

# 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, CCCF's **Summary Sheet MUST accompany application.**

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

**Date: September 15, 2021**

## Contact Information

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

ED/CEO Name: Meghan Sayer  
ED/CEO E-mail: [sayerm@mlhs.org](mailto:sayerm@mlhs.org)  
Board Chair Name: Patricia Holloway  
Board Chair Approval (check here):   
Primary Contact Name: Jennifer Drass  
Primary Contact E-mail: [drassj@mlhs.org](mailto:drassj@mlhs.org)

## Organization Information:

### Field/s of Interest:

Arts, Culture & Humanities       Environment/Animal Welfare       Education  
 Health       Human Services       Religion

**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.

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

**Describe Population Served & Annual Number of People Served:** In the last fiscal year, Paoli Hospital discharged 13,769 patients, delivered 1,983 babies, performed 7,101 surgeries and treated 36,980 patients in the Emergency Department. We continue to provide complimentary screenings for blood pressure, breast cancer, stroke, and cholesterol through our Community Health Services Department, as well as complimentary care to uninsured and underinsured patients through our partnerships with Community Volunteers in Medicine and the Phoenixville Clinic.

<b>Annual Budget</b> \$ <u>322,610,000</u>	<u>1,110</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
<u>          </u> % of budget for fundraising expenses*	<u>32,244</u> # of Volunteer Hours
<small>100 % total</small>	

\*Fundraising expenses are incurred by the Paoli Hospital Foundation. FY20 fundraising expenses were \$652,884.

**Top 3-5 funding sources:** Patient Care Revenue; Grateful Patients/Individual Donors; Paoli Hospital Auxiliary

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

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

Mission, Vision & Strategy     Governance & Leadership     Partnerships & Collaborations  
 Fundraising, Development & Marketing     Technology    Other: \_\_\_\_\_

**Grant Amount Requested from the Community Foundation:**    \$ 500 – 7,500

**Proposal Summary:** Paoli Hospital is a non-profit hospital serving the Chester County community and relies on charitable gifts to provide the very best in clinical care. These gifts ensure that the hospital can prioritize patient safety; deliver expert, compassionate, and personalized medical and nursing care; invest in life-saving advanced equipment and technology; and train our nurses and staff with leading-edge patient care techniques. These services, made possible with support from donors, make a huge impact on the community we are honored to serve.

## 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 2021 discharged 13,769 patients, delivered 1,983 babies, performed 7,101 surgeries and treated 36,980 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.

Some of the key recent clinical accolades include:

- 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 2021–22. The area in which Paoli Hospital was ranked the highest is orthopedics, with additional marks for "High Performance" in knee replacements, heart and kidney failure treatments, pulmonary and lung surgery, urology, abdominal aneurism repair, back surgery, and hip fracture.
- 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 high 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:

- **Interventional Vascular Suite and Program:** Stroke is a time-sensitive disease and it is crucial that patients quickly get to the right place for treatment. With the opening of Paoli's new Interventional Vascular Suite in early 2022, the hospital will soon become the region's only 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). The Suite will include a total of five labs: one for electrophysiology procedures, two dedicated catheterization labs, one primary lab for neurointerventional care, and one hybrid lab to serve as a secondary space for additional neurointerventional procedures. Paoli's new Interventional Vascular Suite will open in early 2022, capitalizing on treatment breakthroughs to offer the latest advancements in mechanical thrombectomy for stroke sufferers, structural heart procedures, and complex heart and brain surgeries, delivered by dedicated, compassionate staff.

- **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. Paoli Hospital is committed to providing educational opportunities for nurses, encouraging clinical research and enabling 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 care at the only trauma center in Chester County. Whether a patient needs emergency surgery or constant monitoring in the intensive care unit, our clinical team works together to manage the condition from start to finish.
- **Integrative Services**: Health care professionals have long recognized that complementary 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**: Paoli Hospital's Community Health and Equity (CH&E) department conducts educational outreach events, healthcare screenings and other innovative programs that establish a culture of health in the communities we serve. Through partnerships with community organizations, we work to address the underlying causes of chronic diseases, eliminate disparities in care, and improve the overall health of those living in the region. CH&E also facilitates a Community Health Needs Assessment (CHNA) and a companion CHNA Implementation Plan every three years. The CHNA report for fiscal years 2020 through 2022 (July 2019 - June 2022) identified areas of need including chronic disease management (e.g. asthma, diabetes, obesity), mental health care and older adult well-being (e.g. daily living, mental health care, social isolation).

### **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:

- **Interventional Vascular Suite and Program**:
  - As Paoli Hospital pursues new capabilities in stroke and heart care, philanthropy is helping to fund the overall renovation project and 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 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:
  - The current reimbursement structure makes it difficult to support the role of specialized behavioral and complementary healthcare providers in a hospital setting.
  - Charitable gifts provide 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:
  - The following activities are supported by charitable donations:
    - 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 medical technologies and programs. Additionally, as Paoli Hospital navigates the transition from a volume-based clinical care model to a value-based model and other industry challenges including an aging population and increased regulation, pressures to reduce health care costs mean diminished reimbursements from third party payers. Many of the extra services provided by Paoli Hospital, including complementary medical treatments (e.g. art and music therapy), which help us go the extra mile in caring for patients, 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.