u> % of budget for program expenses	<u>12</u> # of Board Volunteers
<u>5</u> % of budget for administrative expenses	<u>120+</u> # of Active Non-Board Volunteers
<u>6</u> % of budget for fundraising expenses	<u>12,075</u> # of Volunteer Hours (2018)
<i>100 % total</i>	

**Top 3-5 funding sources (2018): Phoenixville Community Foundation, Independence Blue Cross Foundation, Marshall-Reynolds Foundation**

**Is this grant proposal for:** Capacity Building \_\_\_ or General Operating  ?

**Grant Amount Requested from the Community Foundation:** \$5,000

**Proposal Summary:** The Clinic requests general operating funds to provide uninsured and underserved patients in Chester County with quality, comprehensive health care, including primary and specialty care, lab tests, medications and diagnostic testing.

# CHESTER COUNTY COMMUNITY FOUNDATION

## GRANT PROPOSAL NARRATIVE

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

#### ***History***

Founded in 2001, The Clinic began as the dream of two women, Dr. Lorna Stuart and Reverend Marie Swayze, to create a medical center that would provide comprehensive healthcare to people who lacked medical insurance. Dr. Stuart and Rev. Swayze were able to secure a significant donation to rehabilitate the former Rectory of St. Peter's Episcopal Church, which the church had contributed as a home for The Clinic. Additional funds were raised through contributions from the community to complete the medical facility, and through donations of time and talent, The Clinic opened its doors in 2002. From that day on, The Clinic has flourished as a much needed safety net medical provider for the at-risk community in the Greater Phoenixville area.

#### ***Goals***

The Clinic's goal for 2019 remains consistent with its mission and goal over its 17 years of operation – to provide free, quality healthcare to the medically underserved in an atmosphere that fosters dignity and respect.

Our patients are hardworking, many engaged in two and three jobs with no benefits; they have wonderful, loving families; they are appreciative, many subsequently returning to The Clinic family as volunteers; and, above all, they deserve a helping hand without fear of judgment or financial burden. It is our privilege to serve medically underserved residents with nowhere else to turn.

The Clinic is able to serve these patients due, in part, to our expansive volunteer program. The Clinic boasts over 120 dedicated volunteers in our program, including physicians, RNs, other clinicians and clerical/scheduling volunteers. These committed volunteers work in tandem with Clinic staff to care for the at-risk community. With no income requirements and no onerous eligibility forms, we take pride in turning no one away.

#### ***Key Achievements***

The Clinic provides primary and specialty healthcare services through a combination of paid staff, volunteer physicians and volunteer RNs. Along with primary and family care, The Clinic offers many specialty care services, including gynecology, pediatrics, cardiology, orthopedics, allergy, dermatology and mental health counseling. All providers of specialty care are volunteers.

In 2018, The Clinic performed 8,020 patient visits, serving 2,576 unique, unduplicated patients. Of these patients, 1,056 were new patients who had never before used The Clinic. In 2018, there was a 20% increase in patient visits from the year prior, showing that the need for services is as crucial as ever. In its history, The Clinic has provided over 140,000 patient visits to vulnerable members of the community.

The Clinic's in-house clinical laboratory is crucial to patient diagnoses and developing treatment plans. Over 4,700 lab tests were provided to patients at no charge in 2018. Included in this number were in-house lab tests and tests provided to The Clinic at a discount by LabCorp.

In 2018, 953 of The Clinic's patients were provided with diagnostic tests and consultations under Main Line Health/Paoli Hospital's Charity Care Program. These tests – which include MRIs, CT scans, X-rays,

ultrasounds, mammograms and more – were all provided at no cost to the patient. In-kind services from Main Line Health/Paoli Hospital Charity Care amounted to \$1,113,945 in 2018.

### ***Distinctiveness***

The Clinic is unique in the fact that it is the only free clinic in the area that does not require patients to meet eligibility criteria based on income. Our providers ask only that patients verify that they do not have health insurance and are unable to pay to see a doctor without financial hardship.

Although it is one of the largest free clinics in the state of Pennsylvania, The Clinic operates out of a converted house with a warm, welcoming environment. This can pose challenges at times in terms of facility limitations, but patients note that they feel safe and like part of the family. This welcoming environment keeps patients coming back for follow-up care and, as a result, improves patient health outcomes.

## **2. Funding request**

### ***Description of key initiatives***

Along with The Clinic's comprehensive medical program, which includes primary and specialty care, lab testing, medications and diagnostic testing, The Clinic has several other key initiatives and collaborations to expand on patient wellness and community involvement.

The Clinic continues its multi-faceted collaboration with the Chester County Food Bank to increase positive health outcomes through diet and lifestyle changes. Along with growing produce for our patients in raised garden beds on site and receiving weekly produce deliveries, The Clinic participates in their Fruit and Veggie Rx program. Once a week, spring through fall, the CCFB parks its Fresh2You Mobile Market next to The Clinic. Our doctors write "prescriptions" for patients every week, to be used for local, organic fruits and vegetables. Patient health outcomes for our healthy lifestyle wellness programs are tracked through biometrics such as BMI and weight, along with indicators for diabetes, hypertension, cholesterol and heart disease.

The Clinic's Flu Shot Program, which provides free flu vaccines to the community, has become an integral service in the area. In the past four years, The Clinic has nearly doubled the number of vaccines given during flu season. During the 18-19 season, nearly 650 free flu vaccines were administered. The Flu Shot Program is in collaboration with the Chester County Health Department and is part of a state initiative to provide surveillance for flu and flu-like illnesses during flu season.

The Clinic continues its teaching program. The Clinic provides physician training in two to four week rotations through collaborations with Philadelphia-area medical schools, and also acts as a teaching site for Nurse Practitioner students from area programs.

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

In Phoenixville Borough where The Clinic is located, 9.2% of residents live below the poverty line, and 11.5% of residents are uninsured. Without The Clinic, those who fall into these categories have nowhere to turn to seek medical care. The Clinic acts as a vital safety net for the most vulnerable in our community.

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

The Clinic's patients are served thanks to the generosity of foundations, corporations, community organizations and individual donors, without whom The Clinic would not exist. In the absence of federal

funding, The Clinic and its mission rely entirely on donations from compassionate organizations and individuals.

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

During a one-year grant period, The Clinic expects to achieve the following organizational outcomes:

1. Provide 8,000-9,000 patient visits to uninsured members of the community. This will involve providing initial and follow-up primary medical care, along with ancillary services, to about 3,000 unduplicated patients.
2. Perform around 5,000 laboratory tests to aid in patient diagnosis and the development of treatment plans.
3. Provide necessary medications to patients, or if required medications are unavailable in-house, provide patients with the resources to acquire medications.
4. Continue relationship with Paoli Hospital to provide diagnostic tests, procedures, consultations to patients free of charge.

Additionally, The Clinic will be tracking the following individual outcomes:

1. Hyperlipidemia tracking: For patients with high cholesterol, providers run lipid panels through LabCorp. Data is gathered over a set period of time to make sure those test numbers are decreasing over time through lifestyle changes and medications. A huge emphasis is placed on educating patients to use diet and lifestyle to improve health and understand the role these lifestyle choices play in chronic disease management.
2. Diabetes tracking: The Clinic runs hemoglobin A1C tests on all diabetic patients, both in the office on a point of care machine and through LabCorp. The test helps providers determine the level of control a diabetic patient has with the use of lifestyle changes and medications. Ideally, providers like to see this number below 7 for diabetic patients and definitely want to see this number reduced through the treatment time.
3. Patient BMI tracking: The Clinic tracks patients identified as obese through Practice Fusion EMR. Nurses record weight for all patients at each visit, and weights are recorded in patient charts. For patients identified as obese, volunteers compile BMI data from patient visits by reviewing patient charts. This data is used to track whether patient BMI for identified obese patients is decreasing over time. Physicians, nurses and other clinicians stress the importance of diet, exercise and other lifestyle changes to produce positive health outcomes.

Patient health outcome data will be used to ensure that the services provided at The Clinic are helping patients meet health goals and prevent complications of chronic disease, as well as prevent the onset of chronic diseases.