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GROSSMONT
HEALTHCARE DISTRICT

COVER PAGE

GRANT APPLICATION

(For July 1, 2015-June 30, 2016 Submissions)

LEGAL NAME OF ORGANIZATION: East County Family YMCA

AGENCY DIRECTOR: Rob Sauvajot

ADDRESS: 8881 Dallas Street, La Mesa, CA 91942

TELEPHONE (and Extension): 619-464-9622 ext. 12219 FAX: 619-464-1361

E-Mail Address: rsauvajot@ymca.org

Proposed Project Title: Funding for Seniors and People with Special Needs for Membership and Programs

Agency Contact Person: Linda Griffith

Telephone (and Extension): 619-464-9622 ext. 12208 FAX: 619-464-1361

E-Mail Address: lgriffith@ymca.org

Amount of Funds Requested: $29,900 Grant + Branding $5,000 Sponsorship

Number of Unduplicated GHD Residents to be Served: 70,000

Ages of Population to be Served: Ages 7 and Up

Brief Program Description: **(Use only the space provided below)**

Our programs focus on the health and well-being for adults needing to find a balanced life physically, mentally and socially. We're here to ensure the resources and support are available to all, which in turn, strengthens our community, one person at a time. For some individuals, these classes are the only contact with people other than their family. In addition many of these individuals are fulfilling a prescribed suggestion made by their doctors, for continued physical therapy.

I (we) certify that all the information included in or attached to this grant application is complete and accurate.

Signature of person authorized by agency to sign	Rob Sauvajot, Regional Vice President Printed name and title	7-26-16 Date
Signature of person authorized by agency to sign	Linda Griffith, Executive Assistant Printed name and title	7-26-16 Date

the YMCA

FOR YOUTH DEVELOPMENT®
FOR HEALTHY LIVING
FOR SOCIAL RESPONSIBILITY

AN OPPORTUNITY TO BE A
PART OF SOMETHING SPECIAL

The Branding

Grossmont Healthcare
9001 Wakarusa Way
La Mesa, CA 91942

Dear Barry,

When it comes to showing support for important community issues and nonprofit organizations such as the Y, you have always been there. Your past sponsorships for the EAST COUNTY FAMILY YMCA's special event - **The Branding**, has been crucial to ensuring a brighter future for the kids and families of East County. **We hope it is a partnership you value and will want to build upon.**

The Branding started over twenty years ago, with a couple hundred guests. Today, this event exceeds 450 elite guests who on **Saturday, September 24th, 2016,** will enjoy new and exciting features as well as all of the traditional Branding fun East County has grown to love: gourmet food, music by The Petty Breakers, dancing under the stars and an unbelievable auction.

At the Y, we strive to give every child and teen opportunities to test their own limits and explore their potential. **Your sponsorship will have a direct impact on vital programs while also recognizing your business as a community supporter to our prominent guests before, during and after the event.**

All Sponsorship includes either tickets or tables based on your level of sponsorship. Linda Griffith, Event Administrator will be in touch to review.

Sponsorship Levels Available Include:
Community Champion: $10,000
YMCA Hero: $5,000
Family Friend: $3,000
Life Saver: $1,000

Friend to a Child: $500

Each sponsorship level will provide hundreds of impressions the day of the event, and thousands of impressions the month prior with positive mentions in media.

Please contact Linda Griffith at 619.464.9622 x12208 or lgriffith@ymca.org to learn more about the sponsorship level that will meet your specific needs.

Sincerely,

Connie Conard
2016 Branding Chair

EAST COUNTY FAMILY YMCA
8881 Dallas Street, La Mesa CA 91942
P 619 464 9622 F 619 464 1361
www.eastcounty.ymca.org

TOGETHER WE CELEBRATE
THE BRANDING WITH SOUTHERN CHARM

EAST COUNTY FAMILY YMCA BRANDING SPONSORSHIP OPPORTUNITIES

The East County Family YMCA's fundraiser, "The Branding", began over 20 years ago to help ensure a brighter future for the kids and families of East County through the programs and services provided by the YMCA. This special evening with 500 of East County's most prominent residents is scheduled for **Saturday, September 24, 2016** from 5-10pm. Guests will enjoy gourmet southern food and drinks, rock n' roll music by a renown Tom Petty tribute band, dancing under the stars and an unbelievable live & silent auction. By agreeing to sponsor and/or attend the event, partners will have a direct impact on vital programs while also recognizing the business/individual as a community supporter. Please consider supporting the East County Family YMCA's sole fundraising event in one of the following ways:

CONTACT:
Linda Griffith
lgriffith@ymca.org
619.464.9622
www.ymca.org/eastcounty
Individual Seat: $175
Table of 10: $1,500-$2,500

$500 Friend to a Child
- 2 Tickets
- Acknowledged in Program

$1,000 Life Saver
- 2 Tickets
- Acknowledged in Program
- Name/Logo displayed at event entry*

$3,000 Family Friend
- Wrangler Table (10)
- Half Page Ad in Program
- Name/Logo displayed at event entry*
- Inclusion in event announcements and media presentation

$5,000 YMCA Hero (Major Sponsor)
- Cattle Baron Table (10)
- Full Page Ad in Program
- Name/Logo displayed at event entry*
- Inclusion in event announcements and media presentation
- Feature story on social media
- Logo on event volunteer t-shirt*

$10,000 Community Champion (Title Sponsor)
- Cattle Baron Table (10)
- Full Page Ad in Program
- Name/Logo displayed at event entry*
- Inclusion in event announcements and media presentation
- Feature story on social media
- Listed partner on website and all press/media
- Special recognition during evening reception
- Logo on event volunteer t-shirt*

*Deadline for graphic 9/1/16 (call if past deadline).

More Opportunities to Give Back & Participate:

Taste of the Branding: Each year we carefully select 4-6 restaurants, wineries/breweries to share a signature item with guests. These participants are at the "Life Saver" level.

Live & Silent Auction: Unique and exclusive items are gathered to help raise additional resources toward the Y cause. All items are recognized in event program.

Grossmont Healthcare District
Grant Application Summary

The East County Family YMCA has been serving the greater East County for the past 61 years in programs that meet our mission of helping all people realize their fullest potential. The look and size of our facilities in East County has changed dramatically over the past 61 years, but our goal is to always grow to serve more people in our community and keep up with the ever increasing health and assistance needs. With your generous funding over many years through past grants, you've helped us fill this need. Our hope is now to partner with GHCD once again to help us provide additional support to our senior and special needs population. We never turn anyone away based on their ability to pay. We provide financial support to those who would otherwise not be able to participate in membership or programs at the YMCA. With the partnership of the Grossmont Healthcare District, we will be able to provide additional support, giving us the ability to continue to improve our community's health and well-being.

In line with the County of San Diego's Health Strategy Agenda for the East County Region, the East County Family YMCA provides much needed facilities where residents of all ages can be physically active. As one of the three major components in the County's "3-4-50" concept, increased physical activity is crucial in preventing the four major chronic diseases which are the cause of death for 50% of our Country's population. Grant funds from the Grossmont Healthcare District will provide much needed support to our seniors and special needs participants so that they can live a full and healthier life.

AGENCY CAPABILITY

HISTORY

The East County Family YMCA was founded in 1955 and serves all ages, ethnic origins and social economic levels in the communities of greater East San Diego. With a population of approximately 427,711, our YMCA has more than 61 years of experience in providing quality programs for our community. The East County Family YMCA is part of the YMCA of San Diego County and has 17 YMCAs throughout San Diego County. The YMCA of San Diego County is one of the oldest, largest youth and family charitable organizations in the county. Over the years our Y has worked diligently to stay connected to community needs and services in order to successfully serve more individuals in our growing population.

The needs in our community continue to grow and our East County Family YMCA has responded in the following ways: The John A. Davis Family YMCA (La Mesa) is in the process of expanding their pool deck and constructing a therapeutic spa to benefit people of all ages, but specifically our senior population suffering from health issues such as arthritis. The Cameron Family YMCA (Santee) will be expanding their Health and Fitness Center to meet the increasing demand for health and wellness. The McGrath Family YMCA (Rancho SD) recently completed an Outdoor Recreation Area that includes unique features such as a 40ft Rock Wall that allows kids and adults to have fun staying active. Our East County Family YMCA is well established in the community.

LEADERSHIP CAPACITY

Currently fifty one civic and business leaders from the community serve on the East county Family YMCA Board of Management. The YMCA in East County provides financial assistance to 2,962 income-eligible members and participants, 1,007 in programs and 1,955 in memberships. Together with the help of our community our Y is proud to fund-raise over 500,000 annually through our Annual Campaign. The YMCA never turns anyone away based on their ability to pay. Due to the increase in support our Y currently actually provides more financial assistance then is currently being raised. Our Board, Staff and community are fully committed to our Mission.

The Y is committed to assist each individual to develop in body, mind and spirit, and to build stronger, healthier and safer communities through youth development education and leadership. With our doors open to all, we work every day to connect people from all backgrounds and support those who need us most. We take on the most urgent needs in our community and inspire a spirit of service in return. Our members, volunteers, supporters and staff demonstrate the power of what we can achieve by giving back together.

One of our greatest increasing needs is to provide fitness to aging active adults with disabilities

The Cameron Family YMCA, Santee Opened in 2003, the YMCA and the City of Santee formed a partnership to build the $8 million dollar facility as part of a master planned complex

and fitness center at the 60-acre Town Center and Community Park. The facility includes a health and fitness center, a gymnastics training center, a pre-school gym, dance studios and an aquatics center. The City/YMCA partnership includes an in-kind property lease, a YMCA operating agreement, and property land shared funding. We will soon being breaking ground on an expansion of the Fitness Center to include but is not limited to additional Group Exercise Studios and expanded lobby/member lounge to keep up with the ever growing population of the City of Santee.

The John A. Davis Family YMCA, La Mesa We will break ground on our Davis Spa in fall of 2016. This will provide a much needed therapy for our senior population. We have updated all of our fitness equipment and installed new padded flooring in our downstairs fitness studio, giving us an additional area for group exercise classes.

The McGrath Family YMCA, Rancho San Diego Opened in April 2010, the $8 million dollar 35,500 square foot facility includes a fitness/wellness center, gymnasium, multi-purpose rooms, childcare facilities and administrative areas, and a Teen Center. McGrath also has a YMCA's lighted multi-purpose softball field and soccer arena and the newest addition, Camp McGrath.

A list of the current East County Family YMCA activities and programs for members and participants of all ages, limitations or special needs include but are not limited to:

- Water Aerobics
- Tang Soo Do
- Swim Lessons
- Lap Swimming
- Family Swim
- Master Swim Club
- Swim Team
- Cardio Group Exercise Classes
- Strength Building Classes
- Yoga/Pilates Classes
- Pilates Reformer Training
- Personal Training
- Gravity Personal Training
- Classes for special populations such as arthritis and Parkinson's
- Softball and Soccer Leagues
- Monthly Book Club
- Bridge Club
- Monthly Breakfast and Lunch Potlucks
- Monthly Educational lectures and workshops
- Arthritis Foundation and Parkinson's Foundation partnership to offer specialty fitness classes to members and participants
- Coffee Groups (seniors getting together for critical social time)
- Field trips for active older adults. These monthly trips are both education and social.

- Annual Wellness Fair in partnership with the County of San Diego, East County's Action Network, AARP, Sharp Grossmont Hospital, Lantern Crest Senior living, CARR, City of La Mesa, Spring Valley Youth and Family Coalition, Santee Recreation, Santee Collaborative and San Diego's County Sheriff
- Provide volunteer opportunities for members with special skills to teach classes and lectures specifically geared toward seniors

- National Y Event, Healthy Kids Day
- Free Parent Child Swim and Gymnastics Classes
- We continue our partnership with multiple East County School Districts to provide Sports, Health and Wellness and Enrichment Programs.
- Partnership with the San Diego Padres to offer free youth baseball for low income kids through a program referred to as Junior RBI
- Partnership with the City of Santee to provide a community pool
- Partnered with the County of San Diego to provide a swimming pool for vital swim lessons for community surrounding the McGrath Family YMCA.
- Collaboration with Lemon Grove School Districts Food Service program to provide healthy meals and snack to campers at no cost to assist in educating youth on the benefits of good nutrition
- Strong relationship with local government officials including County Board of Supervisor Dianne Jacob and Congressman Duncan Hunter
- Partnership with International Refugee Committee (IRC) providing subsidized Summer Camp for refugee children

PROBLEM STATEMENT/NEEDS ASSESMENT

We serve a large population of seniors and adults with special needs at our East County Family YMCA. As a part of our mission is to help all people realize their fullest potential, it is important for our Y to be proactive in helping this underserved community with their physical health as well as their mental well-being. With hundreds of seniors walking through our doors each day, we hear the personal stories and struggles of these individuals, oftentimes living alone with little to no social support except their YMCA. We strive to ensure all obstacles and barriers are removed so that these individuals may make their physical and social needs a priority. For seniors and the disabled, financial resources is a large barrier to living a healthy, enriching life. Our Y is able to eliminate this barrier through our Financial Assistance Program. Of our Annual Campaign fundraising efforts, almost $70,000 is allocated strictly to individuals over the age of 55. By providing financial assistance, specialty group exercise classes, health related workshops, social gatherings/outings and friendship; we are transforming the lives of thousands of seniors and disabled community members.

The YMCA provides numerous classes for Active Older Adults and individuals with disabilities including the following but not limited to:

- **Parkinson's Balance** – Class specifically for individuals suffering from Parkinson's disease. Assists with flexibility, muscular strength, cognitive health, balance and core stability

- **Gentle Yoga** – Breathing and relaxation in postures that are gentle on the joints
- **Arthritis Class** – Movements to help ease pain and improve energy level
- **Aqua Arthritis** – Cardiovascular water fitness class for individuals with arthritis
- **Chair Yoga** – The benefits of yoga utilizing a chair for support
- **Tai Chi** – A form of Martial Arts that builds strength and balance
- **Arthritis Stretch** – A low impact class with emphasis on the benefits of stretching for individuals with arthritis
- **Exercise Light** – A low impact workout followed by strength and stretching exercises
- **Hydro Healing** – Aqua class designed specifically in mind for those with limited mobility, arthritis, joint/muscle pain and impact issues
- **Personal Training/Post Injury** – Customized training based on health issues, injuries, preventative measures and physical therapy requirements
- **Challenged Athletes Partnership** – Ensures that individuals with physical challenges have the same freedom to enjoy sports and fitness. Specialty program.

Poverty is a common thread among seniors across the county. Many are struggling to pay for necessities such as meals and prescription medication. Making ends meet is a constant balancing act. The majority of the seniors who are living in poverty receive some form of government assistance such as Social Security and Medicare. These funds are critical but often aren't enough for health and wellness services and programs. With the senior population growing at a rapid rate and life expectancy increasing, it is critical for our YMCA to have the resources needed to offer the above vital programs while also continuing to offer the financial assistance for those who qualify.

Program Services and Performance Plan

Program Goals:

- Provide financial assistance to qualifying seniors and individuals with special needs
- Provide much needed programs to serve the health (physical & mental), wellness and recreational needs of this particular community
- Provide trained and knowledgeable staff who can work effectively with members and the community
- Provide a wide-variety of group exercise classes specifically for seniors and disabled individuals

The attainment of these goals will make it possible for the YMCA to make a positive difference on a community that can at times be ignored. By offering a safe, caring and nurturing place for seniors and disabled individuals to feel a sense of belonging and pride in staying healthy, the YMCA will create a stronger community.

Objective:

- Serve the community in a way that no other organization/company can

- To have all seniors and individuals with disabilities walk through the doors of the YMCA and immediately feel welcomed, cared for and assisted with their wellness goals
- To offer programs and services that respond to community needs
- To improve the health and well-being for seniors and disabled individuals
- To foster community connections
- To ensure these individuals receive support, guidance and resources needed to achieve greater health and well-being for their spirit, mind and body.

Effectiveness:

- By serving more individuals within the stated demographics, the East County Family YMCA is successfully improving the health and well-being of our community. The Y is helping seniors and people with disabilities:
    - Thrive
    - Become part of a group (community)
    - Stay active physically as well as mentally
    - Stay connected
    - Have a safe, nurturing place to belong

YMCA Mission: The mission of the YMCA is to help all people realize their fullest potential as children of God through the development of the spirit, mind and body. By granting $29,900 to fund programs and services dedicated to seniors and people with disabilities, our Y in partnership with GHCD, will help ensure the portion "all people realize their fullest potential" continues to hold true for East County residents.

Service: Our YMCA has Member Engagement Directors on staff. These employees are dedicated to developing and implementing plans to ensure populations such as seniors and the disabled feel welcomed and served. By offering a systematic approach, our YMCA can create opportunities to connect, and have individuals engage with one another to promote health and well-being. Our team helps to organize communities within a community, a home away from home, a place to belong. Whether it's a group exercise class within the YMCA building or a walking club that meets in the park, the Y is engaging members through unique and life changing programs.

Strength of the Partnership: The East County Family YMCA is grateful to have the opportunity to request grant funds, to provide Financial Assistance to serve the needs of Active Older Adults and Active Adults with disabilities. By partnering with the Y, we are able to better provide for our members that are unable to afford services. Our mission as is GHCD is to focus on the whole person, the spirit, mind and body.

Grossmont Healthcare District has been an important partner of our Y for many years. And together, we make a difference. A grant of $29,900 would give us the opportunity to better serve our Active Older Adults and individuals with disabilities by offering them financial help and supportive programs/services. Thank you for the opportunity to submit this grant proposal.

PROJECT BUDGET FORM

Grantee: East County Family YMCA / Funding for Seniors and People with Special Needs for Membership and Programs

Personnel	Grossmont Healthcare District Funding	Other Funding Available to Project	Total Project Budget
Salaries (list position)			
1.			
2.			
3.			
4.			
5.			
6.			
Payroll Taxes and Benefits			
Consultant Fees			
Total Personnel			

Other Expenses	Grossmont Healthcare District Funding	Other Funding Available to Project	Total Project Budget
Telephone			
Postage			
Office Supplies			
Equipment			
Printing/Duplicating			
Information/Materials			
Travel			
Professional Services			
Rent			
Utilities			
Insurance			
Miscellaneous (list)			
1. Financial Support	$29,900		
2.			
3.			
4.			
Total Other			

TOTAL GRANT EXPENSES	$29,900		

ALL BUDGET SOURCES

Per the adopted Grants Policy, organizations requesting more than $25,000 or having overall operating budgets of $500,000 or more are required to include such funding sources on the following form. The following information is necessary to provide the Grossmont Healthcare District with a better understanding of the applicant and program financial resources. Organizations requesting more than $25,000 **or** having overall operating budgets of $500,000 or more are required to complete this form.

Total Organization Budget Current Fiscal Year $10,720, 100

Total Requested Project Budget (if different from Organization Budget) $29,900

List Major Sources of Revenue (Total Organization Budget)				**List Project Sources of Funding (This Request)**		
Source of Funds	$ Amount	Percent of Total	One-Time Funding? (check if so)	$ Amount	Percent of Total	One-Time Funding? (check if so)
Federal Funds	$0	%		$0	%	
State Funds	$0	%		$0	%	
City/County Funds*	$0	%		$0	%	
Other Government	$0	%		$0	%	
Proposed GHD	$0	%		$29,900	100%	
Fees for Service	$10,265,500	96%		$0	%	
Non-Profit Organizations	$0	%		$0	%	
Private Donations	$454,600	4%		$0	%	
Other (list)	$0	%		$0	%	
Total Funding	$10,720,100	100%		$29,900	100%	

Percentage of the Organization's budget spent on administration %

Percentage of the requested Project budget spent on administration %

***City/County Funds**

Does the Organization currently receive funding from any Cities or the County? No

List jurisdiction, contract amount and contact person

Jurisdiction	Level of Funding	Contact Person Name	Phone #
$0			
$0			
$0			
$0			
$0			

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HEALTHCARE DISTRICT

A. COVER PAGE

GRANT APPLICATION

(For July 1, 2016-June 30, 2017 Submissions)

LEGAL NAME OF ORGANIZATION: **San Diego Freedom Ranch, Inc.**

AGENCY DIRECTOR: **Glen Webber**

ADDRESS: **1777 Buckman Springs Road, Campo, CA 91906**

TELEPHONE (and Extension): **(619) 478-5696** FAX: **(619) 478-2404**

E-Mail Address: **info@sdfreedomranch.org**

Proposed Project Title: **Laundry Room Upgrade**

Agency Contact Person: **Glen Webber**

TELEPHONE (and Extension): **(619) 478-5696** FAX: **(619) 478-2404**

E-Mail Address: **glen@sdfreedomranch.org**

Amount of Funds Requested: **$4,120.40**

Number of Unduplicated GHD Residents to be Served: **32-92 per year* (see below)**

Ages of Population to be Served: **18-70**

Brief Program Description: **(Use only the space provided below)**

This grant will purchase washers and dryers for the Ranch's laundry room, a key element in the sanitation and hygiene crucial the health of those residing in a group-living environment.

*** Note on Residents: A large portion of our population is homeless when admitted; some do not even recall their most recent ZIP code, although most are located within the GHD when they apply for admission.**

I (we) certify that all the information included in or attached to this grant application is complete and accurate.

Glen Webber	**Glen Webber, Executive Director**	7/27/16
Signature of person authorized by agency to sign	Printed name and title	Date
Signature of person authorized by agency to sign	Printed name and title	Date

Freedom Ranch

San Diego Freedom Ranch, Inc.

Website: www.sdfreedomranch.org
E-mail: info@sdfreedomranch.org

1777 Buckman Springs Road • P.O. Box 157 • Campo, CA 91906 • (619) 478-5696 • FAX (619) 478-2404

July 26, 2016

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GROSSMONT
HEALTHCARE DISTRICT

Vickie Bradeen
Executive Assistant
Grossmont Healthcare District
9001 Wakarusa Street
La Mesa, CA 91942

Dear Ms. Bradeen:

I am pleased to submit the attached grant application and supporting documents for your consideration. We have taken pains to ensure the package is in order and complete, but should you or your staff have any questions, please contact me at your convenience at (619) 478-5676 or glen@sdfreedomranch.org.

All of us at the Freedom Ranch are grateful for the support we receive from the Healthcare District, and thank you for all that you do for the people of East County.

Sincerely,

Glen Webber
Executive Director

Enclosures

"Funds for this program are partially provided by the County of San Diego, Health and Human Services Agency, Alcohol and Drug Services."

B. GRANT APPLICATION CHECKLIST

Please use this checklist to ensure you have included all items in your grant application.

We have included one (1) original and one (1) copy of the following:

- ☑ Grant Application Cover Page (with signatures)
- ☑ Grant Application Summary
- ☑ Agency Capability
- ☑ Problem Statement/Needs Assessment
- ☑ Program Services and Performance Plan
- ☑ Project Budget Form
- ☑ All Budget Sources Form

We have included with the original grant application only, one (1) copy of the following (Not required of Public Agencies):

- ☑ Articles of Incorporation*
- ☑ Bylaws*
- ☑ A recent Certified Financial Statement
- ☑ Copy of IRS Exemption Letter*
- ☑ Board of Directors List*
- ☑ This Grant Application Checklist

**Not required if current version was submitted to the Grossmont Healthcare District in the last five years.*

Please note the following:

- ☑ If applicable, we have previously submitted all required grant monitoring reports for any previously awarded Grossmont Healthcare District grant(s).
- ☑ We understand that award of this grant request in no way establishes an entitlement for future financial assistance. We further understand that past funding does not guarantee funding for this grant request.

C. GRANT APPLICATION SUMMARY

The Freedom Ranch is seeking grant funding in the amount of $4,120.40 to replace aging washroom machinery. This grant will be used to acquire two new commercial grade Speed Queen washing machines and two Speed Queen commercial grade dryers; they have been quoted to us at $4,120.40 by San Diego Laundry.

Our laundry must accommodate 56 residents' personal laundry and linens plus washing generated by the kitchen, dining room, etc. Our laundry runs 12 to 15 loads in a typical day.

The present washroom is equipped with two washers and a dryer, but all three are aging household appliances designed for lighter duty and fewer users than more durable commercial models. Because of continual use, machines frequently need service. At times residents or staff members are able to effect repairs; sometimes we must place a service call. Because we are some 60 miles from San Diego and 30 miles from Alpine, technical support is some ways off, as are commercial laundromats (the nearest is 41 miles away in El Cajon).

We estimate that these machines will give us a minimum of five years' service. Speed Queen's five-year warranty (included in the purchase price) covers all parts and on-site labor, so there should be no additional cost for maintenance. This would bring the daily cost of all four appliances to approximately $2.25 per day over their useful lifetime (or about 56 cents per machine per day).

D. AGENCY CAPABILITY

1. **History and Accomplishments.** San Diego Freedom Ranch in Campo, California, offers a social model residential treatment program for men suffering from alcoholism or drug addiction. Since our founding as the Indian Growth Center 43 years ago, the Ranch has been commended numerous times by professional organizations, as well as elected officials of the U.S. House of Representatives, State Senate, California Assembly and County Board of Supervisors.

2. **Experience.** We operate a licensed and certified treatment facility under the State of California and have been providing recovery services in rural San Diego County since 1972. The Ranch is highly respected, and in its 43 years, we estimate we have helped 6,500 men recover from the ravages of alcohol and drug addiction.

3. **Current Activities:** Our normal course of treatment is 120 days. The Ranch provides comfortable living quarters, nutritious meals, and support services. These features, plus job search aid or rehabilitation training, offer residents an opportunity to regain and maintain sobriety through close association with those who have had years of recovery.

   Admissions: A prospect must be free of drugs and alcohol for 72 hours and apply for admission. We accept applications and conduct intake interviews between 9 a.m. and 3 p.m. every day at the Ranch. We also have an outreach program which sends representatives to El Cajon, approximately 40 miles from the Ranch. Our staff is available each Monday from 9 a.m. until noon at a regional transit center, a hub for trolley, bus lines and other ground transportation on the corner of Main and Marshall Streets, just off Interstate 8. We ensure that the appropriate resources and referrals are made available whether or not an individual will be admitted to our treatment facility.

   Population Served: The State of California licenses us to offer residential treatment for up to 56 men suffering from alcoholism or drug addiction. Ages ranged from 18 to 67 during our last reporting year; 50% were 30 or younger. About half of our residents are homeless at intake; approximately 90% have no income. During an average year, we serve 250 men (some do not need the full 120 days).

   Our Facility: A 296-acre rural preserve located approximately 60 miles east of downtown San Diego. Our campus includes dormitory rooms, communal dining hall with kitchen, classrooms, offices, vegetable garden, orchard and wells. Our staff of eight is augmented by volunteers.

   Our Program: Clients are immersed in an environment dedicated to acquiring the habits of a life free from use of drugs and alcohol. During their stay, residents generally are not engaged in employment, school or pursue any other outside interests. Our counseling and instruction are based the Twelve Steps of Alcoholics Anonymous. We offer group treatment and daily AA and Narcotics Anonymous meetings, highly structured educational groups, one-on-one staff support, medical

assistance, legal assistance, mentoring, discharge planning, and aftercare. A meeting of AA is held every day at the Ranch and there are three meetings of NA each week. In addition, residents participate in social and recovery activities of these programs outside the Ranch. The key to our success is our social-model recovery program. Residents eat, sleep, work and study with peers and men further along in the program as well as with a staff who have been where they are. Many of our staff have a personal history of recovering from alcoholism and other addictions. They bring a wide range of experience in the field of recovery and treatment. Our goal is to help clients obtain and maintain all the benefits of a sober lifestyle.

4. **Collaborations:** We have collaborated with and accepted referrals from Veterans Affairs, Many Nations, Volunteers of America, Parolee Partnership Program, San Diego County Drug Court System and Substance Abuse Services Coordination Agency. Our staff is certified or in the intern stage of certification by the California Consortium of Addiction Programs and Professionals (CCAPP), where our Executive Director serves on the Board.

5. **Health & Welfare.** As a rural residential treatment center, the Freedom Ranch is active engaged in the health and welfare of its residents. We provide transportation to and from medical appointments, conduct classes, provide nutritious meals and snacks, and generally provide for a clean and healthful environment. This includes having an on-site laundry where clothing, bedding and other items can be cleaned.

E. PROBLEM STATEMENT/NEEDS ASSESSMENT

An integral part of our program is regular community service, which often requires physical labor by our Ranchers in the elements (which range winter snow to blazing summer heat). Accommodations are in bunkhouse-style dormitories. Given these conditions, cleanliness is an ongoing challenge; nonetheless sanitation and hygiene are crucial to the good order and health of our residents.

The laundry is a key to thorough environmental hygiene and preventing disease transmission. It not only cleans residents' personal laundry and linens, but also washing generated by the kitchen, dining room, and other common areas. We have managed to make do with household-grade machines donated to us, but even the best of these are not designed for constant use by multiple users.

As we noted in the Summary, our washroom is equipped aging household appliances. Because of continual use, machines frequently need service. At times residents or staff members are able to effect repairs; sometimes we must place a service call. Because we are some 60 miles from San Diego and 30 miles from Alpine, technical support is some ways off, as are commercial laundromats (the nearest is 41 miles away in El Cajon).

Adding new commercial models that are designed and built for this environment would make our washroom more reliable by reducing "down time" for repairs.

F. PROGRAM SERVICES AND PERFORMANCE PLAN

The goal of this program is to continue to add to the health and welfare of our clients with a reliable on-site laundry.

Speed Queen washers and dryers are designed for durability and are user-friendly with intuitive selection buttons and cycle status indicator lights. Machines feature time-remaining displays, six preset cycle buttons, cycle adjustability for temperature, load size and soil levels along with additional options for a pre-wash or second rinse cycle.

The front-load Speed Queen Model LTSAOA washing machine and companion gas dryer model LDG30RGS113TW01 are available for immediate delivery by San Diego Laundry.

F. PROJECT BUDGET FORM

Grantee: San Diego Freedom Ranch

Personnel	Grossmont Healthcare District Funding	Other Funding Available to Project	Total Project Budget
Salaries (list position)	0	0	0
1.			
2.			
3.			
4.			
5.			
6.			
Payroll Taxes and Benefits	0	0	0
Consultant Fees	0	0	0
Total Personnel	0	0	0

Other Expenses	Grossmont Healthcare District Funding	Other Funding Available to Project	Total Project Budget
Telephone	0	0	0
Postage	0	0	0
Office Supplies	0	0	0
Equipment	$4,120.40	0	$4,120.40
Printing/Duplicating	0	0	0
Information/Materials	0	0	0
Travel	0	0	0
Professional Services	0	0	0
Rent	0	0	0
Utilities	0	0	0
Insurance	0	0	0
Miscellaneous (list)	0	0	0
1.			
2.			
3.			
4.			
Total Other	$4,120.40	0	$4,120.40

TOTAL GRANT EXPENSES	$4,120.40	0	$4,120.40

G. ALL BUDGET SOURCES

Per the adopted Grants Policy, organizations requesting more than $25,000 or having overall operating budgets of $500,000 or more are required to include such funding sources on the following form.

The following information is necessary to provide the Grossmont Healthcare District with a better understanding of the applicant and program financial resources. Organizations requesting more than $25,000 **or** having overall operating budgets of $500,000 or more are required to complete this form.

Total Organization Budget Current Fiscal Year $689,780

Total Requested Project Budget (if different from Organization Budget) 3,401

	List Major Sources of Revenue (Total Organization Budget)			**List Project Sources of Funding (This Request)**		
Source of Funds	$ Amount	Percent of Total	One-Time Funding? (check if so)	$ Amount	Percent of Total	One-Time Funding ? (check if so)
Federal Funds	$10	0.0%		$0	%	
State Funds	$125,000	18.2%		$0	%	
City/County Funds*	$329,670	48.1%		$0	%	
Other Government	$0	0.0%		$0	%	
Proposed GHD	$3,401	0.5%	x	$0	%	
Fees for Service	192,000	28.0%		$0	%	
Non-Profit Organizations	$0	0.0%		$0	%	
Private Donations	$14,700	2.1%		$0	%	
Other (list)	$0	%		$0	%	
AA Meeting Rent	$750	0.1%				
Vending Machines	$6,000	0.9%				
SNAP/Food	$18,250	2.7%				

Stamps				
Total Funding	$689,780	100%	$0	%

Percentage of the Organization's budget spent on administration	%
Percentage of the requested Project budget spent on administration	%

*City/County Funds

Does the Organization currently receive funding from any Cities or the County?

List jurisdiction, contract amount and contact person

Jurisdiction	Level of Funding	Contact Person Name	Contact Person Phone #
County of San Diego	$329,670	Charity White-Voth	(619) 563-2770
	$0		
	$0		
	$0		
	$0		

Grant

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GROSSMONT HEALTHCARE DISTRICT

COVER PAGE

GRANT APPLICATION

(For August 1, 2016-July 31, 2017 Submissions)

LEGAL NAME OF ORGANIZATION: Jewish Family Service of San Diego

AGENCY DIRECTOR: Michael Hopkins, MSW, Chief Executive Officer

ADDRESS: 8804 Balboa Avenue, San Diego, CA 92123

TELEPHONE (and Extension): 858-637-3006 FAX: 858-637-3001

E-Mail Address: Michaelh@jfssd.org

Proposed Project Title: Nutrition Outreach Program for Seniors and Adults with Disabilities: *JFS Foodmobile*

Agency Contact Person: Sherryl Fusco, Director, Nutrition Services

Telephone (and Extension): 858-637-3237 FAX: 858-637-3239

E-Mail Address: Sherrylf@jfssd.org

Amount of Funds Requested: $40,000

Number of Unduplicated GHD Residents to be Served: 60

Ages of Population to be Served: 18 and over, concentrating on 60 and over

Brief Program Description: **(Use only the space provided below)**

Jewish Family Service of San Diego's *Foodmobile* has delivered nutritious meals to home-bound seniors and adults with disabilities in the Grossmont Healthcare District (GHD) since 1998. From the time delivery began in GHD, *JFS Foodmobile* has consistently provided nutrition services to hundreds of recipients with no other access to basic nutrition. Through the current funding request, JFS proposes to sustain its service level from the prior year and to support the district's mission by helping to maintain and improve the health and wellness of vulnerable men and women, which has been proven to reduce rates of hospital readmissions.

I (we) certify that all the information included in or attached to this grant application is complete and accurate.

Signature of person authorized by agency to sign	Michael Hopkins, MSW, CEO Printed name and title	July 25, 2016 Date

GRANT APPLICATION CHECKLIST

Please use this checklist to ensure you have included all items in your grant application.

We have included one (1) original and one (1) copy of the following:

- ✓ Grant Application Cover Page (with signatures)
- ✓ Grant Application Summary
- ✓ Agency Capability
- ✓ Problem Statement/Needs Assessment
- ✓ Program Services and Performance Plan
- ✓ Project Budget Form
- ✓ All Budget Sources Form

We have included with the original grant application only, one (1) copy of the following (Not required of Public Agencies):

- ☐ Articles of Incorporation*
- ☐ Bylaws*
- ✓ A recent Certified Financial Statement
- ☐ Copy of IRS Exemption Letter*
- ☐ Board of Directors List*
- ✓ This Grant Application Checklist

**Not required if current version was submitted to the Grossmont Healthcare District in the last five years.*

Please note the following:

- ✓ If applicable, we have previously submitted all required grant monitoring reports for any previously awarded Grossmont Healthcare District grant(s).
- ✓ We understand that award of this grant request in no way establishes an entitlement for future financial assistance. We further understand that past funding does not guarantee funding for this grant request.

C. GRANT APPLICATION SUMMARY

The primary goal of *JFS Foodmobile* is to deliver nourishing meals to isolated, indigent, frail and vulnerable seniors and other homebound adults with disabilities. Its secondary goal is to support older adults' ability to age in their own homes and to lower the frequency and duration of hospital readmission or other inpatient settings. This replaces the cost of hospitalizations, which can exceed tens of thousands of dollars, with the much lower cost of in-home health management through a meal delivery program that on average costs $2,500 per individual for a full year. By meeting this goal, the program will simultaneously improve the health of its participants and reduce the burden on mainstream care systems.

As in all American cities, the aging population of San Diego is growing. With current life expectancies reaching well into the eighties for both men and women, older adults constitute one of the fastest- growing segments of society, both in sheer numbers and as a percentage of the overall population.

There are almost 40 million Americans over age 65; representing nearly 13% of the total population, a figure the U.S. Department of Health and Human Services expects will reach 19% in the next 20 years.

San Diego County's population of individuals over the age of 60 are San Diego County's fastest growing population. Consistent with national trends, San Diego County's population of individuals aged 75 and older is projected to increase 30% by 2020[1]. It is estimated that the number of San Diegans over age 60, currently 488,738, will nearly double by the year 2030 to 929,766. Measured simply in terms of volume, each day seniors needing supportive services place greater demand on systems designed to meet their needs. *JFS Foodmobile* is an important part of JFS's response to the growing need for services to seniors, addressing the issues too often associated with aging, such as deteriorating health, reduced self-sufficiency and isolation.

Poor nutrition exacerbates medical conditions, inhibits healing and contributes to new illness. A lack of regular access to healthy food in adequate quantities directly contributes to countless seniors' admission to residential care facilities or hospitals. Those seniors lose their independence far earlier and require cost-intensive care much longer than would be the case if their food needs were met.

In the current fiscal year, in the Grossmont Healthcare District, *JFS Foodmobile* will:

- Provide service in La Mesa, Lemon Grove, Santee, El Cajon, Lakeside, Alpine, Spring Valley, Casa de Oro, Rancho San Diego, Campo and the adjoining unincorporated areas of the county where need is identified;
- Deliver 11,000 total meals;
- Serve a total of 60 unduplicated persons annually; and,
- Share resources with thousands of seniors and persons with disabilities who are unable to meet their nutritional needs through outreach activities that include regular participation in health fairs, East County Senior Service Providers meetings, and the East County Action Network, and providing *JFS Foodmobile* updates and reminders to approximately 130 GHD residential and medical facilities.

D. AGENCY CAPABILITY

1. HISTORY AND ACCOMPLISHMENTS

Jewish Family Service of San Diego (JFS) was founded in 1918 by a consortium of women's clubs seeking to address the pressing human issues of the time. Since its founding, JFS has grown in size

and scope, responding to new and emerging community needs. Today, with an annual budget of over $18 million, JFS is a client-centered, impact-driven human service organization operating more than 50 programs. JFS provides integrated services that move individuals and families toward self-sufficiency, support aging with dignity, and foster community across the lifespan. In pursuit of its purpose to build a stronger, healthier, more resilient community, JFS touches the lives of 35,000 people annually at locations throughout San Diego and Riverside Counties. Services are available to all persons in need without regard to religion, race, ethnicity, nationality, age, or sexual orientation.

For nine consecutive years, JFS has been awarded a 4-Star rating by Charity Navigator in recognition of the agency's ability to effectively manage and grow its resources and to execute its mission in an exemplary fiscal manner. Among JFS's most notable achievement is its flourishing, robust volunteer base which annually enlists 750 or more volunteers. JFS was recently certified as a Service Enterprise by the Points of Light Foundation, demonstrating its commitment to volunteer engagement, infrastructure and community. Last year, more than 759 volunteers donated 52,946 hours, representing an in-kind value of $1.46 million. In June, 2016, JFS was selected by the California State Assembly as "Nonprofit of the Year" by the 39th District.

While JFS program accomplishments are numerous, the organization is particularly proud of the achievements of its programs serving older adults. The innovative *On the Go* senior transportation program is one good example. Last fiscal year, *On the Go* provided 1,796 enrolled riders over the age of 60 with over 38,000 rides through a combination of shuttles, excursions, individual trips with volunteer drivers, and taxi vouchers. *On the Go* has twice been awarded the prestigious Beverly Foundation's STAR award for program model of excellence in senior transportation options. The JFS *Senior Nutrition* program, funded in part by the County of San Diego's Aging and Independence Services, provides congregate dining in four locations and home-delivered meals through the *JFS Foodmobile.* The *Senior Nutrition* program served 79,656 meals last year, including nearly 10,100 in the Grossmont Healthcare District.

2. EXPERIENCE

For nearly a century, assisting vulnerable seniors has been a central focus of JFS's programs and services. As San Diego's aging population has grown, so has the agency's commitment to older adults. The Aging and Wellness Services division (formerly Older Adult Services) of JFS accounts for a third of the agency's total complement of programs and services, employing over 70 devoted staff at facilities spread across a territory of nearly 400 square-miles which includes a densely populated urban area that is home to many of San Diego County's three million residents.

3. AGENCY PROGRAMS

JFS fulfills its mission through diverse yet complementary programming, with over 50 services in three general divisions: Aging and Wellness Services, Self-Sufficiency and Clinical Programs, and Housing Services. Some of the core services in each division include:

- Aging and Wellness Services: A total of four social and wellness centers in the College, North County Inland, North County Coastal, and University City areas offer recreation, socialization, and education opportunities along with nutritious meals to participating seniors; *On the Go: Transportation Solutions for Older Adults'* programs provide rides for older adults to medical appointments and other destinations, in addition to excursions to reduce isolation and promote social interactions; *Geriatric Care Management* services help older adults and their caregivers improve management of health needs, enhance support systems and maximize independence; and, food assistance through the *Hand Up Youth Food Pantry* and *JFS Foodmobile* are all components of the continuum of care designed to support autonomy and quality of life for thousands of older

adults annually.

- Self-Sufficiency and Clinical Programs: *Community Case Management* provides emergency services and planning to avoid future crises; *Project SARAH* offers therapeutic support for survivors of domestic abuse; *Intensive Psychiatric Case Management* serves adults with serious and persistent mental illness who require intensive, ongoing support to live in the community; and *Breast Cancer Medical Case Management* provides newly-diagnosed patients and their families with support for treatment issues and health care system navigation. *Refugee Resettlement* assists newcomers to the U.S. to become self-sufficient and facilitates access to mainstream services. *Employment and Career Services* provides assistance in developing individual employment plans, resume-writing, interviewing, and researching skills to find meaningful work or make a career change. *Counseling* serves families, couples, groups and individual adults and children; and *Parenting and Youth Services,* including *Positive Parenting Program* serves parents and children.
- Housing Services: Homeless shelter and case management services in Riverside County's Coachella Valley include *Roy's Desert Resource Center* — the first comprehensive homeless center built in the region — and *Desert Horizons/Desert Vista*, a permanent supportive housing program offering subsidized housing and supportive service for homeless adults reintegrating with mainstream society.

Please refer to the enclosed Programs and Services fact sheet for additional information on the array of JFS offerings and activities.

4. COOPERATIVE AND COLLABORATIVE LINKAGES

JFS maintains numerous formal collaborations and cooperative linkages with service organizations throughout San Diego County through involvement with networks and planning groups including:

- *Refugee Resettlement Program* – A partnership including Union of Pan Asian Communities, Alliance for African Assistance, Catholic Charities, International Rescue Committee, Horn of Africa and JFS.
- *On the Go: Transportation Solutions for Older Adults* – Partners include San Diego County Volunteer Driver Coalition of which the JFS Senior Director, Aging & Wellness Services is the Chair and the Council on Access and Mobility SSTAC which the Senior Director also chairs.
- *ECAN – East County Action Network* –a collaboration of AIS Nutrition Providers for older adults with disabilities that meets monthly and sponsors health fairs, senior games and other activities.
- *East County Senior Service Providers* – A planning and inter-agency referral network uniting human service organizations in Eastern San Diego County.
- *Meals on Wheels America and Meals on Wheels California* – Providing the latest on best practices and inter-agency cooperation for providers of home-delivered meals.
- *Project Care* – An affiliation of senior caregiver programs focused on assisting clients to remain safely independent in their own homes.

5. NEW OR ESTABLISHED PROGRAM

JFS Foodmobile began serving older adults in 1971 and since that time has remained a core agency program with the commitment of the JFS Board and executive leadership. Since 1998, the program has received support from GHD to deliver nutritious home-delivered meals, not only to seniors, but

also, to younger adults who may be disabled or transitioning from a hospital stay. GHD's support of this funding request will allow *JFS Foodmobile* to maintain its current services to residents of the GHD service area and help bolster the agency's fund development efforts, which are aimed at leveraging GHD support to encourage matching funds which would allow expansion of the service levels identified in this proposal.

6. PEER ORGANIZATIONS

The County of San Diego provides residents with access to the Home Delivered Meals Network which is comprised of agencies that provide in-home meal service in San Diego. Most of these agencies are linked to specific regions/zip codes and all, except *JFS Foodmobile*, require individuals who receive meals to be over the age of 60. *JFS Foodmobile* is the *only* home delivered meals program that also serves younger adults with disabilities on a sliding scale fee, and offers freshly prepared kosher meals. JFS has a well-established working relationship with *Meals on Wheels San Diego* which serves the GHD region, providing referrals and joint advocacy on behalf of the San Diego community. Other organizations providing similar service: The Salvation Army has the contract for the El Cajon area 92019 (west of Greenfield) 92020 and 92021 (east to North Pepper). Lemon Grove Senior Nutrition (Mesa Valley Grove Nutrition) has the contract for 91941 and 91942 (La Mesa), 91945 (Lemon Grove), 91977 (Spring Valley), 91978 (Rancho San Diego), 92019 (east of Willow Glen Drive), 92020 (unincorporated areas of S. Chase). Alpine Community Center has the contract for, 91901 (Alpine), 92019 (east of Greenfield – Dehesa, 92021 (Harbison – Crest).

E. PROBLEM STATEMENT/NEEDS ASSESSMENT

As in all American cities, the older adult population of San Diego is growing. With current life expectancies reaching well into the eighties for both men and women, the elderly constitute one of the fastest-growing segments of society, both in sheer numbers and as a percentage of the population. There are almost 40 million Americans over age 65, representing nearly 13% of the total population, a figure the U.S. Department of Health and Human Services expects will reach 19% in the next 20 years. It is estimated that the number of San Diegans over age 60, currently 488,738, will nearly double by the year 2030 to 929,766. Consistent with national trends, San Diego County's population of individuals aged 75 and older is projected to increase 30% by 2020.[1] Measured simply in terms of volume, each day seniors needing supportive services place greater demand on systems designed to meet their needs. *JFS Foodmobile* is an important part of JFS's response to the growing need for services to seniors, addressing the issues too often associated with aging, such as deteriorating health, reduced self-sufficiency and isolation.

The correlation between good nutrition at home, maintaining good health and sustaining independence is well-documented, and the goals of *JFS Foodmobile* correspond with sound evidence. Hunger and poor nutrition significantly increase the risk of poor health in seniors.[2] In fact, approximately half of all diseases and health conditions impacting older Americans stem from inadequate nutrition.[3] In addition, lack of proper nutrition poses threats such as immune dysfunction, poor wound healing, altered drug effects, and increased mortality among older adults.[4] Hunger and malnutrition lead to many chronic diseases. The recent study by Meals on Wheels America "More Than a Meal Pilot Research Study" (2015)[5] demonstrated that older adults who received home-delivered meals had improved mental health, decreased isolation, improved self-reported health, increased feelings of safety, and an increased ability to remain at home. In addition, they reduced healthcare visits and fewer falls at home. Still, as valuable as nutrition has proven to be in sustaining patients in their homes, public health benefits, including Medicare, will not cover the cost of nutritious food. Currently, the need for home-delivered meals is greater than prepared-meals

programs funded through the Older Americans Act have the capacity to address.

Homebound older adults constitute a largely invisible and particularly vulnerable segment of society. They have few, if any, advocates; their children often have moved far from home leaving them without caregivers. Many are left to face what remains of their lives and ultimate deaths on their own—shut-in, lonely and largely forgotten. Younger adults with disabilities are another underserved segment of the population. *JFS Foodmobile* fills the void, providing essential service to the homebound elderly and younger individuals with disabilities in the following ways:

- Outreach – Many seniors who truly need *JFS Foodmobile* services are unwilling to ask for help. Others believe they have no options for meal deliveries because they live in a rural area. JFS reaches out to San Diego seniors requiring in-home nursing care and those recently discharged from the hospital. In fact, hospital discharge planners (especially those at Sharp Grossmont) are a key *JFS Foodmobile* referral source. Based on response to JFS outreach and based on the research cited above which predicts a 30% increase in the older adult population by 2020, JFS is convinced there are still many underserved seniors in the GHD area in need of *JFS Foodmobile* services and other interventions. Consequently, the program's personnel actively seek out those in need to connect them to JFS programs and other human services providers.
- Affordable meals –*JFS Foodmobile* serves an average of 11,000 meals to 60 unduplicated older adults and people with disabilities annually within the GHD. Social workers from Sharp Grossmont and Sharp Hospice regularly contact JFS to request *Foodmobile* services for newly-discharged disabled and elderly patients. In almost every case, those patients have limited resources and little or no family or other support at home. Thus, they need meals, and need those meal costs subsidized at least until they qualify for and receive disability benefits—a process that can be agonizingly long.
- Personalized Services – Unique among home-delivered meal programs in San Diego County, *JFS Foodmobile* attunes its services to the specific needs, preferences and availability of recipients. Approximately 30% of the program's recipients are Jewish and appreciate the hot, nutritious, kosher meals that JFS serves. Some recipients participate in their own meal preparation, so *JFS Foodmobile* offers the choice between hot or frozen meals, or a fresh chef salad. Free weekly milk is also available.
- Accessibility –*JFS Foodmobile* utilizes three delivery resources to maximize its coverage and to reach participants wherever they may be. A paid driver with a private vehicle delivers to remote, outlying areas for participants who likely have no other options for meal delivery. Numerous volunteers also deliver meals throughout the service area using their own vehicles. A paid driver with a delivery vehicle (equipped for hot, cold, and frozen service) covers the Santee area and locations near the *JFS Social and Wellness Center* in the College area.
- Linkage to Additional Services – JFS recognizes that in many cases, the need for home-delivered meals is just the "tip of the iceberg." Clients receiving meals very often have a multitude of unmet needs that, if left unattended, could lead to unnecessary and costly hospitalizations or nursing home care. For this reason, *JFS Foodmobile* may be the first service of many provided to recipients. JFS's *Geriatric Care Management* program is usually the second resource for such recipients. *Geriatric Care Management* staff identifies and coordinates whatever services may be needed to keep GHD patients safe and healthy in their homes. Clients are also connected to JFS's *On the Go* which provides rides for older adults to medical appointments and other destinations.
- Supplemental Goods – Nutritious meals are necessary to maintaining independence, but for many patients with limited resources and barriers to mobility, it is difficult, if not impossible, to get to a store to purchase other groceries or pet food. *JFS Foodmobile* provides more than prepared meals, often delivering bags of free, nutritionally-appropriate groceries from the JFS *Hand Up* Youth Food Pantry, and free pet food provided by the Helen Woodward Society's AniMeals program.

JFS even brightens seniors' days with fresh floral arrangements donated by a local business, *Blooms from the Heart.*

F. PROGRAM SERVICES AND PERFORMANCE PLAN

1. PROGRAM GOALS

The primary goal of *JFS Foodmobile* is to deliver nourishing meals to isolated, indigent, frail and vulnerable seniors and other homebound adults with disabilities. Its secondary goal is to support older adults' ability to age in their own homes and to lower the frequency and duration of readmission to hospitals or other inpatient settings. This replaces the cost of hospitalizations, which can exceed tens of thousands of dollars, with the cost of in-home health management through a meal delivery program that on average costs $2,500 per patient for a full year. By meeting this goal, the program will simultaneously improve the health of its participants and reduce the burden on mainstream care systems. Poor nutrition exacerbates medical conditions, inhibits healing and contributes to new illness. The lack of regular access to healthy food in adequate quantities directly contributes to countless seniors' being admitted to residential care facilities or hospitals. These seniors lose their independence far earlier and require cost-intensive care much longer than would be the case if their food needs were met.

2. MEASURABLE OUTCOMES

In the current fiscal year, in the Grossmont Healthcare District, *JFS Foodmobile* will:

- Provide service in La Mesa, Lemon Grove, Santee, El Cajon, Lakeside, Alpine, Spring Valley, Casa de Oro, Rancho San Diego, Campo and the adjoining unincorporated areas of the county where need is identified;
- Deliver 11,000 meals;

TIMELINE	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Total
Meals	900	900	900	900	925	925	925	925	925	925	925	925	11,000

- Serve a total of 60 unduplicated persons annually; and,
- Share resources with thousands of seniors and persons with disabilities who are unable to meet their nutritional needs, through outreach activities that include regular participation in health fairs, East County Senior Service Providers meetings, and the East County Action Network, and providing quarterly *JFS Foodmobile* updates and reminders to approximately 130 GHD residential and medical facilities.

TIMELINE	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
Health Fairs			x			x					x	
Regional Networking Meetings	2	2	2	2	2	2	2	2	2	2	2	2
Outreach Mailings			x				x					x

3. EFFECTIVENESS AND QUALITY CONTROL

Annual client satisfaction surveys help identify the program's strengths and weaknesses. They enable the program's management to tailor services to better address recipients' needs, with an emphasis on client convenience. In the past year, an impressive 100% of survey respondents

rated the overall *JFS Foodmobile* program as good or excellent; 96% indicated that the meals helped them maintain better health, and over 91% indicated that the home delivered meal service helped them to continue to live at home. Further, more than 50% stated that before receiving *JFS Foodmobile* meals, they reduced, skipped or did not eat nutritionally balanced meals because they could not afford to purchase or were unable to prepare them.

JFS employs a continuous quality improvement system. Outcome measures, client evaluations, follow- up phone calls and visits are an integral part of every JFS program. Clients of all Aging and Wellness Services programs, including *JFS Foodmobile*, are invited to call a confidential client satisfaction line, (858) 637-3237, with their input, questions, complaints, comments and concerns. Food preparation and packaging for the *JFS Foodmobile* program is performed in a commercial kitchen that is licensed, regulated and inspected by the County of San Diego. Food handlers are Experior-rated Certified Professional Food Managers, and kosher oversight is provided by a rabbi.

4. FULFILLING THE GHD MISSION

JFS Foodmobile contributes to GHD's mission to "maintain and improve the physical and behavioral health of its constituents," by helping isolated seniors and other adults with disabilities to enjoy healthier, more independent lives. In support of GHD's intent to "anticipate and recognize the unmet health care needs" of its community and "to support suitable services to the greatest extent possible consistent with available resources," JFS proposes to maintain the past year's achieved service levels and to continue outreach efforts aimed at identifying area residents in need with no support systems. The ability to remain nourished in one's own home not only contributes to a better quality of life, but also to better health outcomes, measured in terms of prolonged life, reduced occurrence of preventable conditions, decreased use of emergency and intensive services and better management of chronic conditions.

5. ACCESSIBILITY

The *JFS Foodmobile* is not site-based. Depending on their need and location, participants may receive services up to five days a week at their own homes throughout the Grossmont Healthcare District.

When *JFS Foodmobile* drivers observe that clients may need additional supports, they alert JFS social work staff, who then provides follow-up services, referrals and/or other interventions, as needed.

Social work staff may call family contacts to report a change in the client's situation, overall health, or living conditions, or offer services through other JFS programs, including *Hand Up* Youth Food Pantry for supplemental food, *JFS Fix-it Service* for minor home repairs, or *Geriatric Care Management.*

6. REFERRALS AND MARKETING

Clients are referred to *JFS Foodmobile* through a number of sources, including:

- Sharp Grossmont Hospital
- The Eldercare Resource Directory
- Home healthcare agencies
- Social service agencies, such as 2-1-1
- Senior resource guides
- The JFS website (www.jfssd.org)
- Word of mouth/satisfied customers
- Large-scale outreach (e.g., health fairs and community presentations)
- Outreach to elected officials, whose offices share resources with senior constituents

The *JFS Foodmobile* Program Coordinator, with the support of the JFS Marketing Department and the input of the Director of Nutrition Services, publicizes meal delivery services. Advertisements are placed periodically in local publications and salient aspects of the program are announced seasonally via press releases. JFS participates in health fairs, and the Program Coordinator is in regular contact with building and mobile home park managers, hospital discharge planners, and other community members to make information about *JFS Foodmobile* more available to the community.

7. PROPOSED EQUIPMENT

The program is fully equipped to continue its work in the community. The current request includes no funding for equipment.

8. COLLABORATION

JFS *Foodmobile* collaborates with other agencies to address unmet nutritional healthcare needs in the Grossmont Healthcare District and desires to have this proposal considered on a collaboration basis. (1) JFS participates in the *East County Senior Service Providers* and *East County Action Network* (staffed by AIS). *East County Senior Service Providers* is a planning and inter-agency referral network uniting human service organizations in Eastern San Diego County. *ECAN – East County Action Network* is a collaboration of AIS nutrition and social services providers for older adults with disabilities in the East County region that meets monthly and sponsors health fairs, senior games and other activities. In these monthly forums, nutrition providers come together to educate, discuss trends in the community and to refer clients to one another. JFS is part of the San Diego County Aging and Independence Services (AIS) county-wide Nutrition Providers Network. *Foodmobile* is listed on the AIS website as one of six contracted nutrition programs that provide home-delivered meals to San Diego's East County (http://www.sandiegocounty.gov/hhsa/programs/ais/nutrition_services/home-delivered_meals.html.). Nutrition providers are contracted by AIS by zip code and serve clients according to the designated zip codes. In addition to JFS *Foodmobile*, other nutrition providers that specifically serve the Grossmont Healthcare District zip codes include the Salvation Army and Lemon Grove Senior Nutrition. JFS *Foodmobile* meets monthly and collaborates with these peer nutrition providers through the AIS Nutrition Providers Meeting in which providers come together to discuss best practices and proper nutrition.

(2) JFS *Foodmobile* also has a well-established working relationship with *Meals on Wheels,* which serves the GHD region, providing referrals and joint advocacy on behalf of the San Diego community. Through *Meals on Wheels America* and *Meals on Wheels California*, JFS *Foodmobile* gains knowledge about current research on home-delivered meals, discovers best practices and formalizes and increases impact of home-delivered, nutritious meals. For example, *Meals on Wheels* will contact JFS *Foodmobile* if kosher meals are needed and JFS *Foodmobile* will refer to *Meals on Wheels* if a client desires a different kind of meal.

(3) In 2014, the County of San Diego recognized JFS as one of its *Live Well San Diego* Public Health Champion awardees for protecting and improving the health, safety, and overall quality of life for San Diego County residents. This is yet another example of collaboration and demonstrates that JFS *Foodmobile* meets the healthcare goals included in the County of San Diego's Health Strategy for the East Region population.[6]

These three associations demonstrate a collaboration of like providers of service and that JFS *Foodmobile* contributes to expanding the mission of the Grossmont Healthcare District to "anticipate and recognize the unmet health care needs of the communities [it] serves and support suitable services to the greatest extent possible consistent with available resources."

1 http://quickfacts.census.gov/qfd/states/06/06073.html

2 The Causes,Consequences,and Future of Senior Hunger in America: Hearing Before the S. Special Comm. On Aging, 110th Cong. (2008) (statement of James P. Ziliak, U. of Kentucky)

3 James P. Ziliak, Craig Gundersen, and Margaret Haiste, The Causes, Consequences, and Future of Senior Hunger in America, U..Ky..Ct. for Povery Research and Iowa State University. (2008)

4 John Saunders and Trevor Smith, Malnutrition: causes and consequences, Clinical Medicine 2010, Vol 10., No. 6: 624-7

5 Kali S. Thomas, PhD, MA and David Dosa, MD, MPH, Center of Innovation for Long-Term Services & Supports Department of Veterans Affairs Medical Center, Providence, RI, Center for Gerontology and Healthcare Research, School of Public Health, Brown University http://www.mealsonwheelsamerica.org/theissue/research/more-than-a-meal

6 "On October 19, 2010, the Board received a presentation on the status of the Health Strategy Agenda: Building Better Health, highlighting the County's achievements over a three-month timeframe. In line with Board direction, staff has now included the goal of "fostering a safe and thriving community" along with our health efforts, and now calls the over-arching initiative "LIVE WELL, SAN DIEGO!" With this change, the County's efforts will focus on the health, safety and overall well-being of the entire community, and enlist community partners to assist in this ambitious initiative." **Statement of Proceedings, County of San Diego Board of Supervisors, Regular Meeting, March 15, 2011**. www.sandiegocounty.gov/bos/agenda/sop/031511sop.doc

PROJECT BUDGET FORM

Grantee: Jewish Family Service of San Diego – *Foodmobile* – FY2016-17

Personnel	Grossmont Healthcare District Funding	Other Funding Available to Project	Total Project Budget
Senior Management		12,264	12,264
Program Director		15,423	15,423
Professional		41,508	41,508
Support Staff - Hourly		35,875	35,875
Drivers		26,684	26,684
Payroll taxes and benefits		45,629	45,629
Total Personnel		**177,383**	**177,383**

Other Expenses	Grossmont Healthcare District Funding	Other Funding Available to Project	Total Foodmobile Project Budget
Telephone		1,140	1,140
Postage		893	893
Office Supplies		1,088	1,088
Equipment		2,200	2,200
Advertising		1,000	1,000
Printing		2,860	2,860
Travel		13,815	13,815
Vehicle Operational		8,130	8,130
Professional Services		422	422
Utilities		1,276	1,276
Insurance		2,199	2,199
Miscellaneous (Computer software, audit, fees & dues, bank fees)		3,882	3,882
Employee & Community Relations		600	600
Occupancy (Maintenance)		1,158	1,158
Program Expenses		1,000	1,000
Food	40,000	116,000	156,000
Total Other Direct Costs	**40,000**	**157,664**	**197,664**
Program Support Allocations		66,400	66,400

TOTAL GRANT EXPENSES	**40,000**	401,447	441,447

ALL BUDGET SOURCES

Total Organization Budget Current Fiscal Year $18,702,992

Total Requested Project Budget (if different from Organization Budget) $441,447

Source of Funds	List Major Sources of Revenue (Total Organization Budget) $ Amount	Percent of Total	One-Time Funding ? (check if so)	List Project Sources of Funding (This Request) $ Amount	Percent of Total	One-Time Funding? (check if so)
Federal Funds	$4,111,995	21.98%		$0	%	
State Funds	$2,250,975	12.04%		$0	%	
City/County Funds*	$183,894	0.98%		$0	%	
Other Government	$1,613,177	8.63%		$5,589	1.27%	
Proposed GHD	$50,000	0.27%		$50,000	11.33%	
Fees for Service	$1,232,254	6.59%		$132,000	29.90%	
Non-Profit Organizations	$1,964,934	10.51%		$0	%	
Private Donations	$5,442,127	29.09%		$253,858	57.51%	
Other (list)	$0	%		$0	%	
Income from Subsidiary	$1,000,000	5.35%				
Income from Subsidiary	$853,656	4.56%				
Total Funding	$18,702,992	100.00%		$441,447	100.00%	

Percentage of the Organization's budget spent on administration %

Percentage of the requested Project budget spent on administration %

*City/County Funds

Does the Organization currently receive funding from any Cities or the County?

List jurisdiction, contract amount and contact person

Jurisdiction	Level of Funding	Contact Person Name	Contact Person Phone #
County of San Diego (PA)	$1,051,229	Steve Jones	619-563-2714
County of San Diego (PPP)	$1,100,000	Liberty Donelly	619-563-2780
County of San Diego (Federal Pass Through)	$383,023	Cathy Cardoza	858-495-5275
County of San Diego (Federal Pass Through)	$429,308	Michael Strawn	858-505-6955
County of Riverside	$1,089,584	Tiffani King	951-358-7758

Our Purpose:

Jewish Family Service is a client-centered, impact-driven organization working to build a stronger, healthier, more resilient San Diego.

Jewish Family Service
Moving Forward Together

Since 1918, Jewish Family Service of San Diego has been a trusted community resource for individuals and families working to build better lives. Our wide range of integrated services *Empower Individuals & Families to Move Toward Self-Sufficiency, Support Aging With Dignity,* and *Foster Community Connection & Engagement* throughout San Diego County and the Coachella Valley. JFS provides essential services to people regardless of religion, race, color, ethnicity, national origin, ability, gender identity/expression, or sexual orientation.

Upcoming Events, Program Information & Latest News www.jfssd.org

Contact Us Online www.jfssd.org/contactus

Call for Services (858) 637-3210 | Volunteer (858) 637-3050 | Administration (858) 637-3000

GET HELP

Programs & Services

AGING & WELLNESS SERVICES

Client Intake and Information (858) 637-3210

Geriatric Care Management — Provides comprehensive assessment, plan of care, coordination of services, consultation, and advocacy

Serving Older Holocaust Survivors Program (SOS) — Provides care management, home care, and emergency assistance services for low-income Jewish Holocaust survivors

JFS Fix-it Service — Free home repairs for low-income older adults

On the Go: Transportation Solutions for Older Adults

- Rides & Smiles® – individual, door-to-door transportation by volunteer drivers
- Excursions – group transportation to events
- Shuttles – group transportation to shopping destinations and Social & Wellness Centers
- Transitional Driver Resource

Foodmobile — See *Food Assistance*

College Avenue Center (858) 637-3270
Social & Wellness Programs for Adults 60+. Activities, exercise and computer classes, educational programs, salad bar, and hot kosher lunch

- Located at Temple Emanu-El
- Monday–Friday, 9:00am–3:00pm

North County Inland Center (858) 674-1123
Social & Wellness Programs for Adults 60+. Activities, exercise and computer classes, educational programs, and kosher lunch

- Located at Temple Adat Shalom
- Monday & Wednesday, 9:00am–1:00pm

JFS Coastal Club – North County (858) 674-1123
Activities and a kosher lunch

- Located at Temple Solel
- Tuesday, 9:00am–1:00pm

University City Older Adult Center (858) 550-5998
Daily activities, classes, discussion, caregiver and bereavement support groups, and hot kosher lunch. Appropriate for clients with dementia and physical challenges

- Located at Congregation Beth Israel
- Tuesday–Thursday, 10:00am–2:00pm

CASE MANAGEMENT SERVICES

Client Intake and Information (858) 637-3210

Community Case Management — Assistance for those experiencing life challenges; services include assistance locating resources, coordination of services, and support

Intensive Psychiatric Case Management — Serves Jewish clients diagnosed with a serious mental illness, assisting with stabilization through weekly intervention

Project SARAH Case Management — Assistance for those experiencing domestic violence; services include assistance locating resources, coordination of services, and financial assistance

Breast Cancer Case Management — Assistance for those newly diagnosed or living with breast cancer

Hand Up Loan — Assists individuals to become self-supporting through interest-free loans

COUNSELING

Client Intake and Information (858) 637-3210

Counseling — Individual (child/adolescent/adult), couples, family, and group treatment

Patient Advocacy (800) 479-2233 — Protects the rights of individuals living with mental illness

Project SARAH (858) 637-3210 — Domestic violence counseling and crisis intervention

Support Groups — Aging Well, Bereavement, Mood Management, Hope & Help, Al-Anon, PFLAG, Domestic Violence, Psychotherapy

EMPLOYMENT & CAREER SERVICES (858) 637-3360

Assists individuals with their job search and employment needs. Provides career and vocational guidance and helps connect individuals to employers and contacts in the community

FOOD ASSISTANCE

Client Intake and Information (858) 637-3210

Hand Up Youth Food Pantry — Distributes food to military, low-income, and homeless individuals and families at multiple sites in San Diego County. Provides a unique opportunity for youth and groups to volunteer in the pantry

Foodmobile — Home-delivered kosher meals and friendly visits to older adults and younger homebound disabled adults

Hunger Advocacy Network (858) 637-3363
Network of San Diego organizations that advocate for state-wide food policies to alleviate food insecurity

JEWISH CONNECTIONS

Bikkur Holim Friendly Visitor Program (858) 637-3082 — Sends friendly visitors to the isolated Jewish elderly and ill

Jewish BIGPals (858) 637-3210 — Matches Jewish boys and girls from single parent and non-traditional families with adult mentors

North Coastal Jewish Connections (NCJC) (858) 637-3210 — Connects Jewish residents of the North County Coastal community to resources within JFS, to other community resources, and to the broader community. Plans social and educational events to foster Jewish community

JFS-David Rubenstein Memorial Scholarship Fund (858) 637-3037 — Offers financial assistance to students from the San Diego Jewish community who plan to attend college or vocational school

Supporting Jewish Single Parents (SJSP) (858) 637-3210 — Advocacy, support, and connection within the Jewish community

Sponsorship

Our Purpose
Jewish Family Service is a client-centered, impact-driven organization working to build a stronger, healthier, more resilient San Diego

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GROSSMONT HEALTHCARE DISTRICT

Jewish Family Service
Moving Forward Together

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GROSSMONT HEALTHCARE DISTRICT

July 29, 2015

Chair
Meg Goldstein
1st Vice Chair
Deborah Bucksbaum
2nd Vice Chair
Adam Welland
Treasurer
Sheryl L. Rowling
Secretary
Marcia Foster Hazan
Chair Elect
Marie G. Raftery

Directors
Michael B. Abramson
Loretta H. Adams
Kira Finkenberg
Avi Frohlichman
Emily Jennewein
Kate Kassar
Nadja Kauder
Michael Lees
Jennifer Levitt
Philip Linssen
Dr. Jenny Meiselman
Gabrielle Oratz
Rabbi Yael Ridberg
Scott Schindler
Brad Slavin
Elyse Sollender
Karin Toranto

Chief Executive Officer
Michael Hopkins, MSW

Mr. Barry Jantz
Grossmont Healthcare District
9001 Wakarusa Street
La Mesa, CA 91942

Dear Barry,

In compliance with the FY 2016-17 Grossmont Healthcare District Grants Policy, Jewish Family Service (JFS) submits this request for underwriting of its 2017 Heart & Soul Gala along with a grant request for JFS *Foodmobile* funding.

JFS holds its Heart & Soul Gala fundraising event each year with proceeds providing critical financial support for its Aging with Dignity, Self-sufficiency, and Community Engagement programs and services including aging and wellness programs, parenting education, counseling, domestic violence services, employment & career services, financial literacy education, mental health patient advocacy, and many more.

Last year, JFS served approximately 19,000 unduplicated community members of all ages, faiths and races, touching the lives of 35,000 people including their families. Jewish values are the driving force behind JFS's efforts and imbue the agency's work with meaning. Being a Jewish agency does not speak simply or exclusively to whom we serve, but more profoundly to why we serve. JFS's commitment to empowering individuals and families to move toward self-sufficiency, supporting aging with dignity and fostering community connection and engagement is strongly aligned with Grossmont Healthcare District's mission to "maintain and improve the physical and behavioral health of its constituents," by helping isolated seniors and other adults with disabilities to enjoy healthier, more independent lives.

The 2017 Jewish Family Service Gala will be held on April 1, 2017. JFS respectfully requests Gala underwriting support from Grossmont Healthcare District in the amount of $5,000.

JOAN & IRWIN JACOBS CAMPUS
Turk Family Center

8804 Balboa Avenue, San Diego, California 92123 Phone (858) 637-3000 Fax (858) 637-3001 jfssd.org

Jewish Community Foundation San Diego
Jewish Federation of San Diego County
LIVE UNITED United Way
United Way of San Diego County

Funding will be used to support JFS's impactful human services to ensure every individual and family is self-sufficient, socially connected, and ages with dignity. JFS's programs, measured by a self-sufficiency matrix, advance health and wellness through direct, health-related service provision and/or by helping clients (89% have low incomes) address social, economic and personal conditions that result in poor health outcomes. JFS food-assistance programs distribute fresh, nutritious food to food insecure families, children and seniors. Aging & Wellness programs engage clients weekly in medically-approved exercise and social activities that improve health and reduce isolation. Rides & Smiles provides individual transportation by volunteer drivers to medical appointments county-wide. Breast Cancer Case Management delivers advocacy and financial assistance services for cancer patients. No less than 75% of the revenue from this event is applied to JFS programs.

As requested, a final accounting of the prior year's event (JFS Heart & Soul Gala 2016) is provided here:

Jewish Family Service of San Diego
2017 Heart & Soul Gala Budget

INCOME	
Tickets	70,000
Sponsors/Underwriters	560,000
Auction – Live + Silent	90,000
Fund-A-Mitzvah	100,000
Contributions – Gala/Non-event night donations	10,000
TOTAL	830,000
EXPENSES	
Professional Fees	71,567
Postage	3,835
Outside printing	9,092
Food and Beverage	95,170
Advertising	3,000
Office Supplies	5,165
TOTAL	187,829
NET	**642,171**

Per Grossmont Healthcare District's guidelines, the JFS Gala will not be advertised through mass mailings to the Grossmont Healthcare District. JFS mails individual invitation letters to its established JFS donor mailing list.

At the $5,000 sponsorship level, Grossmont Healthcare District will receive 4 meal tickets valued at $125/person ($500 estimated value of goods/services). There are multiple sponsorship levels available and recognition can be tailored to meet Grossmont Healthcare District's specific interests.

Sponsorship Levels for the prior year event are as follows:

Presenting Underwriter - $100,000
Anonymous

Title Underwriter - $36,000
Charitable Adult Rides & Services, Inc.

Premier Underwriter - $25,000
Gerber Goldschmidt Group | Claire & David Ellman
Daniel Green
Joan & Irwin Jacobs
Benjamin Schulman

Dinner Underwriter - $18,000
Marie G. Raftery & Dr. Robert A. Rubenstein
U.S. Bank

Heart of the Family - $10,000
Barbara C. Barsky
Pauline Foster
Gary & Lisa Levine | Arthur J. Gallagher
Audrey & Steven Levine | Latham & Watkins LLP
Sylvia & Jamie Liwerant
Sarah *z"l* & Nessim Tiano
Erna *z"l* & Andrew Viterbi
Waxie Sanitary Supply

Heart of Gold - $5,000
Barbara Bloom
Marc Channick | Delphi Private Advisors
Elaine Chortek
City National Bank
Mel Cohn
Cooley
Alberta Feurzeig
Daniel & Allison Gardenswartz
Grossmont Healthcare District
Marcia Foster Hazan
Jewish Community Foundation of San Diego
Leichtag Foundation
Sandra & Arthur Levinson
Jennifer & Jay Levitt
Ellen Marks
Marci & Ronnie Morgan
Jori Potiker
Conrad Prebys & Debbie Turner
Marci Sinclair & Andy Ratner
Hon. Lynn Schenk

Susan Shmalo
Elyse Sollender
Karin & Tony Toranto

Gala Patrons - $2,500
2-1-1 San Diego
Loretta H. Adams & William Snyder
Anonymous
Marsha Berkson
Barbara Bry & Neil Senturia
Deborah Bucksbaum
Pamela & Edward Carnot
Laurie & Matthew Coleman
Robin & Leo Eisenberg
Brian Ellman and Charlotte Schuman and family
April & Mathew Fink | Comfort Keepers
Rhona & Ray Fink
Kira Finkenberg
Lisa Braun-Glazer & Jeffrey Glazer
Meg & Allan Goldstein
Gravity Productions
Alan Haubenstock, Brian Haubenstock & Lori Shearer
Karen Helrich & Bertram Edelstein
Hillel of San Diego
Hughes Marino CM
Hilary & Selwyn Isakow
Ann & Richard Jaffe
Jennifer & Julian Josephson
Susan & David Kabakoff
Kate & John Kassar
Dori & Charles Kaufman
Jessica & Michael Lees
The Levin Family
Liber-Lincoln Wealth Management Group - Wells Fargo Advisors
Sheila & Jeffrey Lipinsky
Barbara & Mathew Loonin
Marcia & Robert Malkus
Danielle & Brian Miller
Susan & James Morris
Ohr Ami, The Jewish Hospice Program | Lightbridge Hospice and Palliative Care
Laurayne Ratner
Lois Richmond
Sheryl & William Rowling
Safdie Rabines Architects
The San Diego Foundation
San Diego Ice Arena

San Diego Jewish Academy
San Diego Private Bank
Sheppard, Mullin, Richter & Hampton LLP
Thomas Sickinger
Nanci & Ronald Slayen
Marilyn & Stanley Smiedt
Social Solutions
Jill & Evan Stone
Caryn & Alan Viterbi
Mary Lynn & Larry Weitzen
Jacqueline & Bertram Woolf
Helene & Allan Ziman
Joellyn & Ron Zollman

Please see the attached sample Heart & Soul Gala 2016 brochure for more information (the Heart & Soul Gala 2017 brochure is not yet available, however, sponsorship levels will be the same).

JFS knows that Grossmont Healthcare District looks to invest in high-impact, fiscally responsible organizations. We are proud that JFS has earned Charity Navigator's highest 4-star rating for nine consecutive years. Only 1% of nonprofits reviewed nationwide have achieved such high standards of sound fiscal management, transparency, and accountability year after year. The California Assembly named JFS as the 2016 California Nonprofit of the Year. We hope you will consider supporting the Heart & Soul Gala as an underwriter and investing in JFS at the *Heart of Gold* level ($5,000).

We would be happy to schedule a call or meeting to discuss the event and Grossmont Healthcare District's recognition and marketing needs. If you have questions or would like to schedule a call or meeting to discuss further, please contact Shana Hazan or Dana Levin (contact information below). You can also use the pledge form in the attached brochure.

Contacts:

- Shana Hazan, Senior Director of Resource Development at (858) 637-3281 or shazan@jfssd.org.
- Dana Levin, Director of Resource Development & Signature Events at (858) 637–3013, or danal@jfssd.org

JFS services, and the 2017 Heart & Soul Gala, are only possible through your support, partnership and generosity. We hope you will join us in our continued efforts to empower families, support aging with dignity, and foster community connections. We look forward to your response and to sharing this very special evening with you.

With heartfelt appreciation,

Michael Hopkins, CEO
Jewish Family Service of San Diego

HEART & SOUL GALA

JEWISH FAMILY SERVICE

MOVING FORWARD TOGETHER

JEWISH FAMILY SERVICE
HEART & SOUL GALA 2016

Underwriting and Patron Opportunities

JOIN US FOR THE PREMIER
GALA OF THE YEAR HONORING

Claire & David Ellman
Benjamin Schulman
U.S. Bank

March 13, 2016 • 5:00pm

Hyatt Regency La Jolla

Cocktails • Auction • Dinner • Entertainment

Jewish Family Service

HEART & SOUL
GALA

JEWISH FAMILY SERVICE
MOVING FORWARD TOGETHER

Make an Impact in the Community

Invest in Jewish Family Service as an Underwriter for the 2016 Heart & Soul Gala

As a community leader, we invite you to deepen your impact by partnering with Jewish Family Service of San Diego (JFS). We will provide you with a valuable return on your philanthropic investment and use your support to empower individuals and families to create meaningful change in their lives.

The life-changing services we provide to more than 20,000 people annually are only possible because the support of partners like you.

Not only is Jewish Family Service changing lives, we take seriously our fiduciary responsibility to donors and the community. This year, we earned Charity Navigator's highest 4-star rating for the eighth consecutive year, an accomplishment only 2% of charities reviewed nationwide can claim. This rating is more than a number — it's evidence of our unwavering commitment to earning and maintaining your trust. It means you can feel confident that every donation you make to Jewish Family Service will be put to its best use.

OUR PURPOSE

Jewish Family Service is a client-centered, impact-driven organization working to build a stronger, healthier, more resilient San Diego.

CHARITY NAVIGATOR
★★★★
Four Star Charity

8 Years in a Row!

Be in Good Company

AN ABBREVIATED LIST OF OUR PAST MAJOR UNDERWRITERS

Marsha Berkson
Phil Cohn z"l
Judy & Mike Feldman
Diane & Elliot Feuerstein
Joyce Axelrod & Joe Fisch
Pauline Foster
Elaine Galinson
Joan & Irwin Jacobs
Jennifer & Jay Levitt
Geniya & Doug Manchester
Felicia & David Mandelbaum
Allison & Robert Price
Marie G. Raftery & Robert A. Rubenstein
Lois J. Richmond
Toby Rubin
Audrey Viterbi Smargon & Daniel Smargon
Elyse K. Sollender
Sarah z"l & Nessim Tiano
Carole & Jerome Turk
Erna z"l & Andrew Viterbi
Ruth & Stanley Westreich

AN ABBREVIATED LIST OF OUR PAST MAJOR CORPORATE SUPPORTERS

Capital Auto & Truck Auction, Inc.
Carleton Management, Inc.
Charitable Auto Resources, Inc.
Marc Channick — Delphi Private Advisors
Mary & Joseph Mulcahy — Desert View Auto Auctions
Lisa & Gary Levine — Arthur J. Gallagher & Co.
Jewish Community Foundation San Diego
Jewish Federation of San Diego
Latham & Watkins LLP
Managed Solution
Merrill Lynch Private Banking
Shea Family
Stone Family Foundation
The San Diego Foundation
U.C. San Diego Foundation
U.S. Bank

HEART & SOUL
GALA

JEWISH FAMILY SERVICE
MOVING FORWARD TOGETHER

Underwriting and Patron Opportunities

Presenting Underwriter • *$50,000*

- Two VIP tables for ten, including personal wait staff serving champagne at your table, valet parking
- Highest recognition as "Presenting Underwriter" on event invitation, letterhead, signage, website, media promotion, email promotion, and social media
- Full page ad in tribute book
- Recognition in event opening remarks

Title Underwriter • *$36,000*

- Two VIP tables for ten, including personal wait staff, valet parking
- Prominent recognition as "Title Underwriter" on event invitation, letterhead, signage, website, media promotion, email promotion, and social media
- Full page ad in tribute book
- Recognition in event opening remarks

Premier Underwriter • *$25,000*

- One VIP table for ten, including personal wait staff, valet parking
- Prominent recognition as "Premier Underwriter" on event invitation, letterhead, signage, website, media promotion, email promotion, and social media
- Full page ad in tribute book
- Recognition in event opening remarks

Dinner Underwriter • *$18,000*

- One VIP table for ten, including personal wait staff, valet parking
- Prominent recognition as "Dinner Underwriter" on event invitation, signage, website, media promotion, email promotion, and social media
- Full page ad in tribute book
- Recognition in event opening remarks

Heart of the Family • *$10,000*

- One table for ten, valet parking
- Prominent recognition as "Heart of the Family" on event invitation, signage, website, media promotion, email promotion, and social media
- Full page ad in tribute book

Heart of Gold • *$5,000*

- Seating for 4, valet parking
- Recognition as "Heart of Gold" on event invitation, signage, website, and email promotion
- Half page ad in tribute book

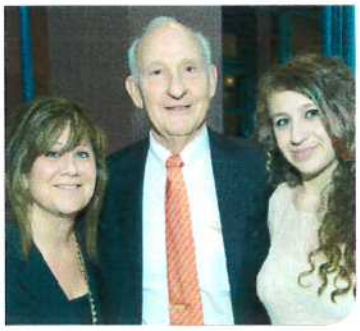
Gala Patron • *$2,500*

- Seating for 2, valet parking
- Recognition as "Gala Patron" on event invitation, signage, website, and email promotion
- Half page ad in tribute book

HEART & SOUL GALA

JEWISH FAMILY SERVICE

MOVING FORWARD TOGETHER



UNDERWRITING

I pledge my support to the Heart & Soul Gala at the following level:

- ❑ Presenting Underwriter • $50,000
- ❑ Title Underwriter • $36,000
- ❑ Premier Underwriter • $25,000
- ❑ Dinner Underwriter • $18,000
- ❑ Heart of the Family • $10,000
- ❑ Heart of Gold • $5,000
- ❑ Gala Patron • $2,500

Tribute Book Ad Specifications

Full-page: 7" x 7" • Half-page: 3.375" x 7"
Ads should be submitted in the following file formats: high-resolution TIFFs, PDFs, JPGs, or EPS
Please send all message text and ads to Dana Levin at danal@jfssd.org. Deadline is February 15, 2016.

For priority reservations, please contact Dana Levin at (858) 637-3013 by February 15, 2016.
Please e-mail this form to danal@jfssd.org or fax to (858) 637-3001.

Name _____

Address _____ City _____ State _____ Zip _____

Phone _____ E-mail _____

Name(s) to be listed in program

____ My/our check is enclosed, made payable to Jewish Family Service

____ I/we will be making a recommendation from a donor advised fund

____ I/we authorize Jewish Family Service to charge the credit card below

Amount $_____

Credit Card: ❑ Mastercard ❑ Visa ❑ American Express ❑ Discover

Credit Card Number _____

Signature _____

Expiration Date _____

Jewish Family Service
Moving Forward Together

THANK YOU FOR YOUR SUPPORT

Jewish Family Service of San Diego
JOAN & IRWIN JACOBS CAMPUS • Turk Family Center • 8804 Balboa Avenue • San Diego, CA 92123
Tel (858) 637-3000 • Fax (858) 637-3001 • www.jfssd.org/gala
Fair Market Value: $125 per person • EIN # 95-1644024

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JUL 29 2016
GROSSMONT
HEALTHCARE DISTRICT

COVER PAGE

GRANT APPLICATION
(For July 1, 2015-June 30, 2016 Submissions)

LEGAL NAME OF ORGANIZATION: **Meals on Wheels San Diego County**

AGENCY DIRECTOR: **Debbie Case, CEO & President**

ADDRESS: **3354 San Diego Avenue, #200, San Diego, Ca 92110**

TELEPHONE (and Extension): **619-260-6110** FAX: _____

E-Mail Address: **dcase@meals-on-wheels.org**

Proposed Project Title: **Senior Care in the Home for Older Adults in the East County**

Agency Contact Person: **Heidi Kone, Development Manager - Grants**

Telephone (and Extension): **619-278-4012** FAX: **619-260-6373**

E-Mail Address: **hkone@meals-on-wheels.org**

Amount of Funds Requested: **$27,640**

Number of Unduplicated GHD Residents to be Served: **384**

Ages of Population to be Served: **60+**

Brief Program Description: **(Use only the space provided below)** - The proposed services include the *delivery of up to two meals a day to 384 unduplicated homebound seniors* for a total of *11,056 meals accompanied by daily safety checks with referrals to other providers if necessary and daily in-home social visits*. The project site is the Meals on Wheels San Diego County (MOWSDC) East County Service Center. The East County Service Center serves all of the East County including the rural and unincorporated areas. The *target population will be extremely-low to moderate income seniors who are 60+ years of age and homebound due to age, illness or disability* and live in the Grossmont Healthcare District which includes City of El Cajon, City of Santee, City of La Mesa, City of Lemon Grove and the unincorporated areas of East County. ***MOWSDC subsidizes 60% of the costs for meals, delivery, safety checks and in-home social visits regardless of a senior's ability to pay. Further subsidies are provided for seniors who are experiencing severe financial difficulties.***

I (we) certify that all the information included in or attached to this grant application is complete and accurate.

Debbie Case	**Debbie Case. CEO & President**	**7/26/16**
Signature of person authorized by agency to sign	Printed name and title	Date
Signature of person authorized by agency to sign	Printed name and title	Date

GRANT APPLICATION CHECKLIST

Please use this checklist to ensure you have included all items in your grant application.

We have included one (1) original and one (1) copy of the following:

X Grant Application Cover Page (with signatures)

X Grant Application Summary

X Agency Capability

X Problem Statement/Needs Assessment

X Program Services and Performance Plan

X Project Budget Form

X All Budget Sources Form

We have included with the original grant application only, one (1) copy of the following (Not required of Public Agencies):

X Articles of Incorporation*

X Bylaws*

X A recent Certified Financial Statement

X Copy of IRS Exemption Letter*

X Board of Directors List*

X This Grant Application Checklist

**Not required if current version was submitted to the Grossmont Healthcare District in the last five years.*

Please note the following:

X If applicable, we have previously submitted all required grant monitoring reports for any previously awarded Grossmont Healthcare District grant(s).

X We understand that award of this grant request in no way establishes an entitlement for future financial assistance. We further understand that past funding does not guarantee funding for this grant request.

MEALS on WHEELS
SAN DIEGO COUNTY

RECEIVED
JUL 29 2016
GROSSMONT
HEALTHCARE DISTRICT

July 26, 2016

Grossmont Healthcare District
9001 Wakarusa Street
La Mesa, Ca 91942

Dear Committee,

Enclosed please find the Grant Application for Meals on Wheels San Diego County that includes the following:

1. Grant Cover Page, Summary, and Application
2. Grant Application Checklist
3. Project Budget Form
4. All Budget Sources
5. Articles of Incorporation
6. Bylaws
7. Audited Financials
8. Copy of IRS Exemption Letter
9. Board of Directors List

Should you have any questions or comments in regard to the foregoing, please don't hesitate to contact me.

Thank you!

Sincerely,

Heidi Kone
Development Manager - Grants
Meals on Wheels San Diego County
(619)278-4012
hkone@meals-on-wheels.org

C. <u>Grant Application Summary</u>: Proposed Services, project Site, target population, number of GHD residents to be served, and community needs to be addressed, etc. (1 page)

The proposed services include the *delivery of up to two meals a day to 384 unduplicated home-bound seniors* for a total of *11,056 meals accompanied by daily safety checks with referrals to other providers if necessary and daily in-home social visits*. The project site is the Meals on Wheels San Diego County (MOWSDC) East County Service Center located at 131 Chambers Street, Ste 100, El Cajon, CA 92920. The East County Service Center serves all of the East County including the rural and unincorporated areas. The *target population will be extremely-low to moderate income seniors who are 60+ years of age and homebound due to age, illness or disability* and live in the Grossmont Healthcare District which includes City of El Cajon, City of Santee, City of La Mesa, City of Lemon Grove and the unincorporated areas of East County.

Currently the *community needs* in regard to the senior population are significant in San Diego County and in particular the East County. According to the 2015 San Diego County Senior Health Report prepared by the County of San Diego Health and Human Services Agency (HHSA), the number of seniors aged 65 and older living in San Diego is expected to double between 2010 and 2030. Most notable, is the fact that adults 85 years and older are the fastest growing age group of all seniors. This is important for the East Region because it currently has the highest concentration of older adults than any other region and correspondingly the highest rates of chronic disease. Chronic disease is exacerbated by the fact that adults in the Region are more likely than adults from other San Diego Regions to engage in risky behaviors such as smoking, lack of exercise and poor nutrition. Based on the Chronic Disease Report (2010) by the HHSA, intervention is a challenge for healthcare providers and social services due to the rural nature of most of the Region. A high rate of older adults with chronic disease matched with a lack of access to care and unhealthy lifestyles has resulted in higher rates of obesity, coronary heart disease (CHD), stroke, diabetes, chronic obstructive pulmonary disease (COPD), female breast cancer, colorectal cancer and lung cancer. Not surprisingly, East Region residents are hospitalized and treated for chronic diseases at higher rates than anywhere else in the County.

Prevention, intervention, and treatment for chronic illnesses in the elderly at the most fundamental level include regular nutrition and social contact. The MOWSDC program is designed specifically to address food insecurity, declining health and social isolation. According to a recent study by Brown University, meal delivery accompanied by regular safety checks and social visits was more likely to help seniors who don't yet need nursing home care to stay in their homes, decrease emergency/hospital visits, and increase their overall physical and mental health (Brown School of Public Health. 2015. More Than a Meal.).

MOWSDC experienced a 15% increase in demand for services in the East County of San Diego for its Fiscal Year 2015 and is conservatively forecasting another 15% increase for its Fiscal Year 2016 and 2017. Its biggest challenge is expanding services and building organizational capacity to meet the growing demand. Philanthropic giving is not keeping pace or fully recognizing the significant challenges that occur with an aging population. The goal is to build the capacity of the entire organization and avoid initiating a waitlist.

D. Agency Capability (DEF – Five Pages)

1. *Briefly describe your organization's history and accomplishments* - In 1960, a group of United Methodist women invested their time and resources into researching the needs of the elderly in San Diego. As a result, these dynamic women implemented a program in three Methodist churches which provided a drop-in senior center and home visitation services. In 1967, the project was relocated to a storefront property to extend the services into the general community. In 1970, "Senior Adult Services" was incorporated as a non-profit corporation. Two years later, the "Meals-on-Wheels of Senior Adult Services" was initiated, offering special diet meals and contact by a concerned person five days a week. In 1996, "Senior Adult Services" officially became Meals-on-Wheels Greater San Diego, Inc. In 2016 Meals-on-Wheels Greater San Diego, Inc. rebranded and became Meals on Wheels San Diego County due to the fact that it now serves all of San Diego County including the 3,049 square miles of rural and unincorporated areas. It has matured from an annual budget of $20,468 to over $4 million and continues to be the only organization that delivers its services to seniors for every day of the year, including holidays.

2. *Briefly describe your experience in the provision of services to the target population identified in your grant application* - MOWSDC has been serving extremely-low to moderate income seniors in San Diego County with the services referenced above for over 56 years.

3. *Describe briefly, what are the current activities and/or programs operated by your organization? An agency brochure may be attached.* - The program is designed specifically to address food insecurity, declining health and social isolation. The program uses a Volunteer Prevention Intervention Model wherein services are provided in the home daily by a screened and trained volunteer with the express purpose of establishing a trusting relationship with the senior that allows MOWSDC to access and monitor quality of life and support seniors as they age at home. Of all seniors served by MOWSDC, 84% are considered extremely-low to moderate income according to the income guidelines by the Department of Housing and Urban Development (HUD) for all cities in San Diego County. ***MOWSDC subsidizes 60% of the costs for meals, delivery, safety checks and in-home social visits regardless of a senior's ability to pay. Further subsidies are provided for seniors who are experiencing severe financial difficulties.*** For MOWSDC Fiscal Year 2015 (Oct 1, 2014 – Sept 30, 2015), MOWSDC served over 3,181 unduplicated homebound seniors throughout San Diego County with 430,073 meals, daily safety checks, and social visits in the home with seniors using 2,842 trained volunteers.

The MOWSDC Meal Center prepares and assembles lunches and dinners for all four MOWSDC Service Centers in North County, East County, South County, and the Metro area of San Diego. Once meals are packaged, they are delivered to 19 different drop sites throughout San Diego County. Volunteers pick up meals at their designated drop site and deliver them along 110 routes throughout the County. All of the meals are prepared according to USDA guidelines for senior nutrition. All of the meals are reduced-sugar,-sodium, and –fat and include a healthy Latino Cuisine menu option.

In addition to daily meal delivery, MOWSDC volunteers are specially trained to conduct a safety check with each delivery; through engagement and visual observations with the senior, changes in the client's behavior or home environment are evaluated and if further assistance is needed, MOWSDC makes the appropriate referrals to partnering social service agencies. Each meal and safety check is followed by a social visit to improve the physical and mental health of each senior client.

4. *Briefly list and describe cooperative and collaborative linkages with other organizations that enhance your ability to provide services.* - MOWSDC is involved with the issues affecting the health and well-being of seniors on a local, state and national level. MOWSDC is a member of the San Diego Senior Alliance (SDSA). SDSA is a group of 20 local non-profit agencies, for-profit and local government agencies in San Diego County. The goals of the organization are to support and unify all three to merge public policy efforts, share program information, and identify areas of synergy as it pertains to support services for seniors. Successes for the group include legislative lobbying on issues as broad as food insecurity, Food Stamps/Cal Fresh, Older Americans Act reauthorization and the Elder Economic Index (www.sdseniorallianceorg).

Currently there is limited or no access to senior nutrition programs in the rural and unincorporated areas of San Diego County. As a result, MOWSDC expanded its meal delivery service to include 3,049 sq. miles of these remote communities and partnered with Feeding America and the San Diego Food Bank to provide a twice monthly supply of fresh fruit and vegetables and a monthly supply of shelf-stable foods at no cost to seniors using the MOWSDC delivery service personnel.

Debbie Case, CEO and President of MOWSDC, is a national board member on the Meals on Wheels America board. Meals on Wheels America is the national organization that helps support efforts by more than 5,000 community based senior nutrition programs that are dedicated to addressing senior nutrition and isolation throughout the United States. The national organization provides leadership, research, education, and advocacy support for senior issues and empowers other Meals on Wheels organizations through these efforts. Debbie Case is also the President of the newly formed Meals on Wheels California State Association with the sole purpose to advocate at a State level.

MOWSDC is also a collaborator among the Meals on Wheels America, Gary and Mary West Foundation, West Health, and Brown University to begin Phase III of Meals on Wheels research. Brown University's Center for Gerontology and Healthcare Research will continue its study to compare the experience and health outcomes realized by older adults who receive three different levels of service in the home: daily traditional meal delivery, once-weekly frozen delivery, and individuals on a waiting list. Phase I of this pilot study was completed earlier in 2015 and showed a significant difference in the health and mental well-being of seniors who received daily meal deliveries, safety checks, and regular social contact in the home as compared to those who didn't.

Is the proposed program a new service that the agency will provide? Is this an established program that will be expanded to GHD residents? Briefly describe.

The services provided by MOWSDC are already established and will be expanded in the areas of the East County where GHD residents live.

5. Briefly note any organizations or programs in the community that provide similar services, as well as whether you've taken any steps to collaborate with them.

MOWSDC continues to be the only organization that delivers its services in the home for every day of the year, including holidays. What distinguishes MOWSDC from other organizations is not only the fact that MOWSDC delivers fresh meals for every day of the year, but that MOWSDC monitors the health and well-being of each senior it serves. There are other community services addressing the needs of seniors in the East County. They range from congregate meal sites where seniors must travel to receive nutrition, the delivery of meals less frequently, drop off emergency food boxes, emergency services and home visiting programs. While all of these services are vital, the fact that MOWSDC provides all of these services in the home on a daily basis means it can make a bigger impact in the community and create considerable cost savings for families, governments, and health systems through the removal of risks associated with growing older in the home (Brown School of Public Health. March 2, 2015. More Than a Meal Pilot Research Study).

In terms of collaboration in delivering regular nutrition to homebound seniors in the Grossmont Healthcare District, MOWSDC partnered with Feeding America and the San Diego Food Bank to provide a twice monthly supply of fresh fruit and vegetables and a monthly supply of shelf-stable foods at no cost to seniors using the MOWSDC delivery service personnel in the 3,049 square miles of rural and unincorporated areas of San Diego County. MOWSDC continues to work on a regular basis with all social, health and governmental agencies that support seniors' needs through its daily referral service and its membership in the San Diego Senior Alliance. The goal of the San Diego Senior Alliance is to match seniors with appropriate health and social services and avoid duplication of effort.

E. <u>Problem Statement/Needs Assessment</u> – Please discuss the need for the proposed service(s) in the GHD. Discuss how the service is health-related and not a duplication of existing services in the GHD. Include quantitative and qualitative data documenting the **unmet health needs.**

According to the San Diego County Senior Health Report prepared by the County of San Diego Health and Human Services Agency (June, 2015), the number of seniors aged 65 and older living in San Diego is expected to double between 2010 and 2030. Most notable, is the fact that adults 85 years and older are the fastest growing age group of all seniors. This unprecedented growth is significant and the financial consequences to the healthcare system and individuals are substantial.

Older adults are at a higher risk than any other age group for diseases such as coronary heart disease (CHD), stroke, diabetes, respiratory disease and cancer. Becoming homebound due to age, illness, or disability, further complicates risks for both physical and psychiatric illnesses. This is due in part to the loss of contact with the health care system and the social world which in turn makes this population progressively more ill, lonely, and depressed (National Institute of

Health, 2010, Physical and Mental Health of the Homebound Elderly: An Overlooked Population). This is reflected in statistics in the San Diego County Senior Health Report for 2015 which shows seniors in San Diego County use the 9-1-1 system at higher rates than any other age group. One out of every five seniors makes a call to 9-1-1 for emergency medical care and one out of three are treated and discharged from an emergency department and or hospitalized.

This is important for the East Region because according to the Chronic Disease Report by the County of San Diego Health and Human Services Agency (2010) it currently has the highest concentration of older adults than any other region (% of total population) and correspondingly the highest rates of chronic disease. Chronic disease is exacerbated by the fact that adults in the Region are more likely than adults from other San Diego Regions to engage in risky behaviors such as smoking, lack of exercise and poor nutrition. Intervention by healthcare providers and social services are challenged due to the rural nature of most of the Region. A high rate of older adults with chronic disease matched with a lack of access to care and unhealthy lifestyles has resulted in higher rates of obesity, coronary heart disease (CHD), stroke, diabetes, chronic obstructive pulmonary disease (COPD), female breast cancer, colorectal cancer and lung cancer. Not surprisingly, East Region residents are hospitalized and treated for chronic diseases at higher rates than anywhere else in the County.

The report goes on to state that one in five East Region residents discharged from the hospital or emergency department (ED) were seniors that indicated they suffered from age related illnesses such as Alzheimer's and/or other forms of dementia. This is higher than the County overall. By 2030, the report indicates that the East Region will have the largest proportion of seniors living with age related illnesses such as Alzheimer's and other forms of dementias than anywhere else in San Diego County. This is and will continue to pose a serious challenge to both the healthcare and care systems and networks in the area.

Prevention, intervention, and treatment for physical and mental disorders for those over the age of 60 years, in particular those that are homebound, at the most fundamental level include regular nutrition and social contact. Undernourishment in seniors has many negative impacts on a senior's health and can substantially increase the likelihood of illness, mortality, hospital length and stay, functional disabilities, and physical complications (D. Maher, C. Eliadi. 2015. Journal of Nursing. Malnutrition in the Elderly: An Unrecognized Health Issue). Second to the serious health risks associated with malnutrition are the incredibly damaging effects of social isolation to both an older adult's physical and mental well-being. Common health risks include, but are not limited to, increased risk of death, re-hospitalization (four to five times more likely within one year of original admittance), an increase in the number of falls, depression, suicide, and cognitive decline (Nicholson, N. 2009, p. 1346 Medscape).

MOWSDC experienced a 15% growth in demand for its services in the East County for FY2015 and is expecting 15% to 19% growth for FY2016 and each year thereafter. The East County is one of the fastest growing service areas of all MOWSDC service areas in San Diego County. In terms of the Grossmont Healthcare District, which includes the City of El Cajon, City of Santee, City of La Mesa, City of Lemon Grove and the unincorporated areas of East County, MOWSDC is currently serving 334 unduplicated homebound seniors. Of those 38% are over

the age of 85 years, 35% are between 75 years and 84 years, 26% are between 65 and 74 years, and only 1% are under 64 years. Most of these seniors live in severe poverty. 30% are considered extremely-low income, 31% very-low income, 23% low-income and 10% moderate income (Department of Housing and Urban Development 2016 income guidelines). Approximately half of these seniors live alone and over half are women.

Based on the changing demographics in San Diego County, MOWSDC's biggest challenge is expanding services and building organizational capacity to meet the growing demand for its services. This challenge requires growth in funding and infrastructure. Philanthropic giving in San Diego County is not keeping pace or fully recognizing the significant challenges that occur with an aging population. For the first time in the history of MOWSDC's history in serving San Diego County it is planning for a wait list.

F. Program Services and Performance Plan

1. What are the program goals and how do these goals specifically address the identified health needs (s) - The proposed program is an increase in MOWSDC services in the Grossmont Healthcare District by 15% from the previous fiscal year and includes the delivery of up to two meals a day *to 384 unduplicated homebound seniors* for a total of *11,056 meals accompanied by daily safety checks with referrals to other providers if necessary and daily in-home social visits.* The target population will be extremely-low to moderate income seniors who are 60+ years of age and homebound due to age, illness or disability.

The program is designed specifically to address food insecurity, declining health and social isolation. The program uses a Volunteer Prevention Intervention Model wherein services are provided in the home daily by a screened and trained volunteer with the express purpose of establishing a trusting relationship with the senior that allows MOWSDC to access and monitor quality of life and support seniors as they age at home.

The MOWSDC program addresses health needs of seniors by:

1. Ensuring seniors are not undernourished which can prevent and minimize the likelihood of illness, mortality, hospital length and stay, functional disabilities and physical complications.

2. Making sure homebound seniors have daily contact with a concerned person for everyday of the week who can intervene if necessary and prevent and minimize the effects of social isolation to a seniors physical and mental well-being which include, but are not limited to, increased risk of death, re-hospitalization (four to five times more likely within one year of original admittance), an increase in the number of falls, depression, suicide, and cognitive decline.

3. Provide homebound seniors with subsidies for the services MOWSDC provides which can result in their ability to afford other basic necessities such as housing, healthcare, and transportation.

2. *What are the measureable objectives related to each goal? List specific outcomes and include time lines.*

Quarter One	*Quarter Two*	*Quarter Three*	*Quarter Four*
• 25% of all goals met • 96 unduplicated seniors served with all services • 2,764 meals served • 1rst Report to GHD	• 50% of all goals met • 192 unduplicated seniors served with all services • 5,528 meals served • 2nd Report to GHD	• 75% of all goals met • 288 unduplicated seniors served with all services • 8,292 meals served • 3rd Report to GHD	• 100% of all goals met • 384 unduplicated seniors served with all services • 11,056 meals served • 4th report to GHD

4. *How will the effectiveness of the program be assessed? How is quality controlled and monitored?* - The organization measures its effectiveness through the documentation of the number of clients and meals served as well as client demographics. MOWSDC uses a sophisticated database called SERVtracker to collect and report on information. Quantitative evaluation methods include reviewing data collected and reported on as well as fiscal data. Qualitative evaluation is based on feedback from clients in the form of letters, surveys, and interviews conducted with MOWSDC staff. Evaluation of data is conducted monthly by Service Center Managers, Executive Management, and the Board of Trustees. Fiscal information is evaluated by Executive Management, the Board of Trustees, and Managers on a monthly basis. The Development Manager of Grants works with Managers and Executive Management to ensure that program goals are met and required reports submitted.

5. *How will the proposed program specifically fulfill the elements of the GHD mission statement?* - The proposed program helps to maintain and improve the physical and behavioral health of homebound seniors in the East Region. Additionally, MOWSDC is an important support service in the community for seniors who are no longer mobile and can help prevent and minimize emergency healthcare needs in the elderly and improve their overall quality of life as they age at home.

6. *How will participants obtain services?* - Participants receive services in the home on a daily basis eliminating any barriers to accessibility.

7. *How will your agency generate referrals to the proposed program? How will services be marketed to participants?*- MOWSDC is listed with all local government agencies and all local healthcare agencies and insurance providers. Through its membership with SDSA it participates in a County wide referral system. Additionally, MOWSDC conducts regular outreach which includes, but is not limited to, faith based organizations, private sector senior services, health fairs, volunteer clubs and/or associations and conducts regular traditional marketing via its website, social media, print, radio, television and door to door campaigns.

8. *What is the justification for any proposed equipment (if applicable)?*- Not applicable.

9. *For those proposals that desire to be considered on such a basis, how does the proposal demonstrate a collaboration of like providers of service (See the Grants Policy for specifics and examples)?*- Please see question D – Agency Capability.

PROJECT BUDGET FORM

Grantee: Meals on Wheels San Diego County

Personnel	Grossmont Healthcare District Funding	Other Funding Available to Project	Total Project Budget
Salaries (list position)			
1.			
2.			
3.			
4.			
5.			
6.			
Payroll Taxes and Benefits			
Consultant Fees			
Total Personnel			

Other Expenses	Grossmont Healthcare District Funding	Other Funding Available to Project	Total Project Budget
Telephone			
Postage			
Office Supplies			
Equipment			
Printing/Duplicating			
Information/Materials			
Travel			
Professional Services			
Rent			
Utilities			
Insurance			
Direct Cost per meal (list)			
1. Food and Packaging @ $2.07	**22,885.92**		**22,885.92**
2. Food Prep Labor @ .43	**4,754.08**		**4,754.08**
3. Meal Center Fixed Labor @ $1.02		**11,277.12**	**11,277.12**
4. Distrubtion of Vans @ .60		**6,633.60**	**6,633.60**
5. Intake Volunteer Support @ 3.61		**39,912.16**	**39,912.16**

TOTAL GRANT EXPENSES	**27,640.00**	**57,822.88**	**85,462.88**

ALL BUDGET SOURCES

Per the adopted Grants Policy, organizations requesting more than $25,000 or having overall operating budgets of $500,000 or more are required to include such funding sources on the following form.

The following information is necessary to provide the Grossmont Healthcare District with a better understanding of the applicant and program financial resources. Organizations requesting more than $25,000 **or** having overall operating budgets of $500,000 or more are required to complete this form.

Total Organization Budget Current Fiscal Year $4,570,983

Total Requested Project Budget (if different from Organization Budget) $85,462.88

	List Major Sources of Revenue (Total Organization Budget)			**List Project Sources of Funding (This Request)**		
Source of Funds	$ Amount	Percent of Total	One-Time Funding? (check if so)	$ Amount	Percent of Total	One-Time Funding (check i so)
Federal Funds	$0	%		$0	%	
State Funds	$0	%		$0	%	
City/County Funds*	$78,320	1.71%		$0	%	
Other Government	$0	%		$0	%	
Proposed GHD	$0	%		$27,640.00	32%	
Fees for Service	$1,703,581	37.27%		$0	%	
Non-Profit Organizations	$464,500	10.48%		$0	%	
Private Donations	$1,797,475	39.0%		$57,822.88	68%	
Other (list)	$527,408	11.54%		$0	%	
In-Kind						
Cause Mkting						
Invest Income						
Total Funding	$4,571,193	100%		$85,462.88	100%	

Percentage of the Organization's budget spent on administration	6%
Percentage of the requested Project budget spent on administration	0%

*City/County Funds

Does the Organization currently receive funding from any Cities or the County?

List jurisdiction, contract amount and contact person

Jurisdiction	Level of Funding	Contact Person	
		Name	Phone #
City of Chula Vista	12,000	Angelica Davis	619-691-5036
City of El Cajon	10,000	Jamie Kasrikis	619-441-1741
City of Santee	8,000	Courtney Enriquez	760-434-2812
City of Carlsbad	$8,000	Nicole Piano-Jones	760-943-2237
City of Encinitas	$5,275	Nicole Piano-Jones	760-943-3327
City of Escondido	$15,000	Lancy Luu	760-839-4579