

## GRANT PROPOSAL GUIDELINES

- The Chester County Community Foundation **connects people who care with the causes that matter**, so their philanthropy makes a difference **now & forever**.
- We are **a collection of Field of Interest & Donor Advised Funds** with **\$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**.
- ◇ Nonprofits **budgets** must be **\$500,000 or less**.
- ◇ 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](http://www.chescocf.org) to apply online for grants from all Community Foundation Funds.
- **Email proposals to [grants@chescocf.org](mailto: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](mailto: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](http://www.chescocf.org)

**Date 8/19/2022**

### Contact Information

Organization Name: ChesPenn Health Services

ED/CEO Name: Susan Harris McGovern, CEO

Address: 1510 Chester Pike, Ste. 200, Eddystone, PA 19022

ED/CEO E-mail: [susan.harris@chespenn.org](mailto:susan.harris@chespenn.org)

Phone: 610-485-3800 x464, 610-291-0516 cell

Board Chair Name: Willie Mae Wells

Website: [www.chespenn.org](http://www.chespenn.org)

Board Chair Approval (check here): ☒

Year Incorporated: 1973

Primary Contact Name: Tamara Fox

FEIN: 23-7354899

Primary Contact E-mail: [tfox@chespenn.org](mailto:tfox@chespenn.org)

### Organization Information:

#### Field/s of Interest:

☐ Arts, Culture & Humanities

☐ Environment/Animal Welfare

☐ Education

☒ Health

☐ Human Services

☐ Religion

**Mission:** ChesPenn's mission is to improve the health of all residents in our service areas by providing access to hi quality, culturally competent, primary, urgent and preventive health regardless of insurance status or ability to pay.

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

Or patients primarily reside in the greater Coatesville area however there are no residency requirements to receive services.

#### **Describe Population Served & Annual Number of People Served:**

Our goal is to provide medical care to 2,831 individuals (adults and children) and dental care to 1,340 individuals. 85.7% of patient incomes are below 200% of the federal poverty level (FPL); 77% are below 100% of FPL. Approximately 60% are female and 70% are adults. 37% are black, 29% are Latinx, 26% are white; the remainder are of other races or do not declare their race/ethnicity. 76% are insured through Medicaid, 10% uninsured, and 14% have private insurance, although most of these are high deductible policies obtained through the health care exchange.

**Annual Budget** \$ 14,645.068 Corporate/\$2,940,136 Coatesville

# of Full-Time Equivalent Paid Staff 80.5 Corporate/14 Coatesville

89 % of budget for program expenses

11 # of Board Volunteers

9 % of budget for administrative expenses

0 # of Active Non-Board Volunteers

2 % of budget for fundraising expenses

234 # of Volunteer Hours

100 % total

#### **Top 3-5 funding sources:**

1. Patient service revenues, 2. Alliance for Health Equity, and 3. Independence Blue Cross Foundation

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

**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:** \$   7,500  

**Proposal Summary:**

ChesPenn respectfully requests a grant of \$7,500 to support the provision of integrated, culturally sensitive medical, behavioral, and dental care supported by social services to over 3,000 low income, un- and underinsured adults and children who reside in the greater Coatesville area.

## II. CHESTER COUNTY COMMUNITY FOUNDATION GRANT PROPOSAL NARRATIVE

*Provide clear, concise information. 3 pages maximum.*

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

ChesPenn Health Services is a network of three non-profit Community Health Centers (also known as Federally Qualified Health Centers ) located in the economically depressed areas of Coatesville, Chester, and Upper Darby. In addition to serving as the primary healthcare resource for patients with Medical Assistance, our sliding fee scale also makes quality health care accessible to uninsured individuals who otherwise might defer care until they are forced to resort to a hospital emergency room. At ChesPenn, **we treat patients regardless of their employment or insurance status. This sets us apart from other nonprofit health centers that serve only uninsured individuals.**

ChesPenn has successfully operated health centers serving low-income minority areas for 49 years. We provide adult and pediatric medical care, dental care, behavioral health care, a variety of social services and health education outreach. Administrative support which serves all three of our health centers is located in our main office in Eddystone. This centralization helps us realize economies of scale on expenses and enables us to provide truly data-driven and patient-focused care at all of our sites.

### 2. Funding request

#### • Description of key initiatives

Our mission is to improve the health of all residents living in our service areas by providing access to culturally competent, quality, primary, urgent, and preventive health care enhanced by services that address the social drivers of health. The Center for Family Health at Coatesville (CFHC) has two broad goals that have been set by the Bureau of Primary Health Care and published in the national Healthy People 2030 Objectives. These are (1) to create access to comprehensive primary healthcare services for 100% of the population and (2) to reduce to zero the health disparities that exist because of race and ethnicity. By operating CFHC, by integrating dental and behavioral health services into our primary care model, and by providing services on a sliding fee scale, we are working to meet the first goal by providing access to health care for the underserved residents of the Coatesville area. By having translation services available at all times, we are helping to reduce linguistic and cultural barriers to care for the local Hispanic population. By locating our center in a predominantly minority area, we are providing access to health services for more minority groups. These factors will ultimately help address the second goal of reducing health disparities due to race or ethnicity.

At CFHC, we provide quality, linguistically appropriate health care to improve the health - or maintain the good health - of our patients, most of whom are low-income, uninsured or under-insured and at risk of poor health. We offer health care on a sliding fee to uninsured and under-insured (Medicaid) patients whose income is under 200% Federal Poverty Level. Most private primary care practices severely limit the number of Medicaid patients they accept. Community Health Centers were created specifically to address this issue and the majority of our patients are Medicaid insured. The sliding fee helps make our services affordable for the most at-risk low-income members of our Coatesville community. **There are no other healthcare providers that are easily accessible to our patient population and that offer health services on a sliding fee scale for people whose incomes are at or below 200% of the Federal Poverty Level.** Without the services provided by CFHC, many residents would simply forgo health care, leading to more severe diseases that can be devastating.

Our focus at CFHC is to provide affordable, high quality **primary medical care integrated with dental care and behavioral health care.** We have added new services over the years in order to best meet the complex and interrelated health issues of the patients we see. For example, in 2013 we added behavioral health care to our primary care model. In 2014 we merged with the Chester County Community Dental Center (also a prior grantee of the Foundation) and added dental services to our program.

Services currently provided at CFHC include comprehensive family medical care, general dentistry, behavioral health, social services, and community health education & outreach.

### • **Specific needs & issues to be addressed**

Lack of access to timely primary healthcare can have devastating consequences.

Regular preventive care can help prevent diseases that, left untreated, could rapidly become serious or life-threatening. The resulting poor health can lead to a downward spiral that impacts not only on the patient, but also their family. Unhealthy adults may not be able to work or may be forced to limit work hours. That, in turn, reduces their ability to support themselves and their families. Children in poor health miss school and may not be able to concentrate when they do attend, jeopardizing their ability to obtain an education and become self-sufficient community members. Untreated illness in childhood often leads to chronic, lifelong disease. Without a source of income, families spiral downwards into poverty. In turn, those living in poverty tend to have unhealthy lifestyles due to limited resources and chronic toxic stress. They may continue to skip routine preventive medical or dental screenings. This cycle of poor health and poverty can be unrelenting.

Many low-income families in Coatesville struggle with precisely these challenges. Many work multiple jobs at minimum wage just to keep their families afloat. A single health issue can throw an entire family's well-being into jeopardy! ChesPenn opened the CFHC to help these very families receive affordable, quality health care, giving them the best start to lead healthy, productive lives.

Too many residents of the Coatesville area suffer from poor health due to economic and other barriers to medical care. 45% of Coatesville residents are African American and 28% are Hispanic; 25.5% of area residents have incomes below 100% of the federal poverty level (\$23,030 for a family of 3). Historically, Coatesville residents' health status falls below federal Healthy People 2030 goals. The area has had a higher-than-average incidence of infant deaths, low infant birth weights, stroke, and heart disease. There are also high rates of suicide, unintentional injuries, and substance use disorder. Best practices in community health care emphasize *integration* among medical, dental, and behavioral care providers. This approach is especially beneficial to uninsured and Medicaid insured individuals, who are more likely to have complex health challenges. This is the very population served by ChesPenn at CFHC!

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

We respectfully request a general operating grant of \$7,500 from donors who hold funds at the Chester County Community Foundation. **Funding will specifically be used to help cover our costs to provide quality medical, behavioral, and dental care to low-income, under – and uninsured patients in the Coatesville area, care that they would otherwise not be able to afford.**

The average cost per visit for medical care is \$242, while the average reimbursement is \$135. For dental Care the average cost is \$290/visit to provide dental care while the average reimbursement is \$130; Over the past five years, many foundations have shifted their funding priorities and no longer provide grants for healthcare services. At the same time, competition for qualified healthcare professionals has never been more intense. As a result, the cost to provide care has risen significantly while available funding sources have dwindled. In 2005, at the request of the Brandywine Health Foundation (now the Alliance for Health Equity), ChesPenn made a commitment to Coatesville in spite of the fact that Section 330 funding was not available for Chester County. While our other two sites receive over \$2 million in federal grants, CFHC receives limited federal funding. As a result, in the coming year we will experience a funding gap of \$1,289,668 that must be filled with grants and contributions.

While we will never turn patients away for inability to pay, lack of funding may have a direct impact on the timing and levels of care that we are able to provide. ***Funding from supporters such as donors who have funds with the Chester County Community Foundation is critical in helping to ensure that these at-risk residents of the Coatesville area are able to receive essential health care, enabling them to lead healthy and productive lives.***

## • How impact & results will be demonstrated

CFHC is open year-round, 40 hours/week, for patient appointments. Including some evenings and weekends. There are no specific “start” or “stop” times for our services. The following activities are planned for the coming fiscal year; all are designed in support of our mission to improve the health of residents in the Coatesville area by providing access to culturally competent, quality, primary, urgent and preventive health care. It will cost our organization \$2,940,136 in FY 2022/23 to conduct these activities (details are in the proposal budget attachment).

- **Provide access** to high-quality, culturally & linguistically appropriate primary medical care for 2,891 unduplicated patients (8,258 visits) & dental care for 1,821 unduplicated low-income patients (4,630 visits) in Coatesville, regardless of insurance or employment status.
- **Achieve quality clinical outcomes** for patients, demonstrating improved health. Examples:
  - 80% of hypertensive patients will achieve healthy blood pressure (<140/90).
  - 68% of diabetic patients will have controlled blood sugar levels (HbA1c<=9).
  - 75% of prenatal patients will seek prenatal care in the first trimester.
  - 98% of our patients who have dental decay will have their symptoms alleviated, requiring no further treatment.
  - A minimum of 430 patients will receive behavioral health care during their primary care visit.

We track the number of patients that are served using medical and dental practice management software, and also closely measure our patients’ health outcomes on an ongoing basis using population health software. Monthly patient surveys are conducted at all sites. We receive an annual “Report Card” from HRSA that compares our patient outcomes against specific targets.

## 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.

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