



**Chester County Nonprofit  
Innovation & Resiliency Fund  
Grant Request Form**

**Contact Information**

Nonprofit Org Name: La Comunidad Hispana	ED/CEO Name: Barbara Mancill, Interim Co-CEO
Address: 731 W. Cypress Street	ED/CEO E-mail: bmancill@lchps.org
City, State Zip: Kennett Square, PA 19348	Board Chair Name: Jeanne Casner
Phone: 610-444-7550	Grant Proposal Contact Name: LeeAnn Riloff
Website: www.lacomunidadhispana.org	Grant Proposal Contact E-mail: lriloff@lchps.org
EIN: 23-2041915	Grant \$ Amount Requested: \$43,592
Year Founded: 1973	

*In filing this application, the nonprofit certifies that it complies with all federal, state & local laws, including taxation; complies with current public health guidelines; and complies with coronavirus pandemic phased reopening restrictions.*

Agreed by: LeeAnn Riloff	Date: 10/23/2020
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**Nonprofit Field/s of Interest**

Arts, Culture & Historic Preservation	Education	X	Health
Community Development	Environment & Animal Welfare	X	Human Services

Figures	Current	PRE-COVID (as of 1/1/20)
Annual Operating Budget	\$9,643,051	\$7,985,202
Full-Time Equivalent Paid Staff	82	72
# Board Volunteers	12	15
# Committee Volunteers	21	20
# Active Direct Service Volunteers	40	80
Annual Volunteer Hours	350	800

**Funding:** Please indicate if your nonprofit has received funding from any of these regional sources over the past few years. We will invite them to review this funding request.

x	ChesCo Comm Fdn	Brandywine Health Fdtn	x	United Way ChesCo	ChesCo Dept Comm Devel
x	ChesCo Fund/W&Girls	Phoenixville Comm Health Fdtn	x	United Way S ChesCo	x ChesCo Dept Health
	Other significant funders: Philadelphia Foundation, Pew Charitable Trusts, Independence Foundation, Independence Blue Cross Foundation				ChesCo Dept Human Svcs

**Narrative:** In a few concise paragraphs, please explain:

**1. Mission**

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

**2. What geographic area is served? (If not all of Chester County, specify primary Chester County regions served)**

LCH serves primarily southern Chester County (the route 1 corridor from Kennett Square to Oxford), although we also serve patients who come from elsewhere in Chester County.

**3. What population is served? How have your service numbers been impacted by COVID?**

LCH served almost 8,200 unduplicated patients in calendar 2019. Our traditional patient population is Hispanic, adult, low-income, and uninsured. However, in recent years we have drawn more non-Latino patients, many of whom have public or private health coverage. With the addition of our Dental Center and Pediatric Center, we are also seeing more young patients every year.

In the spring, LCH closed our doors to all patients except those with urgent health concerns. Although we worked to launch our telemedicine option by April, this allowed us to recapture only some patient visits, as not all visit types lend themselves to a virtual format. By June, we were able to resume seeing patients, with many safety measures in place. Fortunately, our patients have come back to us in large numbers, high enough that we expect to surpass last year's patient numbers despite the pandemic. However, now that patient volume is so high, we have needed to hire more staff to meet our community's demand.

#### **4. What has been the impact of COVID-19, and how has your nonprofit responded?**

As a community health center, LCH has been on the front lines of the COVID-19 crisis since March 2020. Since that time, we have:

- Launched HIPAA-compliant telemedicine, to enable us to serve our routine patients who could not come to our offices in the spring, and who still may not be fully comfortable with in-person visits.
- Created a temperature-controlled outdoor medical unit in Kennett Square, intended to test and treat COVID-19 symptomatic LCH patients. This unit will remain in place until a vaccine is developed and distributed. Keeping all patients with fever and/or upper respiratory symptoms in the trailer has allowed us to resume indoor office visits for all other patients.
- Created a mobile medical unit to travel to area mushroom farms and conduct COVID-19 testing and contact tracing for their employees.
- Put into place a wide array of safety measures, including plexiglass screens, personal protective equipment (PPE) for staff, HEPA air filters, limited patient schedule to ensure social distancing, and doubled cleaning and sanitization protocols.
- Ongoing patient education in Spanish and English to ensure that the community we serve adopts safe habits and prevents the spread of the virus.

LCH staff have worked with admirable dedication throughout this difficult time, and we expect to remain responsive to the ever-changing pandemic. When a vaccine is available, we expect we will play a major role in its distribution in southern Chester County.

#### **5. What would this funding be used for? How does this demonstrate innovation and resiliency in dealing with COVID impacts? What would be the community impact of this anticipated funding? Why is it important to fund this now?**

LCH is requesting funds for four purposes:

- We would like to outfit our Education Room – the largest space at LCH, holding up to 50 people in ordinary circumstances – with the audiovisual capacity we need to hold group meetings and trainings. In the past, we have held many of these sessions in our Large Conference Room, which has a more up-to-date a/v system and could hold up to 14 people in pre-COVID times. With current social distancing requirements, this room now holds only 4-5 people safely. The Education Room, properly arranged, can hold 15 people safely. Having this room better outfitted will allow us to conduct the trainings our staff need to continue striving for quality improvement and impact, even during a pandemic. This investment would also benefit the larger community, as very few local organizations have this large of a space available, and we have often made the room available to other community agencies for free. This project has been quoted at \$9,947.
- We would like to invest in antigen test kits (please see attached description), which offer numerous benefits over the test kits we are using now. These kits are more accurate, deliver results in just 15 minutes, and save our staff time by communicating results directly to our patient health database. These tests also, in one step, test for several flu variants, streptococcus, Lyme disease and RSV (Respiratory Syncytial Virus). Each of these other viruses presents symptoms similar to COVID-19, so being able to test for all at once will help us give patients more accurate treatment, especially as flu season begins. The system, which includes two analyzing

units, costs \$10,645 and is subscription-based, so we will be able to treat as many patients as needed without needing to pay anything additional.

- LCH has already invested in a quantity of thermometers, masks and disinfectant wipes to give to our patients, enabling them to test their temperature and stay safe at home. For our patients, most of which have very low household income, these items are difficult to afford, and we want to make sure that access to basic safety items is not a barrier to safety. The thermometers will also be useful during telemedicine appointments. These items (500 count of the thermometers and masks, and 1,000 count for the wipes) will cost \$10,000.
- Finally, the “new normal” of providing health services during a pandemic requires more clinical staff, as we must staff all of the usual LCH sites, as well as the COVID-19 testing outdoor unit and the mobile medical unit. Even when a vaccine is available, LCH will need to invest in personnel to vaccinate our community, which will be a major undertaking. We are requesting support to pay for laptops for each new staff member, a total investment of \$12,000 (for \$2,000 laptops for each of six new clinical staff). Some of these staff have already started at LCH, and some positions are still in the interview process. We would also like to purchase six new, more inexpensive laptops to help our GED students study at home (five Chromebooks costing approximately \$200 each, for a total of \$1,000). Our adult learners who do not have adequate technology at home are finding their education stalled. Providing them with this support will help them resume their studies during the pandemic.

LCH has kept our patient population safe during this difficult year by continually innovating, offering our patients better and safer options for care, and striving to improve our quality and strengthen our internal capacity despite the challenges. The four projects above are ready to implement now, and all will contribute to better-equipped health care providers at LCH and better-equipped patients at their homes.

**6. How much funding is sought? How does this compare to your annual operating budget and this years’ projected deficit? What is the expected timeframe for use of funds?**

LCH is requesting a total grant of \$43,592, a small percentage of our annual operating budget of \$9.6 million for fiscal 2021, but a very positive contribution toward helping us meet the gap between our “usual” annual expenditures and the higher expenses we know we will incur this year because of COVID-19. While this year’s budget does not project a deficit, several factors may well contribute to an imbalance, as it did in fiscal 2020 (as shown in the draft audit attached). If the pandemic worsens over the fall and winter and we face mandatory closures, it will have a powerful negative impact on the insurance revenue we rely upon. We hope telemedicine will enable us to recapture some of those potential lost visits, but at this time it is unclear whether our federal funders will continue to allow insurance billing for telemedicine visits (a change made during the pandemic’s early days that is set to expire soon). If granted the full amount, we expect to spend the funds quickly, most likely within three months.

Please e-mail all materials as a word.doc and/or pdf to [grants@chescofcf.org](mailto:grants@chescofcf.org):

X	This <b>Innovation &amp; Resiliency Fund Grant Request</b> cover sheet & brief narrative
X	Current annual operating budget & most recent audit
X	501c3 determination letter
X	Current strategic plan. If none, explain why your nonprofit doesn’t have a plan.
X	Support materials that strengthen the urgency of this funding request + indicate that your nonprofit is innovative and resilient (ie: COVID best practice research findings, consultant proposal/s, bids for COVID-related materials & equipment, etc.)

- Proposals will only be accepted by e-mail, on this grant form available at <https://chescofcf.org/covidgrant/>
  - Receipt of grant proposals will be confirmed by e-mail.
  - Grant proposals will be posted on the Community Foundation’s website, in order to share with fund advisors, donors, grant panelists, and other funding sources.
    - Grant proposals will be reviewed weekly.
    - We estimate grants awards will range from \$5,000 to \$50,000.
- For awarded grants, a written report on use and impact of this funding will be due within 6 months.