

# The Foundation Roundtable: Common Grant Application

## Cover Sheet

Foundation you are applying to: St. Francis Foundation  
Legal Name of Applicant Organization: Hospice of Santa Barbara, Inc.  
Project Name (if applicable): Patient Care Services Program  
Funds will pay for: Comprehensive Care Management Services  
Full Mailing Address: 2050 Alameda Padre Serra, Suite 100, Santa Barbara, CA 93103  
Location(s) if different from above: NA  
Executive Director: Tina Fanucchi-Frontado, Acting Executive Director  
Phone: (805) 563-8820 Fax: (805) 563-8821  
Email: TFrontado@hospiceofsb.org Website: www.hospiceofsb.org  
Contact Person & Title: Tina Fanucchi-Frontado, ED Phone: (805) 563-8820

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: 23-7448586 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: \$ 15,000 Total Project Budget: \$ 462,643

Grant Period from: January 1, 2014 To: December 31, 2014

Total Organizational Budget for Current Year: \$ 2,490,135.36 Fiscal year begins: January

Summarize the organization's mission statement (two to three sentences):

The mission of Hospice of Santa Barbara (HSB) is to care for anyone experiencing the impact of a life threatening illness or grieving the death of a loved one. We meet this mission by providing professional individual and group counseling and trained volunteer compassionate care services for those in need. We provide counseling, teen bereavement outreach support, a mentor program for children who have lost family members, community education, complementary therapies, palliative care services and respite care, all at no charge to the client.

Summarize your grant request (two to three sentences):

This request for \$15,000 will support our Patient Care Services Program which ensures continuity of care through collaboration, coordination and advocacy, as well as facilitating patient and physician communication to make sure treatment choices are consistent with the patient's wishes.

### 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 Directors'/Governing Body's full knowledge and endorsement:

<small>Tina Fanucchi-Frontado</small> Signature	<small>Digitally signed by Tina Fanucchi-Frontado DN: cn=Tina Fanucchi-Frontado, o=Hospice of Santa Barbara, ou=Hospice of Santa Barbara, email=Tina.Fanucchi-Frontado@hospiceofsb.org, c=US</small> Tina Fanucchi-Frontado, Interim Executive Director	<u>3/28/14</u>
	Name & Title of Authorized Board/Governing Body Representative	Date
<small>Sam Capra</small> Signature	<small>Digitally signed by Sam Capra DN: cn=Sam Capra, o=Hospice of Santa Barbara, ou=Hospice of Santa Barbara, email=Sam.Capra@hospiceofsb.org, c=US</small> Sam Capra, President Board of Directors	<u>3/28/14</u>
	Name & Title of Authorized Board/Governing Body Representative	Date

## The Foundation Roundtable: Common Grant Application Proposal Narrative

### **Background (One page or less)**

**1. Your organization's history and accomplishments.** Celebrating its 40<sup>th</sup> year of service, Hospice of Santa Barbara, Inc. (HSB) is the second oldest hospice in the country. HSB collaborated with Visiting Nurse Association in the 1990s to provide one, medically based, hospice in Santa Barbara. But HSB became increasingly concerned that Medicare certification and hospice licensing limited the quality of care for the dying and bereaved. In 2001, HSB returned to its roots as a non-medical hospice providing professional grief counseling and volunteer care-giving.

As 2014 begins, we now serve more than 700 people *monthly*, including more than 180 children or teens who have lost a brother, sister, mom or dad. That's 100 people *more per month* than in 2012. Waiting lists for our services are lengthening.

**2. Your current programs and activities. Include the constituency you serve, with specific demographic information. How are they actively involved in your organization and/or how do they benefit from your organization's work?**

We provide ongoing support services--including care management, professional and individual group counseling, mentorship and compassionate care-giving--to children, teens, adults and families who are facing life-threatening illness or are coping with grief. We provide services to people at our main office building, in their homes, on school campuses, workplaces, hospitals, convalescent homes, and long-term nursing facilities from Gaviota to Carpinteria – anywhere a need is present. Of those served, 33% are low income, monolingual Latino families. Many of our clients remain actively involved with Hospice of Santa Barbara after they have completed counseling. Former clients are currently serving as Board of Directors overseeing governance of the organization, Patient Care Volunteers who provide support to patients and families, and Mentors who work with children newly coping with the death of a parent. A large percentage of former clients choose to support Hospice of Santa Barbara through financial contributions.

**3. Your organization's relationships – both formal and informal – with other organizations working together to meet the same need. In what way does your work differ from that of other organizations?** HSB collaborates with:

Visiting Nurse and Hospice Care	Carpinteria Elementary
Cottage Children's Hospital	Carpinteria Middle School
Santa Barbara Cancer Center	Carpinteria High School
Dream Foundation	San Marcos High School
Family Services Agency	Los Prietos Boys Camp
Alliance for Living and Dying Well	Franklin Elementary
Friendship Adult Day Care Center	Valle Verde
Teddy Bear Cancer Foundation	Vista del Monte
Santa Barbara Suicide Response Network	Central Coast Nursing
DASH: Doctors Assisting Seniors at Home	Buena Vista Care Center
UCSB	Sarah House
Santa Barbara High School	Santa Barbara Convalescent Hospital
Dos Pueblos High School	

Our work differs from every other agency in Santa Barbara: *We are the only local organization that provides comprehensive free-of-charge professional counseling, care management and volunteer care-giving to those newly diagnosed, nearing death and those overwhelmed by grief.*

### **Funding Request**

#### **1. What need or problem does your project work to address?**

Providing care for a loved one or living with a life-threatening illness without the help of external support is, at best, agonizing. Regardless of our place in life or social-economic situation, no one should have to travel this journey alone. We at Hospice of Santa Barbara are solely focused on providing a continuum of care for those forced to navigate the complexities of serious illness or impending death.

Studies show that common elements in effective concurrent care programs include teaming with physicians in the plans of care, frequent patient monitoring, and patient education to improve self-assessment skills—all of which are key components of our **Patient Care Services Program**. Our transdisciplinary team ensures continuity of care through collaboration, coordination and advocacy, as well as facilitating patient and physician communication to make sure treatment choices are consistent with the patient's wishes.

#### **Patient Care Services Program** provides:

- **Care Management:** helps the newly diagnosed and those with a life-threatening illness manage the impact of their condition by offering patient and family counseling and advocacy, connection to community resources, assistance in identifying care preferences, and help with advance care planning.
- **Palliative Care:** supports those with advanced and life-threatening illness in active treatment supporting the patient and family in the management of psychological and emotional pain and symptoms and enables the patient to make informed decisions about their goals of care.
- **Spiritual Care:** addresses life's last fears such as "How will I die?" "Why is this happening to me?" "What will I find after death?" that allow the dying a release from suffering and a certain grace in their final days.
- **Volunteer Services:** offers respite to those overwhelmed by caregiving and improves quality of life for patients with companionship and friendship.

Concurrent care like that provided by HSB's **Patient Care Services Program** is proven to *positively impact* our community by:

- Increasing patient comfort during the last two weeks of life.
- Increasing end of life discussions.
- Providing better long-term caregiver outcomes.
- Decreasing hospital readmissions and emergency department visits.
- Building stronger patient-physician relationships.
- Decreasing the drain on our community's medical resources.

**The Patient Care Services Program** is the only program in Santa Barbara that provides these services at no charge to those living with grave illness and to those newly diagnosed with a pivotal

condition. Without this program, those in the most fragile of situations would have nowhere to turn for free professional care assessment and management—services that are essential to optimum care, patient dignity and the well-being of the community. *Other agencies required a six month prognosis or the discontinuation of curative treatment to receive services, HSB serves anyone impacted by a life-threatening illness.*

**2. In a short paragraph, tell us your project's (or organization's) goals and the specific outcomes you project for the grant period (i.e. numbers served, behavior or attitudes changed, capital project completed, etc.).**

This grant for \$15,000 will help us to meet the community's increasing needs for comprehensive programs and services designed for those with serious illness and their families. **This program provides over 4,500 hours of one on one direct service to our community annually.** Our goal is:

- Demand for **Patient Care Services** continues to increase annually. Our goal is to continue to meet our community's need and that no one needing service will be placed on a waiting list.

**3. Describe your project or the capital items requested, including:**

- **Whether the project is new, ongoing or an expansion**

The **Patient Care Services Program** is ongoing.

- **Target audience, including specific demographic information**

Hospice of Santa Barbara programs are offered to every child, teen and adult in need of counseling services and compassionate care-giving in the face of death and dying. We reach out to provide needed support to each community member, regardless of socio-economic status, age or ethnic distinction. Our services are free, providing low income and under-served individuals with access to our services. Thirty-three percent of people served are Spanish speaking and are served by six bi-lingual staff members.

- **Activities/strategies that will be used to meet your stated outcomes**

Our strategy is to build partnerships with philanthropic investors who are committed to the continuation of this vital service to our community. We also strive to build awareness of our free services; this recognition comes organically from our outreach to the community, which is exemplified by our ongoing presence on eight elementary and high-school campuses to provide bereavement support services to young people coping with a traumatic loss. This activity provides an important introduction to the full scope of our services and is one way families in need enter our **Patient Care Services Program**.

- **General timeline for the main objectives of your project**

Since this is an ongoing program, there is no specific timeline.

**4. If this is a request for General Support, what are your organization's most pressing needs?**

N/A

**5. How do you plan to evaluate the effectiveness or impact of the project?**

Hospice of Santa Barbara takes a wide view of service by constantly evaluating the efficacy of programs and adjusting as required to maximize outcomes. Pre and post treatment evaluations are used to gauge changes in death anxiety, quality of life, understanding treatment choices, completion

of Advanced Directives and POLST forms, reduction in hospital admissions for undesired treatment and/or symptom/pain management.

**6. Summarize the skills and relevant experience of key staff/volunteers essential to the project's success. If other organizations are collaborating on this project, note which ones and in what ways.**

**Tina Fanucchi-Fontado**, interim Executive Director, holds a Masters of Public Administration degree with an emphasis in Organizational and Strategic Management. She has worked in virtually each sector of the nonprofit world. In 2011, she launched SB Philanthropy to strategically match and develop the relationships of nonprofits with appropriate family foundations, corporate sponsors and individual donors.

**Tianna Swede-Laskin, MSW**, holds a Bachelor's degree in Social Work from San Diego State University, and a Master's degree in Social Work from Fordham University. She has significant experience as a social worker for a variety of social service organizations and serves both as a Hospice of Santa Barbara Care Manager and as a liaison with the local medical community.

**Gabriela Dodson, LCSW**, supervises 13 licensed professional therapists and social workers as Director of Clinical Services. She holds degrees from Scripps College and USC. Before coming to Hospice of Santa Barbara, she worked in the Ventura County Juvenile Justice Department, Cottage Hospital and an international adoption agency. Gabriela is bilingual and bi-cultural.

**Sharon Vineall, LCSW**, holds a Bachelor's degree and her Master of Social Work degree from California State University, Fresno. Sharon has served as a Licensed Clinical Social Worker for Cottage Rehabilitation Hospice, American Indian Health & Services and for Santa Barbara Cottage Hospital providing psychotherapy and counseling services to adults, children and families.

**Anthony Bonavita, M.Div.**, holds a Bachelor of Arts in Anthropology with a minor in Religious Studies from the University of Colorado and his Master's in Divinity from Naropa University. Anthony was certified as Mindfulness meditation Instructor. Anthony is currently a Ph.D. Student at Pacifica Graduate Institute in their Clinical Psychology program and aspires to bring together the cultural, spiritual and psychological to his work.

**7. If full funding is not available, what is the contingency plan for securing additional support and/or how can you modify your proposal.**

The lack of full funding for this request will mean that we may not be able to respond to the needs of patients facing a life-threatening illness who have nowhere else to turn for comprehensive **Patient Care Services** at no cost. Since we know there is much demand to be met, we contracted in 2013 with Netzel-Grigsby for a comprehensive development audit, which provided a plan to increase income in the next five years. We are acting to realize this plan, which includes expanding our Heart of Hospice annual giving campaign and increasing resources for planned giving, among other activities needed for revenue success in coming years.

The realities of life-threatening illness and the pain of loss will not wait for this strategic fundraising plan to unfold. This is why we seek support from the St. Francis Foundation for this important work.

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**Board of Directors/Governing Body**

Directions: Attach additional sheets if necessary.

Name	City	Affiliation/Profession	Board Position	Yrs. of Service
Richard Aberle	Santa Barbara	Business/Finance	Treasurer	1
Gina Becchetti	Santa Barbara	Marketing/Fundraising	Director	4
Eric Bowers	Santa Barbara	Attorney	Secretary	2
Samuel Capra	Santa Barbara	Healthcare/Finance	President	4
Donna B. Fisher	Santa Barbara	Philanthropy	Vice President	3
Barbara de L'Arbre	Santa Barbara	Media/Marketing	Director	3
Lori Lewis	Santa Barbara	Attorney	Director	3
Margi Mainquist	Santa Barbara	Business Consultant/Coach	Director	5
Jackie Marston	Santa Barbara	Healthcare	Director	5
Jill Nida	Santa Barbara	Philanthropy	Director	18
Steve Sharpe	Santa Barbara	Nonprofit Executive Director	Director	3
Carolyn Shepard Baham	Santa Barbara	Business/Marketing	Director	2
Bill Wood	Santa Barbara	Technology/Information Systems	Director	4
Evie Vesper	Santa Barbara	Healthcare/Social Worker	Director	2
Marilee Zdenek	Santa Barbara	Business Consultant/Coach	Director	4

**Monthly**

How often does your governing body meet?

## The Foundation Roundtable: Common Grant Application

### Project Budget

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

Organization Name: Hospice of Santa Barbara, Inc

Name of Project (if different): Patient Care Services

Budget dates for grant period: January 1, 2014 - December 31, 2014

**NOTE - Do not use commas as thousand separators in any of the numerical fields**

#### INCOME

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

Source	Total Project (\$)	Pending (\$)	Secured (\$)	Notes
Santa Barbara Hospice Fdn	217442		217442	
Archstone Foundation	80000		80000	
St. Francis Fdn	15000	15000		
Latkin Foundation	15000	15000		
Donations/Fundraising	135201	135201		
<b>TOTAL INCOME</b>	<b>462643</b>	<b>165201</b>	<b>297442</b>	

List the In-Kind (non-cash) contributions: \_\_\_\_\_

#### EXPENSES

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

Item	Total Project (\$)	This Request (\$)	Notes
Human Resources	426624	15000	
Professional Ed	2892		
Informatin Tech	1678		
Mileage Reimburse	2455		
Occupancy	4172		
Office Expense	5406		
Professional Fees	11127		
Program Expense	8289		
<b>TOTAL EXPENSES</b>	<b>462643</b>	<b>15000</b>	

## The Foundation Roundtable: Common Grant Application

### Organization Financial Summary

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

Organization Name: Hospice of Santa Barbara, Inc Fiscal Year Dates: January 1 - December 31, 2014

#### **INCOME**

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

Source	Prior Year's Actual	Projected Annual Budget (\$)	YTD Actual (\$) as of [ 2/28/14 ]
Bequests	1004082	100000	0
Dividend Income	72875	63000	6145
Donations & Fundraising	978414	598500	10980
Grants and Restricted Funds	150381	105000	0
Grants and Unrestricted Funds	2500	0	0
Interest	129	50	45
Santa Barbara Hospice Foundation	1166450	1166450	194409
Trust Income	10732	10500	41
<b>TOTAL INCOME</b>	<b>3385563</b>	<b>2043500</b>	<b>211620</b>

List the In-Kind (non-cash) contributions: \_\_\_\_\_

#### **EXPENSES**

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

Item	Prior Year's Actual	Annual Budget (\$)	YTD Actual (\$) as of [ 2/28/14 ]
Human Resources	1950895	1924891	372243
Professional Education	13053	16650	3980
Information Technology	14588	13930	3127
Insurance/Taxes/Licenses	18695	14100	2498
Investment Fees/Credit Card Feed	28514	26500	7244
Meals & Entertainment	4505	4900	536
Mileage	8523	9350	1015
Occupancy	256771	263490	44408
Office/Outside Expense	182354	156524	15615
Patient/Client Expenses	11154	16500	2092
Program/Event Support	53399	43300	779
<b>TOTAL EXPENSE</b>	<b>2542451</b>	<b>2490135</b>	<b>453537</b>
<b>NET PROFIT OR LOSS</b>	<b>843112</b>	<b>(446635)</b>	<b>(241918)</b>

Total Capital Expenses	9992	35743	
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*i.e., computers, vehicles, building improvements, etc.:*

**Notes:**

Prior year's actual are unadjusted.



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**Organization Balance Sheet Summary**

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

<b>ASSETS</b>	<b>MOST CURRENT (\$)</b> as of [ 2/28/14 ]	<b>PRIOR YEAR CLOSE (\$)</b>
<b>Current Assets</b>		
Cash and Equivalents	311882	458819
Accounts Receivable	6566	7370
Prepaid Expenses	11669	11442
Inventory	0	0
Grants/Pledges Receivable	1324837	1624748
Other	228096	228096
<b>Fixed Assets (Net)</b>		
Property		
Buildings		
Equipment	185323	217406
<b>Investments</b>		
Endowments		
Other	4896124	4731091
<b>TOTAL ASSETS</b>	<b>6964497</b>	<b>7278972</b>
<b>LIABILITIES</b>		
<b>Current Liabilities</b>		
Accounts Payable	28655	49243
Accrued Expenses	51593	58415
Long Term Debt (Current Portion)		
Short Term Debt		
Other		
<b>Long Term Debt (over a year)</b>		
Loan		
Other		
<b>TOTAL LIABILITIES</b>	<b>80248</b>	<b>107658</b>
<b>Net Assets</b>		
Unrestricted	6356951	5487566
Temporarily Restricted	527298	1683748
Permanently Restricted		
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>6964497</b>	<b>7278972</b>

**Applicant name: Hospice of Santa Barbara**

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Internal Revenue Service  
District Director

Department of the Treasury  
LA-EO-77-492

Date: MAY 2 1977

I.D. #23-7448586

Our Letter Dated: May 16, 1975

Person to Contact: W. E. Pure

Contact Telephone Number: (213) 688-5787

Hospice of Santa Barbara, Inc.  
1525 State Street, #11  
Santa Barbara, California 93101

Gentlemen:

This modifies our letter of the above date in which we stated that you would be treated as an organization which is not a private foundation until the expiration of your advance ruling period.

Based on the information you submitted, we have determined that you are not a private foundation within the meaning of section 509(a) of the Internal Revenue Code, because you are an organization of the type described in section 170(b)(1)(A)(vi). Your exempt status under section 501(c)(3) of the code is still in effect.

Grantors and contributors may rely on this determination until the Internal Revenue Service publishes notice to the contrary. However, a grantor or a contributor may not rely on this determination if he or she was in part responsible for, or was aware of, the act or failure to act that resulted in your loss of section 170(b)(1)(A)(vi) status, or acquired knowledge that the Internal Revenue Service had given notice that you would be removed from classification as a section 170(b)(1)(A)(vi) organization.

Because this letter could help resolve any questions about your private foundation status, please keep it in your permanent records.

If you have any questions, please contact the person whose name and telephone number are shown above.

Sincerely yours,



District Director