

Name of Grantee: IMPACT Melanoma  
 Title of Proposed Project: Sun Protection and Melanoma Prevention Educa  
 Requested Amount: \$118,035.53  
 # of Residents Served: 94500  
 CHNA Category: Chronic Conditions



### Introduction

IMPACT Melanoma, a national nonprofit 501(c)(3) organization, is the nation’s leading nonprofit with a mission to significantly reduce the incidence of melanoma in the United States and save lives. IMPACT Melanoma focuses on providing customized and integrated melanoma prevention education programs for communities, supporting melanoma patients and their families, and advocating for and influencing urban development policies to address shade equity in America. IMPACT Melanoma’s primary purpose is to raise awareness of the importance of sun protection and provide education and resources that reduce risk of melanoma in communities throughout America.

### Project Highlights

Through this project, IMPACT Melanoma will increase access to sun protection and melanoma prevention education in Santee, California. Specifically, IMPACT Melanoma will provide sunscreen dispensers in key public areas to improve access to sunscreen, as well as install a permanent playground shade structure in Weston Park. Additionally, IMPACT Melanoma will provide melanoma prevention education to Santee Teen Center participants, youth recreation program participants, active older adult program participants, Santee Aquatics Center participants, recreation staff, public services maintenance staff, and municipal outdoor workers.

#### Prior Funding

FY23-24: -  
 FY22-23: -  
 FY21-22: -  
 FY20-21: -  
 FY19-20: -

#### Prior Sponsorships

FY23-24: -  
 FY22-23: -  
 FY21-22: -  
 FY20-21: -  
 FY19-20: -

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Financial Overview

Total Assets:	\$	1,009,823
Current Assets:	\$	918,044
Total Liabilities:	\$	311,568
Current Liabilities:	\$	117,976
Current Ratio:		7.78
Total Revenue:	\$	1,487,474
Operating Cash Flow:	\$	(47,118)

Cost per Client: \$ 1.25

Budget Data

Total <u>Organization</u> Budget:	\$	1,664,000.00
Total <u>Project</u> Budget:	\$	161,760.53
GHD % of Project Funding:		73%

Grant Funding Allocation:

Staff	\$	4,000.00
Management	\$	3,000.00
Consultants	\$	-
Equipment	\$	-
Food	\$	-
Information/Materials	\$	-
<b><u>OTHER</u></b>	\$	-
Utilities & Office Exp.	\$	5,000.00
Professional Services	\$	86,798.18
Training	\$	-
Sunscreen dispensers & accessories	\$	15,037.35
Outreach items	\$	4,200.00
Administrative Fee	\$	-
	\$	-
<b>Total</b>	\$	<b>118,035.53</b>

Total Organization Funding Sources

Source	Amount
Federal	\$ 70,000
State	\$ 65,000
City/County	\$ 112,000
Other Government	\$ 96,964
Proposed GHD	\$ 118,036
Fees for Service	\$ 57,000
Nonprofit Organizations	\$ 147,000
Private Donations	\$ 70,000
Other (list below)	
Education - College	\$ 65,000
Boston & NYC Marathon	\$ 400,000
Other Events (i.e. gala, etc.)	\$ 463,000
<b>Total</b>	<b>\$ 1,664,000</b>

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Title	<b>IMPACT Melanoma</b>	08/16/2024
	by <b>Lindsay White</b> in <b>Full Grant</b>	id. 47244558
	<a href="mailto:lwhite@impactmelanoma.org">lwhite@impactmelanoma.org</a>	

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## Original Submission 08/16/2024

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Score	n/a
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### Organization Information

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Legal Name of Organization	IMPACT Melanoma
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Address	490 Virginia Rd Concord MA 01742 US 42.46725 -71.3057
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Organization Website	<a href="https://impactmelanoma.org/">https://impactmelanoma.org/</a>
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Organization Introduction	Please provide a brief (2-3 sentence) introduction to the organization, and its primary purpose(s).
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Organization Introduction (response):	IMPACT Melanoma, a national nonprofit 501(c)(3) organization, is the nation's leading nonprofit with a mission to significantly reduce the incidence of melanoma in the United States and save lives. IMPACT Melanoma focuses on providing customized and integrated melanoma prevention education programs for communities, supporting melanoma patients and their families, and advocating for and influencing urban development policies to address shade equity in America. IMPACT Melanoma's primary purpose is to raise awareness of the importance of sun protection and provide education and resources that reduce risk of melanoma in communities throughout America.
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### Applicant Information

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Name (application point of contact)	Deb Girard
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Applicant Title	Executive Director
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Applicant Phone	+19783715613
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Are you the agency director? Yes

Board of Directors

[IMPACT\\_Melanoma\\_-\\_Board\\_of\\_Directors.pdf](#)

Nonprofit Bylaws

[IMPACT\\_Melanoma\\_-\\_Nonprofit\\_Bylaws.pdf](#)

Organization Brochure

[IMPACT\\_Melanoma\\_-\\_Organization\\_Brochure.pdf](#)

Has the organization received grant or sponsorship funding from the Grossmont Healthcare District within the past five years? No

Grant Information

Proposed Project Title Sun Protection and Melanoma Prevention Education for Santee

Project Highlights Please provide below a concise (2-3 sentence) description of the proposed project.

Project Highlights (response): Through this project, IMPACT Melanoma will increase access to sun protection and melanoma prevention education in Santee, California. Specifically, IMPACT Melanoma will provide sunscreen dispensers in key public areas to improve access to sunscreen, as well as install a permanent playground shade structure in Weston Park. Additionally, IMPACT Melanoma will provide melanoma prevention education to Santee Teen Center participants, youth recreation program participants, active older adult program participants, Santee Aquatics Center participants, recreation staff, public services maintenance staff, and municipal outdoor workers.

Amount of Funds Requested 118035.53

Number of Unduplicated GHD Residents to be Served 94500.0

Ages of Population to be Served (select all that apply) Early childhood (up to 5 years)  
Middle childhood (6-11 years)  
Adolescent (12-17 years)  
Adult (18-65)  
Seniors (65+)

Which of GHD's strategic priorities best aligns with your project? (select one)	Chronic Conditions
Which chronic condition?	Cancer
	<p>Areas of Impact The Grossmont Healthcare District is home to approximately 520,000 residents, and its boundaries cover a large geographic area of 750 square miles that include most cities and towns frequently referred to as "East County," as well as much of the rural Mountain Empire Region. For the purposes of Board governance, it is divided into five zones. Use the image below or visit the Grossmont Healthcare District Interactive map to identify which zone(s) your project will impact.</p>
Which zone(s) of the Grossmont Healthcare District will your project impact?	Zone 1: Santee
	Project Narrative
Narrative Part 1 - Problem Statement	Please provide a summary description of the issue(s) or challenge(s) that the proposed project seeks to address, and the need for these proposed service(s) within the Grossmont Healthcare District.

Narrative Part 1  
(response)

In the United States, cases of melanoma continue to rise. While most cases of melanoma are preventable by decreasing exposure to ultraviolet radiation, many Americans are unaware of the importance of sun protection and face financial constraints that limit their ability to purchase sunscreen and access shade.

One in five Americans get skin cancer before they turn 70 (Patlola et al.). While melanoma is responsible for just 1 percent of skin cancers, it causes the most skin cancer deaths and accounts for 6 percent of new cancer cases in men and 4 percent in women (American Cancer Society, 2023).

Most skin cancer cases are caused by exposure to ultraviolet radiation, and wearing protective clothing, applying sunscreen with a sun protection factor of at least 30, and seeking shade can help prevent melanoma (American Cancer Society, 2023).

A staggering 11 percent of Americans do not wear sunscreen and just 13.5 percent wear sunscreen daily, with low-income Americans least likely to wear sunscreen (Patlola et al., 2023). One study found that, after viewing an educational video on skin cancer, 100 percent of participants self-reported that they would wear sunscreen daily (Bennis, 2021).

IMPACT Melanoma seeks to increase melanoma prevention education and access to sunscreen and shade in Santee due to the city's high melanoma rates. From 2016 to 2020, in San Diego County, where Santee is situated, the incidence rate of melanoma cases per 100,000 was 29.5 compared to 22.4 in California and 21.0 in the United States (National Cancer Institute, 2024).

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Narrative Part 2 -  
About Your  
Organization

Please share the most important information about your organization, and its capabilities to address the problem(s) described above. Relevant information could include some of the following: How will your organization's history and experience make this project successful? Current programs and recent accomplishments or achievements Recent major changes to financial and/or organizational circumstances

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Narrative Part 2  
(response)

IMPACT Melanoma's 25 years of experience providing melanoma prevention programming makes the organization well-equipped to implement this project. IMPACT Melanoma initially launched as Massachusetts Melanoma Foundation in 1999, then expanded to Melanoma Foundation of New England, and is now IMPACT Melanoma providing prevention programming throughout the United States.

IMPACT Melanoma's partnership with the City of Santee ensures the organization has support of city leadership to expand efforts. To date, IMPACT Melanoma has provided Santee with sunscreen in five parks.

IMPACT Melanoma is the only national nonprofit dedicated to melanoma prevention education that includes customized and integrated programs. The organization supports melanoma patients and their families while influencing urban development policies to address shade equity. IMPACT Melanoma offers sun protection strategies applicable at every life stage.

A University of Colorado study cites IMPACT Melanoma's programming as

an influencing force in reducing melanoma rates in the Northeast (Mounessa et al., 2017).

Programs include:

- Practice Safe Skin: Raises awareness of sun safety and increases access to sunscreen. Since 2016, this program has provided over 11,000 sunscreen dispensers throughout the United States.

- IMPACT Shade: IMPACT Melanoma partners with architects, urban planners, and community leaders to incorporate shade into urban development projects.

- No Sun for Babies: A prevention education program that increases awareness and educates caregivers and new parents about the importance of protecting sensitive infant skin from the sun.

- Your Skin Is In: An award-winning prevention education program encouraging middle school, high school, and college students to protect their skin and avoid tanning beds.

- Skinny on Skin: A prevention education program targeting professionals (hair stylists, tattoo artists, nail technicians, etc.) who can be instrumental in early detection of melanoma.

Recent successes include:

- In 2023, IMPACT Melanoma provided 39 sunscreen dispensers to 20 Greater Boston locations, resulting in 72,000 sunscreen applications and sun safety messaging that reached over 1,000,000 individuals.

- In 2023, IMPACT Melanoma provided 56 sunscreen dispensers to eight New York City beaches, resulting in 145,000 sunscreen applications and reaching over 11 million individuals.

- In 2022, IMPACT Melanoma provided 105 sunscreen dispensers to eight Massachusetts cities, resulting in 270,000 sunscreen applications.

IMPACT Melanoma's partnership network throughout the United States supports program implementation and sustainability. Partners include municipalities, counties, parks and recreation departments, state public health departments, Centers for Disease Control and Prevention, Dermatology Interest Group Association (DIGA), Harvard School of Public Health, L.L. Bean, Mass General Brigham, and North Shore Shared Public Health.

IMPACT Melanoma does not have recent major changes to financial or organizational circumstances. The organization has a 2023 Candid Platinum Seal of Transparency and a strong background in managing funding through grants, sponsorships, contracts, fundraisers, and individual and in-kind donations.

Secured funding for program implementation in other cities this past year includes Castle BioScience (\$90,000), Harvard School of Public Health (\$75,000), Maine Cancer Foundation (\$120,000 over two years), Mass

General Brigham (\$52,000), and North Shore Shared Public Health (\$72,000). IMPACT Melanoma has also successfully secured and managed multiple six-figure grants in previous years.

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Narrative Part 3 -  
About the Community  
Served

Please share information about the community that will be served through this project. Relevant information could include some of the following: The primary community opportunity, challenge, issue or need that your organization works to address Information about the people you serve such as socioeconomic status, race, ethnicity, gender, sexual orientation, age, physical ability, and language Details about how you work with other organizations, coalitions, or networks that serve the same community, or provide similar services Details about how you listen to/involve constituents, community members, and/or volunteers

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Narrative Part 3  
(response)

The primary need IMPACT Melanoma will address is limited access to sun protection and melanoma prevention education.

Santee residents experience shade disparities, with neighborhoods with the fewest trees often populated by individuals living in poverty. Census Block Group 060730166173 has a tree equity score of just 65 and 40 percent are living in poverty. In contrast, Census Block Group 060730166091 has a tree equity score of 100 and 5 percent are living in poverty (American Forests, 2023).

This project will serve residents of all ages in Santee, California, particularly those who may face barriers to accessing essential sun protection resources. Approximately 68.3 percent of Santee residents are White, 19.6 percent are Latinx, 5.8 percent are multiracial, 4.5 percent are Asian, 1.3 percent are Black, 0.4 percent are American Indian or Alaskan Native, 0.1 percent are Native Hawaiian or Pacific Islander, 51.5 percent are female, and 48.5 percent are male (Community Health Statistics Unit, 2024). A staggering 8.4 percent of Santee residents live in poverty (Data USA, 2024).

IMPACT Melanoma works with organizations that serve Santee, including the City of Santee, which has committed to providing a \$7,200 matching contribution to cover IMPACT Melanoma's administrative expenses for this project. The City of Santee will also provide in-kind project marketing, valued at \$7,000, on their website, social media, SanteeTV, Trolley Square digital message board, park kiosks, recreational materials, email marketing, newsletter, and news release. IMPACT Melanoma will partner with DIGA, Santee Teen Center, youth recreation programs, senior centers, Santee Aquatics Center, and the city's Planning, Engineering, and Fire departments to provide melanoma prevention education.

IMPACT Melanoma listens to and involves community members in this project by gathering their input and engaging them in project activities. City officials and the Parks and Recreation Department identified the need for this project and selected sunscreen dispenser locations, the playground shade structure location, and groups to receive melanoma prevention education. As with previous projects, IMPACT Melanoma will partner with DIGA to engage medical students from University of California San Diego in providing melanoma prevention education and tabling at community events to raise awareness of the importance of sun safety.



Savannah Fakhouri, a 2016 Grossmont Healthcare District High School Scholarship recipient from Santee, connected with the City of Santee and reconnected with Grossmont Healthcare District to partner with IMPACT Melanoma in 2024. This resulted in securing \$9,800 in funding through Grossmont Healthcare District for melanoma prevention events and equipment for a 2024 pilot project in Santee. Savannah is a student at University of California San Diego School of Medicine. University of California San Diego alumna Grace Woodruff, a Stage 4 melanoma survivor, secured \$10,000 in private donations to support these efforts.

For lasting impact, IMPACT Melanoma will leave the sunscreen dispensers and playground shade structure in place beyond the grant period and provide 31 replacement sunscreen dispensers with maintenance. The entities that manage the locations will be responsible for refilling sunscreen dispensers. Residents will use what they learned to reduce their melanoma risk beyond the grant period.

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Narrative Part 4 -  
About Your Project

Please explain the project. It is not necessary to restate information answered above. Relevant information could include some of the following: What you plan to do (activities) and anticipated timeframe Why you plan to do it (opportunity, challenge, issue or need) Who will be impacted (target population, including age, gender, ethnicity, other relevant characteristics) Whether the proposed project is a new service or an established service or program that will be expanded to GHD residents

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Narrative Part 4  
(response)

IMPACT Melanoma seeks to expand its anchor program, Practice Safe Skin, to Santee, California. This program incorporates educating audiences of the importance of sun safety and regular sunscreen use, and providing free access to sunscreen and shade. This program has placed over 11,000 sunscreen dispensers across the United States.

IMPACT Melanoma will achieve two main objectives by the end of the one-year grant period:

- Objective 1: Provide tangible and immediate sun protection for the people of Santee.

- o Task 1: Install a permanent, year-round playground shade structure at Weston Park.

- o Task 2: Place and maintain 14 sunscreen dispensers with message boards in Santee.

- o Task 3: Provide educational materials, lip balms, UV bracelets, and UV frisbees to 1,000 individuals, including Santee Teen Center and youth recreation program participants and community event attendees.

- Objective 2: Implement melanoma prevention education in Santee.

- o Task 1: Provide Your Skin Is In training to 150 participants and 15 staff at Santee Teen Center and youth recreation programs.

- o Task 2: Provide Skin Cancer 101 training to over 200 active older adults.

- o Task 3: Provide melanoma prevention education to 200 attendees at free

community swim days of Santee Aquatics Center.

o Task 4: Provide Safe Skin at Work training that is accessible to 600 recreation staff, public services maintenance staff, and municipal outdoor workers.

Through this project, IMPACT Melanoma will:

- Leverage IMPACT Melanoma's existing relationships with Santee city officials and the Parks and Recreation Department to discuss the implementation plan for the playground shade structure and sunscreen dispensers. IMPACT Melanoma has secured project approval from the City of Santee.

- By March 2025, install a permanent, year-round playground shade structure in Weston Park that covers sun-exposed areas of the playground, which reaches approximately 25,000 children and 12,500 adults annually.

- Supply Santee with 14 infrared sunscreen dispensers with refillable SPF30, UVA/UVB Broad Spectrum sunscreen. Dispensers will include a message board with sun safety messaging and a resource toolkit on proper sunscreen usage. Sunscreen will be water resistant, paraben and oxybenzone free, and aquatic and marine safe. Sunscreen dispensers will be placed on city properties, parks and recreation centers, and Santee Teen Center in April 2025 and remain outside year-round. Based on previous sunscreen dispenser usage, IMPACT Melanoma and the City of Santee anticipate 55,000 people will use the sunscreen.

- Hire a contractor to provide weekly refills and maintenance of sunscreen dispensers in 12 locations.

- From May 2025 to September 2025, provide onsite and online Your Skin Is In training for participants (ages 10 to 17) and staff at Santee Teen Center and youth recreation programs, focused on skin protection. Provide participants and staff with educational materials, lip balms, UV bracelets, and UV frisbees.

- Provide onsite Skin Cancer 101 training to active older adults, focused on mitigating melanoma risk.

- Provide onsite melanoma prevention education during free community swim days at Santee Aquatics Center.

- Provide onsite and online Safe Skin at Work trainings to recreation staff, public services maintenance staff, and municipal outdoor workers, focused on protecting skin from the sun.

- 15 DIGA students will work for 3 hours each to conduct all melanoma prevention education trainings and table at Santee community events to raise awareness about sun safety. They will provide lip balms, UV bracelets, and UV frisbees to 835 individuals, and provide outreach materials to an anticipated 3,000 individuals at community events. Each training will be 1.5 hours. IMPACT Melanoma has already developed online trainings.

Staff who will manage this project include:

- Director of Sales and Operations: Laurie Seavey will manage relationships with project partners and coordinate educational activities.
- Project Manager: Melissa Huette will manage logistics and supplies.
- Executive Director: Deb Girard will oversee the project and strategic partnerships.

IMPACT Melanoma will provide matching funds to cover a portion of staff time, fringe benefits, and stipends to DIGA students for this project.

IMPACT Melanoma seeks to implement this project because of Santee's high melanoma rates. This project aligns with the 2021-2025 California's Comprehensive Cancer Control Plan, which prioritizes reducing ultraviolet exposure and sunburns among outdoor workers and people participating in outdoor recreation through skin cancer educational resources, shade structures, and sunscreen dispensers.

IMPACT Melanoma chose Santee after assessing its Social Vulnerability Index, which rates areas based on factors such as socioeconomic status, household composition, and minority status. Some census tracts, like Tract 06073016614, which scores 0.6489 out of a potential 1.0, have disproportionately high vulnerability (U.S. Department of Health and Human Services, 2020). This project will impact Santee residents of all ages, genders, and ethnicities.

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Measurable Project Goals	In addition to the number of unduplicated GHD residents to be served, please briefly describe below 2-3 measurable goals that the project aims to achieve. If awarded, you will be asked to provide quarterly updates on your progress toward these goals, so please be sure that they are specific, measurable, and achievable within the project timeframe.
Project Goal #1	By October 2025, provide sunscreen to 55,000 individuals through the placement of 14 sunscreen dispensers with sun safety messaging, and provide shade to 37,500 individuals through the installment of a playground shade structure in Santee.
Project Goal #2	By October 2025, 80 percent (932 individuals) of Santee Teen Center participants, youth recreation participants, active older adult program participants, Santee Aquatics Center participants, recreation staff, public services maintenance staff, and municipal outdoor workers will gain knowledge in melanoma prevention.
Project Goal #3	By October 2025, 1,000 individuals will receive educational and sun protection materials (lip balms, UV bracelets, and UV frisbees), including 835 individuals at community events and 150 participants and 15 staff at Santee Teen Center and youth recreation programs.

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Narrative Part 5 -  
About Your Impact

In a brief narrative, please explain what success looks like for the project overall, and for any goals stated above. How do you track impact and how do you know you're moving toward it? Relevant information could include some of the following: What kind of data will be measured, and how will it be collected? How will the organization generate referrals, or market the services? How would the proposed project specifically fulfill the elements of the Grossmont Healthcare District's mission?

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Narrative Part 5  
(response)

To measure success and progress, IMPACT Melanoma will track the following monthly:

- Number of sun safety messages shared via message boards, individuals who participated in melanoma prevention education, sunscreen dispensers placed, playground shade structures installed, and educational and sun protection materials distributed.

- Number of individuals who have access to sunscreen dispensers, sun safety messaging, and the playground shade structure, and pounds of sunscreen used.

- Pre- and post-test results of Santee Teen Center participants, youth recreation program participants, active older adult program participants, Santee Aquatics Center participants, recreation staff, public services maintenance staff, and municipal outdoor workers.

IMPACT Melanoma will generate referrals and market services by tabling community events in Santee and sharing the project on IMPACT Melanoma's website and social media. Due to successful marketing of previous projects, other cities have reached out to IMPACT Melanoma to expand programming to their cities.

This project will fulfill Grossmont Healthcare District's mission to maintain and improve the physical and behavioral health of its constituents through anticipating and recognizing unmet health care needs. By providing access to sunscreen, shade, and melanoma prevention education to Santee residents, this project will improve sun safety and proactively reduce melanoma risk. This project will address the strategic priority of cancer through disease prevention. Providing sunscreen dispensers and a playground shade structure will ensure residents can safely exercise and play in areas such as Santee Teen Center and city parks. Providing melanoma prevention education will ensure residents have the knowledge to protect their skin from the sun long-term.

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Project Budget and  
Organization Funding  
Sources

Please use the forms below to provide: 1) Project Budget: The project's total budget, including requested GHD funding as well as other funding that is available to support the project 2) All Budget Sources: The organization's total budget for the current fiscal year and all major sources of revenue. For budget preparation purposes, Excel versions of the budget forms are available here: 1) Project Budget, 2) All Budget Sources. Please note that you will need to transfer the information into the forms below, taking care to avoid the use of special characters, and value errors.

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Project Budget Form. DO NOT USE SPECIAL CHARACTERS (EX: \$, %, ", ")

## GHD Project Budget form 5.15.24.xlsx

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All Budget Sources Form. DO NOT USE SPECIAL CHARACTERS (EX: \$, %, ",")

## GHD All Budget Sources form 5.15.24.xlsx

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I confirm the information provided above is accurate and there are no #VALUE errors above.

checked

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### Organization Financials

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Does your organization have audited financial statements completed by an independent CPA?

Yes

Complete audited financial statement from most recently completed year

[IMPACT\\_Melanoma\\_-\\_Most\\_Recent\\_Audited\\_Financial\\_Statements.pdf](#)

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Financial Overview Please enter the following figures, from the most recent set of financial statements (provided above):

Total Assets (from Statement of Financial Position): 1009823.0

Current Assets (from Statement of Financial Position): 918044.0

Total Liabilities (from Statement of Financial Position): 311568.0

Current Liabilities (from Statement of Financial Position): 117976.0

Total Revenue (from Statement of Activities): 1487474.0

Cash Flow From Operations (from Statement of Cash Flows): -47118.0

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Attestation and Digital Signature

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Applicant Name      Deb Girard

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I understand entering my name above will serve as my digital signature on this grant application.

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You have finished completing the application.

Before finalizing and submitting your application, please review all your materials and answers, ensuring that all attachments are correct and up-to-date. You will receive an email confirmation once your application has been successfully submitted, and will be able to review your submission. To ensure you receive communication related to your application, safelist the @submittable.com email address. Please check your email to confirm receipt. If you do not receive a confirmation email, consider the following: Check the junk/spam filters for your email account. Ensure that you have submitted the application and that it is not still saved as a draft. Failure to receive the confirmation email may result in missing other important information. To complete and submit your application, click the "Submit" button below. Please note that once you submit, you will not be able to make changes to your application unless requested and approved by District staff.

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Total Grant Amount Requested

<b>PERSONNEL</b>	<b>Grossmont Healthcare District Project Funding</b>	<b>Other Funding Available for Project</b>	<b>Total Project Budget</b>
Staff (non-management) - List Position	-	-	-
Project Manager	4000	3800	7800
			0
			0
			0
			0
<b>Total Staff Salary and Benefits</b>	4000	3800	7800
Management - List Position(s)	-	-	-
Executive Director	0	9600	9600
Director of Sales and Operations	3000	15000	18000
			0
			0
			0
<b>Total Management Salary &amp; Benefits</b>	3000	24600	27600
Consultant Fees	0	0	0
<b>TOTAL PERSONNEL</b>	7000	28400	35400
-	-	-	-
<b>OTHER EXPENSES</b>	<b>Grossmont Healthcare District Funding</b>	<b>Other Funding Available for Project</b>	<b>Total Project Budget</b>
Telephone	0	0	0
Postage	2000	0	2000
Office Supplies	0	0	0
Equipment	0	0	0
Printing/Duplicating	0	0	0
Information/Materials	0	0	0
Professional Services	86798.18	7000	93798.18
Travel	3000	0	3000
Rent	0	0	0
Utilities	0	0	0
Insurance	0	0	0
Training	0	1125	1125
Project Food /Packaging Costs	0	0	0
Miscellaneous - List	-	-	-
(45) Sunscreen Dispensers, (30) Sunsc	15037.35	0	15037.35
(1000) Lip Balms, (1000) UV Bracelets,	4200	0	4200
Administrative Fee	0	7200	7200
			0
			0
<b>TOTAL OTHER EXPENSE</b>	111035.53	15325	126360.53
<b>TOTAL PROJECT EXPENSES</b>	118035.53	43725	161760.53

Grant Request Must Match GHD Total

<b>FUNDING SOURCE</b>	<b>Total Organization Budget</b>
Federal	70,000
State	65,000
City/County	112,000
Other Government	96,964
Proposed GHD	118,036
Fees for Service	57,000
Nonprofit Organizations	147,000
Private Donations	70,000
Other (list below)	
Education - College/University	65,000
Boston and NYC Marathon	400,000
Other Events: Golf, Gala, and	463,000
-	1,664,000



**Skin cancer is the most commonly diagnosed cancer, exceeding all other cancers combined.**



On average, one person dies from melanoma every hour in the United States.



Melanoma is the deadliest form of skin cancer.

**2X**

Having more than 5 sunburns doubles your chance of developing malignant melanoma.

AGES  
**15-29**

Melanoma is second most common cancer among 15-29-year-olds.



Tanning bed users have an 8x greater likelihood of developing melanoma.

**8X**

Outdoor workers are exposed to 8x more UV radiation than an indoor worker.

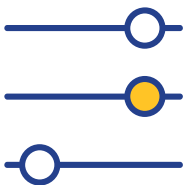
**But, skin cancer is preventable.**



## Seeking Partners in Prevention

Partners in Prevention include community leaders, corporate sponsors, public health officials, schools of public health, dermatology students, outdoor workers, and professionals who join with us to increase awareness of the dangers of the sun's UV rays, the importance of using sunscreen, wearing protecting clothing, and the power of shade.

## Our programs are



### Customized.

Customized programs branded for awareness.



### Integrated.

Integrated with other community and corporate efforts to achieve IMPACT.



### Sustainable.

Program management and ongoing coordination for sustainable results.

**800.557.6352 • [impactmelanoma.org](http://impactmelanoma.org)**

**IMPACT MELANOMA**  
**PRACTICE**  
**SAFE SKIN**

Includes awareness, education, and access to sunscreen is included in our comprehensive sunscreen dispenser program. Community partners such as parks & recreation along with corporate sponsors can reach large audiences at beaches, parks, and in urban areas.



Outdoor workers are at a higher risk of developing skin cancer including melanoma. This program increases awareness, provides prevention education, and provides access to sunscreen, protective clothing, and portable shade.



A prevention education program to increase awareness and educate caregivers and new parents about the importance of protecting sensitive infant skin from the sun.



Shade is important to our health and can protect us from cancer-causing UV rays. IMPACT Shade offers corporate sponsors and community leaders the opportunity to provide portable shade in communities, particularly in urban areas.



An award-winning prevention education program encouraging middle school, high school, and college students to protect their skin and avoid tanning beds.



A certification program for professionals (e.g., hair stylists, tattoo artists, nail techs) who can be instrumental in the early detection of skin cancer including melanoma.

## Join us as a Partner in Prevention to



**Increase awareness**



**Promote early detection**



**Prevent skin cancer**



**Save lives**