

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: 10/3/2024

Contact Information

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

ED/CEO Name: Meghan Sayer
ED/CEO E-mail: sayerm@mlhs.org
Board Chair Name: Elaine Rinaldi Bailey
Board Chair Approval (check here):
Primary Contact Name: Pam Magidson
Primary Contact E-mail: MagidsonP@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 meet the health care needs of the communities we serve and to improve the quality of life for all people, by providing a comprehensive range of safe, equitable and high-quality health services, complemented by interdisciplinary education and research programs.

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 FY24, Paoli Hospital discharged 15,944 patients, delivered 2,066 babies, performed 7,837 surgeries and treated 50,573 patients in the Emergency Department. The impact of local hospital closures on Paoli Hospital has led to Emergency Department volumes increasing from ~40,000 to ~50,000 per year, and an increase in the average daily adult census from ~150 to ~200.

Annual Budget \$ <u>421,121,382</u>	<u>1,362</u>	# of Full-Time Equivalent Paid Staff
<u>75</u> % of budget for program expenses	<u>37</u>	# of Board Volunteers
<u>25</u> % of budget for administrative expenses	<u>150</u>	# of Active Non-Board Volunteers
<u>100</u> % of budget for fundraising expenses* <small>100 % total</small>	<u>18,500</u>	# of Volunteer Hours

*Fundraising expenses are incurred by the Paoli Hospital Foundation. FY24 fundraising expenses were \$1,068,609.

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: As a non-profit hospital, Paoli Hospital depends on the support of charitable gifts to help us to invest in the latest technology and medical programs, fund necessary facility improvements, provide educational opportunities to our staff to maintain and improve upon the quality of care offered at Paoli Hospital. These invaluable investments ensure that Paoli Hospital can continue our work to advance the health and wellbeing of the Chester County community.

II. CHESTER COUNTY COMMUNITY FOUNDATION GRANT PROPOSAL NARRATIVE

Provide clear, concise information. 3 pages maximum.

▪ **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. In 1913, the hospital—originally known as the Homeopathic Hospital of West Chester—opened its doors with the capacity to house 35 patients. In the present day, Paoli Hospital is equipped with 261 beds. In Fiscal Year 2024, Paoli discharged 15,944 patients, delivered 2,066 babies, performed 7,837 surgeries and treated 50,573 patients in the Emergency Department.

Paoli Hospital is recognized regionally and nationally for outstanding medical and surgical services, sophisticated technology and a personalized approach to medical and nursing care. Paoli Hospital and its outpatient centers in Collegeville, Exton and King of Prussia offer a full range of services and programs, including orthopaedic, maternity, heart and stroke care, a comprehensive cancer center, The Holloway Breast Center, emergency services and level II trauma center, primary care services and outpatient services, sleep medicine and more.

In FY24, Paoli Hospital garnered several nationally recognized outstanding accomplishments, including the following key achievements:

- Paoli Hospital was named a 2024 'World's Best Hospital' by *Newsweek* (for the fifth year in a row), received recognition for patient experience and performed above average for infection prevention measures.
- Paoli Hospital was also named in the 2023-2024 *U.S. News & World Report* Best Hospitals rankings and ratings. In the Philadelphia region, Paoli Hospital ranked #8 out of nearly 100 hospitals. Among state rankings, Paoli ranked #17 out of more than 200 hospitals. Paoli achieved High Performing ratings—the top rating—in care for heart attack, heart failure, stroke, and orthopedics.

▪ **Funding request**

Description of key initiatives

Gifts designated for Paoli Hospital's highest priority needs help the hospital to provide highly skilled, compassionate care and community health programs, and invest in patient care programs, costly equipment upgrades and facility expansion projects. Philanthropic resources also provide much needed financial support for diverse clinical areas and programs within the hospital, which allows us to deliver the highest quality of care while maintaining a superior level of comfort for patients and their families.

Key initiatives at Paoli Hospital include:

- **Bed Expansion:** With the continued population growth in our community, especially among older adults, demand for services from Paoli Hospital has been steadily rising over the last decade. This growth is compounded by the closure of two hospitals in the region in 2021. To meet this need, Paoli Hospital has strategically invested in more inpatient space with 18 new beds added in October 2022, four new Emergency Department (ED) rooms added in 2023, a new 12-bed unit that opened in June 2024 and five more ED rooms still to come later in 2024.
- **Interventional Vascular Suite and Program:** The opening of Paoli's Interventional Vascular Suite in 2022 has enabled our hospital to realize a new vision for stroke and heart care by capitalizing on exciting technological breakthroughs. The Interventional Vascular Suite provides the latest advancements in mechanical thrombectomy for stroke sufferers, structural heart procedures, and

complex heart and brain surgeries, delivered by dedicated, compassionate staff. The meticulously designed space includes dedicated labs for neurointervention, cardiac catheterization and electrophysiology procedures; patient areas for pre- and post-procedure care and advanced imaging equipment; and a collaborative environment where a highly trained team of experts can interact with ease.

- **Nursing Education**: As part of Paoli's commitment to providing state-of-the-art care, our hospital provides our nurses with opportunities to develop professionally. Funding nurse participation in conferences, continuing education courses, clinical research and other educational opportunities ensures that our staff can stay up-to-date with their specialties and provide the best possible care to patients.
- **Trauma**: As the only trauma center in Chester County, it is essential that Paoli Hospital has the resources and staffing to continue to provide around-the-clock care to support the critical needs of patients who require emergency surgery and/or constant monitoring in the intensive care unit.
- **Community Health and Outreach**: Paoli Hospital's Community Health and Outreach department works to address underlying causes of chronic diseases, eliminate disparities in care, and improve the overall health and wellbeing of those living in the region. Through partnerships with community organizations, the department coordinates educational outreach events, healthcare screenings and other innovative programs to establish a culture of health in our local community. Additionally, the department completes a Community Health Needs Assessment (CHNA) and a companion CHNA Implementation Plan. The most current CHNA report (July 2021 through June 2023) identified seven key priority areas of need including: Mental and Behavioral Health, Access to Care, Chronic Disease Prevention and Management, Maternal Health and Senior Care needs, Diversity, Respect, Equity and Inclusion, and Social and Economic Conditions (e.g. food access, housing and other socioeconomic barriers).

Specific needs and issues to be addressed

Recently, Paoli Hospital has experienced an unprecedented increase in patient volume due to several factors including the closure of area hospitals, an aging population and a mounting mental health crisis. To continue delivering the high level of care our community expects and deserves, funds will support our increased inpatient bed capacity as well as investments in the latest technology and patient care programs. Funds will support key initiatives in the following ways:

- **Bed Expansion:**
 - Opened in June 2024, the 3 South expansion at Paoli Hospital with 12 new private rooms will help address the sustained increase in demand Paoli is experiencing and function as a relief valve to the overcrowded hospital. Support of this inpatient expansion and the upcoming addition of five more rooms in the Emergency Department will enable Paoli Hospital to uphold the high standard of patient care for which we are known and that our patients deserve.
- **High Priority Equipment Needs:**
 - Unrestricted funds support purchases of equipment to meet critical hospital needs, such as the following items purchased last year:
 - (3) Hi-Low bariatric table
 - Treatment tables
 - Ultrasonic aspirator
 - High-dose brachytherapy
 - Imaging skull clamp and base unit
 - Aneurysm clip trays
 - Prone breast board

- **Nursing Education:**
 - Charitable gifts to Paoli Hospital’s Nursing Excellence Fund support continuing education and professional development for our nurses. Funding provides Paoli’s nurses with opportunities to maintain and expand their skillsets, as well as opportunities to be recognized for their achievements to further empower them to care for patients to the best of their ability.
- **Trauma:**
 - Gifts to Paoli Hospital’s Regional Trauma Center support staff training, such as monthly training for Emergency Medical Service providers and annual trauma symposium for all health care professionals to obtain continuing education units. Funds also support the in-house Operating Room team with two designated trauma rooms which provide 24/7 life-saving support, as well as the purchase of expensive life-saving trauma-specific equipment.
- **Community Health and Equity:**
 - Charitable donations support efforts to address underlying causes of chronic diseases and eliminate disparities in care through providing healthcare screenings (i.e., cholesterol, blood pressure, cancer and stroke) and educational seminars focused on prevention of chronic diseases such as cardiovascular conditions, diabetes, cancer and behavioral health.

Why it is important to fund this now

Making Paoli a philanthropic priority helps us with our mission to meet the health care needs of our community. Support from the Chester County Community Foundation’s Donor Advised Funds will enable Paoli to invest in the latest technology and medical programs, fund necessary facility improvements, and provide educational opportunities to our staff to maintain and improve upon the quality of care offered our hospital. The combination of continued population growth in our region, especially among older adults, and closures of two hospitals in our area means that Paoli Hospital is busier than ever. It’s now common for the hospital to be at—or over—capacity. To ensure the needs of all patients are met, Paoli has increased staffing and added patient care areas. During this time in which Paoli Hospital continues to face increased costs while meeting higher demand for services, unrestricted philanthropic support is an essential resource.

How impact and results will be demonstrated

Improved health outcomes and reduced unnecessary patient admissions will serve as evidence of Paoli Hospital’s dedication to advancing the health and wellbeing of our community through state-of-the-art care. Paoli Hospital utilizes the results of patient satisfaction surveys to help identify any needs to be addressed and make continuous improvements to patient care services.

Additionally, the Community Health Needs Assessment provided by Main Line Health’s Community Health and Outreach department tracks and reports community health metrics (e.g. access to affordable health care, drug overdose statistics and cancer mortality rates). This data is utilized to identify regional health priorities and issues specific to Paoli’s service area and to produce implementation plans to respond to unmet health needs.