



Sisters of St. Joseph of Carondelet
St. Paul Province
Ministries Foundation

Bold Moves for Real Change

Partners in Ministry Grant Request

Name of Ministry St. Mary's Health Clinics

Program Director Susan Gehlsen, Interim Executive Director

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Amount Requested \$50,000.00

Please attach the following required documents:

- Most Recent Financial Statement of Income and Expenditures for Current Fiscal Year
- Current Fiscal Year Budget

On a separate attachment, please answer both questions. Please limit your answers to 500 words.

- 1: How has your previous Partners In Ministry grant helped you fulfill your mission?
- 2: Have any unique situations affected your budget this year? How?

3. Where else have you applied for funding for this project? Medica, BCBS, Constellation Fund, Bremer

Have you previously received Ministries Foundation funding? Yes

If yes, what year(s)? For many previous years since St. Mary's opened in 1992; grant applications submitted for previous five years

Total funding received: 1.3M by 2018/19

Submitted by: Susan Gehlsen Date: May 17, 2019

Board/Advisory Council Chairperson's Signature: 

Date: 5/17/2019

First Period Requests are due before August 1

Second Period Requests are before May 24

Requests submitted after the period's due date will not be considered.

Submit completed Grant Requests to: ahowells@csjministriesfoundation.org

OR:

Partners in Ministry Grant
Sisters of St. Joseph of Carondelet Ministries Foundation
1884 Randolph Avenue
Saint Paul, MN 55105

1. How has your previous Partners in Ministry grant helped you fulfill your mission?

St. Mary's Health Clinics (SMHC) continues to provide primary health care for many members of the Latino/Hispanic community in the Twin Cities metropolitan area. The population served is ineligible for health insurance and other health care benefits due to their immigrant status. In addition, patients served by SMHC must meet financial eligibility requirements also and most recipients are 300% below the Federal Poverty Guidelines.

In addition, outreach services are provided at various sites throughout the metro area and provide health education and health promotion activities at a variety of locations that are familiar to the Latino/Hispanic communities.

SMHC partners with major metro health systems for clinical specialty referrals, diagnostic and laboratory services and acute or outpatient care provided at a significantly reduced cost. The patients receive these services from SMHC and from the partner health systems at no charge to them.

In addition, other organizations partner with St. Mary's for health screenings, education and referral services. The Mexican and Ecuadorean Consulates have selected SMHC as their partner in supporting the initial needs of persons new to the community. Churches, schools and community centers located in close proximity to Latino/Hispanic neighborhoods offer space for events, classes and clinic sites.

In the past calendar year, SMHC has served over 1,500 persons at six clinic locations. There were 4,449 clinic visits by these patients, 98% being Latino/Hispanic. Over 80 % of the patients are primarily Spanish speaking and services are provided in their native language. Care is delivered by a volunteer interdisciplinary team of registered nurses, physicians, interpreters, a social worker, dietician, and support personnel. Paid administrative staff includes registered nurses, interpreters, diabetic coordinators, outreach personnel along with administrative support.

Many of the patients served have a history of obesity, hypertension, pre-diabetes or diabetes. As a result, strong programming has been developed and is applied to focus on healthy eating, weight management and prevention. Outreach efforts emphasize these areas as well. In addition, outreach services provide health fairs, mammograms, flu shot clinics, Zumba classes, and nutrition classes at various locations throughout the Twin Cities. These services are provided at no cost to participants and many sessions have expanded to additional members of the community with limited health and financial resources.

St. Mary's is committed to providing health care and outreach support to persons within the metropolitan area who otherwise would not be able to receive such services. St. Mary's is a true reflection of the mission of the sisters of St. Joseph and of the gospel message.

2. Have any unique situations affected your budget this year?

Fiscal year 2018/2019 has been an atypical year for St. Mary's Health Clinics. As planning occurred for the current fiscal year, a proposed new model of care was developed. This model focused on serving primarily a chronic patient population addressing diagnoses of hypertension, pre-diabetes and diabetes. The logistics for serving these patients remained the same, using donated space in churches, schools and clinics, with care provided by volunteer staff. Implementing this model was planned to begin July 1, 2018, and the budget for fiscal year 2018/2019 was planned and approved based on this care model transition.

Even though the clinics cared for many patients with these diagnoses, with the focus of care delivery shifting to a chronic population, there would be a significant reduction in the number of patients served and the number of patient visits. During FY 2017/2018, over 1,600 patients were served, and the new model projected a primary patient population of an estimated 400 patients. That was a significant reduction in the number of patients served by SMHC.

As a result of this proposed patient reduction, the budget was designed to support this new model and the projected patient volumes. To support this new model, significant staff reductions were budgeted for 2018/2019 as well as reduced patient volumes. These patient volume and staff reductions were reflected in the approved budget. Some of these changes in the care model were motivated by significant financial challenges faced by SMHC.

However, before this new model was implemented, there was a change in direction and a revision in the decision to implement the new chronic care model. Leadership at the Board, Foundation and Province levels chose to reexamine the focus of the clinics, and opted to work with consultants to review the situation. Areas of emphasis included seeking ways to provide sustainable financial clinic support and to help determine a model of care would best work best for SMHC given the changing landscape of health care and of the patient population.

As the planning and consultant services were underway in late summer and fall of 2018, clinic operations remained as they had been and a broad array of patients were served. However, the budget was developed for the proposed new model which did not fiscally support the previous model of care. As a result, the operation budget and the clinic operations have been out of 'sync' during this fiscal year from a personnel perspective and related to supplies and medications.

To add to this operational shift, the previous executive director resigned her position in November, 2018, requiring a change in leadership. At the time of this writing, an interim executive director serves in that leadership role and SMHC remains in transition.

The results of the consultant's work and planning team have been submitted and recently approved by the essential leadership entities. An action plan has been developed and is being implemented and moving forward at the present time.

St. Mary's Health Clinics
Statement of Financial Position
For the Nine Months Ending Sunday, March 31, 2019

	Current Year	6/30/2018
ASSETS		
Cash and Savings	\$ 10,711	\$ 102,260
Accounts Receivable	16,220	208,180
Prepaid Expenses	14,405	11,630
Furniture and Equipment (Net)		3,012
Total Assets	\$ 41,335	\$ 325,082
 LIABILITIES AND NET ASSETS		
Accounts Payable	\$ 3,548	\$ 66,958
Payroll/Benefits Payable	2,514	1,238
Deferred Revenue		16,641
Accrued Wages & Benefits	63,632	115,263
Total Liabilities	69,693	200,100
 NET ASSETS		
Net Assets Beginning of Year	124,982	23,977
Net Profit / (Loss)	(153,340)	101,005
Total Net Assets	(28,358)	124,982
 TOTAL LIABILITIES AND NET ASSETS	 \$ 41,335	 \$ 325,082

St. Mary's Health Clinics
Year-to-Date Statement of Activities
For the Nine Months Ending Sunday, March 31, 2019

	Current Year YTD Actual	YTD Budget	Annual Budget	Prior Year YTD Actual
Revenue				
Contributed Services				
Volunteer Contributed Services	\$ 277,709	\$ 267,333	\$ 356,444	\$ 320,609
Other Health Systems Contributed				
Services	647,168	292,500	390,000	884,662
Total Contributed Services	<u>924,877</u>	<u>559,833</u>	<u>746,444</u>	<u>1,205,270</u>
Contributions				
Gifts and Grants				
Grants	263,017	292,512	379,350	324,217
Gifts	122,691	225,000	225,000	242,685
Memorials	500			100
Funds Raised by Others				350
Patient Donations	3,025	3,750	5,000	2,753
Total Gifts and Grants	<u>389,233</u>	<u>521,263</u>	<u>609,350</u>	<u>570,106</u>
Ministries Foundation Contributions	455,255	333,786	607,961	353,619
Other Income				
Medical Records	629	187	250	386
Other Income	286	2,250	3,000	1,173
Total Other Income	<u>915</u>	<u>2,437</u>	<u>3,250</u>	<u>1,559</u>
Total Contributions	<u>845,402</u>	<u>857,486</u>	<u>1,220,561</u>	<u>925,283</u>
TOTAL REVENUE	<u>1,770,279</u>	<u>1,417,319</u>	<u>1,967,005</u>	<u>2,130,554</u>
EXPENSES				
Salaries	616,859	546,895	729,193	639,528
Employee Benefits	136,500	129,657	172,876	126,050
Salaries and Employee Benefits	<u>753,359</u>	<u>676,552</u>	<u>902,069</u>	<u>765,578</u>
Patient Services - Lab	18,824	15,000	20,000	28,369
Patient Services - Radiology	3,950	1,125	1,500	2,360
Patient Services - Pharmacy	48,583	26,250	35,000	76,783
Patient Services - Hospitalization	4,886			1,882
Patient Services - Other				1,821
Total Patient Services	<u>76,242</u>	<u>42,375</u>	<u>56,500</u>	<u>111,214</u>
Other Expenses				
Fundraising Fees	13,840	45,000	60,000	18,765
Insurance	12,175	12,750	17,000	12,156
Audit	6,861	5,250	7,000	6,600
Rent	34,519	21,750	29,000	30,893
Purchased Services	28,967	30,000	40,000	28,908
Staff Development/Travel/Meetings	2,777	1,125	1,500	1,439
Training and Development	278			
Volunteer Recognition	1,065	1,875	2,500	4,923
Depreciation	3,012	4,875	6,500	4,517
General Supplies	102	900	1,200	167
Office Supplies	2,695	2,625	3,500	2,868
Medical Supplies	9,262	900	1,200	2,456
IT Equipment	623			2,936

St. Mary's Health Clinics
Year-to-Date Statement of Activities
For the Nine Months Ending Sunday, March 31, 2019

	Current Year YTD Actual	YTD Budget	Annual Budget	Prior Year YTD Actual
IT Contracted Services	14,226	11,250	15,000	9,185
Ehealth Expense	170			
Casual Labor	3,854			1,811
Minor Equipment	318	750	1,000	1,006
Moving expenses	300	375	500	
Program Expense	8,406	11,250	15,000	20,409
Telephone/Fax/Utilities	3,287	5,625	7,500	4,217
Postage	1,017	1,275	1,700	1,175
Travel	160	375	500	394
Local Automobile/Mileage	11,122	7,500	10,000	12,826
Copier/Printing	4,347	4,500	6,000	5,480
Community Svcs Classes/Instructors	990	6,000	8,000	4,500
Advertising and Promotion	780	2,625	3,500	3,843
Miscellaneous Supplies	165			
Miscellaneous	2,995	1,875	2,500	2,556
Board Outreach	760	375	500	476
Subtotal Other Expenses	<u>169,071</u>	<u>180,825</u>	<u>241,100</u>	<u>184,527</u>
TOTAL EXPENSES	<u>998,672</u>	<u>899,752</u>	<u>1,199,669</u>	<u>1,061,318</u>
Contributed Services	<u>924,947</u>	<u>559,893</u>	<u>746,444</u>	<u>1,205,270</u>
TOTALEXPENSES (Incl Contrib Services)	<u>1,923,619</u>	<u>1,459,585</u>	<u>1,946,113</u>	<u>2,266,588</u>
Change in Net Assets	(153,340)	(42,266)	20,892	(136,034)
Net Assets - Beginning	<u>124,982</u>			<u>23,977</u>
Net Assets - Ending	<u>\$ (28,358)</u>	<u>\$ (42,266)</u>	<u>\$ 20,892</u>	<u>\$ (112,057)</u>