

ORIGINAL

Application Form
City of Sunnyvale Human Services Funding
January 2013

COVER SHEET

APPLICANT INFORMATION

Legal Name of Organization: Health Mobile

Mailing Address: 1659 Scott Boulevard, Suite 4

City: Santa Clara

State: CA

Zip Code: 95050

Web Address: www.healthmobile.org

Contact Person: Mike Reza

Title: Chief Operating Officer

Email: mike@healthmobile.org

Telephone Number: (408) 879-0110

Fax Number: (408) 244-9553

Executive Director: Dr. Ali Parhizkari, DDS

Email: alirezaparhizkari@gmail.com

PROGRAM OVERVIEW

Program Name: Dental Care Services For Uninsured Children

Location(s) where Sunnyvale clients will be served (include full street address(es):
Columbia Middle Sch., and Bishop, Fairwood, Lakewood and Vargas Elementary Schools

Brief Program Description:

Enter text here. **DO NOT EXCEED THE SIZE OF THE BOX.** Text will not print and your application will not be accepted. This note applies to all boxes that allow multiple lines of text in this application.

The Health Mobile proposes to address affordability and access to dental care by serving 700 children in Sunnyvale who either have no insurance, or have Denti-Cal insurance but cannot find a dentist who will provide treatments or whose parents cannot afford to take time off from work to travel miles to a dentist who will treat the child. 140 children will be served directly by this grant. We will leverage other funds to serve an additional 560 students who have insurance but lack access to dental care, for a total of 700 children served. This "Basic Needs" project will increase access to affordable high-quality oral health care services. As a child in pain cannot learn!

Application Form
City of Sunnyvale Human Services Funding
January 2013

SECTION 1: FUNDING REQUEST FOR SUNNYVALE PROGRAM

A. City of Sunnyvale Funding Categories (See RFP Notice, page 8). Please select one:

- Operational Emergency Seed Program

B. Consolidated Plan Priority Need Type.

Select only one:

- A. Basic Needs (Food, financial aid, emergency shelter)
 B. Youth Intervention (mentoring/after-school programs)
 C. Mental Health or Substance Abuse Counseling
 D. Other Supportive Services (Legal aid, senior care services, disability-related services, etc.)

C. Program Financials¹

Funding Request: \$10,000.00

Total Program Cost: \$1,000,000.00

Cost per client for proposed Sunnyvale Program: \$71.43

Number of Sunnyvale clients to be served: 700

Total matching funds for proposed Sunnyvale services: 70,000

Match Ratio (% of program funded by matching funds): 87.5%

Is Applicant currently receiving funding from Sunnyvale? Yes No

Has the Applicant applied for funds from the City of Sunnyvale for this Program before? Yes No

If yes, complete the following chart for the previous five years.

Fiscal Year Applied	Amount Requested	Amount Awarded by City
Not Applicable	0	0

¹ NOTE: Please see pages iii-iv of Application instructions for details on how to calculate Program Cost and Cost per client

Application Form
City of Sunnyvale Human Services Funding
January 2013

THIS PAGE INTENTIONALLY LEFT BLANK

SECTION 2: PROGRAM INFORMATION

A. Program Overview and Target Clientele

1. Provide a brief description of the proposed Program, including the specific services to be provided to Sunnyvale clients with funds from the City of Sunnyvale. Describe your target clientele in terms of age group, income level, household type, etc.

The Health Mobile proposes to serve 140 children who reside in Sunnyvale and who lack dental insurance coverage. The grant request is \$10,000. This "Basic Needs" project will increase access to high quality oral health services, and help connect eligible populations to available local, state and federal resources--in particular government funded/subsidized insurance programs. We will use creative methods to reach to our target populations, and improve accessibility to dental services in order to treat children using our mobile clinics at school sites. We will leverage other funds to serve an additional 560 students who have insurance but lack access to dental care for a total of 700 children served. The students we will serve will attend the following Sunnyvale schools: Columbia Middle School, and Bishop, Fairwood, Lakewood, and Vargas Elementary Schools. The children served through the CDBG funds will be from families that fall below the low-income levels as defined by Sunnyvale's CDBG/HUD income tables. Parents will need to certify the family meets these eligibility requirements. For children who are qualified for insurance, we will work with the families to enroll or reenroll in these programs. If the insurance such as Medi-Cal (Denti-Cal) does not cover a clinically indicated procedure, say certain root canals, we will use some of the CDBG funds to cover the costs. Of course when we are at a school our services are available to any child—including those in families where the parent(s) work(s) for the City of Sunnyvale.

2. Describe the type of needs(s) that the proposed Program would address, its impact on Sunnyvale, and which need or objective of the City's Consolidated Plan it is primarily intended to meet.

The need for dental services among low-income children in Sunnyvale parallels the need across the State. According to a 1999 Surgeon General's Report, California has the country's highest percentage of children without dental insurance. The Dental Health Foundation highlights what happens to children without access to dental care: "Among school-age children in the U.S., 25% experience 75% of the tooth decay. That 25% typically represents children from socioeconomically disadvantaged families, who have some type of disabling condition, or who experience other barriers to preventive and treatment services." Lack of preventive dental care can lead to more serious oral health problems in the future, cause severe pain that leads to school absences, and contribute to poor self-esteem. An assessment of students at a local school district indicated that most of the young people had never seen a dentist. Of 164 students screened, 100% required follow-up dental care, 89% needed four or more fillings, 16% needed root canals (because cavities have not been filled), and 12% needed at least one extraction. Based on a Center for Disease Control report, a \$ invested in preventive dental care saves between \$8 and \$50 in more costly care. Thus, the savings on \$10,000 will range from \$80,000 to \$500,000.

* Accessibility is only second to affordability for low-income families in utilizing the health care system. Indeed an annual report by Delta Dental indicates, that of all the children that have government sponsored dental insurance only 11% see a dentist. This very low utilization rate is due primarily to lack of transportation.* Based in interviews of district officials the status of need for dental services within the district: About 10-20 percent of the students have no access to insurance and for those students who have access to insurance such, as Denti-Cal, there are few dentists in Sunnyvale who take such insurance.

The objective in the Consolidated Plan associated with the proposed program: 2. Support provision of essential human services, particularly for special needs population (disabled, children, youth): A. Basic needs (health care)

Application Form
City of Sunnyvale Human Services Funding
January 2013

3. Describe the Program's client eligibility requirements. Note if the clients are at-risk and/or an under-served population, and explain why.

The children served through the CDBG funds will be from families that fall below the low-income upper-limits as defined by Sunnyvale's CDBG/HUD income tables. Parents will need to certify the family meets these eligibility requirements. For children who are qualified for insurance, we will work with the families to enroll or reenroll in these programs. If the insurance such as Medi-Cal (Denti-Cal) does not cover a clinically indicated procedure, say certain root canals, we will use some of the CDBG funds to cover the costs. Of course when we are at a school our services are available to any child—including those in families where the parent(s) work(s) for the city of Sunnyvale. The population is under-served because of the lack of dentists that will take Denti-Cal patients, let alone children without insurance. By going to the schools the parents do not need to take time off work (usually losing income) to take the child to the dentist.

4. What other private or public organizations are now, or will be, addressing the same needs as the proposed program? List and describe the services provided by each agency to address these needs. Explain how the proposed program augments rather than duplicates the services of others. Describe how your agency collaborates with similar or complimentary service providers.

There are private dentists that take a limited number of Denti-Cal patients. A State provided list showed five dentists working in the City of Sunnyvale take new Denti-Cal patients. An Internet search found only one (1). The county has a dental van that visits every Tuesday and Wednesday. We also collaborate with the Region I Office of Migrant Education, that covers most of Santa Clara County, where we serve the children of migrant workers. In some school districts where there may be other health/dental providers we coordinate with the district office to determine which schools the Health Mobile will serve. If a child already has a dentist, that child would not need to visit the Health Mobile when it comes to campus. In fact when we verify the family's insurance with their carrier we can determine if the child is eligible for a dental exam--thereby avoiding "double-serving" the child.

5. Describe any direct, quantifiable cost savings your proposed program would generate for the City, such as reducing a need for city services, (police, etc.). Attach any reports or other documentation supporting your estimates of city savings. Do not include cost savings to other public or private entities (county, state, federal agencies, or businesses).

If the children of city employees are enrolled at the schools we will serve, the parent will not need to take time off from work at the City to take the child to the dentist, thereby saving city funds needed to cover time off and the wasted time making calls to schedule appointments. If 10 city employees have children enrolled at these schools take 30 minutes to schedule a dental visit and lose 4 hours or half a day of work the total lost time to the city is 45 hours (10 * 4 hours plus 10 X .5 hour = 45 hours)

Application Form
 City of Sunnyvale Human Services Funding
 January 2013

6. Number of unduplicated clients estimated to be served by the proposed program in next fiscal year (must be consistent with Section 1.C).

Sunnyvale Clients: 700 Total Program Clients: 7500

a. If the agency currently receives Sunnyvale funding, will the amount requested for FY 2013-14 result in an increase in the number of Sunnyvale clients currently being served by the agency?

Yes No (If Yes, continue, if No, go to "B. Objectives")

b. How many additional Sunnyvale clients are expected to be:

Extremely Low Income _____ Very Low Income _____ Low Income: _____

Please complete the table below, using actual client data from prior years; only for the specific program for which you are requesting City funds:

Time Frame	Number of Sunnyvale Clients Served	Total Number of Clients Served	Amount of Sunnyvale Funding Received, if Any	Average Annual Program Cost Per Client
Average of past 5 years				
FY 2011-12				
Estimated for FY 2013-14				

Application Form
 City of Sunnyvale Human Services Funding
 January 2013

Please provide the number of unduplicated Sunnyvale clients served by income level and special needs, if any:

	2011-2012 Actual	2012-2013 Proposed		2011-2012 Actual	2012-2013 Proposed
	SUNNYVALE ONLY			SUNNYVALE ONLY	
Extremely Low Income (0%-30% AMI)		100	Youth (0-18 years)		700
Very Low Income (31%-50% AMI)		200	Adults (19-61 years)		
Low Income(51%-80% AMI)		200	Seniors (62+ years)		
Moderate Income (81%-120% AMI)		100	Disabled Individuals		
Above Moderate Income (120%+ AMI)		100	Other Special Needs		
Total		700	Total		700

B. Objectives

For each program objective, please indicate the proposed type and number of units of service to be provided during the next fiscal year. Units of service are those units that will be used to calculate program performance and justify reimbursement requests. You must include at least one type of unit, and may include up to four types.

Objective (unit of service) e.g. hours of service, meals provided, evictions prevented, etc.	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Annual
Dental Treatments for the uninsured children	35	35	35	35	140
Dental Treatments for the insured children	140	140	140	140	560

Application Form
 City of Sunnyvale Human Services Funding
 January 2013

C. Program Administration and Monitoring

1. Use the table and space below to briefly describe how the program will be managed and administered, including proposed staff time and staff functions.

Position Title	Program Duties	Total Annual Salary	Total Hours per Week	% Time Allocated to Sunnyvale Grant Activity	Amount of Salary to be funded by grant, if any
Patient Relations Manager	Organize mobile unit visits	60,000	40	5%	0
Dentist	Perform dental procedures	120,000	40	5.333%	7,000
Dental Assistant-1	Assist Dentist as directed	50	40	3%	1,500
Dental Assistant-2	Assist Dentist as directed	50	40	3%	1,500

The Patient Relations Manager works with the school staff to schedule visits by the mobile dental clinics. We provide and verify student consent forms and eligibility for Sunnyvale CDBG funds or insurance (where possible). Students are screened and based on the screening a treatment plan is designed. Parent signs authorization for treatment. Insurance carrier is notified/queried for approval of treatment plan or CBDG funds are allocated. Dentist assisted by dental assistants performs the dental procedures.

2. How will the effectiveness of your program be measured during each year of the grant?

Expected outcomes:

1. 95% of students will experience no tooth decay as measured by clinical records
2. 90% of students will establish a healthy oral hygiene routine as measured by self-reporting and clinical records.
3. Each student's visit to the Health Mobile will produce increased self-worth, a bright smile, and an increased sense of self-esteem as measured by questionnaires and direct observation-we expect a 90% positive rating on these factors.

Evaluation measures include questionnaires and clinical records:

- * Analysis of patient's progress: This will show how many patients follow oral hygiene instructions and are free of tooth decay. Health Mobile will evaluate oral hygiene clinical records every six months
- * Follow up surveys: Staff conducts six-month follow up surveys of patients who have received dental treatment including questions related to self-esteem
- * Used since 2001, our evaluation method created by a team of MBA students from Santa Clara University consists of series of questionnaires for children, parents, adults, and staff. Questionnaires are age appropriate and done in different languages. They are very effective yet easy to do.
- * Reports that meet HIPAA and School privacy criteria are provided to the city.

Application Form
City of Sunnyvale Human Services Funding
January 2013

3. Describe your policies and procedures for assuring that people with disabilities and/or limited English proficiency have equal access to services and benefits. Attach your agency's Language Access Policy and disability-related policies, if any.

We have two portable dental units fully paid by a generous \$30,000 grant from CVS (Pharmacy) Foundation that can be hand carried/rolled to and assembled next to a person's wheelchair—no need to get out of one's chair to get treated! Our staff are bilingual and bicultural in Spanish. We have access to interpretation/translation services. Our consent and medical/dental history forms are written in English, Spanish, Tagalog, and Vietnamese. Language Access and Disability-Related Policies are available. When possible we ask parent groups to help in the recruitment process.

4. Provide a brief general description of your agency and the services it provides. Describe your agency's experience in providing the proposed services. If previously funded by the City, what goals and accomplishments were achieved with City funds?

Since 1999, the Health Mobile's mission is to relieve pain and suffering from dental and medical ailments, to increase access to affordable, comprehensive health care; and to increase awareness and preventive education for under served populations. We operate 5 soon to be 7 mobile health units. We provide care at schools, community centers, and migrant camps throughout Northern California wherever the under-served live and congregate. Each unit is a 40' long clinic on wheels with 2 fully functional operatory dental chairs and 1 medical examination room. More than one mobile unit can serve a city at one time given the flexibility of our fleet. Not only do these units serve as our clinics, they are huge billboards that attract a great deal of attention—displaying our logo and those of our sponsors (such as your city)! Up until 2008, most of our services were provided to children of the under-served with therapeutic oral health and prevention. Since then we have provided on-site medical and dental services and provided referrals to local providers for treatment of more complex conditions. Hence the name change from Tooth Mobile to Health Mobile. We have not previously been funded by the city.

5. Explain how your agency collects client eligibility and demographic data, consistent with CDBG requirements for public services programs. Attach a copy of your client application or income verification form.

We ask for parents to provide consent/permission to treat the child and information about the child's medical and dental history. If the parent is seeking free (CDBG) services we ask the parents to fill out and sign an income verification form that also asks for CDBG specified demographic information. We would also ask for proof of income or lack thereof as well as proof of residency in the City of Sunnyvale. We would use Sunnyvale's forms as required. If we determine in the process the family is likely eligible for, say Medicaid, we are certified by the state to help the family fill out and submit the enrollment or re-enrollment paperwork—thus saving CDBG funds for people who need it. We will also ask non-CDBG families to provide the demographic data.

D. Consolidated Plan Goals

Please indicate which Consolidated Plan Goal(s) will be met by the Program and briefly describe how your Program meets the Goal(s).

- Goal #2:** Support activities to end homelessness
- Goal #3:** Support activities that provide basic services
- Goal #4:** Promote fair housing choice
- Goal #5:** Expand economic opportunities for low-income households.

We are improving accessibility/availability and affordability of a basic service. In this case dental care for children. Children can be served who lack to a dentist who will accept their insurance plan (Denti-Cal). Parents do not need to leave work (often losing pay) to take the child to the dentist.
The objective in the Consolidated Plan associated with the proposed program: 2. Support provision of essential human services, particularly for special needs population (disabled, children, youth): A. Basic needs (health care)

E. HUD Performance Measures

HUD required that recipients of federal funding assess the outcomes of their programs. Please identify which HUD objective and HUD outcome will be addressed by your proposal.

Objectives

- Objective #1: Creates a suitable living environment.** This objective relates to activities that are designed to benefit communities, families, or individuals by addressing issues in their living environment (such as poor quality infrastructure) to social issues such as crime prevention, literacy or elderly health services.
- Objective #2: Creates economic opportunity.** This objective applies to the types of activities related to economic development, commercial revitalization, or job creation.

Outcomes

- Outcome #1: Improve availability/accessibility.** This category applies to activities that make services, infrastructure, public facilities, housing, or shelters available or accessible to low/moderate income people, including persons with disabilities. In this category, accessibility does not refer only to physical barriers, but also to making the affordable basics of daily living available and accessible to low/moderate income people where they live.
- Outcome #2: Improve affordability.** This category applies to activities that provide affordability in a variety of ways in the lives of low/moderate income people. It can include the creation or maintenance of affordable housing, basic infrastructure hook-ups, or services such as transportation or day care.

Application Form
City of Sunnyvale Human Services Funding
January 2013

THIS PAGE INTENTIONALLY LEFT BLANK

SECTION 3: FINANCIAL AND OTHER ORGANIZATION INFORMATION

A. Agency Information

Non-Profit with 501(c)(3) Status : X _____

Faith-based organization: _____

Community Based Development Organization (CBDO): _____

Community Housing Development Organization (CHDO): _____

Other Type of Organization: _____

Describe: _____

DUNS Number: 938737827 _____

B. Total Agency Budget

	2012-13	2011-12	2010-11	2009-10
Administration	\$126,000.00	\$41,772.00	\$106,060.00	\$112,643.00
Fundraising	\$0.00	\$0.00	\$0.00	\$0.00
Proposed Program (Total Budget)	\$874,000.00	\$482,123.00	\$735,870.00	\$800,473.00
All Other Programs	\$0.00	\$0.00	\$0.00	\$0.00
Total Agency Budget	\$1,000,000.00	\$523,879.00	\$841,930.00	\$913,116.00

Application Form
 City of Sunnyvale Human Services Funding
 January 2013

C. Budget for Fiscal Years 2013-14 & 2014-15

Proposed Sunnyvale Program Annual Expenses*	City Funds	Matching Funds	Total
Salaries/Benefits/Payroll/Taxes	\$20,000.00	\$130,000.00	\$150,000.00
Office Supplies		\$10,000.00	\$10,000.00
Communication			
Publications/Printing/Advertising			
Travel			
Rent/Lease/Mortgage			
Utilities			
Insurance			
Equipment Rental/Maintenance			
Audit/Legal/Professional Services (for CDBG portion only)			
Direct Services (Funding for specific service, e.g. meal, ride)			
Contract Services			
Other			
Total Expenses	\$20,000.00	\$140,000.00	\$160,000.00

* Round to the nearest whole dollar and include only expenses associated with proposed program and Sunnyvale clients.

Application Form
 City of Sunnyvale Human Services Funding
 January 2013

Proposed Funding Sources for Sunnyvale Program	Amount
City of Sunnyvale	20,000
Other Jurisdictions	
Foundation	
Individual Donations	
Medicaid (Denti-Cal) Payments	140,000
TOTAL	160,000

1. Does your Organization have a HUD-approved indirect cost plan? Yes No
2. Does your agency charge any fees for the proposed Sunnyvale services? Yes No
3. If your organization is not leveraging the requested City funds with other funds, please explain why.

The leverage fees consists of an estimated \$70,000 per year in reimbursements from Medi-Cal (Denti-Cal) for dental procedures. The children who are being served through CDBG funds are not paying any added fees. People who have insurance will have their insurance charged the fee for service amount (which might be considered by some a fee). Note the amount listed as "Office Supplies" on the prior page constitutes dental supplies and "give-aways" such as toothpaste, toothbrushes and floss/