

Organization Information

Legal Name

Fallbrook Healthcare Foundation, Inc.

DBA (if Applicable)

Foundation for Senior Care

Program Name/Title

Senior and Disabled Transportation Program

Brief Program Description

Our Senior and Disabled Transportation Program provides over 5,000 rides annually to adults who cannot drive themselves due to age or disability. Our donation-based rides program offers wheelchair accessible transportation all around town, grocery deliveries, and out-of-town rides for healthcare-related appointments.

Is this a new (pilot, recently developed) or established program?

Established Program

Program Information - Type

Ongoing

Requested Amount

50000

Organization's Mission Statement

The Foundation for Senior Care's mission is to provide programs and resources to Greater Fallbrook area seniors and disabled adults, enabling them to enhance their well-being and give them a more meaningful life. Since 2000, we have served seniors and disabled adults in the community through the provision of transportation, an adult day care program, technology education and senior workshops, and through hands-on help and referrals for healthcare needs, food resources, housing, state and national entitlements, legal and financial assistance, abuse and neglect interventions, and so much more.

In alignment with the Fallbrook Regional Health District's mission to assist residents to lead healthy lives, supporting a greater life span and independence, our transportation program's mission is to provide those seniors, and adults with disabilities, who no longer drive, with the means to get around to access healthcare, nutrition, and socialization.

Organization's Vision Statement

Our vision is to be the go-to resource for seniors and the adults with disabilities in the communities we serve, acting as a trusted partner for seniors and disabled adults, promoting health through advocacy and education, providing help and reliable referrals, and overcoming obstacles, so that seniors and the disabled have what they need to age safely age in place with access to healthcare, a safe environment, food and housing security, and social outlets. Our vision, and all of our programs, are very much in alignment with the Fallbrook Regional Health District's vision to offer and support services and programs that measurably improve physical and mental health, social engagement with an increased life span and independence.

Agency Capability

Our agency was founded in 1979 here in Fallbrook, originally serving as the Auxiliary for the Fallbrook Hospital. After the hospital closed, the Foundation surveyed the community and identified that transportation for seniors was a huge unmet need. Our Care Van program started operating in 2004 to meet that demand. In 2016, we added the Expanded Rides program to provide transportation to out-of-town medical appointments.

From 2016 to 2022, the number of Care Van rides provided to greater Fallbrook area residents has averaged 5,500 annually, serving an average of 190 seniors and disabled adults per year over that period.

Many have said the COVID-19 pandemic was the trigger for much creativity. For us, the pandemic was the catalyst for offering a home-delivered grocery service. During 2020, our total transportation and grocery delivery service combined reached 359 older and/or disabled adults! This service came about after frantic calls started coming in about food cupboards going bare and a fear to venture out to grocery stores. Our entire agency went into action, fulfilling grocery orders in collaboration with Major Market, and delivering the orders to seniors' doorsteps. While dropping off groceries, our drivers, including many volunteers that year, were able to check in with seniors from a safe distance outside their door. And when unmet needs were uncovered during these brief visits, they were able to engage our Care Advocate team for assistance. During that year, it was often noted that our drivers were the only visitors these seniors had. Our friendly faces were a welcome and cheerful touch.

Prior to the pandemic, our Care Van often transported multiple clients at once. Since the pandemic, most of our rides are still single occupancy.

Agency Collaborations

Fallbrook Senior Center – we provide rides for seniors to their hot lunch program during the week.

Traveler's Aid San Diego – we provide rides for extremely low-income clients, allowing TA to expand their reach to North County, while we receive ride donations on behalf of our riders.

Gary and Mary West PACE – we expect to provide PACE members living in our area with Adult Day Care Center services and transportation to and from home; if PACE fulfills its proposed plans to create an alternate care site at the Wellness Center location, then we will also provide Fallbrook area residents rides to/from that facility. These agreements are in the contracting and/or planning phases.

REINS – we provide transportation for their clients of all ages.

D'Vine Path – we provide transportation for their clients of all ages.

San Diego Community Housing Corporation – we have an MOU with this future Fallbrook senior housing developer to provide advocacy, senior education, and transportation services if/when they open their housing community.

Temecula Mary Phillips Senior Center – we have an agreement with the City of Temecula to pick up Temecula-based Adult Day Care Center attendees and bring them to our Center. There are no Adult Day Care facilities in Southwest Riverside County.

Age Well San Diego – we are active participants in the Age Well 2.0 Transportation Planning group, helping develop the Age Well Roadmap for the next 3 years.

Target Population - Age

	Percent of program participants	Estimated number of participants
Children (infants to 12)		
Young Adults (13-17)		

	Percent of program participants	Estimated number of participants
Adults (18-60)	6	15
Seniors (60+)	94	235
We do not collect this data (indicate with 100%)*		

Gender

	Percent of program participants
Female	65
Male	35
Non-binary	
Unknown*	

Income Level

	Percent of program participants
Extremely Low-Income Limits, ceiling of \$32,100	60
Very Low (50%) Income Limits, ceiling of \$53,500	24
Low (80%) Income Limits, ceiling of \$85,600	14
Higher Than Listed Limits	2
We do not collect this data (indicate with 100%)*	

Projected number of residents that will directly benefit (participant/client) from this program.

250

Social Determinants of Health (SDOH)

Program/Services Description - Social Determinants of Health

Economic Stability (Employment, Food Insecurity, Housing Instability, Poverty)

Social & Community Context (Civic Participation, Discrimination, Incarceration, Social Cohesion)

Healthcare Access & Quality (Access to Health Care, Access to Primary Care, Health Literacy)

Neighborhood & Built Environment (Access to Foods that Support Healthy Eating Patterns, Crime and Violence, Environmental Conditions, Quality of Housing)

Statement of Need/Problem

Imagine being told or recognizing that you can no longer drive, and you live in Fallbrook. Now add to

that devastating news, that you are disabled or struggling with health issues that prevent you from walking very far, biking, or even asking your friend for a ride. How will you get to the doctor? To the grocery store? To get your hair cut? To meet your friend for lunch?

For older adults, access to healthcare, nutritious food sources, and socialization opportunities are key social determinants of health. The American Hospital Association reports that, "Each year, 3.6 million people in the United States do not obtain medical care due to transportation issues....Missed appointments are associated with increased medical care costs for the patient, disruption of patient care and provider-patient relationships, delayed care and increased emergency department visits." Additionally, according to the National Council on Aging, reduced mobility is one of the leading contributors to depression in older adults.

Sadly, in Fallbrook, the choices for transportation are limited. For those fortunate enough to have nearby family to help out, this may just be an inconvenience. But for those who must use a wheelchair to get around, for those who cannot walk very far, for those with limited income, or for those without family or nearby willing friends, living in Fallbrook without a car poses a very serious challenge. The North County Transit (NCTS) bus line simply isn't feasible for the elderly or disabled who cannot walk to a bus stop (and then walk to their destination from the drop-off point). There are no taxi services. Ride services such as Uber or Lyft are scarce in the Fallbrook area and are much more costly than our donation request. For a ride to the VA hospital in La Jolla, these services cost approximately \$60 each way. (We ask for a \$45 round-trip donation.) And when a wheelchair-bound individual requires a ride in town or out of town, only specially equipped vans, such as our Care Vans, can accommodate the rider. For seniors with fixed incomes, we must have an affordable door-to-door service.

Our Care Van program provides the needed transportation around town, even for those in wheelchairs. Our predominantly volunteer-operated Expanded Rides service provides rides to those critical healthcare appointments out of town. These are donation-based programs, and we're happy to enroll those with extremely low income in our partner's Traveler's Aid program that will cover the cost of their ride donation (up to \$1000/month for all riders), whether in town or out of town. In 2019, our Expanded Rides volunteers provided only about 90 rides to out-of-town medical appointments. Since then, the number of expanded rides we've provided has increased by about 200 more rides per year, providing 640 out-of-town rides in 2022, as well as 4,600 rides or grocery deliveries in town. More than 265 rides were for those who required our wheelchair-accessible Care Vans.

<https://www.giaging.org/documents/180509GIARuralMobilityFundingGuideFF.pdf>

<https://www.ncoa.org/article/how-common-is-depression-in-older-adults>

<https://www.ncoa.org/article/transportation-coordination-a-lifeline-for-rural-older-adults>

Statement of Need/Problem - Others

There are no other programs like the Care Van & Expanded Rides Program. NCTS does have one bus line in Fallbrook, but it does not meet the need. RideFACT also services our area, but it is staffed by volunteers with limited availability, and we hear lots of complaints about last-minute cancellations. While other transport services such as Lyft or Uber may be available, few are affordable to the bulk of our clients, most will not assist elderly and disabled clients with groceries or transitions in/out of vehicles, and none would wait while a client attends a 4-hour medical appointment at an out-of-town hospital. It is essential to FRHD that the Care Van & Expanded Rides Program be available to seniors and disabled adults. This is especially vital for those living with chronic illnesses, such as diabetes, hypertension, and heart disease, or undergoing care for cancer.

Program/Services Description - Program Entry

Fallbrook area residents are referred to us from multiple sources, including other non-profit organizations in town, FRHD, senior housing management, and through our advertising and social media posts. San Diego's 2-1-1 service also directs Fallbrook-area seniors to our service. Before beginning to use our Care Van or Expanded Rides service, residents complete an application, review our terms of agreement, and sign a release of liability. The only qualifications are being 60+ years old or disabled and living in the FRHD service area. Our application captures the information that we use for grant reporting, such as age, gender, and income range. If a senior qualifies as extremely

low-income, they are also encouraged to complete a Traveler's Aid of San Diego application, which covers the requested donation. We only provide rides to FRHD residents, or a few of those attending our Adult Day Care Center.

We make every effort to conduct customer satisfaction surveys at least twice annually. We aim to measure customer satisfaction and to better understand how our transportation service is making an impact on our clients.

Also, on a somewhat regular basis, our Care Van drivers connect with our clients during a ride and become aware of challenges that our riders might be experiencing. Often, when there is something that our Senior Care Advocates might help with, our Care Van drivers will relay the information to our Advocates and ask them to follow up with the client to see if we can help. This is a wonderful integration of our programs, helping to care for the whole person....much more than just a ride.

Program/Services Description - Program Activities

Our Transportation program has three major components: Care Van rides, Expanded Rides, and Grocery Delivery Service. In 2023, we hope to add two new services described below.

After submitting an application for Care Van rides, seniors and disabled adults call our Transportation Coordinator to schedule their ride(s). Typically, we ask for 2 days' notice for an in-town ride, and 2 weeks' notice for an out-of-town ride, but we are very often able to accommodate requests that come in with less notice. Healthcare appointments will always take priority, and flexible appointments may have to be rescheduled from time to time. Requests for out-of-town "Expanded Rides" are usually volunteer driven, so it may take 2-3 days before we identify the volunteer for that ride. Any assigned driver (in town or out of town) will call the rider the day before the ride to introduce themselves and confirm the ride specifics. If we are unable to accommodate a ride request, we will notify the rider as early as possible.

To place grocery orders, our clients contact our Transportation Coordinator who will take their phone order or receive their emailed order. Our Coordinator sends the orders to Major Market daily. Major Market will fulfill the request the next day and we will pick up the orders and deliver them.

All of these services are donation-based. For in-town rides and grocery delivery, we request a \$10 donation, whether ambulatory, needing some assistance in/out, or in a wheelchair. For out-of-town medical appointments, we request a \$45 round-trip donation, or \$50 if our wheelchair van must take them rather than a volunteer.

When someone rides with us, it is an assisted service and a social outlet. Our drivers do not just pull up to the curb and honk the horn. They have awareness of the client's needs and will often be at their door, ready and willing to lend an arm to lean on, help with a wheelchair, or walk beside or behind a walker. They assist the rider in/out of the vehicle, as needed, and often they assist in and out of doctor's offices. Along the way, our drivers hold friendly conversations with our clients and get to know them. For many, our drivers become trusted companions as we shuttle them around town on a regular basis. Likewise with our grocery delivery clients. They are often homebound, and we are sometimes the only friendly face they may see that week. Whenever possible, our drivers take a few minutes to chat and check in on the client. Whenever any of our clients need help with a life challenge, our drivers connect them with our Care Advocates.

In 2023 we plan to offer weekly or bi-weekly rides to Walmart or Target, and rides to church on Sundays. These have been requests we've heard from many. We will have to hire another driver to accommodate these needs, so our plans are dependent on grants and fundraising outcomes. This wasn't able to be done last FY due to funding limitations.

Program Goal #1

The goal of our Transportation Services is to provide affordable, easily attainable, and wheelchair accessible transportation services to seniors and disabled adults throughout the greater Fallbrook area, and beyond, for access to basic services, medical care, social opportunities, and connection to

the outside world without the barriers of expense and dependence on others.

Program Objectives - Goal #1

Objective 1: Continue to provide free, or by donation, transportation through the Care Van program. This includes transport from door-to-door for seniors and disabled adults so that they can access basic health and wellness services. Provide at least 4,800 local rides or grocery deliveries during the FRHD fiscal year. Expand the service to include Sunday rides to church and trips to Walmart or similar.

Objective 2: Provide Fallbrook area senior and disabled residents with transportation services to medical and ancillary care in the greater San Diego and South Riverside County regions (within 55 miles of our offices) that would otherwise be cost-prohibitive or impossible with existing private and public transportation options. Utilizing volunteer drivers, provide at least 300 round-trip out-of-town rides (600 ride segments) to health-related appointments during the FRHD fiscal year. This is aga

Objective 3: Over the FRHD fiscal year, provide at least 250 wheelchair rides to FRHD residents.

Objective 4: Enroll at least 30 more seniors with Extremely Low Income in the Traveler's Aid free rides program (assuming funding is extended for another year). Even though we tell these seniors that the \$10 request is only a requested donation and they do not need to pay, this helps them be OK with it and hold onto their limited resources.

Program Outcomes/Measurables - Goal & Objectives #1

We will track each ride destination, by date and client. Rides destinations are also categorized so that we can quickly count medical, therapy, grocery, and other categories.

We will track new rides to Walmart and/or church.

We track clients who require wheelchair transport.

We track the number of Traveler's Aid clients enrolled and utilizing our services.

Anticipated Acknowledgment

Anticipated Acknowledgment

Social Media Postings

Signage at Service Sites

Print Materials to Service Recipients

Website Display

Other

Anticipated Acknowledgment

- The FRHD logo will be affixed to the sides of our Care Vans.

- FRHD logo and sponsor status will appear on our website

- FRHD logo and support will be highlighted at our annual fundraiser

- We will recognize and promote District events via the following social media platforms: Facebook, Instagram.

Terms and Conditions

Accepted

Authorized Signature

P. Langat



Board of Directors 2023

<i>Name/Role</i>	<i>Background</i>	<i>Ethnicity</i>	<i>Serving Since</i>
Roger Shaver <i>President</i>	<ul style="list-style-type: none"> ○ Pharmacist - U S Navy (Retired) ○ Past Pharmacy Director Menifee Valley Medical Center ○ Past Pharmacy Director Fallbrook Hospital ○ Life Member Military Officers Association of America ○ Life Member Veterans of Foreign Wars ○ Life Member and Past Commander Disabled American Veterans Chapter 95 Oceanside CA ○ Sea West Federal Credit Union (formerly on Board of Directors) ○ Menifee Valley Medical Center Foundation (formerly on Board of Directors) 	White	2009
Dr. Robert Pace <i>Past President</i>	<ul style="list-style-type: none"> ○ MD, Orthopedic Surgeon (Retired) 	White	2015
Mark Haskell <i>1st Vice President</i>	<ul style="list-style-type: none"> ○ Served as an Officer/ Member of Orange County Fire Marshal, Metro Cities Fire Dispatch, Central Net Operations Authority ○ Member of Christ the King Lutheran Church 	Mixed	2015
Carlos Perez <i>2nd Vice President</i>	<ul style="list-style-type: none"> ○ Owner/Operator, Affordable & Quality Home Care 	Hispanic Non-White	2019
Barbara Creech <i>Secretary</i>	<ul style="list-style-type: none"> ○ Operations Director (Retired), State of Ohio 	White	2019
Herb Baker <i>Treasurer</i>	<ul style="list-style-type: none"> ○ Operations and Controller (Retired) ○ Served on the Board of University of San Diego, College for Men ○ Fallbrook Rotary Club ○ Eucharistic Minister, San Rafael's Catholic Church 	White	2018



Other Board Members			
<i>Name/Role</i>	<i>Background</i>	<i>Ethnicity</i>	<i>Serving Since</i>
Cecilia Brown	<ul style="list-style-type: none"> ○ Independent Medicare Broker 	White	2020
Sarah Eckhardt	<ul style="list-style-type: none"> ○ Licensed Vocational Nurse ○ Owner/Operator, Angels Among Us, Vista CA 	White	2021
Gail Jones	<ul style="list-style-type: none"> ○ Owner of Alvarado Veterinary Hospital in Fallbrook. ○ Member of Fallbrook Rotary Club ○ Treasurer of St. John's Episcopal Church 	White	2017
Billie Baker	<ul style="list-style-type: none"> ○ Director of Business Development at Living Waters Hospice ○ Director of Development at several other health-related organizations ○ Social Worker 	White	2022
Blayne Chenoweth	<ul style="list-style-type: none"> ○ Owner/Director of ACT Business Group, Inc., a tax, bookkeeping, and payroll company ○ Certified Public Accountant since 1997 ○ Worked in Controller or Accountant positions since 1993 ○ B.A. Degree in Economics, 1988 	White	2023

Fallbrook Healthcare Foundation

Balance Sheet

02/28/23

As of December 31, 2022

Accrual Basis

	<u>Dec 31, 22</u>
ASSETS	
Current Assets	
Checking/Savings	
Charles Schwab-Investments7176	510,892.05
Charles Schwab - Cash Flow1791	20,206.83
Pacific Western Bank - 1122483	53,596.27
PayPal	896.99
Square Holding Account	-277.12
Stripe Holding Account	196.80
Total Checking/Savings	<u>585,511.82</u>
Other Current Assets	
Undeposited Funds	2,490.00
Total Other Current Assets	<u>2,490.00</u>
Total Current Assets	<u>588,001.82</u>
Fixed Assets	
Accumulated Depreciation	-452,331.00
Building & Improvements	304,003.16
Furniture and Equipment	9,862.96
Land	200,579.00
Office Equipment	30,730.99
Parking Lot Improvements	20,897.00
Sheds	5,851.04
Solar Installation	45,509.97
Start Up Costs	4,639.00
Vans	234,386.43
Total Fixed Assets	<u>404,128.55</u>
Other Assets	
Prepaid Expenses	19,838.63
Total Other Assets	<u>19,838.63</u>
TOTAL ASSETS	<u><u>1,011,969.00</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
Accrued Expenses	5,198.08
Accrued Payroll	20,703.20
Accrued Vacation	5,106.48
Payroll Liabilities	4,719.82
Total Other Current Liabilities	<u>35,727.58</u>
Total Current Liabilities	<u>35,727.58</u>
Total Liabilities	<u>35,727.58</u>
Equity	
Retained Earnings	1,166,672.25
Unrealized Gain (Loss) on Asset	-58,137.10
Net Income	-132,293.73
Total Equity	<u>976,241.42</u>
TOTAL LIABILITIES & EQUITY	<u><u>1,011,969.00</u></u>

Fallbrook Healthcare Foundation

Profit & Loss

02/28/23

January through December 2022

Accrual Basis

	<u>Jan - Dec 22</u>
Ordinary Income/Expense	
Income	
Adult Day Care Fees	120,225.00
Donations - Unrestricted	77,444.42
Grants	235,004.85
Monthly Giving	23,879.78
Other Income	
Computer Classes	330.75
Other Income - Other	924.29
Total Other Income	<u>1,255.04</u>
Service Donations	44,317.57
Service Fees	4,500.00
Special Events	158,320.31
Sponsorships	3,990.00
Total Income	<u>668,936.97</u>
Gross Profit	668,936.97
Expense	
Accrued Expense	5,198.08
Advertising and Promotion	8,036.85
Automobile Expenses	
Gas and Fuel	18,319.25
Insurance	17,098.80
Licenses and Fees	1,215.00
Mileage Reimbursement	3,497.96
Repairs and Maintenance	4,343.97
Total Automobile Expenses	<u>44,474.98</u>
Bank and Credit Card Fees	4,887.70
Client Events and Activities	
Grocery Deliveries	-1,889.36
Client Events and Activities - Other	1,548.66
Total Client Events and Activities	<u>-340.70</u>
Client Service Monitors	317.76
Computer Hardware	1,033.74
Computer Software	7,891.70
Dues and Subscriptions	4,754.28
Event Expenses	
Fall Gala	22,223.68
Healthy Living Fair	1,833.15
Mayor Campaign 2022	-2,529.28
Total Event Expenses	<u>21,527.55</u>
Insurance Expense	9,556.63
Interest Expense	134.83
Meals and Entertainment	2,700.71
Office Expense	3,051.71
Outside Services and Consulting	
Consulting - Program Specific	5,070.50
Grant Writing	9,335.00
Human Resources	79.17
IT	950.00
Legal and Accounting	9,923.99
Onboarding	655.00
Outside Services and Consulting - Other	6,298.75
Total Outside Services and Consulting	<u>32,312.41</u>

Fallbrook Healthcare Foundation

Profit & Loss

02/28/23

January through December 2022

Accrual Basis

	<u>Jan - Dec 22</u>
Payroll Expenses	
Medical Insurance	38,209.03
Payroll Taxes	50,049.32
Salaries and Wages	548,178.26
Workers Compensation	9,800.00
	<hr/>
Total Payroll Expenses	646,236.61
Postage and Delivery	878.71
Printing and Reproduction	9,832.20
Reconciliation Discrepancies	-1,583.73
Repairs and Maintenance	8,235.64
Taxes, Licenses, and Permits	-8,696.81
Telephone Expense	3,338.97
Training and Development	448.00
Utilities	
Electricity and Gas	986.65
Internet	1,688.98
Security	2,880.00
Waste Collection	475.00
Water	5,173.41
Utilities - Other	-1,927.61
	<hr/>
Total Utilities	9,276.43
Total Expense	<hr/> 813,504.25
Net Ordinary Income	-144,567.28
Other Income/Expense	
Other Income	
Investment Income & (Expense)	
Dividend Income	15,283.14
Interest Income	9.55
Investment Fee Expense	-4,544.61
Long Term Gain (Loss) on Stocks	1,525.47
	<hr/>
Total Investment Income & (Expense)	12,273.55
Total Other Income	<hr/> 12,273.55
Net Other Income	<hr/> 12,273.55
Net Income	<hr/> <hr/> -132,293.73

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

2021

Department of the Treasury
Internal Revenue Service

▶ Do not enter social security numbers on this form as it may be made public.
▶ Go to www.irs.gov/Form990 for instructions and the latest information.

Open to Public Inspection

A For the 2021 calendar year, or tax year beginning **2021**, and ending **2021**

B Check if applicable: <input type="checkbox"/> Address change <input type="checkbox"/> Name change <input type="checkbox"/> Initial return <input type="checkbox"/> Final return/terminated <input type="checkbox"/> Amended return <input type="checkbox"/> Application pending	C Fallbrook Healthcare Foundation Inc. PO Box 2155 Fallbrook, CA 92088	D Employer identification number 95-3389263	E Telephone number 760-723-7570
F Name and address of principal officer: Same As C Above		G Gross receipts \$ 774,897.	
I Tax-exempt status: <input checked="" type="checkbox"/> 501(c)(3) <input type="checkbox"/> 501(c) () (insert no.) <input type="checkbox"/> 4947(a)(1) or <input type="checkbox"/> 527		H(a) Is this a group return for subordinates? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No H(b) Are all subordinates included? <input type="checkbox"/> Yes <input type="checkbox"/> No If "No," attach a list. See instructions.	
J Website: ▶ https://foundationforseniorcare.org/		H(c) Group exemption number ▶	
K Form of organization: <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Trust <input type="checkbox"/> Association <input type="checkbox"/> Other ▶		L Year of formation:	
		M State of legal domicile: CA	

Part I Summary

1	Briefly describe the organization's mission or most significant activities: <u>Its purpose is to provide programs and resources enabling seniors to enhance their well-being and give them a more meaningful life. The geographic areas served include Fallbrook, Bonsall, Rainbow, Deluz, southwest Temecula and areas of North County San Diego.</u>		
2	Check this box <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets.		
3	Number of voting members of the governing body (Part VI, line 1a)	3	11
4	Number of independent voting members of the governing body (Part VI, line 1b)	4	11
5	Total number of individuals employed in calendar year 2021 (Part V, line 2a)	5	17
6	Total number of volunteers (estimate if necessary)	6	38
7a	Total unrelated business revenue from Part VIII, column (C), line 12	7a	0.
7b	Net unrelated business taxable income from Form 990-T, Part I, line 11	7b	0.
8	Contributions and grants (Part VIII, line 1h)	Prior Year	Current Year
9	Program service revenue (Part VIII, line 2g)	1,047,980.	618,623.
10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	87,369.	101,280.
11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	8,077.	42,083.
12	Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)	41,713.	8,233.
		1,185,139.	770,219.
13	Grants and similar amounts paid (Part IX, column (A), lines 1-3)		
14	Benefits paid to or for members (Part IX, column (A), line 4)		
15	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)	627,241.	600,676.
16a	Professional fundraising fees (Part IX, column (A), line 11e)		
b	Total fundraising expenses (Part IX, column (D), line 25) ▶ 77,710.		
17	Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	378,187.	208,822.
18	Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	1,005,428.	809,498.
19	Revenue less expenses. Subtract line 18 from line 12	179,711.	-39,279.
20	Total assets (Part X, line 16)	Beginning of Current Year	End of Year
21	Total liabilities (Part X, line 26)	1,302,241.	1,273,021.
22	Net assets or fund balances. Subtract line 21 from line 20	60,574.	30,932.
		1,241,667.	1,242,089.

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here	Signature of officer <i>Roger Shaver</i>	Date NOV 15 20 22	President
Paid Preparer Use Only	Print/Type preparer's name Phillip Howerzyl, CPA, CGMA	Preparer's signature Phillip Howerzyl, CPA, CGMA	Date PTIN P01363785
	Firm's name VanderSpek Howerzyl, CPAs	Firm's address 350 West Fifth Ave., Suite 300 Escondido, CA 92025	Firm's EIN ▶ 95-2770263 Phone no. (760) 741-2659

May the IRS discuss this return with the preparer shown above? See instructions Yes No

BAA For Paperwork Reduction Act Notice, see the separate instructions.

Fallbrook Healthcare Foundation, Inc.
dba Foundation for Senior Care
(A Non-Profit Organization)
Financial Statements
December 31, 2021

Fallbrook Healthcare Foundation, Inc.
dba Foundation for Senior Care
December 31, 2021

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INDEPENDENT AUDITOR'S REPORT

Board of Directors
Fallbrook Healthcare Foundation Inc.
dba Foundation for Senior Care
Fallbrook, California

We have audited the accompanying financial statements of Fallbrook Healthcare Foundation Inc. dba Foundation for Senior Care (a nonprofit organization), which comprise the statement of financial position as of December 31, 2021, and the related statement of activity, functional expense and cash flows for the year then ended and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well

as evaluating the overall presentation of the financial statements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Fallbrook Healthcare Foundation, Inc. dba Foundation for Senior Care as of December 31, 2021 and the changes in its net assets and cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

VanderSpek Howerzyl, CPAs

Escondido, CA
January 12, 2023

Fallbrook Healthcare Foundation, Inc.
dba Foundation for Senior Care
Statement of Financial Position
December 31, 2021

Assets

Current Assets

Cash and cash equivalents	\$ 107,940
Investments	741,332
Prepaid expenses	19,839
Total current assets	869,111

Property and equipment, net	404,066
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Total Assets	\$ 1,273,177
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Liabilities and Net Assets

Current Liabilities

Accounts Payable and Accrued Expenses	\$ 10,305
Payroll liabilities	23,198
Total Current Liabilities	33,503

Net Assets

Net Assets, without donor restrictions	1,239,674
Net Assets, with donor restrictions	-
Total Net Assets	1,239,674

Total Liabilities and Net Assets	\$ 1,273,177
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See Notes to Financial Statements

Fallbrook Healthcare Foundation, Inc.
dba Foundation for Senior Care
Statement of Activities
For the Year Ended December 31, 2021

	Without Donor Restriction	With Donor Restriction	Total Dec. 31, 2021
Support and revenues			
Donations - public support	\$ 136,833	\$ -	\$ 136,833
Fees	101,280		101,280
Fundraising	117,866		117,866
Grants	376,391		376,391
Net investment income	81,785		81,785
Total support and revenues	<u>814,154</u>	<u>-</u>	<u>814,154</u>
Net assets released from restrictions			
Satisfaction of donor restrictions	<u>74,503</u>	<u>(74,503)</u>	
Expenses			
Programs	537,370		537,370
Fundraising	73,689		73,689
General and administrative	205,088		205,088
Total expenses	<u>816,147</u>	<u>-</u>	<u>816,147</u>
Change in net assets	72,510	(74,503)	(1,993)
Net assets, beginning	1,167,164	74,503	1,241,667
Net assets, ending	<u>\$ 1,239,674</u>	<u>\$ -</u>	<u>\$ 1,239,674</u>

See Notes to Financial Statements

Fallbrook Healthcare Foundation, Inc.
dba Foundation for Senior Care
Statement of Functional Expenses
For the Year Ended December 31, 2021

	Program	Fundraising	General Admin	Totals
Advertising	\$ 12,123	\$ 1,148	\$ 1,468	\$ 14,739
Bank charges	1,860	1,068	439	3,367
Depreciation & amortization	27,625		7,500	35,125
Dues & memberships	1,961	273	1,524	3,758
Computer software	641	5,014	2,045	7,700
Events/activities	1,600		6,500	8,100
grocery delivery expenses	1,382	58		1,440
Insurance	14,423	231	7,313	21,967
Interest expense	952			952
Occupancy	29,396	83	3,450	32,929
Office expense & supplies	5,510	627	4,239	10,376
Outside Services	9,517	2,816	1,136	13,469
Professional fees	7,273	31	13,967	21,271
Publicity	7,357		843	8,200
Postage	132	295	619	1,046
Employee expenses	383,069	62,045	152,937	598,051
Telephone	2,433		534	2,967
Travel & transport	30,116		574	30,690
Totals	<u>\$ 537,370</u>	<u>\$ 73,689</u>	<u>\$ 205,088</u>	<u>\$ 816,147</u>

See Notes to Financial Statements

Fallbrook Healthcare Foundation, Inc.
dba Foundation for Senior Care
Statement of Cash Flows
For the Year Ended December 31, 2021

Cash flows from operating activities:	
Change in net assets	\$ (1,993)
Adjustments to reconcile changes in net assets to net cash used in operating activities	
Depreciation & amortization	35,125
Unrealized gain on investments	(30,971)
Decrease in prepaid	608
Increase in accounts payable	3,348
Increase in payroll liabilities	1,450
Decrease accrued discount on non interest bearing notes	(952)
Net cash provided by operations	<u>6,615</u>
Cash flows from investing activities:	
Sale of investments	438,089
Purchase of investments	(380,010)
Net cash used by investing activities	<u>58,079</u>
Cash flows from financing activities:	
Payments on loans	(32,821)
Net cash used for financing activities	<u>(32,821)</u>
Net increase/(decrease) in cash	31,873
Cash balance at beginning of year	<u>76,067</u>
Cash balance at end of year	<u>\$ 107,940</u>
Interest expense	<u>\$ 952</u>

See Notes to Financial Statements

Fallbrook Healthcare Foundation, Inc.
dba Foundation for Senior Care
Notes to Financial Statements
December 31, 2021

Note 1 - Summary of significant accounting policies

Nature of Activities

Fallbrook Healthcare Foundation, Inc. is a California tax-exempt corporation. The Fallbrook Healthcare Foundation, Inc. was incorporated August 1979. Its purpose is to provide programs and resources enabling seniors to enhance their well-being and give them a more meaningful life. The geographic areas served include Fallbrook, Bonsall, Rainbow, DeLuz, southwest Temecula and areas of North County San Diego.

Basis of Accounting

The financial statements of the Foundation have been prepared in accordance with accounting principles generally accepted in the United States of America on an accrual basis of accounting and accordingly reflect all significant receivables, payables and other liabilities.

The Foundation reports information regarding its financial position and activities according to two classes of net assets: without donor restrictions and with donor restrictions.

- Net assets without donor restriction represent net assets that have no use or time restrictions. Without donor restriction amounts represent amounts that are available for various activities including the Foundation's support of community activities and charitable endeavors at the discretion of the Foundation's Board of Directors.
- Net assets with donor restrictions consist of contributed funds subject to specific donor-imposed restrictions contingent upon specific performance of a future event or a specific passage of time before the Foundation may spend the funds or recognize the support.

Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements. Estimates also affect the reporting amounts of revenues and expenses during the reporting period. Actual events and results could differ from those assumptions and estimates.

Endowment Fund

The Foundation's endowment was established by the board of directors in 2012 with a goal to provide support to the foundation's projects into perpetuity. The endowment was originally funded by the board members. During the last several years the board has discussed releasing the endowment funds back into the general fund. During 2021 they have procured the approval of the original donors to release the funds for general use.

Fallbrook Healthcare Foundation, Inc.
dba Foundation for Senior Care
Notes to Financial Statements
December 31, 2021

Note 1 – Summary of significant accounting policies (cont'd)

Revenue and Support

Unconditional contributions of cash or other assets and unconditional promises to give are recorded as revenue in the period received and are classified as without donor restrictions or with donor restrictions based on donor stipulations. Unconditional promises to give that are expected to be collected in future years are recognized at fair value based on estimated future cash flows. Conditional contributions are not recognized until they become unconditional; that is when the conditions on which they depend are substantially met. Gifts of assets other than cash are recorded at their estimated fair value.

Cash and Cash Equivalents

For purposes of the statement of cash flows, the Foundation considers all highly liquid investments available for current use with an initial maturity of three months or less to be cash equivalents.

Property and Equipment

Acquisitions of property and equipment with a cost in excess of \$2,500 or more are capitalized and depreciated using the straight-line method over the estimated useful lives of the assets ranging from three to thirty years. Property and equipment are stated at cost, or if donated, at the approximate fair market value at the date of donation.

Advertising Costs

The Foundation expenses the costs of advertising as they are incurred. Advertising expenses incurred during for the year ended December 31, 2021 was \$14,739.

Functional Allocation of Expenses

The functional expenses are broken out to provide detail between three categories: programs, general administrative, and fundraising expenses. Expenses are classified in these categories in accordance with their necessity to run the programs and missions of the Foundation. Certain categories of expenses are attributable to more than one program or supporting function and are allocated on a reasonable basis that is consistently applied. Salaries and benefits, are expenses, which are allocated based on estimates of time and effort. Office expenses/leases, and utilities are allocated based on square footage of office space used.

Fallbrook Healthcare Foundation, Inc.
dba Foundation for Senior Care
Notes to Financial Statements
December 31, 2021

Note 1 – Summary of significant accounting policies (cont'd)

Fair values of Financial Instruments

Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The Foundation classifies certain of its assets and liabilities based upon an established fair value hierarchy that prioritizes the input to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in an active market for the identical asset or liabilities (Level 1 measurements) and the lowest priority to unobservable inputs (Level 3 measurements).

The three levels of the fair value hierarchy are described below:

Level 1- Valuations based on unadjusted quoted market prices for identical assets or liabilities that the foundation has the ability to access at the measurement date;

Level 2- Valuation based on unadjusted quoted market prices for similar assets and liabilities in active markets, unadjusted quoted prices for identical or similar assets or liabilities in markets that are not active, or inputs other than quoted prices that are observable for the asset or liability; and

Level 3- Valuation based on inputs that are unobservable and significant to the overall fair value measurement.

A financial instrument's level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. The categorization of assets and liabilities within the hierarchy is based upon the pricing transparency and does not necessarily correspond to the Foundations perceived risk of the asset s and liabilities.

Investments that do not have a readily determinable fair value are measured using the net asset value (NAV) per share (or its equivalent) practical expedient and are not classified in the fair value hierarchy. Financial instruments are considered valued at NAV when the investment (i.e., commingled funds, hedge funds, private equity funds) is valued at NAV based on capital statements provided by entities that calculate fair value using NAV per share or its equivalent.

Valuation process- Management determines the fair value measurement valuation policies and procedures for assets and liabilities. These policies and procedures are reassessed annually to determine if the current valuation techniques are still appropriate. A variety of qualitative factors are used to subjectively determine the most appropriate valuation methodologies. These are consistent with the market, income, and cost approaches. Unobservable inputs used in fair value measurements are evaluated and adjusted on an annual basis or as necessary based on current market conditions and other third-party information, including NAV received from fund managers based on tier valuation processes and procedures. Certain unobservable inputs are

Fallbrook Healthcare Foundation, Inc.
dba Foundation for Senior Care
Notes to Financial Statements
December 31, 2021

Note 1 – Summary of significant accounting policies (cont'd)

assessed through review of contract terms, while others are substantiated utilizing available market data, including but not limited to market comparable, qualified opinions, and discounted rates and mortality tables for deferred gifts.

Income Tax Status

The Foundation is exempt from Income taxes under the current provisions of the Internal Revenue Code Section 501(c)(3) of the Internal Revenue Code and Section 23701d of the California Revenue and Taxation Code. All tax-exempt entities are subject to review and audit by federal, state and other applicable agencies. Such agencies may review the taxability of unrelated business income or the qualification of the tax-exempt entity under the Internal Revenue Code and applicable state statutes.

The Foundation conforms with Financial Accounting Standards Board Interpretation No.48, *Accounting for Uncertainty in Income Taxes*, which provides accounting and disclosure guidance about uncertain tax positions taken by the Foundation. Management believes that all of the positions taken by the Foundation in its federal and state exempt tax returns are more likely than not to be sustained upon examination. The Foundation's exempt returns are subject to examination by the Internal Revenue Service and the California Franchise Tax Board, generally for three years after they were filed.

Subsequent Events

Subsequent events are events or transitions that occur after the statement of financial position date but before financial statements are issued. The Foundation recognizes in the financial statement the effects of all subsequent events that provide additional evidence about conditions that existed at the date of the statement of financial position, including the estimates inherent in the process of preparing the financial statements. The foundation's financial statements do not recognize subsequent events that provide evidence about conditions that did not exist at the date of the statement of financial position but arose after the statement of financial position date and before the financial statements are available to be issued.

The Foundation has evaluated subsequent events through January 12, 2023 which is the date the financial statements were available to be issued. Management is not aware of any events that have occurred subsequent to the statement of financial position date that would require adjustment to or disclosure in the financial statements.

Fallbrook Healthcare Foundation, Inc.
dba Foundation for Senior Care
Notes to Financial Statements
December 31, 2021

Note 2- Fair value measurement

The Foundation purchases Level 1 investments which are stated at fair market value and are summarized as follows:

	<u>Cost</u>	<u>Fair Market Value</u>
Exchange trade funds	\$ 492,294	\$ 559,499
Equity funds	101,533	141,225
Bonds	40,851	40,608
Total	<u>\$ 634,678</u>	<u>\$ 741,332</u>

Note 3 – Property and equipment

Property and equipment are summarized by major classification as follows:

Building	\$ 115,293
Building improvements	254,617
Land	200,579
Office equipment/furniture	46,891
Vans	234,378
Start up costs	4,639
	<u>856,397</u>
Accumulated depn/amort	<u>(452,331)</u>
Total	<u>\$ 404,066</u>

Depreciation and amortization expense for the year ended December 31, 2021 was \$35,125.

Note 4 – Notes payable

In 2017 the Foundation entered into several notes payable for care vans to better assist the community in transporting individuals in need to their doctor’s appointments. The notes payable for care vans are non-interest bearing; however, to reflect the time value of money, the liability recorded in the financial statements reflects future payments discounted at an imputed interest rate of 3% which approximates the Foundation’s long-term borrowing rate on vehicles at the origination date. Amortization of the discount is reported in the Statement of Activities as interest expense. At December 30, 2021, the notes were paid off. Interest expense reported on these notes were \$952.

Fallbrook Healthcare Foundation, Inc.
dba Foundation for Senior Care
Notes to Financial Statements
December 31, 2021

Note 5 – Risk of uncertainties

On January 30, 2020 the World Health Organization (WHO) announced a global health emergency stemming from a new strain of coronavirus that was spreading globally (the COVID 19 outbreak). On March 11, 2020 the WHO classified the COVID – 19 out-break as a pandemic, triggering volatility in financial markets and a significant impact on the global economy. The value of the Foundation’s investments will fluctuate in response to changing market conditions, and the amount of gain/losses that could be recognized in the subsequent periods, if any, cannot be determined. The full impact of the COVID -19 outbreak along with its continual variant strains continues to evolve as of the date of this report.

Note 6 – Concentration of risk

In the current year a significant amount of grants were provided by a few major donors. It is always considered reasonably possible that benefactors, grantors and contributors might be lost in the near term. The Foundation’s market is concentrated in the southern California geographical area.

Subsequent to the report date the Foundation was notified that one of the major donors would be decreasing the 2022 grants by approximately 35%. This decrease will lower the total income of the Foundation by 12%. The Foundation has worked and submitted additional grant applications to help make up the difference. At this time the board believes it will not affect the current programs.

The Foundation invests in various types of marketable securities and money market funds. The Foundation has established guidelines relative to diversification and maturities that target certain safety and liquidity risk levels. These guidelines are periodically reviewed and modified to take advantage of trends in yields and interest rates.

The Foundation invests in various investment securities, including U.S. government securities, corporate debt instruments, corporate stocks and various alternative investments. Investment securities, in general, are subject to various risks, such as interest rate, credit and overall market volatility. Due to the level of risk associated with certain investment securities, it is reasonably possible that changes in the values of investment securities will occur in the near term and such changes could materially affect the amounts reported in the financial statements

Fallbrook Healthcare Foundation, Inc.
dba Foundation for Senior Care
Notes to Financial Statements
December 31, 2021

Note 7 – Net assets

The details of the Foundations net asset categories at December 31, 2021 are as follows:

Without donor restrictions:	
General missions & operations	\$ 1,239,674
With donor restrictions:	
	-
Total net assets	\$ 1,239,674

Changes in endowment net assets for the year ended December 31, 2021 were as follows:

Endowment net assets January 1, 2021	\$ 74,503
Donor release from endowment	(74,503)
Endowment net assets, December 31, 2021	\$ -

Note 8 – SBA Paycheck Protection Program

During 2020 the Foundation applied for and received \$130,000 under the Paycheck Protection Program created as part of the relief efforts related to COVID-19 and administered by the Small Business Administration. The Foundation used the proceeds for qualifying expenses and the loan and interest was forgiven in March of 2021. The Foundation chose not to follow FASB ASC 470 as the Management concluded that the PPP loan represents in substance a grant. Therefore, the Foundation follows FASB ASC 958-605 and reported the loan as a grant included in support and revenues for the year ended December 31, 2020.

Note 9 – Liquidity and availability of financial assets

The Following table reflects the Foundation’s financial assets as December 31, 2021 reduced by amounts not available for general expenditures due to contractual or donor- imposed restrictions within one year. Amounts not available include endowments. General expenditures include grant awards, operating and administrative expenses, capital spending and other financial liabilities.

Financial assets	
Cash and cash equivalents	\$ 122,482
Investments	726,025
Prepaid expenses	20,446
Total financial assets available to meet cash needs for general expenditures within one year	\$ 868,953

FRHD CHC GRANT BUDGET FORM

Agency Name:

Foundation for Senior Care

PROGRAM NAME:

Senior and Disabled Transportation

Not all line items will correspond with your program budget. If the item does not fully align either leave it blank or group it in the best category possible. However, be sure your program budget is fully itemized.

1)	A	INDIRECT EXPENSES:	PROGRAM COST	APPLYING ORGANIZATION	OTHER FUNDERS	REQUESTED FROM FRHD
	A1	Administrative Support	45,794.30	20,794.30	25,000.00	-
	A2	General Insurance (not program specific)	582.45	582.45	-	-
	A3	Accounting & audit expenses	3,630.00	1,630.00	2,000.00	-
	A4	Consultant/Contractor Fees	1,480.91	980.91	500.00	-
	A5	Physical Assets (Rent, Facility Costs)	902.10	902.10	-	-
	A6	Utilities	995.98	995.98	-	-
	A7	IT & Internet	2,786.40	2,286.40	500.00	-
	A8	Marketing & Communications	6,184.05	4,684.05	1,500.00	-
	A9	Office Supplies	528.60	128.60	400.00	-
	A10	Training & Education	15.00	15.00	-	-
	A11	Credit Card Fees for Client Payments	1,150.00	1,150.00	-	-
		TOTAL INDIRECT EXPENSE	64,049.79	34,149.79	29,900.00	-
	B	PERSONNEL EXPENSES - PROGRAM SPECIFIC	PROGRAM COST	APPLYING ORGANIZATION	OTHER FUNDERS	REQUESTED FROM FRHD
	B1	Drivers (2.2 FTE)	76,107.24	8,107.24	43,000.00	25,000.00
	B2	Transportation Coordinator	38,945.55	6,945.55	20,000.00	12,000.00
	B3	Program Supervisor (.2 FTE)	12,632.28	2,632.28	6,000.00	4,000.00
	B4					
	B5	Payroll Expenses (WC, taxes)	17,632.68	7,632.68	10,000.00	-
	B6	Benefits	4,196.77	1,196.77	3,000.00	-
	B7	Other: specify				-
		TOTAL PERSONNEL EXPENSE	149,514.52	26,514.52	82,000.00	41,000.00
	C	DIRECT PROGRAM EXPENSES	PROGRAM COST	APPLYING ORGANIZATION	OTHER FUNDERS	REQUESTED FROM FRHD
	C1	Equipment	17,882.00	3,882.00	10,000.00	4,000.00
	C2	Program/Project Supplies	847.00	347.00	500.00	-
	C3	Printing/Duplicating	1,050.00	550.00	500.00	-
	C4	Travel/Mileage	4,900.00	900.00	2,000.00	2,000.00
	C5	Program Specific Insurance	14,005.00	4,005.00	10,000.00	-
	C6	Program-Specific Telephone/Software	1,104.00	604.00	500.00	-
	C7	Program-Specific Training	150.00	50.00	100.00	-
	C8	Program Outreach/Promotions	7,580.00	1,580.00	3,000.00	3,000.00
	C9	Volunteer Clearances	168.00	68.00	100.00	-
	C10	Agency Caregivers (for staff absences)				
	C11					
	C12					
	C13					
	C14					
	C15					
		TOTAL OTHER EXPENSES	47,686.00	11,986.00	26,700.00	9,000.00

	W	X	Y	Z
D TOTAL ALL EXPENSES	PROGRAM COST	% REQUESTED FROM FRHD		
	\$ 261,250.31	19%		

2) FUNDING SOURCES

E FUNDS FOR PROGRAM			
E1	APPLYING ORGANIZATION	X	72,650.31
E2	OTHER FUNDERS	Y	138,600.00
E3	REQUESTED FROM FRHD	Z	50,000.00
	TOTAL FUNDING SOURCES		\$ 261,250.31

NOTE: THIS AMOUNT SHOULD BE EQUAL TO YOUR PROJECT COST.

3) % OF AGENCY BUDGET

F	CALCULATE % of Total Agency budget that this Program represents.	\$ 954,200.00	\$ 261,250.31	27%
		AGENCY BUDGET**	PROGRAM COST	% of AGENCY BUDGET

** Agency budget is your agency's entire budget for the year. Fill in the amount.

Agency Name: **Foundation for Senior Care**
Program Name: **Senior and Disabled Transportation**

Total Organization Budget (Current Fiscal Year)	\$ 954,200.00
Total Project Budget (Current Fiscal Year)	\$ 261,250.31

Leave cells blank if they are not applicable to your organization - do not mark with NA.

Organization Sources of Revenue
(Total Organization Budget)

Sources of Funding
(This Project Request)

Source of funds	\$ Amount	Percent of Total	One-time funding? (Yes/No)	\$ Amount	Percent of Total	One-time funding? (Yes/No)
Federal	0					
State	0					
City/County*	100000	10.5%	Yes	100000	10.5%	
Other Govt.	0					
Proposed FRHD	128000	13.4%	Yes	50000	5.2%	
Fees for Service	155600	16.3%	No			
Grants (non-gov't)	176500	18.5%	Yes	36000	3.8%	
General Donations	170000	17.8%	Yes	44700	4.7%	
Other Internal						
Organizational Fundraising	200000	21.0%	Yes	16350	1.7%	
Other (list):						
- Partnership Fees	20000	2.1%	No	11300	1.2%	
- Insurance Claims	2200	0.2%	Yes	1400	0.1%	
- Sponsorships (Ads)	1500	0.2%	Yes	1500	0.2%	
- Computer Classes	400	0.0%	Yes			
Total	\$954,200.00	100%		\$261,250.00	27%	

* City/County

If the organization currently receives funding from any Cities or Counties, please list the jurisdiction and contract amount below.

We do not currently receive city/county funding. We had hoped to get SANDAG funding this year, but just received word that we will not. We are still seeking funding at the County level, but cannot yet identify the source.

Grant funding sources for our Transportation program have been severely impacted. We will have to make up our budgeted \$100,000 (over 2 years) grant funding that we had hoped for from SANDAG and another governing agency, plus other budgeted grant funding. We continue to work toward setting ourselves up for insurance billing and anticipate that will come through in 2023. But so far, far too many grant requests are being denied. Thank you, FRHD, for your support for transportation!

Agency Name: Foundation for Senior Care
Program Name: Senior and Disabled Transportation

INSTRUCTIONS:

- List items from your PROJECT BUDGET FORM (Sections A and B) that you are seeking FRHD support, and that requires explanation.
- Your narrative should explain why this expense is necessary to the project and why or how FRHD funding would make an impact.

A. INDIRECT EXPENSES: Please indicate by the Line Number and Item Name

#	Name	Narrative:
A1	Administrative Support	Includes 30% of the cost of Administrative personnel expense for overall operations, facilities management, finance and payroll processing, reception, phones, etc.; Also includes 25% of direct program-related administrative support
A2	General Insurance (not program specific)	
A3	Accounting & audit expenses	
A4	Consultant/Contractor Fees	Includes 33% of HR & Website Maintenance expenses, plus \$1000 budgeted for fees related to becoming a Non-Emergency Medical Transportation (NEMT) provider so we can accept insurance
A5	Physical Assets (Rent, Facility Costs)	
A6	Utilities	
A7	IT & Internet	Includes 30% of all administrative and fundraising software, hardware, internet expense, and security monitoring
A8	Marketing & Communications	Includes 30% of agency general advertising and promotions, and printing and duplication, plus 15% of marketing labor
A9	Office Supplies	Includes 30% of administrative office supplies, postage and delivery
A10	Training & Education	
A11	Credit Card Fees	

B. PERSONNEL EXPENSES -PROGRAM SPECIFIC

#	Name	Narrative:
B1	Drivers (2.2 FTE)	Our Care Van drivers are experienced hire staff who transport clients locally, helping them in/out of the vehicle and/or homes/buildings. If clients are in a wheelchair, our drivers assist them in/out and secure them once inside. For wheelchair rides out of town, our driver transports them via the Care Van. More than just a driver, our staff become trusted and reliable friends. They get to know the clients and know when something is amiss. Often, our drivers will refer clients to talk to our Care Advocates about a challenge or problem. When a client seems to be at risk, the driver will talk to the Advocates for advice or to request them to call the client. In addition to driving clients, our drivers also pick up grocery orders and deliver them to doorsteps with a smile. We are already running very lean, having to decline more rides than we like due to insufficient budget for additional drivers. This request, therefore, includes hiring another part-time driver starting in April - in addition to helping cover rides on Fridays (when we're down one driver) and other drivers' absences, this driver will lead a new planned service, giving rides to church on Sundays and big-box stores on Saturdays. We have been asked for years to fill these gaps on weekends, and would like to make this happen.
B2	Transportation Coordinator	Our Transportation Coordinator is at the heart of all Care Van and Expanded Rides requests. The Coordinator takes calls and schedules rides, often times coordinating not only with clients but with doctors offices as well. For Expanded Ride (out of town) requests, she must also coordinate with our volunteer team of drivers, posting the rides and ensuring a volunteer (or staff driver) is secured to cover the trip. She ensures our drivers have efficient routes and manageable schedules, and takes grocery orders, transmitting them to Major Market on a daily basis. The seniors who use our grocery service are almost exclusively homebound seniors who cannot otherwise get to the market. Our Coordinator also manages all Traveler's Aid (TA) applications, ensuring we have complete information and transmitting it to TA, then updating our system with approval status. Since TA is limited to a certain maximum reimbursement each month, our Coordinator also has to monitor ride requests real-time, and ensure fair and equitable "free" rides for our clients.
B3	Program Supervisor (2 FTE)	Our Transportation Program Supervisor is highly involved in the day-to-day operations of the Transportation team. She always acts as a backup whenever the Transportation Coordinator is unavailable, doing all the same activities - she utilizes our custom transport software and conducts Transportation quality reviews. The Supervisor works with the Transport Team regularly to review challenges and opportunities. She documents procedures and addresses escalated issues. She also leads a meeting with volunteer drivers twice annually to update them on new processes, express our appreciation, and hear their suggestions and concerns. She also engages with Travelers Aid, invoicing them monthly and liaising with them whenever changes occur.
B4		
B5	Payroll Expenses (WC, taxes)	Standard payroll taxes and workers comp
B6	Benefits	Benefits expense for the above resources
B7		

C. DIRECT PROGRAM EXPENSES

#	Name	Narrative:
C1	Equipment	Includes approx 61% of our vehicle expense. With rising fuel prices and costs of maintenance, the cost of operating and maintaining this critical service has risen at least 25% over our budget last year. We must keep these Care Vans running for the 250-300 seniors who rely on them to get to their doctor, therapy, and dentist appointments, to get to the grocery store, hair salon, or a friend's house. We are very conservative with our costs, but for the safety of all our transport clients, we maintain our vehicles on a schedule.
C2	Program/Project Supplies	
C3	Printing/Duplicating	
C4	Travel/Mileage	Our program utilizes awesome volunteers to provide out-of-town rides to medical appointments, usually to specialists. Our volunteers provide the same door-to-door (and quite often door-through-door, assisting in/out of buildings) service as our staff drivers. Since they utilize their own vehicles to provide this critical service, we reimburse them using IRS standard mileage reimbursement rates. Although a few of our drivers decline the reimbursement, nearly all of our newer volunteers expect that reimbursed rate, especially since the rising cost of fuel. Without these volunteers, and without the ability to pay for their fuel/mileage, we would not be able to transport clients out of town. These appointments require an average of 3 hours for drive and wait time.
C5	Program Specific Insurance	
C6	Program-Specific Telephone/Software	
C7	Program-Specific Training	
C8	Program Outreach/Promotions	Transportation program marketing and outreach, including promotions for the Traveler's Aid program
C9	Volunteer Clearances	
C10	Agency Caregivers (for staff absences)	