We connect people who care with causes that matter, so their philanthropy makes a difference now & forever.

We are a collection of Field of Interest & Donor Advised Funds with @$3.5M granted annually to nonprofits in Chester County & beyond.

99% of our grants are made by our generous Fund Advisors, who make grant decisions all year.

Proposals submitted by nonprofits are considered for 2 types of grants:

**Field of Interest & Donor Advised Funds (No Deadline)**

- Grants focus on Chester County causes & issues, but are not limited to Chester County.
- Charitable nonprofits working in all fields of interest are considered for grant awards. (I.e. arts, culture, & humanities; education; community improvement; environment; religion; health; & human services)
- General operating grants are encouraged.
  - Nonprofits should be specific about their mission, goals, & measurable outcomes.
  - Proposals can be submitted anytime all year.
  - Grant decisions are made intermittently all year, as Fund Advisors desire.
  - Grant awards typically range from $500-$7,500.

**Fund for Chester County Capacity Building Grants (Due 9/15)**

- For eligibility in this grant program, nonprofits must be located in & serve Chester County. NPO’s with budgets of $500,000 or less are given preference.
- The goal of capacity building grantmaking is to strengthen the effectiveness of NPO’s serving the Chester County region, in areas including:
  - Mission, Vision & Strategy
  - Governance & Leadership
  - Partnerships & Collaborations
  - Operations & Technology
  - Fundraising, Development & Marketing
- Proposals must be submitted by September 15 to be eligible for consideration.
- Grant awards typically range from $500-$5,000, with monies distributed by February.

Use this form @ www.chescocf.org to apply online for grants from all Community Foundation Funds.

Email proposals to grants@chescocf.org

Proposals are considered “complete” when CCCF has confirmed receipt of the Grant Proposal Summary Sheet, Narrative & Attachments.

Proposals are shared electronically and online with Fund Advisors, Donors & Grant Panels.

Per IRS Regulations, applicants must be charitable, tax exempt organizations with 501(c)(3) certification & cannot be individuals.

Please contact Grants Administrator Kevin Baffa at (610)-698-8211 or grants@chescocf.org with any questions.
I. CHESTER COUNTY COMMUNITY FOUNDATION
GRANT PROPOSAL SUMMARY SHEET

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

Note: If Philanthropy Network's Common Grant Application is used, CCF's Summary Sheet MUST accompany application.

To obtain an electronic version of this application, visit www.chescocf.org

Date September 2021

Contact Information
Organization Name: Community Volunteers in Medicine
Address: 300B Lawrence Drive, West Chester, PA 19380
Phone: 610-836-5990
Website: www.cvim.org
Year Incorporated: 1998
FEIN: 23-2944553

ED/CEO Name: Maureen Tomoshuk
ED/CEO E-mail: mtomoshuk@cvim.org
Board Chair Name: John Garvey
Board Chair Approval (check here): X
Primary Contact Name: Julie Rusenko
Primary Contact E-mail: jrusenko@cvim.org

Organization Information:
Field/s of Interest:
___ Arts, Culture & Humanities  ___ Environment/Animal Welfare  ___ Education
___ Health  ___ Human Services  ___ Religion

Mission: Community Volunteers in Medicine provides compassionate primary medical and dental care and health education to people who lack access to insurance and who live or work in Chester County in order to support their goals to lead productive, healthy, and hopeful lives.

Geographic Area Served (If not all of Chester County, specify primary Chester County regions served): CVIM provides free and specialty medical, comprehensive dental and behavioral health services supported by onsite prescription medications to uninsured adults, children and seniors throughout Chester County and surrounding communities.

Describe Population Served & Annual Number of People Served: CVIM serves the healthcare needs of a diverse group of multicultural communities struggling with barriers to healthcare access including lack of insurance and low-incomes, plus language, literacy, and transportation challenges. They come from every zip code in Chester County and many from surrounding counties. Nearly 70% of our patients self-identify as Hispanic. All of CVIM patients earn less than 300% of the federal poverty level with most earning less than 200% of FPL. CVIM patients are not eligible for government programs, such as Medical Assistance, Medicare, and CHIP or VA benefits. During FY 2021, we served 4017 patients including 1,204 new patients during a total visit volume of 36,420 (including medical, dental, behavioral health, social services, telehealth, eligibility screenings, and drug dispensary visits).

Annual Budget $3,905,800
___93___% of budget for program expenses
___3___% of budget for administrative expenses
___4___% of budget for fundraising expenses

32___ # of Full-Time Equivalent Paid Staff
24___ # of Board Volunteers
320___ # of Active Non-Board Volunteers
31,000 __ # of Volunteer Hours

Top 3-5 funding sources: IBC Foundation, Crystal Trust, Lasko Family Foundation, Americas

Is this grant proposal for: Capacity Building ___ or General Operating ___X___?

Grant Amount Requested from the Community Foundation: Donor advised donations of any dollar amount are greatly appreciated by CVIM. Thank you for the opportunity to reach the CCCF donors.

Proposal Summary: Donations from Donor Advised funds will directly support the cost of providing access to quality healthcare services, including expansion of programs to serve additional uninsured patients desperate for primary medical and specialty care. Our services include Primary Medical Care – grounded in disease prevention, with acute care as needed; Specialty Medical Care – more than 15 specialties from cardiology to rheumatology; Chronic Disease Management – diabetes, hypertension, heart disease, COPD; Women’s Health Program – gynecology & comprehensive wellness services; Health, Nutrition, and Wellness Education – group sessions and one-one-one counseling; Comprehensive Dental Services - Including various specialties and outreach programs; Integrated Behavioral Health Services – psychiatry & counseling; Medication Services - onsite dispensary with brand name and generic drugs Social Services – assistance with social determinants of health such as housing & food insecurity.
II. CHESTER COUNTY COMMUNITY FOUNDATION

GRANT PROPOSAL NARRATIVE

Provide clear, concise information. 3 pages maximum.

1. Nonprofit’s history, goals, key achievements & distinctiveness

2. Funding request
   - Description of key initiatives
   - Specific needs & issues to be addressed
   - Why it is important to fund this now
   - How impact & results will be demonstrated

   • For capacity building grant proposals:
     - How will this capacity building initiative impact your nonprofit?
     - How will this impact be measured?
     - Include a description of the expected activities; timeline & costs to implement the initiative. If external consulting services are required, include the anticipated costs & expertise of the consultants to be hired. Include external consultant proposals if applicable.

III. ATTACHMENTS

E-mail or mail this support information

1. Copy of 501 (c) (3) federal tax-exempt letter
2. List of Board of Directors, with their affiliations
3. Most recent annual report & financial statement, audited if available
4. Itemized organizational operating budget with actual results for prior fiscal year & current fiscal year to date
5. If capacity building initiative, itemized budget (including external consultant’s proposal, if applicable)
6. Current strategic plan. If your nonprofit does not have a current strategic plan, explain why.

• Use this form @ www.chescocf.org to apply online for grants from all Community Foundation Funds.
• Email proposals to grants@chescocf.org
• Proposals are considered “complete” when CCCF has confirmed receipt of the Grant Proposal Summary Sheet, Narrative & Attachments.
• Proposals are shard electronically and online with Fund Advisors, Donors & Grant Panels.
• Per IRS Regulations, applicants must be charitable, tax exempt organizations with 501(c)(3) certification & cannot be individuals.

Please contact Grants Administrator Kevin Baffa at (610) 696-8211 grants@chescocf.org with questions.

Connecting people who care with causes that matter, so their legacies make a difference.
WHAT IS CAPACITY BUILDING?

Capacity building helps bring a nonprofit to the next level of operational, programmatic, financial, or organizational maturity, in order to more effectively & efficiently fulfill its mission.

Capacity building may include (but is not limited to) projects which address:

- **MISSION, VISION & STRATEGY**
  Organizational Assessment - Strategic Planning - Financial Planning

- **GOVERNANCE & LEADERSHIP**
  Board Development - Executive Transition/Succession Planning - Leadership Development - Staff Training & Professional Development

- **PARTNERSHIPS & COLLABORATIONS**
  Coalition Building – Collaboration - Mergers & Acquisitions - Strategic Restructuring

- **RESOURCE DEVELOPMENT & MARKETING**
  Major Gift Donor Identification, Cultivation, Development & Stewardship - Development Campaigns (Annual, Capital, Planned Giving) - Earned Income Development - Social Enterprise Feasibility & Development - Marketing, Branding & Communications

- **TECHNOLOGY & OPERATIONS**
Community Volunteers in Medicine is pleased to share the following update on the healthcare programs and services provided to our uninsured and under-insured neighbors across Chester County. We are most grateful for the ongoing support of the Chester County Community Foundation donors and look forward to meeting prospective donors who would like to learn more about comprehensive healthcare home. Thank you for your continued interest and for all you do for the non-profit organizations in our county.

**Organization History and Background**

Community Volunteers in Medicine’s mission to provide compassionate primary medical and dental care and health education to people who lack access to insurance is anchored in our founders’ desire to address inequities in our local healthcare infrastructure. The Chester County, PA region has long benefited from an abundance of superior primary, specialty and tertiary healthcare providers— providers whose services are far out-of-reach for approximately 8% of the population who lack healthcare insurance. Our work is dedicated to serving the low-income segment of the uninsured population who has nowhere else to turn for care.

CVIM was founded more than two decades ago by local healthcare administrators and philanthropic partners who came together to devise a practical solution for the growing problem of the uninsured population in Chester County – people who could only seek care in local hospital emergency departments when they became too ill to work or carry on their lives. The group conducted in depth research on the healthcare provider landscape and the specific demographics and healthcare needs of the uninsured population. This research led to a much better understanding of the negative effects that delay of care had on this vulnerable population, as well as a deeper understanding of the cultural differences and beliefs that were also leading to insufficient care. Ultimately, this understanding was the foundation for the creation of CVIM, and the basis for CVIM’s now extensive chronic disease management program that serves a large Hispanic population and our coordinated women’s health services wholly committed to gender-specific disease prevention.

After researching a proven model that harnessed the expertise and willingness of volunteer clinicians, CVIM launched its own volunteer model in 1998, with a small staff but a big promise to bring a three-pronged approach to a high-risk, medically underserved population. The founding Board members and CEO were dedicated to providing an integrated model of primary medical care, preventative dentistry and onsite prescription medications. For a time these services were offered in separate locations, but in 2001, through planning and successful fundraising, CVIM consolidated into a single facility in West Chester where our clinicians now provide all services five days and two evenings a week and an additional Saturday one day a month to increase access to free dental services. In 2014, we purchased our building and expanded our facility to provide more space for patient care, further ensuring the successful continuation of this vital healthcare resource.

Through the years, the volunteer corps grew to include the expertise of clinicians in numerous medical specialties, comprehensive restorative dental services, behavioral health counseling, and health education. Staff and Board members also successfully cultivated charity care agreements with a network of healthcare provider partners (hospital systems, outpatient centers, specialty practices and more) in order to ensure that our patients would be able to receive the diagnostic, therapeutic and tertiary services not provided onsite at CVIM. The depth of knowledge, level of culturally competent care, and the continuum of services provided to CVIM patients are unrivaled in most free clinic settings throughout the U.S. Today, CVIM is a nationally recognized non-profit healthcare provider.

**Our Programs and Services**
- Primary Medical Care – *grounded in disease prevention, with acute care as needed*
- Specialty Medical Care – *more than 15 specialties from cardiology to rheumatology*
- Chronic Disease Management – *diabetes, hypertension, heart disease, COPD*
- Women’s Health Program – *gynecology & comprehensive wellness services*
Community Volunteers in Medicine
Donor Advised Funds Narrative
Chester County Community Foundation
September 2021

- Health, Nutrition, and Wellness Education – group sessions and one-one-one counseling
- Comprehensive Dental Services - Including various specialties and outreach programs.
- Integrated Behavioral Health Services – psychiatry & counseling
- Medication Services - onsite dispensary with brand name and generic drugs
- Social Services – assistance with social determinants of health such as housing & food insecurity
- Hospital Partnerships - providing laboratory testing, diagnostic imaging, surgery & cancer care

Our Patients
Our patients are a diverse group of multicultural communities struggling with barriers to healthcare access including lack of insurance and low-incomes, plus language, literacy, and transportation challenges. They come from every zip code in Chester County and many from surrounding counties. Nearly 70% of our patients self-identify as Hispanic. All of CVIM patients earn less than 300% of the federal poverty level with most earning less than 200% of FPL. They are not eligible for government programs, such as Medical Assistance, Medicare, and CHIP or VA benefits. Many fall into United Way’s ‘ALICE’ category: Asset Limited, Income Constrained, Employed -- a definition created to bring focus to the families and individuals who work but whose salaries do not provide sufficient resources to meet basic needs relative to the local cost of living. They work in a variety of jobs such as retail, food prep, landscaping, and caring for elderly or pre-school children, but often do not qualify for public assistance. In Chester County, approximately 20% of our households are ALICE. They live on 'survival' budgets yet are the fabric of our community and our economy.

Identifying and Addressing Community Need
It is well documented that people without insurance live sicker lives and die younger than those with insurance. They forego preventive care and seek healthcare at more advanced stages of disease when care is more complex and expensive. The successful treatment and management of cancer, cardiovascular diseases, and diabetes depends heavily on the early detection of these diseases. However, uninsured people are significantly less likely to receive screening and preventive care for these conditions. Our local hospital and healthcare systems bear the cost of providing the more expensive care once uninsured patients tragically seek care far too late in emergency departments. Society as a whole bears the costs of lower productivity by employed yet uninsured people, increased rates of communicable diseases, and ultimately higher insurance premiums.

Lack of access to healthcare contributes to the cycle of poverty. People without insurance miss work because of illness, lose wages, fall behind in their work leading to disciplinary action and never seem to be able to get ahead. Sometimes they go to work while ill because they have no sick time available, and consequently become more ill and/or spread disease. Healthcare delayed means they live from one emergency to the next. They often seek stress relief through alcohol, substance abuse and tobacco use. Tragically, poor health and risky lifestyles are often passed on to their children, leading to multi-generational poverty, chronic diseases and shortened life expectancy.

CVIM exists to help those in need overcome the barriers to equal access for healthcare. We strive to increase access to comprehensive healthcare, to treat our patients with dignity, to reduce health disparities for uninsured people of all races/cultures, and to continually integrate all of our services leading to better immediate and longer-term health outcomes for our patients, their families and ultimately our communities.

Impact Statement
From our inception in 1998, the success, growth and evolution of our programs and services have relied upon the generosity of all facets of the community—clinical and skilled support volunteers, community-based healthcare partners and a like-minded philanthropic public. As we move our organization forward through the continuing challenges of providing quality healthcare in the time of COVID and while meeting the undeniable increase in the need for our programs and services which will certainly come due to the economic fallout of the pandemic, we must continue to focus on several key elements that have proven to be the keys to our success.
DEDICATION TO EQUAL ACCESS - CVIM is committed to continuing our services and programs to close the healthcare access gap for low-income people without insurance by providing comprehensive and integrated healthcare and by remaining ‘at the table’ in all forms of public-private discussions about the healthcare disparity crisis in our communities.

REINFORCEMENT OF ALL RESOURCES - Being fully funded by philanthropy, we are committed to a proactive, strategic and diverse fundraising program designed to sustain and grow our services. Our business model relies heavily on skilled volunteerism, aligned to our patients’ needs. Volunteer recruitment, retention and recognition are always high priorities.

EVOLUTION - The evolution of our programming will be driven by the results of a fresh strategic planning process that began in the spring of 2021. Our goal is to determine how we can better serve the Chester County region and fulfill our mission to address existing health disparities. Those disparities were exacerbated by the pandemic, and CVIM is committed to remaining a strong healthcare safety net, serving a vulnerable segment of the population. Through strategic planning we will address - growth in services, sustainable revenue streams, improvements to internal operations, succession planning and leveraging technology.

FUNDING SOURCES – CVIM maintains a diverse funding stream from individuals, foundations, corporations, faith-based, civic organizations and United Ways, as well as unsolicited patient donations. CVIM has the financial support of 100% of its Board members. We are committed to increasing our visibility in the community as the ‘Charity of Choice’ by developing new relationships and carefully stewarding existing donor relationships.

Why Your Funding is Important Especially Now!
In March 2020, we were all suddenly reminded that personal health depends on community health. CVIM adjusted operations as the pandemic reached our region and as it evolved and took unprecedented safety measures to keep our community safe. We focused on helping patients manage their health as we all navigated the public health crisis. We provided essential services, educated and counseled patients. CVIM quickly pivoted and provided innovative care via telephone and telehealth visits, plus urgent medical visits and emergency dental procedures onsite.

CVIM’s operating model depends on a large corps of 400+ volunteers annually, supported by a core staff of about 35 FTEs. In the early months of the pandemic, volunteers observed the stay-at-home order while the staff redeployed to keep CVIM open and providing the most critical services. Once we understood more about the virus and could make our clinical space safe, volunteers gradually began to return to service. We currently estimate that our volunteer corps is at approximately 80%. As we rebuild our multi-disciplined volunteer team, we have and will continue to incur additional costs for paid staffing in addition to ongoing pandemic-related expenses such as facility enhancements, PPE, and additional sanitation.

Because we operate on 100% philanthropy, your donations will directly help CVIM to balance and stretch our budget in order to continue as the premier healthcare home for the uninsured in our region. Your support will help us to address existing health disparities and to provide ongoing vital programs to those who need them the most. Together with you and other like-minded philanthropists, CVIM will remain a strong and relevant healthcare safety net, serving a vulnerable segment of the population. Thank you for your consideration.