

The Foundation Roundtable: Common Grant Application

Cover Sheet

Foundation you are applying to: Saint Francis Foundation
Legal Name of Applicant Organization: Santa Barbara Cottage Hospital
Project Name (if applicable): Palliative Care Consultation Service
Funds will pay for: Palliative Care Nurse Salary – 1.0 FTE
Full Mailing Address: Santa Barbara Cottage Hospital, Post Office Box 689, 400 W. Pueblo Street, Santa Barbara, CA 93102-0689
Location(s) if different from above: not applicable
Executive Director: Michael Bordofsky, M.D. Phone: (805) 563-3234
Fax: (805) 569-7870 Email: bandh@silcom.com
Website: not applicable
Contact Person & Title: Susan E. White, Manager Phone: (805) 569-8393
Tax-exempt Status: (Most foundations require 501(c)(3) status. You must check this requirement before applying.)
501 (c)(3) Granted () Tax I.D. Number: 95-1644629 Other:
Type of Request: Check with individual foundations to determine the types of accepted grant requests.
General Support () Program Support () Seed Funding () Research ()
Capital () Endowment () Multi-Year () Other:
This Grant Request: \$154,019 Total Project Budget: \$571,903
Grant Period from: 07/1/2012 To: 06/30/2013
Total Organizational Budget for Current Year: Revenue: \$509,398,037; Expenses: \$480,203,704;
Operating Margin: \$29,194,333 Fiscal year begins: 1/1/2012
Summarize the organization's mission statement (two to three sentences):

SBCH: To provide superior health care through a commitment to our communities and to our core values of excellence, integrity, and compassion.

Palliative Care Consultation Service: To alleviate suffering, improve quality of life, and facilitate healing for patients and families facing advanced and terminal illness.

Summarize your grant request (two to three sentences):

This grant will fund a registered nurse whose job functions include: daily patient visits at Cottage Hospitals who require pain and/or other symptom management; collaboration with physicians, social workers, chaplain and other members of the health care team; and education and support to hospital staff.

Proposal Authorization

We certify that the information in this application is to the best of our knowledge true and accurate and is submitted with our Board of Director's/Governing Body's full knowledge and endorsement.

| | | |
|--|-----------|------|
| Name & Title of Authorized Board/Governing Body Representative | Signature | Date |
|--|-----------|------|

| | | |
|---|-----------|------|
| Name & Title of Lead Staff Member (or 2 nd Representative) | Signature | Date |
|---|-----------|------|

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Project Budget

Note: Check with each foundation to see if this form is required.

Organization Name: Santa Barbara Cottage Hospital

Name of Project (if different): Palliative Care Consultation Service

Budget dates for grant period: 07/1/2012 through 06/30/2013

INCOME

Possible categories: Government grants, foundation grants, individuals, business support, events, fees for service, etc.

| Source | Total Project(s) | Pending (\$) | Secured (\$) | Notes |
|--------------------------|------------------|-----------------|-----------------|---|
| Saint Francis Foundation | | \$33,332 | \$66,664 | Pending and secured are the remaining dollars from the SFF grant for fiscal year July 2011 through June 2012. |
| Saint Francis Foundation | \$162,022 | | | Total Projects is the amount requested from the SFF for fiscal year July 2012 through June, 2013. |
| | | | | |
| | | | | |
| | | | | |
| TOTAL INCOME | \$151,000 | \$33,332 | \$66,664 | |

List the In-Kind (non-cash) contributions: not applicable

EXPENSES

Possible categories: Salaries, professional fees, rent and utilities, travel, publicity/outreach, events, capital items, etc.

| Item | Total Project (\$) | This Request | Notes |
|---------------------------------------|--------------------|------------------|-------|
| Total Productive Salaries | \$220,662 | \$99,333 | |
| Total Benefits (FICA, Non-productive) | \$ 44,163 | \$20,122 | |
| Total Other Benefits | \$ 68,957 | \$34,849 | |
| Professional Fees | \$230,400 | - | |
| Supplies/Services | \$ 7,721 | - | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| TOTAL EXPENSES | \$571,903 | \$154,019 | |

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Organization Financial Summary

Note: Check with each foundation to see if this form is required.

Organization Name: Santa Barbara Cottage Hospital; Fiscal Year Dates: 01/01/2012 – 12/31/2012

INCOME

Possible categories: Government grants, foundation grants, individuals, business support, events, fees for service, etc.

| Source | Prior Year's Actual (\$)/Fiscal Year 2011 | Projected Annual Budget (\$)/Fiscal Year 2012 | YTD Actual (\$) YTD February 2012 |
|-------------------------------|---|---|-----------------------------------|
| Patient Revenue | | | |
| Daily Hospital Services | \$ 249,640,805 | \$ 256,351,034 | \$ 40,493,039 |
| Inpatient Ancillary Services | \$ 696,649,669 | \$ 709,057,221 | \$111,201,412 |
| Outpatient Ancillary Services | \$ 302,166,370 | \$ 303,369,576 | \$ 49,549,524 |
| Total Patient Revenue | \$1,248,456,844 | \$1,268,777,831 | \$201,243,975 |
| Deductions from Revenue | | | |
| Provision for Bad Debt | \$ 12,485,766 | \$ 15,609,932 | \$ 2,515,550 |
| Contractual Adjustments | \$ 702,943,136 | \$ 680,697,182 | \$103,411,873 |
| Charity Discount | \$ 28,849,989 | \$ 28,722,276 | \$ 4,570,612 |
| Policy Discount | \$ 43,078,082 | \$ 42,776,882 | \$ 11,578,508 |
| Administrative Discount | \$ 106,922 | \$ 36,000 | \$ 6,190 |
| Total Deductions | \$ 787,463,895 | \$ 767,842,272 | \$122,082,733 |
| Net Patient Revenue | \$ 460,992,949 | \$ 500,935,559 | \$ 79,161,242 |
| Other Operating Revenue | \$ 7,888,042 | \$ 8,462,478 | \$ 1,350,337 |
| TOTAL INCOME | \$ 468,880,991 | \$ 509,398,037 | \$ 80,511,579 |

List the In-Kind (non-cash) contributions: not applicable

EXPENSES

Possible categories: Salaries, professional fees, rent and utilities, travel, publicity/outreach, events, capital items, etc.

| Item | Prior Year's Actual (\$)/Fiscal Year 2011 | Annual Budget (\$)/Fiscal Year 2012 | YTD Actual (\$) February YTD 2012 |
|---------------------------|---|-------------------------------------|-----------------------------------|
| Salaries & Wages | \$153,746,777 | \$ 163,352,041 | \$ 27,011,141 |
| Employee Benefits | \$82,421,504 | \$ 83,631,127 | \$ 14,325,076 |
| Professional Fees | \$23,089,554 | \$ 24,136,790 | \$ 3,547,276 |
| Supplies/Services | \$156,849,640 | \$ 162,586,018 | \$ 25,292,684 |
| Depreciation | \$17,513,160 | \$ 32,150,035 | \$ 5,345,390 |
| Insurance | \$3,151,665 | \$ 3,301,701 | \$ 549,371 |
| Interest | \$992,876 | \$ 11,045,992 | \$ 2,129,413 |
| TOTAL EXPENSES | \$437,765,175 | \$ 480,203,704 | \$ 78,200,350 |
| NET PROFIT OR LOSS | \$31,115,816 | \$ 29,194,333 | \$ 2,311,228 |

| | | | |
|------------------------|----------------|--------------|-------------|
| Total Capital Expenses | \$ 105,846,178 | \$15,625,220 | \$6,195,964 |
|------------------------|----------------|--------------|-------------|

i.e., computers, vehicles, building improvements, etc

Notes: 2011 Capital expenses were high due to equipment purchases and fit-up of the new hospital.

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Organization Balance Sheet Summary

Note: Check with each foundation to see if this form is required.

| ASSETS | MOST CURRENT (\$) YTD February 2012 | PRIOR YEAR CLOSE (\$) Fiscal Year 2011 (December) |
|--|--|--|
| Current Assets | | |
| Cash and Equivalent | \$ 12,960,079 | \$ 5,206,138 |
| Investments | 266,958,456 | 251,748,854 |
| Accounts Receivable Net | 82,369,296 | 84,893,444 |
| ALU-Self Insurance Trust | 1,343,000 | 1,343,000 |
| Other Receivables | 21,799,225 | 20,257,422 |
| Due from Affiliates | 2,803,289 | 2,391,894 |
| Inventories | 12,054,685 | 12,125,832 |
| Prepaid Expense | 3,349,960 | 3,344,917 |
| Total Current Assets | 405,637,991 | 381,311,500 |
| Assets Limited as to Use | | |
| Board Designated | 47,880,761 | 59,962,923 |
| Self-Insurance Trusts | 6,731,777 | 6,731,777 |
| Total Assets Limited as to Use | 54,612,538 | 66,694,699 |
| Property, Plant & Equipment | | |
| Land | 18,196,595 | 18,196,959 |
| Land Improvements | 2,394,339 | 2,394,339 |
| Buildings | 234,161,305 | 234,161,305 |
| Equipment | 105,506,179 | 105,106,632 |
| Leasehold Improvements | 967,616 | 967,616 |
| | 361,226,035 | 360,826,488 |
| Less: Accumulated Depreciation | (197,878,063) | (192,427,643) |
| Net Property, Plant & Equipment | 163,347,972 | 168,398,846 |
| Other Assets | | |
| Construction in Progress | 483,259,775 | 477,463,358 |
| Investment in Partnership | 5,791,846 | 5,791,846 |
| Note Receivables-Others | 4,659,100 | 4,659,100 |
| General Endowment | 10,041,062 | 9,538,656 |
| Prepaid Pension Long Term | 902,085 | 902,085 |
| Unamortized Bond Cost | 4,501,807 | 4,531,043 |
| Deferred Cost | 3,763,403 | 3,296,333 |
| Total Other Assets | 512,919,078 | 506,182,421 |
| TOTAL ASSETS | \$ 1,136,517,579 | \$ 1,122,587,466 |

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Organization Balance Sheet Summary

Note: Check with each foundation to see if this form is required.

| LIABILITIES | MOST CURRENT (\$) YTD February 2012 | PRIOR YEAR CLOSE (\$) Fiscal Year 2011 (December) |
|---|--|--|
| Current Liabilities | | |
| Accounts Payable | \$ 35,734,459 | \$ 43,395,933 |
| Accrued Compensation & Related Liability | 20,065,455 | 18,780,228 |
| Other Liabilities | 287,550 | 292,148 |
| Accrued Self-Insurance Claims | 5,832,301 | 5,832,301 |
| Due to Third Parties | (525,350) | (525,350) |
| Deferred Income | 37,209 | 34,502 |
| Current Maturities of Long Term Debt | 5,610,000 | 5,610,000 |
| Total Current Liabilities | 67,041,625 | 73,419,762 |
| Long Term Liabilities | | |
| Accrued Self Insurance Claims | 21,011,249 | 20,597,577 |
| Long Term Debt & Capital Lease Obligation | 317,912,246 | 317,912,246 |
| Interest Rate Swap | 35,912,157 | 37,549,646 |
| Pension & Other Liabilities | 46,251,778 | 43,290,120 |
| Total Long Term Liabilities | 421,087,430 | 419,349,588 |
| TOTAL LIABILITIES | 488,129,055 | 492,769,350 |
| Net Assets | | |
| Unrestricted, Beginning of Year | 616,861,200 | 616,825,086 |
| Excess of Revenues over Expenses | 18,016,555 | 11,435,127 |
| Pension-Unrecognized Costs | 0 | (13,370,139) |
| RHI-Unrecognized Costs | 0 | 688,447 |
| SERP-Unrecognized Costs | 0 | 1,282,680 |
| Unrestricted, Ending | 634,877,755 | 616,861,200 |
| Temporarily Restricted | 7,916,514 | 7,362,660 |
| Permanently Restricted | 5,594,256 | 5,594,256 |
| TOTAL NET ASSETS | 648,388,525 | 629,818,116 |
| TOTAL LIABILITIES & NET ASSETS | \$ 1,136,517,579 | \$ 1,122,587,466 |