

Name of Grantee: San Diego Blood Bank  
 Title of Proposed Project: SDBB Bloodmobile  
 Requested Amount: \$50,000.00  
 # of Residents Served: 24952  
 CHNA Category: Chronic Conditions



## Introduction

For nearly 75 years, San Diego Blood Bank [CC1] has been the safety-net for our community’s blood needs and is a primary supplier of blood to hospitals throughout San Diego County and the Southern California region. SDBB is a certified 501(c)(3) non-profit organization that operates 10 regional donor centers and 10 bloodmobiles that travel throughout the county, making the act of donating blood as convenient as possible for our volunteer donors. Additionally, SDBB works closely with area hospitals, constantly monitoring their blood supplies and projected patient needs to ensure that every patient has the blood needed to survive.

## Project Highlights

Every day, SDBB improves the lives of patients in need by providing the gift of life through blood donations. In order to continue collecting blood through mobile drives and meet the needs of San Diego County patients annually, we must have an adequate number of bloodmobiles. Bloodmobiles that fail to meet regulatory requirements enacted by California's Environmental Protection Agency and California Air Resources Board cannot be retrofitted. It is urgent that we replace one obsolete bloodmobile to avoid disrupting our local blood supply.

### Prior Funding

FY23-24: 30,000.00  
 FY22-23: 50,000.00  
 FY21-22: 30,000.00  
 FY20-21: 30,000.00  
 FY19-20:

### Prior Sponsorships

FY23-24: 00  
 FY22-23: 00  
 FY21-22: 00  
 FY20-21: 00  
 FY19-20: 00



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Title	<b>San Diego Blood Bank</b>	10/30/2024
	by <b>Lisa Marvin</b> in <b>Full Grant</b>	id. 48682809
	lmarvin@sandiegobloodbank.org	

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<b>Original Submission</b>	10/30/2024
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Score	n/a
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Organization Information
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Legal Name of Organization	San Diego Blood Bank
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Address	3636 Gateway Center Ave Ste 100 San Diego CA 92102 US 32.7142 -117.11338
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Organization Website	sandiegobloodbank.org
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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):	For nearly 75 years, <a href="#">San Diego Blood Bank [CC1]</a> has been the safety-net for our community's blood needs and is a primary supplier of blood to hospitals throughout San Diego County and the Southern California region. SDBB is a certified 501(c)(3) non-profit organization that operates 10 regional donor centers and 10 bloodmobiles that travel throughout the county, making the act of donating blood as convenient as possible for our volunteer donors. Additionally, SDBB works closely with area hospitals, constantly monitoring their blood supplies and projected patient needs to ensure that every patient has the blood needed to survive.
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Applicant Information
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Name (application point of contact)	Cherryl Castro-Lector
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Applicant Title	Director of Development
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Applicant Phone	+16194008214
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Are you the agency director? No

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Name of Agency Director Douglas Morton

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Phone of Agency Director +16194008279

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Email of Agency Director dmorton@sdbb.org

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Board of Directors  
[SDBB\\_Board\\_of\\_Directors.pdf](#)

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Nonprofit Bylaws  
[Amended\\_Restated\\_Bylaws\\_08\\_30\\_2024\\_Final.pdf](#)

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Organization Brochure  
[SDBB\\_2024\\_brochures.pdf](#)

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Has the organization received grant or sponsorship funding from the Grossmont Healthcare District within the past five years? Yes

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Past GHD awards received  
FY 19-20  
FY 20-21  
FY 22-23  
FY 23-24  
FY 21-22

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Grant funding received in FY 19-20 (enter "0" if not applicable) 30000

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Sponsorship funding received in FY 19-20 (enter "0" if not applicable) 00

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Grant funding received in FY 20-21 (enter "0" if not applicable) 30000

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Sponsorship funding 00  
received in FY 20-21  
(enter "0" if not  
applicable)

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Grant funding 30000  
received in FY 21-22  
(enter "0" if not  
applicable)

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Sponsorship funding 00  
received in FY 21-22  
(enter "0" if not  
applicable)

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Grant funding 50000  
received in FY 22-23  
(enter "0" if not  
applicable)

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Sponsorship funding 00  
received in FY 22-23  
(enter "0" if not  
applicable)

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Grant funding 30000  
received in FY 23-24  
(enter "0" if not  
applicable)

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Sponsorship funding 00  
received in FY 23-24  
(enter "0" if not  
applicable)

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Grant Information

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Proposed Project Title SDBB Bloodmobile

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

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Project Highlights (response): Every day, SDBB improves the lives of patients in need by providing the gift of life through blood donations. In order to continue collecting blood through mobile drives and meet the needs of San Diego County patients annually, we must have an adequate number of bloodmobiles. Bloodmobiles that fail to meet regulatory requirements enacted by California's Environmental Protection Agency and California Air Resources Board cannot be retrofitted. It is urgent that we replace one obsolete bloodmobile to avoid disrupting our local blood supply.

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Amount of Funds Requested 50000

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Number of Unduplicated GHD Residents to be Served	24952
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, El Cajon Zone 2: Spring Valley, Lemon Grove, Mountain Empire communities (Tecate, Potrero, Campo) Zone 3: La Mesa Zone 4: Lakeside, Harbison-Crest, Alpine, Pine Valley, Tribal communities (Barona and Viejas Reservations), El Cajon (unincorporated) Zone 5: El Cajon, Jamul
	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)

Every two seconds, someone in the United States needs blood. Blood transfusions are among the most common procedures in U.S. hospitals, with over 17.9 million conducted annually. Remarkably, more than 5% of patients receive these life-saving transfusions.

SDBB must provide everyday blood needs for patients in the Grossmont Healthcare District for unexpected disasters or tragedies. Frequent volunteer blood donors ensure that blood is ready, collected, tested and available year-round whenever and wherever it is needed.

There is an urgent need to bring diversity to the donor pool to ensure patients of all backgrounds have access to the most compatible blood matches, which SDBB has been making a concerted effort to do. In 2019, an estimated 294 out of every 100,000 blood transfusions in the United States resulted in an adverse reaction that required diagnostic or therapeutic intervention. Having a diverse blood supply to match blood more accurately to the patients is critical for positive health outcomes.

Blood supply is critical for the following:

- Chemotherapy for cancer treatment
- Orthopedic and vascular surgeries
- Organ and marrow transplant patients
- Patients with inherited blood disorders

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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)

For nearly 75 years, SDBB has been the community's safety-net for our blood needs and is a primary supplier to hospitals throughout San Diego County and the Southern California region. SDBB is a certified 501(c)(3) non-profit organization that operates 10 regional donor centers and 10 bloodmobiles that travel throughout the county, making the act of donating blood as convenient as possible for our volunteer donors. Additionally, SDBB works closely with area hospitals, constantly monitoring their blood supplies and projected patient needs to ensure that every patient has the blood needed to survive.

SBDD is an essential partner for the care of patients at the 34 hospitals we serve, including Sharp Grossmont Hospital, Kaiser Permanente Zion, and Rady Children's Hospital. Every year, over 150,000 blood units provided by SDBB are transfused into patients of all ages, socio-economic and ethnic backgrounds throughout Southern California. These patients are struggling with life-threatening medical conditions including cancer and other blood disorders, transplants, emergency surgeries, childbirth complications, and more.

Part of SDBB's mission is to enable and support groundbreaking and revolutionizing research to diagnose and treat disease. SDBB collaborates with over 100 partners and universities on the design and execution of clinical research efforts related to cancer, regenerative medicine, and precision medicine. From genotyping blood donors and validating liquid biopsies and other blood-related diagnostic tests, to supporting cell therapy clinical trials for prostate cancer and melanoma, SDBB is a blood bank leader in advancing wellness and the future of health.

Decades of experience in regulatory and quality assurance, paired with a culture of discovery, make it possible for SDBB to develop custom solutions that save lives. SDBB is a national collaborator with the Association for the Advancement of Blood & Biotherapies to provide blood donations and umbilical cord blood stem cells to patients in need.

San Diegans are fortunate to have a local blood bank. Many other large communities must import much of their blood needs, which is costly and not always readily available. Blood is a highly perishable product, so having a local blood supply is critical, as conventional methods of transportation may be unavailable in the event of major disasters.

Annually, SDBB holds over 2,000 blood drives in partnership with local churches, companies, community events, and commercial locations, allowing us to collect 50% of our blood supply. It is through these community partners and their dedication to supporting regional health that SDBB can meet the needs of our hospital partners. Examples of these long-standing partnerships include the San Diego Padres and Comic-Con.

**In 2023, SDBB** joined BERC, a consortium of 36 blood centers across **40** states, dedicated to mass transfusion preparedness. BERC's "on-call" system ensures immediate blood reserves for critical scenarios. Historically, SDBB has proactively supported the need for blood nationally, from aiding post-9/11 New York to recent support during Hawaii's fires. SDBB's BERC membership amplifies this legacy.

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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)

Anyone can face a health emergency that requires life-saving blood, including cancer and other blood disorders, severe burns, organ transplants, emergency surgery, trauma, childbirth complications and more. Some of these conditions, such as childbirth complications, have higher incidence in our underserved populations. We hold blood drives specifically in several underserved areas to ensure both access and diversity of blood supply. Our mobile blood drives are strategically designed to overcome barriers like transportation, which often limit donations from under-represented populations.

SDBB's 25-year partnership with Grossmont Healthcare District has helped sustain blood collections to meet the health needs of thousands of patients in East County.

Mobile blood drives are a vital source of new, first-time blood donors. New blood donor recruitment is critically important to SDBB as they offset donors who are deferred and help to increase our blood supply. East County mobile blood collection has shown steady growth in recruiting donors and increasing its blood collections.

SDBB is the primary blood provider to Sharp Grossmont Hospital and we are proud of our affiliation with the Sharp HealthCare System, our hospital partner of 69 years—our longest hospital partnership.

To date in calendar year 2024, in East County we have hosted over 100 blood drives and served over 14,000 unduplicated constituents.

SDBB generates blood donor referrals and markets to participants through community and event outreach, facility tours, company-hosted blood drives, email and phone communications to past blood donors, social media, and digital advertising. Services are marketed to participants as an opportunity to save lives and give back to our local friends, coworkers, and family members who critically need blood to survive. This message really resonates with our community.

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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)

In order to continue collecting blood through mobile drives and meet the needs of San Diego County patients annually, we must have an adequate number of bloodmobiles. Bloodmobiles that fail to meet regulatory requirements enacted by California's Environmental Protection Agency and California Air Resources Board cannot be retrofitted. It is urgent that we replace one obsolete bloodmobile to avoid disrupting our local blood supply.

A one-time gift of \$50,000 from the Grossmont Health District would help cover the cost of purchasing one new bloodmobile. Bloodmobiles operate for an average of 15 to 20 years, traveling countywide, virtually every day of the year. San Diegans countywide would see first-hand, the Grossmont

Healthcare District's commitment to the health and wellbeing of Southern Californians. It is through our valued community partnerships that SDBB continues to meet and exceed the expectations of our funders by providing a safety net for the community's blood needs.

Blood is a highly perishable product. Having a local blood supply is critical, as conventional methods of transportation may be unavailable in the event of major disasters. In addition to our extensive blood collection, processing, testing, and storage services, SDBB maintains a fleet of life-saving vehicles to deliver blood to hospitals, often for emergencies, seven days a week, 24 hours a day.

Providing a comfortable, safe, and convenient donation experience for our donors is absolutely crucial. In order to maintain an adequate blood supply for the San Diego region, SDBB must secure more blood donations by traveling to where donors work and live. Currently, we hold over 2,000 blood drives annually in partnership with local churches, companies, community events, retail, and commercial locations, allowing us to collect our blood supply. As SDBB operates on a 1-2% margin, we rely heavily on charitable gifts. Maintaining our fleet of bloodmobiles is our #1 fundraising priority.

Our bloodmobiles allow us to host blood drives strategically in several of our most underserved neighborhoods. By eliminating barriers to access such as transportation needs, this allows us to ensure that we reach this population. We have a fleet of bloodmobiles that allow us to reach potential blood donors where they are. There is also a unique sense of community involved with these blood drives, with participants demonstrating care for their community by literally giving the gift of life.

[SDBB is happy to support GHD's mobile library program by having the vehicle and materials available at our East County mobile blood drives, where appropriate. Participation at certain blood drives is subject to approval by the host and property management, and we will facilitate this as much as possible. We are happy to discuss these details in depth when the time arises.](#)

These essential vehicles help us to reach further into San Diego communities to collect blood components for patients with life-threatening conditions, diseases, and trauma. As the demand for donated blood increases, along with the cost to collect blood and ensure its safety, it is vital that SDBB has the capacity and technology to collect adequate amounts of donated blood for patients in San Diego County.

Thanks to the generosity of San Diego Self Storage and Managing Partner, Anthony R. Carr, we are pleased to share we have a \$100,000 Matching Gift Challenge which runs through December 31.

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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.

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Project Goal #1 Increase number of unduplicated Grossmont Healthcare District residents served by 10% to 24,952.

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Project Goal #2 Increase number of blood drives in East County from 173 to 200.

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Project Goal #3

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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) The effectiveness of the mobile blood collection program will be assessed by the quantity of blood collected and supplied to our hospital partners.

Daily monitoring of our blood inventory allows us to track if we are on target to meet our blood collection goals. A daily inventory and collection chart are distributed to all SDBB employees.

The quality of blood and blood products is strictly controlled by SDBB's Quality Control which is based on FDA regulations.

SDBB generates blood donor referrals and markets to participants through community and event outreach, facility tours, company-hosted blood drives, email and phone communications to past blood donors, social media, and digital advertising. Services are marketed to participants as an opportunity to save lives and give back to our local friends, coworkers, and family members who critically need blood to survive.

SDBB is an active member of the East County Chamber of Commerce and the El Cajon Community Collaborative. In addition, students from the Grossmont High School District participating in the Heathway Pathway program have toured SDBB headquarters. We are proud to say that we have hosted blood drives at 10 out of 14 schools in the district.

SDBB recognizes East County residents' commitment to their community and motivation to help each other by donating blood. Grossmont Healthcare District's support will ensure that SDBB has the capacity and technology to collect adequate amounts of donated blood products to meet the needs of patients in the district.

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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.

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

[GHD Project Budget form 5.15.24.xlsx](#)

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

[GHD All Budget Sources form 5.15.24.xlsx](#)

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

checked

#### Organization Financials

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

Yes

Complete audited financial statement from most recently completed year

[San\\_Diego\\_Blood\\_Bank\\_2024\\_Audit\\_FS\\_Final.pdf](#)

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

Total Assets (from Statement of Financial Position): 39222364

Current Assets (from Statement of Financial Position): 10526504

Total Liabilities (from Statement of Financial Position): 19050890

Current Liabilities (from Statement of Financial Position): 8257278

Total Revenue (from Statement of Activities): 53654622

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Cash Flow From Operations (from Statement of Cash Flows): 2926699

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Attestation and Digital Signature

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Applicant Name: Cheryl Castro-Lector

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

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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

PERSONNEL	Grossmont Healthcare District Project Funding	Other Funding Available for Project	Total Project Budget
Staff (non-management) - List Position	-	-	-
	NA	NA	0
			0
			0
			0
<b>Total Staff Salary and Benefits</b>	0	0	0
Management - List Position(s)	-	-	-
	NA	NA	0
			0
			0
			0
<b>Total Management Salary &amp; Benefits</b>	0	0	0
Consultant Fees			0
<b>TOTAL PERSONNEL</b>	0	0	0
-	-	-	-
OTHER EXPENSES	Grossmont Healthcare District Funding	Other Funding Available for Project	Total Project Budget
Telephone			0
Postage			0
Office Supplies			0
Equipment	50000	700000	750000
Printing/Duplicating			0
Information/Materials			0
Professional Services			0
Travel			0
Rent			0
Utilities			0
Insurance			0
Training			0
Project Food /Packaging Costs			0
Miscellaneous - List	-	-	-
			0
			0
			0
			0
<b>TOTAL OTHER EXPENSE</b>	50000	700000	750000
<b>TOTAL PROJECT EXPENSES</b>	50000	700000	750000

Grant Request Must Match GHD Total

<b>FUNDING SOURCE</b>	<b>Total Organization Budget</b>
Federal	729,905
State	
City/County	
Other Government	
Proposed GHD	50,000
Fees for Service	
Nonprofit Organizations	
Private Donations	1,370,000
Other (list below)	
Lease	945,757
Product	52,170,010
-	55,265,672