

GRANT PROPOSAL GUIDELINES

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

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

Date: 3/11/2022

Contact Information

Organization Name: The Clinic

Address: 143 Church St, Phoenixville, PA 19460

Phone: 610-935-1134

Website: theclinicpa.org

Year Incorporated: 2001

FEIN: 23-3072363

ED/CEO Name: Christi Seidel

ED/CEO E-mail: cseidel@theclinicpa.org

Board Chair Name: Mark Delowery, DO

Board Chair Approval (check here):

Primary Contact Name: Beth Flor

Primary Contact E-mail: bflor@theclinicpa.org

Organization Information:

Field/s of Interest:

Arts, Culture & Humanities

Environment/Animal Welfare

Education

Health

Human Services

Religion

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

Geographic Area Served (If not all of Chester County, specify primary Chester County regions served): We primarily serve the Greater Phoenixville area in Chester and Montgomery counties.

Describe Population Served & Annual Number of People Served: The Clinic served 1,579 uninsured and underserved patients in 2021 (4,689 total patient visits).

Annual Budget \$1,224,672 (excluding in-kind) # of Full-Time Equivalent Paid Staff

% of budget for program expenses # of Board Volunteers

% of budget for administrative expenses # of Active Non-Board Volunteers

% of budget for fundraising expenses # of Volunteer Hours (2021)

100 % total

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

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: \$5,000

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

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.*

*** The Clinic's strategic planning process is currently underway, and expected to be finished by the beginning of May, 2022. We will be happy to send this when available.**

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***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**
Business Continuity Planning - Financial Management - Human Resources - Volunteer Management - Industry Certification - Risk Management - Technology Improvements

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 2022 remains consistent with its mission and goal over its 20 years of operation – to provide quality, comprehensive healthcare to the medically underserved in an atmosphere that fosters dignity and respect.

The Clinic is a nonprofit free clinic in Phoenixville that provides medical care to uninsured residents of the Greater Philadelphia area. In our 20 year history, we have provided over 150,000 patient visits to our most vulnerable neighbors. Along with primary care, we provide specialty services such as pediatrics, cardiology, gynecology, podiatry, gastroenterology, orthopedics, allergy, physical therapy, mental health counseling and more. All specialty care providers are volunteers. As part of our comprehensive care, patients also receive lab testing, medications and diagnostic testing and procedures through a partnership with Paoli Hospital.

The Clinic sees patients for both acute and chronic issues. Some of the most common health issues that Clinic providers address are diabetes, hyperlipidemia and hypertension. Since many patients delay medical care because of their inability to pay, patients seen by our providers often have multiple medical issues and require care from multiple specialists, in addition to primary care.

Key Achievements

In 2021, The Clinic performed 4,689 patient visits, serving 1,579 unique, unduplicated patients.

The Clinic's in-house clinical laboratory is crucial to patient diagnoses and developing treatment plans. 4,731 lab tests were provided to patients in 2021. Included in this number were in-house lab tests and tests provided to The Clinic at a discount by LabCorp.

Last year, The Clinic's patients continued to receive diagnostic tests and consultations – which include MRIs, CT scans, X-rays, ultrasounds, mammograms and more – through Paoli Hospital's Charity Care Program. Nearly 600 patients received these critical diagnostic services in 2021.

Distinctiveness

The Clinic is unique in its culture of caring – providing compassionate medical care to underserved members of our community. About half of our patient population is Hispanic/Latino, and many are undocumented. The Clinic is a trusted source for healthcare, providing medical services to those who have

recently immigrated to the United States and who haven't had access to medical care in years, or in some cases, a lifetime.

At The Clinic, we do more than just treat our patients' medical issues. With us, it goes beyond diagnosis, treatment and follow up, because a lot of our patients require a little bit more. Some of our patients have faced a lifetime of hardships and have the odds stacked against them because of it. Here is one of our patients' stories.

Sofia recently immigrated to the US and then moved from the south up to Pennsylvania to be with family. She was just getting settled in the area, and so she had very limited resources. She came into The Clinic for a physical complaint and was identified to have a bacterial infection that required a very specific treatment regimen. Because she was financially unstable due to her recent move, we were able to provide all three necessary medications to her for free.

We came to realize that Sofia was not literate in English or her native language, so we brought her into the office to physically show her the medications and how to take them. We were able to have her utilize a teach-back method to explain back to us how to take her medications to ensure she understood properly. We also identified a family member who was able to read/write in their native language and provided detailed instructions for them to help ensure she was taking her medication appropriately. Finally, we put her in touch with complementary organizations in the area to help with other basic needs that may arise.

2. Funding request

Description of key initiatives

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

The Clinic's most valuable collaboration is with Main Line Health, which provides diagnostic tests and consultations to our patients. In our 2021-22 budget, we anticipate approximately \$1,200,000 in in-kind diagnostic services from Paoli Hospital.

The Clinic's partnership with the Chester County Food Bank helps to increase positive health outcomes in our patients through diet and lifestyle changes. Since 2017, The Clinic has participated in their Fruit and Veggie Rx program; as part of this program, the CCFB parks its Fresh2You Mobile Market next to The Clinic and our doctors write "prescriptions" for patients to be used for local, organic fruits and vegetables at the market.

The Clinic's flu shot program, which provides flu vaccines to the community at no cost, has become an integral service in the area through a partnership with the Chester County Health Department. The program is part of a state initiative to provide surveillance for flu and flu-like illnesses during flu season. During the pandemic, we altered the program to offer the vaccines in a drive-up clinic.

The Clinic has also partnered with the Chester County Health Department to bring our COVID vaccine and booster clinics to our patients and the Greater Phoenixville area community. The CCHD has provided us both vials of the vaccine and guidance on implementation.

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.

The Clinic provides medical care to any uninsured members of our community who otherwise cannot afford care. This includes a large Hispanic/Latino and undocumented population – in a typical year, nearly half of our patients are Hispanic/Latino. Our undocumented patients consider The Clinic to be a safe, trusted healthcare provider in our community.

In addition, 60% of our patients are women who, in addition to primary care, are able to access routine and high-risk gynecological care at The Clinic.

Many of our patients work two or three jobs with no medical benefits and a large number are essential workers who were disproportionately affected during the pandemic. During that time, many also lost their jobs and experienced increased financial strain and food and housing insecurity. Since many of our patients are essential workers, childcare was particularly challenging for families and single mothers.

Other barriers include mental health and addiction issues, lack of social and family support and limited transportation. Our providers refer patients to complementary organizations and programs to address social issues that can affect overall health, and patients also have access to volunteer mental health counselors.

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:

- Provide 6,000-7,000 patient visits to uninsured members of the community. This will involve providing initial and follow-up primary medical care, along with ancillary services, to around 2,000 unduplicated patients.
- Perform 4,000-5,000 laboratory tests to aid in patient diagnosis and the development of treatment plans.
- Provide necessary medications to patients, or if required medications are unavailable in-house, provide patients with the resources to acquire medications.
- Continue relationship with Paoli Hospital to provide diagnostic tests, procedures and consultations to our patients.