



Thank you for applying to Family & Children's Services of Lebanon County Fund, a fund of The Foundation for Enhancing Communities. Please tell your story clearly and concisely. Attachments are required; follow all directions. Failure to answer questions, utilize this template, or attach required documents will disqualify your application. **Answer all questions using information that applies to the project seeking support of grant funds.** Contact Jennifer Strechay, Program Offer for Community Investment, at 717-236-5040 or [jstrechay@tfec.org](mailto:jstrechay@tfec.org) with questions.

**APPLICANT SNAPSHOT**

**Applicant Name**

WellSpan Good Samaritan Hospital

*Provide your organization's name as recognized by the IRS. This name will be used for all grant contracts, communications and publicity unless a Doing Business As name is provided and confirmed below.*

**Applicant's DOING BUSINESS AS Name**

Click or tap here to enter text.

*Complete ONLY if your organization uses a Doing Business As name and attach one copy of any documentation that officially notes this change. This name will be used for all grant contracts, communications and publicity.*

**Fiscal Sponsor's Name**

Click or tap here to enter text.

*If utilized, provide your fiscal sponsor's name. If a fiscal sponsor is not needed, write NA*

**Project Title**

WellSpan Family Medicine N. 4th Street Reach Out and Read Program

*Project Title must match title listed throughout application and online*

**Name and Title of Executive Leader**

Mr. Thomas Harlow, SVP/President, WellSpan Good Samaritan Hospital

*All contracts and notifications of grant status will be addressed to the individual provided here*

**Name, Title, Email, Phone of Contact Completing Application**

Jaleasha Ruth, Grants Officer, [jruth2@wellspan.org](mailto:jruth2@wellspan.org), 717-851-3029

*If application questions arise, this individual will be contacted by TFEC staff*

**Grant funds available through this grant opportunity may only be utilized for work taking place in and serving Lebanon County, but if your project also serves other counties within the TFEC service area, listed below, check all that apply.**

- Cumberland     Dauphin     Franklin     Lebanon     Perry     Northern York (Dillsburg Area)

**Projected Number of Individuals to be served by project**

1,000

Total number of ADULTS served

1,000

Total number of CHILDREN (ages 17 and under) served

2,000

Total number of ALL INDIVIDUALS served by the project

*If above data is not appropriate to project, be sure to fully state the audience type and numbers to be served in Question 2 of the Impact Narrative*

**Organization’s Mission Statement:** Do not exceed this page

Good Samaritan’s Mission: To Provide powerful medicine and comforting care to the residents of Lebanon County.

WellSpan Health System Mission: Working as one to improve health through exceptional care for all, lifelong wellness and health communities.

**Organization History:** Do not exceed this page

WellSpan Good Samaritan Hospital is the community hospital which has served Lebanon residents for more than 125 years. As the community hospital of the Lebanon valley region, WellSpan Good Samaritan Hospital offers a wide variety of acute care and outpatient services that help improve the health of the surrounding community. The Good Samaritan Hospital officially joined the WellSpan Health System in July 2015. The proposed project will focus on Well Span Family Medicine N. 4<sup>th</sup> St. (WFM), an outpatient family medicine practice where faculty and resident physicians provide care to patients across the life span, and the Family Support team that provides invaluable, individualized services to patients with unique needs.

The Family Support (FS) program has provided care for at-risk patients since 1993. The FS program has become an integral aspect of patient care at WFM, as well as serving four additional sister-sites in Lebanon County. Furthermore, FS assists the WellSpan Residency program, offering case management services at a federally funded clinic where women receive prenatal care on a weekly basis. Family Support was developed with the intended purpose to identify, track, and offer intervention to children between the ages of 0 and 6 who may be at risk to become "health care dropouts." Since its first "failure-to-thrive" child identified through no-show chart reviews, FS has grown to care for thousands of children and families, pregnant women, and elderly patients affected by psychosocial issues. Such issues include domestic violence, child abuse, substance abuse, incarceration, insufficient medical care, and parenting concerns (e.g., limited support and parental mental health).

The FS team consists of one Masters Level Licensed Clinical Social Worker, one Masters Level Licensed Social Worker, one Licensed Practical Nurse, and a bilingual caseworker. Team members provide case management, home and office visits, education, referrals and tracking, resource coordination, screening for depression and domestic violence, and care coordination with providers, the health system, and other community agencies. FS's primary site within WellSpan Family Medicine serves a significant portion of Lebanon's low-income, at-risk-population. In addition to the services mentioned above, WellSpan Good Samaritan Hospital is a participant in the Reach out and Read program, integrating literacy into standard well-child pediatric visits.

**Recent Grant History:** Do not exceed this page

Did you apply for and receive a grant from the Family & Children’s Services of Lebanon County Fund in 2020?

Yes  No

If so, state the project’s name, amount awarded, and describe the current status of the project that was awarded funds in 3 sentences or less. If “no” type NA.

NA

## PROJECT SNAPSHOT

### 1. Capture your project and the community need it seeks to address in 200 words or less.

The Reach Out and Read Program is a pediatric literacy that provides new books to low socioeconomic families in a primary care setting, creating access to literature for children who may lack this access. Children from 6 months old to 5 years are provided with a new book that is age, language, and culturally appropriate. New books are provided to children to develop their own library at home to promote child development, positive parenting, and school readiness. New books are provided beginning at a child's 6 month well child visit through 5 years. Physicians can also use the books during these visits to assess a child's development.

## PROJECT NARRATIVE

Answer questions 2-10 clearly and concisely; no limit.

### 2. Describe the proposed project, the geographic area it will serve, and the audience to be served; state why this audience was selected. You MUST use and complete the following statement within your answer, "Grant funds will be used to \_\_\_\_\_".

Grant funds will be used to purchase new books from Scholastic and All About Books for children ages 6 months to 5 years at the WellSpan Family Medicine N. 4<sup>th</sup> St., Lebanon office. Over 60% of the patient population are of low socioeconomic status as indicated by insurance type. Often, families face challenges just to meet their basic needs, and due to limited resources, books are unaffordable. The mission of Reach Out and Read is to make literacy promotion a standard part of pediatric primary care, so that children grow up with books and a love of reading. Pediatricians and early childhood specialists founded ROR in 1989, at Boston City Hospital, now a part of Boston Medical Center. Reach Out and Read has grown to serve more than 1.5 million children living in poverty in over 1,727 clinics and hospitals in all 50 states. Pediatricians promote the acquisition of spoken and written language skills in young children, thereby increasing the likelihood of eventual school success.

Pediatricians give children a new book to take home at every checkup from six months to five years. These books are carefully chosen based on developmental and cultural appropriateness. Children participating in the ROR program will start school with a library of at least ten books in their home. Trained volunteers read stories to children while they wait for their appointments. These readers show parents by example that their children enjoy listening to books read aloud. The books are age, language, and culturally appropriate. Reach Out and Read is a National Program that began in 1989. Research shows that when Physicians promote literacy readiness, in relation to the Reach Out and Read Model, there is a significant effect on parental behavior and attitudes toward reading aloud, as well as improvements of language scores of young children who participate.

A recent community needs assessment, prepared for WellSpan Health in May 2018, indicated 24% of survey respondents reported having experienced one or more economic hardships in the past year. Although this data is just a small representation of the Lebanon County population, it is evidence those who are in need often are not difficult to encounter, a notion which is further supported by the 25% of Lebanon City residents living in poverty. Over half of the population served at WFM N4th and its sister offices are individuals receiving Medical Assistance (MA). To qualify for MA, the individual must fall under the federal poverty line. The Family Support team has found that these individuals find it especially difficult to fulfil the basic needs of their infant or toddler. Further, Census data indicates that while 78% of Lebanon City residents are high school graduates, only 9% of the population possess a bachelor's degree or higher, and an estimated 14% of adults lack basic prose and literacy skills. The Reach Out and Read program reinforces (and in some cases it instills) the idea

that reading is both important and beneficial to one's health. By engaging both parents and children, the program ensures that the lesson lives with the whole family and not just a specific individual.

### **DATES & LOCATIONS**

- 3. When and where will the project take place? List dates and locations as appropriate in chronological order. State if provided dates/locations are confirmed, estimated, or to be determined.**

If the grant is awarded, new books will be purchased from Scholastic All for Books. Books will be kept onsite to be given during well child appointments for children at 6 months, 9 months, 12 months, 15 months, 18 months, 24 months, 30 months, and 3 years, 4 years, and 5 years.

In July, when new Residents begin work at the practice, they will be trained by the Family Support team on the Reach Out and Read Program and Developmental Assessments during their Resident Orientation. All activities will take place at WellSpan Family Medicine N. 4<sup>th</sup> Street (30 N. 4<sup>th</sup> St. Lebanon, PA 17046).

### **ROLES & RESPONSIBILITIES**

- 4. Does the project involve partnerships, collaborations, service, or affiliations with other organizations that will strengthen the project? If so, LIST their name(s) and corresponding role(s) within the categories below OR if this does not apply to you, state why your project would be best positioned for success as a single organization.**

#### **SINGLE ORGANIZATION STATEMENT:**

WellSpan Family Medicine N. 4<sup>th</sup> St. has been a Reach Out and Read site since October 1998. Due to the large patient panel size of the practice, it operates as an independent site for the Reach Out and Read program.

***PARTNERSHIPS: We are equally invested in providing this project and success is dependent upon all organizations and shared roles although one entity serves as the applicant for this grant. Our application includes a letter from each partner that states their role in this relationship.***

Click or tap here to enter text.

***COLLABORATIONS: We are working with other organizations to make this project happen, but we serve as the lead organization for this grant opportunity and our project success is enriched by, but not dependent upon, our collaborators. An additional letter is NOT required, but may help the application.***

Click or tap here to enter text.

***SERVICE: Our project will serve these organizations and cannot take place without their commitment to accept service. Our application includes a letter from each organization (this includes schools) that states their intent to participate.***

Click or tap here to enter text.

***AFFILIATIONS: Our project may be affiliated with these organizations in some way, but is not 100% dependent upon their participation. An additional letter is NOT needed.***

Click or tap here to enter text.

### **COMPARABLES**

- 5. Are other organizations in your service area providing services that are similar to your proposed project? If yes, state their names or services and explain how your project differs. If no, state NA.**

Yes. Welsh Mountain Health Centers at Norman Drive (840 Norman Drive Lebanon, PA 17042) and Annville Family Medicine (1251 E Main St. Annville, PA 17003) are both operating Reach Out and Read

Programs. However, the patients served at each site differ from those served by WellSpan Family Medicine N. 4<sup>th</sup> St. With a patient panel size of over 8,600 patients, the practice has a unique, high volume of Lebanon City residents to serve.

## **ASSESSMENT & IMPACT**

### **6a. What will project success look like? Provide a brief overview of the project's key outcomes, outputs, and/or other results of success.**

The published research supporting this program is more extensive than for any other psychosocial intervention in general pediatrics. Reach and Out Read research shows:

- Parents are 2.5x more likely to read to children
- Parents are 2x more likely to read to their children more than 3 times a week
- Families are 2.5x more likely to enjoy reading together or have books in the home
- Children's language development is improved by 3-6 months

A Reach Out and Read report is completed biannually by the Family Support team, showing the total number of books delivered and demographic information for the patients served. Well Child visits are compared to books provided. If there is a developmental delay identified, the Family Support team facilitates referrals to appropriate community agencies to provide services to the child and family to help the child reach their developmental milestones. The earlier children are identified, the sooner they can receive services to ensure school readiness. Children identified as having a developmental delay are also at higher risk for child abuse. By connecting families to services sooner, the risk of abuse can be reduced. Resident Physicians will be trained and will be able to appropriately referral a child for services.

The program will be considered successful, if at least 2,000 children and their families are served and if at least 90% of children ages 6 months – 5 years who visit the practice for a Well Child checkup during the grant period receive an appropriate book.

### **6b. How will project success be measured and documented (i.e.: how will you know the project is successful? Are you collecting value statements, numbers served, surveys, photos, before and after images, or using other methods)?**

WellSpan's electronic medical record generates reports to track well child visits and Read Out and Read reports are compiled twice a year. Family Support staff assists in organizing and tracking book dissemination and referrals to community agencies, specifically those related to Early Intervention.

## **FUNDING & SUPPORT**

### **7. If this proposal is not funded at the level requested, will you be able to implement the project as stated? Explain as needed.**

Grants and donations are solicited each year for Reach Out and Read in order to sustain the program. WellSpan is also exploring the possibility of creating and investing a permanent fund in which the generated interest would provide at least 50% of the annual cost to sustain the program.

### **8. TFEC is unable to fund 100% of any project. Restate the amount you are seeking from TFEC and describe other funding sources and amounts.**

\$2,000

- 9. Did the applicant organization end its most recent fiscal year with a budget surplus or deficit? If so, briefly state the amount of the surplus or deficit and how the surplus may be used (i.e. is it earmarked for another program) and/or how the deficit may be handled.**

WellSpan Good Samaritan Hospital ended the last fiscal year with a deficiency of revenues over expenses of \$3,536,000. This deficit is offset by the Hospital's place in a larger healthcare system (WellSpan Health) that possess entities operating with an excess of revenue.

#### **ACCESS & INCLUSION**

- 10. As a community foundation, TFEC fosters a climate of purposeful inclusion that values diversity of gender, age, race, ethnicity, national origin, range of abilities, sexual orientation, and socio-economic status. Please state how your project will be made accessible to all individuals who qualify for participation in the project and describe any accommodations, modifications, technologies, or services you will offer to ensure that all eligible participants experience the best possible services or outcomes.**

Patients of the N. 4<sup>th</sup> St. office will receive books that are non-English, reflective of the patient's culture, and age appropriate for the child, as needed. Staff prepare books to be provided in coordination with the child's scheduled appointment and with prior knowledge of the family in mind.

Additionally, an onsite interpreter provides assistance for patients who are Spanish speaking (WFM serves a patient population where 30% of patients do not indicate English as their first language). For patients who speak neither English or Spanish, Language Line phone interpretation is also available.

## BUDGET WORKSHEET

Complete the Budget Worksheet below; a Project Total is required.

ITEM OR SERVICE <i>Examples include: Contracted Services, Equipment, Personnel, Supplies; list your own as appropriate.</i>	DESCRIPTION OF ITEM OR SERVICE	REQUESTED GRANT FUNDS <i>Indicate where funds sought through this grant opportunity will be applied.</i>	OTHER FUNDING SOURCES <i>State the names and amounts of all other funding sources.</i>	PENDING, COMMITTED, OR RECEIVED <i>Using a P, C, or R, indicate the status of all funding sources.</i>	\$ TOTALS <i>Add across to provide a total for each row. Total columns as indicated in bottom row.</i>
New books	Books ordered through Scholastic or a similar provider	\$2,750	GSH Foundation	R	<b>\$2,750</b>
New books	Books ordered through Scholastic or a similar provider	\$2,000	Family and Children's Services	P	<b>\$2,000</b>
Family Support Staff Salaries	Staff time dedicated to administering program and tracking data	\$45,000	WellSpan Health	C	<b>\$45,000</b>
		\$			\$
		\$			\$
		\$			\$
		\$			\$
		\$			\$
		\$			\$
		\$			\$
<b>TOTALS</b>		<b>\$2,000</b>  <b>Total: Requested Grant Funds</b>	<b>\$47,750</b>  <b>Total: Other Funding Sources</b>		<b>\$49,750</b>  <b>PROJECT TOTAL</b>

WellSpan Good Samaritan Hospital Board of Directors:

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Thomas R. Harlow  
SVP/President, WellSpan Good Samaritan  
Hospital


Dr. John P. Welch  
Physician, Lebanon Valley Family Medicine



## SIGN & SUBMIT FORM

Provide signatures from the applicant organization, below. Both signatures are required; original signatures are required. Completion of this form is one component of your Complete Application.

✓ President/CEO

  
Original Signature

Thomas R. Harlow  
Printed Name

✓ Board President

  
Original Signature

Donald Dreibelbis  
Printed Name

## REQUIRED ATTACHMENTS TO BE UPLOADED & SUBMITTED BY 4PM ON THE DEADLINE DATE

All grant materials must be submitted through the TFEC online application system by 4pm on the deadline date. Items requiring an original signature must be signed in ink, scanned, and uploaded. This grant opportunity does not utilize delivered or mailed materials.

- Complete Application:** Applicant Snapshot, Project Snapshot, Project Narrative, Budget Worksheet, and Sign & Submit Form with original signatures.
- Board of Directors List:** Professional affiliations (ie: work positions and/or titles as applicable) must be listed.
- No more than TWO letters of support with original signatures.** Letters of support from the applicant organization's Board of Directors will not be accepted. Identical form letters are discouraged. Letters of support are OPTIONAL for this grant opportunity.
- If you have indicated PARTNERSHIP with or SERVICE to other Agencies as stated in Question 4, you must upload letters with original signatures documenting the relationship.** A letter of partnership or service may also serve as a letter of support if support is expressly stated.
- Applicants who utilize a FISCAL SPONSOR must include a letter signed by the Executive Leader of the Fiscal Sponsor organization indicating agreement to serve as the Fiscal Sponsor. An original signature is required.**
- IRS 501(c)(3) determination letter**
- 1st Page of Applicant Organization's Most Recent 990.** If 990 is not available or you file a 990 postcard, upload applicant organization's most recent audit or financial statement.

## QUESTIONS

If you should have any questions regarding this form or TFEC grant opportunities, contact Jennifer Strechay, Program Officer for Community Investment, at [jstrechay@tfec.org](mailto:jstrechay@tfec.org) or 717-236-5040.