

LOI Form

Organization Information

A Word version you can use to draft your request is available for download.

The rubric that will be used to score your LOI is available for download.

Project Name*

Please give your proposal a short, descriptive title. This is how your request will appear throughout the PCF grant portal.

Home Health Charity Care for Clearwater Seniors

Amount Requested*

The minimum grant request for this process is \$50,000.

The maximum grant request for this process is \$325,000.

If you request the full \$325,000, your organization should be able to demonstrate a *significant* impact to be made from these funds.

Please be sure that your grant request is proportional to your annual operating budget. If you have any questions about how much funding to request, please contact Jocelyn Howard at jhoward@pinellascf.org.

\$50,000.00

Annual Operating Budget*

Please provide the amount of your annual operating budget, (expenditures only) for your entire organization.

\$53,874,684.00

Grant Start Date*

PCF expects to issue a contract to approved organizations in September 2023. If awarded with a contract issuance date of September 1, 2023, when would your organization begin to spend funds?

09/01/2023

Grant End Date*

PCF expects the grant period to be between 12 and 24 months for this process. Given this range, when would your organization expect to finish expending funds if awarded?

06/30/2025

Mission Statement*

Please write your organization's mission statement below. This should be no longer than one or two sentences.

The mission of Gulfside Healthcare Services is to provide a specialized continuum of compassionate care through hospice, palliative care, and home health by an expert interdisciplinary professional team.

Is your organization headquartered in Clearwater?

Why PCF asks this: Given that the City of Clearwater is the funding source for this grant program, PCF may prioritize organizations headquartered in Clearwater or those that have a strong presence in the City.

No

Programming Background*

Please describe the program that this grant would support.

Example

Peer Counseling Services Inc. offers after-school support groups for middle schoolers and high schoolers. Below, Peer Counseling Services Inc. would describe what its programming is, how its programming works, and who is served.

Why PCF asks this: PCF wants to learn about what your organization does and how it carries out its mission.

Gulfside's Home Health Charity Care program makes it possible for patients who are uninsured, who are indigent, or who would otherwise endure extreme financial hardship or risk going without care to be able to receive care and not be turned away due to lack of a payer source or insurance coverage.

To be eligible for care through Gulfside Home Health, patients must be referred by a medical provider, have a need for skilled nursing or therapy services, and may not be receiving the same services from another provider at the same time. Patients are referred to Gulfside's Patient Access Department from hospitals, nursing facilities, and independent living facilities.

To be eligible for Gulfside Home Health Charity Care, patients must have a lack of payer source, meaning they are uninsured, indigent, homeless, or without the financial means to support receiving care. Upon review and clinical acceptance, meaning the patient meets the necessary criteria to receive skilled home health care, the patient will be referred to the Gulfside Home Health administrator, clinical director, and director of revenue cycle management for review and approval for Charity Care. Eligibility criteria is based on the type of home health services needed, lack of ability to pay or obtain funding source, lack of income, and overall potential for health improvement as a result of home health care.

Almost all Gulfside Home Health patients and Home Health Charity Care patients are seniors aged 55 and older. Funding received from the Pinellas Community Foundation and the City of Clearwater would be used only for Gulfside Home Health Charity Care patients who are seniors residing in Clearwater.

Without secured funding, this care cannot occur. Your funding will make it possible for 50 Clearwater seniors to receive the care they need to recover from their illness, injury, or surgery safely and effectively from the comfort of home. This funding would be utilized during a period of 21 months.

History in Clearwater*

Please describe how long you've been providing services in the City of Clearwater, and the nature of such services.

Why PCF asks this: Given that the City of Clearwater is the funding source for this grant program, PCF may prioritize organizations headquartered in Clearwater or those that have a strong presence in the City.

Gulfside's Home Health Charity Care program is provided through the Gulfside Home Health office, which opened in Clearwater (13770 58th St., Suite 305, Clearwater, FL 33760) in April 2022 and serves patients in Pinellas County.

Gulfside began providing services in Pinellas County in 2019 to introduce a solution to the shortage of providers and to meet the need to provide care to the growing elderly population in the county. Gulfside began providing its Home Health Charity Care services in the Clearwater area in 2020.

While there are numerous home health agencies in Pinellas, nonprofit organizations are more likely to accept the patients who otherwise would be turned away by for-profit companies. These patients have a lack of payer source to pay for their health care, meaning they are not receiving care unless they have access to social services in the form of charity care.

Gulfside is one of only three licensed not-for-profit home health agencies located in Clearwater. As a nonprofit organization, Gulfside Home Health services, including physical therapy, occupational therapy, speech therapy, and skilled nursing care, aims to provide care for anyone in Pinellas County, regardless of their ability to pay.

Outcomes*

Define one to two outcomes already being measured by your organization in relation to the programming this grant would support. This is not the outcome of this specific funding, but of the programming itself. **Outcomes are not the number of people you will serve, but how they or their situation will change.**

"Outcomes - are specific, measurable statements that let you know when you have reached your goals. Outcome statements describe specific changes in your knowledge, attitudes, skills, and behaviors you expect to occur as a result of your actions. Good outcome statements are specific, measurable, and realistic."

(W.K. Kellogg Foundation Logic Model Development Guide)

Example

80% of youth involved in peer counseling will show increased emotional intelligence after six months of participation.

Why PCF asks this: PCF considers measurable outcomes to be a cornerstone of effective social service programming. Tracking outcomes allows both an organization and its supporters to know how effective its programming is and helps an organization improve its programming over time.

Outcome #1:

This program aims to provide 100% of projected eligible home health charity care patients living in Clearwater access to the quality home health care they need.

Outcome #2:

At least 85% of Gulfside Home Health Charity Care patients will show improvements in activities of daily living (ADL), medication compliance, and independence at time of discharge from the program.

Measurements*

Explain what measurement tools you will use to evaluate the stated outcome(s) above. That is, how will your organization know it is achieving or not achieving the outcome(s) stated above? Stronger requests will use a validated tool or method of data collection.

Example

Peer Counseling Services administers the Schutte Self Report Emotional Intelligence Test before counseling begins, and in six-month intervals thereafter.

Why PCF asks this: PCF would like to know how the outcome(s) you've specified are measured, and if you used a validated tool that has been proven in usage outside your organization. If you've developed your own tool, please describe how it was made.

Gulfside uses SHP software (Strategic Healthcare Programs), a tool designed for home health organizations, to monitor these improvements based on OASIS (Outcome and Assessment Information Set) data entered by the patient care team into our electronic health record system.

Grant Impact*

How would this grant help your organization and its clients achieve the outcomes stated above? That is, what would you be able to do with this funding that you otherwise could not?

Why PCF asks this: The intention of this grant is to fund organizations providing support for individuals and families in Clearwater with emergency housing and social services needs. How that support happens, and how this grant could help, differs from organization to organization. PCF would like to know specifically how this grant would help your organization and the clients you serve.

Gulfside receives 300 home health referrals per month from hospitals, physician offices, skilled nursing facilities, and assisted living facilities. Among these referrals, 10% come in unfunded, meaning the patient has no payer source. These are patients who do not qualify for Medicare or Medicaid benefits and cannot afford private insurance.

In Pinellas County, this percentage equates to 15-20 seniors per month who need skilled nursing care but are unable to afford the care they require without the help of Gulfside's Charity Care program. On average, two (10%) of these patients per month are located in Clearwater.

At an average cost to Gulfside of \$1,000 to provide a 30-day episode of care, the requested grant funds will serve 50 seniors in Clearwater who otherwise may not receive necessary care.

Preliminary Budget Narrative*

Please write a brief breakdown of line items showing how your requested funds would be used. You may add context to the expenses if needed (for example, if salaries are requested, state how that position supports the programming described in your proposal). A more detailed, formal budget will be required if your request is moved forward in the funding process.

Small equipment purchases are permitted under this grant provided they are directly tied to service delivery. You may include those purchases in this narrative.

If your organization will be requesting indirect costs, please include this in your narrative. Note that the indirect

cost rate for this grant is capped at 5% of the grant.

Why PCF asks this: PCF would like to gain a general understanding of the proposed programming costs for this grant.

A Gulfside Home Health patient receives an average of nine visits over a 30-day “episode” of care, at an average cost of \$110 per visit per patient. Approximately \$1,000 pays for an episode of care for one patient. The cost to provide care for an individual patient can range depending on the individual’s acuity level or the amount of medical intervention and support necessitated by their level of illness and clinical urgency.

During an episode of care, which occurs over a 30-day period on average, Gulfside Home Health patients receive care visits from an interdisciplinary team that includes skilled nurses, physical therapists, occupational therapists, speech therapists, and other specialized providers. Skilled nursing services include wound care and dressing changes, medication management, ostomy care, catheter changes, injections, and nursing assessments at every visit to monitor and manage each patient’s progress. Patients also receive personal coordination of services by a social worker throughout their episode of care.

Gulfside is requesting \$50,000 to support 50 seniors in receiving an episode of quality, skilled home health care in the Clearwater area during a period of 22 months. Of this amount, \$45,000 will be used for direct patient care provider wages. Approximately 10%, or the remaining \$5,000, will be used to cover the cost of routine supplies, such as gloves, syringes, wound care materials, and other medical supplies utilized throughout the episode of care.

Reduction in Funding*

Due to limited funding, your request amount may not be fully awarded if it is moved forward in the grant process. How would reduced/partial funding impact your proposed program?

Why PCF asks this: The review committee that ultimately recommends proposals for funding may consider partial funding. PCF would like to know upfront what impact this would have on your proposal.

Reduced funding would decrease the number of seniors who would be funded to receive care through the Gulfside Home Health Charity Care program. At this time, Gulfside is only able to provide Charity Care with secured funding in place.

File Attachment Summary

Applicant File Uploads

No files were uploaded