

## 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 2022

### Contact Information

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Year Incorporated: 1998  
FEIN: 23-2944553

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### Organization Information:

Field/s of Interest:

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

**Mission:** CVIM provides free, high-quality healthcare to low-income, uninsured working people to help them live healthy, productive lives and to assure health equity in the Chester County region.

**Geographic Area Served** (If not all of Chester County, specify primary Chester County regions served): CVIM provides free primary 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 low-income segment of the uninsured population -- those who have nowhere else to turn for care. They are a diverse group of multicultural communities from every zip code in our county and bordering neighborhoods. They struggle with barriers to healthcare access—lack of insurance and low incomes, plus language, literacy, and transportation challenges. CVIM serves uninsured workers who cannot afford to purchase health insurance because their salaries do not provide sufficient resources to meet their families' basic needs relative to the local cost of living. CVIM the healthcare needs of nearly 4,200 patients during Fiscal Year 2022. Last year more than 5,500 people called CVIM seeking services, an increase of 41% over the previous year.

**Annual Budget** \$5,417,600  32  # of Full-Time Equivalent Paid Staff  
 90  % of budget for program expenses  24  # of Board Volunteers  
 3  % of budget for administrative expenses  350  # of Active Non-Board Volunteers  
 7  % of budget for fundraising expenses  38,690  # of Volunteer Hours  
100 % total

**Top 3-5 funding sources:** Independence Blue Cross Foundation, Iasko Foundation, Vanguard Hometown Grants, Welfare Foundation, Delta Dental 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:** Donor advised donations of any dollar amount are greatly appreciated by CVIM. Thank you for this opportunity to reach the CCCF donors.

**Proposal Summary:** Your donation will directly support the cost of providing access to free high quality healthcare services, including expansion of programs to serve additional uninsured patients desperate for primary medical and specialty care. 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); COVID Pandemic Response (education, triage, testing, outpatient treatment, and vaccinations); Health, Nutrition, and Wellness Education (outreach campaigns, group and individual sessions); Comprehensive Dental Services (preventative, restorative and emergency services); Dental Outreach (low-income seniors, children and the local Hispanic community); Integrated Behavioral Health Services (psychiatry/counseling); Medication Services (onsite dispensary-brand name and generic drugs); Social Services – assistance with social determinants of health such as housing and food; Advanced Care(hospital and private practitioner partners provide laboratory testing, diagnostic imaging, surgery, specialized procedures, cancer care, and more).

## 1. History, Goals, Key Achievements & Distinctiveness ~ Inspired by Community Need

The Chester County, PA region has long benefited from an abundance of superior healthcare providers whose services are far out-of-reach for approximately 35,000 community members who lack healthcare insurance. Community Volunteers in Medicine (CVIM) serves the low-income segment of the uninsured population — those who have nowhere else to turn for care. They are a diverse group of multicultural communities from every zip code in our county and bordering communities. They struggle with barriers to healthcare access—lack of insurance and low incomes, plus language, literacy, and transportation challenges. CVIM serves uninsured workers who cannot afford to purchase health insurance because their salaries do not provide sufficient resources to meet their families' basic needs relative to the local cost of living.

CVIM is the only free healthcare home providing primary and specialty medical care, comprehensive dental services, integrated behavioral health counseling and onsite free prescription medicines for uninsured low-income adults, children and seniors. Without CVIM, most of the uninsured patients in our county would suffer by delaying care and eventually be forced to seek assistance from local hospital emergency departments – an expensive solution that leads to poor health outcomes, strained hospital systems, and higher insurance premiums for everyone. This past year, two of our county's acute care hospitals have closed their doors, leaving even fewer options for care, resulting in the remaining hospitals struggling to serve everyone.

The need for CVIM's services increases every year. Calls from people seeking CVIM services rose 41% in FY22 and we have concerning waiting lists for some specialty services like behavioral health, gynecology, and vision care. While CVIM has been able to expand appointment options with the increased and effective use of telehealth, barriers to telehealth exist for many of our patients and many types of care can only be delivered in person. We have expanded staffing on our eligibility team to respond to an average of 450 calls per month from people seeking our services. We have been able to decrease the waiting time for an eligibility screening appointment for someone needing non-urgent care from eight weeks to four weeks, and we are determined to shorten it further.

### *Free, High-Quality, Compassionate Health Care*

CVIM's team includes an array of licensed healthcare professionals and specialists, many of whom are associated with the top hospitals and medical centers in the region, so that no matter how serious or complex the health issues are, our patients are given hope and a plan for healing. CVIM's team of dedicated volunteers and core staff members has treated tens of thousands of patients since our opening nearly 25 years ago. CVIM represents a community collective that has come together to take care of neighbors in need. We are fully funded by philanthropy, depend upon 350 volunteers annually to deliver care, and rely on our institutional partners for additional donated services not possible at CVIM but needed by our patients to regain their health. With the support of our community, CVIM provides a free comprehensive array of high-quality health care services in a patient-centered, compassionate, and culturally sensitive setting, including:

- **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 and comprehensive wellness services*
- **COVID Pandemic Response** – *education, triage, testing, outpatient treatment, and vaccinations*
- **Health, Nutrition, and Wellness Education** – *outreach campaigns, group and individual sessions*
- **Comprehensive Dental Services** – *preventative, restorative and emergency services*
- **Dental Outreach Programs** – *for low-income seniors, children and the local Hispanic community*
- **Integrated Behavioral Health Services** – *psychiatry and counseling*
- **Medication Services** - *onsite dispensary with brand name and generic drugs*
- **Social Services** – *assistance with social determinants of health such as housing and food*
- **Advanced Care** – *hospital and private practitioner partners provide laboratory testing, diagnostic imaging, surgery, specialized procedures, cancer care, and more*

#### *Fiscal Year 2022 Achievements*

Despite continuing challenging times for local families, our healthcare partners, and our own clinic family, during Fiscal Year 2022 we served 4,263 patients, including 1,459 new patients during 39,241 visits (medical, dental, behavioral health, eligibility screenings, and dispensary visits). The conservative dollar value of this care is more than \$5.2 million, supplemented by free medications worth nearly \$4 million provided to our patients. Additional impact metrics include:

- 2,930 patients received medical care during 15,116 visits
- 2,618 dental patients received dental care during 7,145 visits, including 991 visits at satellite locations in the community.
- 1,223 patients with asthma, COPD, diabetes, hypertension and obesity received comprehensive and integrated care to help manage their chronic disease(s)
- 1,695 women/girls received comprehensive, integrated health services including 774 gynecology exams and 507 mammograms.
- 266 patients received behavioral health services during 1,703 visits, 72% through telehealth.
- 30,556 free prescriptions dispensed, including brand name and generic drugs.
- 429 patients accessed assistance with social services such as food, housing, and clothing.
- 1,342 patients received vaccines for COVID-19, flu, shingles and other communicable diseases.
- 499 patients received non-opioid pain management treatment during 1,156 visits.

## **2. Our Funding Request ~ Expanding Access to Care**

*Descriptions & Key initiatives* - As CVIM approaches our 25th anniversary of providing healthcare, hope, and healing to the most vulnerable women, men, and children in our area, we are determined to deepen our impact and grow our capacity to sustainably deliver on our mission for years to come. To accomplish this we will expand our current programs and services, while further reducing barriers to care faced by the majority of our patients. We will increase our human resources through targeted staff additions and volunteer recruitment, cultivate new clinical partnerships, and enhance our outreach efforts.

*Needs and Issues* - Our strategic *Expanding Access to Care Initiative* will focus on growing medical, dental, and behaviorally health care; expanding public health and immunization campaigns; and integrating health services into new settings. Providing access to social services to address the social determinants of health will also be key to successfully impacting the health of our patients. All current and newly developing services target uninsured workers and their families with incomes below 300% of the federal poverty level for the size of their household.

*Importance of Funding Now* - With your support, CVIM's *Expanding Access to Care Initiative* will respond directly to local needs, addressing the lingering COVID-19 pandemic and its broader impacts on our community in three primary ways.

1. Remove barriers to care by expanding locations through telehealth microsites, increasing clinic hours and eligibility services, and providing free transportation options.
2. Address waiting lists that have lengthened over the past two years by increasing human resources and expertise in behavioral health, women's health, vision care, and dental satellite locations.
3. Enhance preventative care and patient support services by launching specific public health campaigns (e.g. immunization), and by addressing social determinants of health such as food insecurity and lack of affordable housing.

*Impact and Results* - The *Expanding Access to Care Initiative* will position CVIM to better serve changing community needs as the pandemic continues and the healthcare industry evolves.

CVIM was born of our founders' desire to address inequities in our local healthcare infrastructure. We are committed to maintaining a welcoming environment based on trust where patients receive compassionate and culturally sensitive care. Our staff is a diverse team that reflects the patients we serve. Two-thirds of our patient-facing staff members are bilingual and bicultural, representing a variety of Hispanic countries and cultures. They are sensitive to the trauma-laden backgrounds that many of our immigrant patients carry. The orientation required for all CVIM volunteers includes cultural humility and cultural competency training. Spanish interpretation services are provided by trained volunteers, with other languages available through virtual translation services.

An Attainable Vision – But Only With Community-based Support! Twenty-four years ago, a shared vision fueled by compassion established CVIM as a practical healthcare solution for the growing uninsured working population in Chester County. This past year, our Board of Directors confirmed our strategic path with a simple vision statement: ***Everyone in our region has access to high-quality healthcare delivered with compassion.*** Together with the support of the generous donors to the Chester County Community Foundation coupled with other like-minded donors, our volunteers and regional healthcare partners we believe that this vision is attainable. Thank you for considering a gift to Community Volunteers in Medicine.