



**Services to Promote Healthy Children,
Birth to Age 5**

For

Fiscal Year 2023/2024

With Intent to Contract for 4 years

**Funds Available: \$65,000/year*, with up to 3% annual
increase.**

APPLICATION FORM

RELEASE DATE: December 12, 2022

Letter of Intent Due December 23, 2022

Application Receipt Deadline: February 3, 2023

The Commission cannot give grants for items that have already been purchased or for services that have already been provided.

Please read the RFA General Instructions (a separate document) before you fill out these forms. All the forms that follow are available as Word files. They can be downloaded from the Commission website at www.First5Tuolumne.org or requested as an email attachment from Sarah Garcia at sgarcia@tcsos.us

Please add your organization's name as a header for the following section. Please submit the application with the Cover Page as Page 1.

**The Commission may adjust fund availability for these services once proposals are received and may fund at levels above or below the amount stated in this Request for Applications. The amount is provided as a guideline only.*

Services to Promote Healthy Children, Birth to Age 5 Cover Sheet 2023

Name of Applicant: Smile Keepers Dental Project/TCSOS	
Address: 175 Fairview Lane, Sonora, CA 95370	
Contact Person: Erika Hagstrom Dossi	Phone: (209) 536-2014
e-mail: edossi@tcsos.us	Fax: (209) 536-2003
<p>Descriptive Title of Project: Smile Keepers plans to provide bi-annual dental screenings and fluoride varnish applications for approximately 500 children, 0-5, each year over the four-year grant period. Smile Keepers also plans to provide at least 100 parent education opportunities during kindergarten registration days each year. Additionally, Smile Keepers plans to provide preventive oral health education materials and supply kits to approximately 500 new parents through Adventist Health Birth Center. Birth Center staff will also receive training on infant oral care education practices. Additional oral health outreach will be provided through story time at local libraries in cooperation with Tuolumne County Health Department Local Oral Health Program. Oral health supportive trainings will be provided to special education staff and preschool caregivers on implementing oral health techniques and strategies for preschool students. We will continue our partnership with Tuolumne County Health Department Local Oral Health Program on information dissemination, Medi Cal application assistance and support of the mutual families we serve.</p>	
Total Amount of Request: \$297,996.64	Total Project Cash Budget: \$297,996.64
Project Start Date: July 1, 2023	Project Completion Date: June 30, 2027

I authorize submission of this application:

Tuolumne County Superintendent of Schools

Zack Abernathy

Name of authorized agency official Name of agency/organization

County Superintendent

Title of authorized agency official

Authorized Signature

Date

FIRST 5 HEALTHY CHILDREN SERVICES

All services must be consistent with research-based medical or dental models or standards of practice. The service focus must be on medical, dental, or nutrition. The total funding available for these services will be \$65,000 in the first year, with an annual increase not to exceed 3% per year for three subsequent years.

The Commission may adjust fund availability for these services once proposals are received and may fund at levels above or below the amount stated in this Request for Applications. The amount is provided as a guideline only.

Project Design, Strength, and Feasibility:

The service approach must address at least 2 of the following 3 desired outcomes for either medical, dental, or nutrition: Please check below, the outcomes that you plan to measure with your project:

<u>Medical</u>	
(1) Children receive appropriate and timely medical screenings, immunizations, and medical treatment.	
(2) Caregivers learn about and have access to preventative medical care and medical treatment for their children.	
(3) Children receive appropriate and comprehensive developmental screening and assessments.	
(4) Early care settings allow and promote medical services on site.	
<u>Dental</u>	
(1) Children receive oral health screenings and fluoride treatment as early as possible, practice good hygiene, get treatment.	x
(2) Caregivers learn about & have access to preventative oral care, dental treatment for 0-5.	x
(3) Early care settings allow and promote dental services on site.	x
<u>Nutrition</u>	
(1) Children have good nutrition.	
(2) Caregivers learn and practice feasible ways to improve child nutrition.	
(3) Early care settings allow and promote nutrition programs on site.	

Annually, how many <u>unduplicated</u> children do you anticipate will receive the following services as a direct result of First 5 funding:	
Medical screenings	
Developmental Screenings	
Immunizations	
Effective referral resulting in medical treatment	
Oral health screenings	500
Fluoride treatment	500
Education and practice on good dental hygiene	500
Effective referral resulting in dental treatment	50
Access to nutritious food that children will consume.	

Annually, how many caregivers do you anticipate will receive the following services as a direct result of First 5 funding:	
Caregivers learn about and have access to preventative medical care for their children.	
Caregivers learn about and have access to medical treatment for their children.	
Caregivers learn about & have access to preventative oral care for their children.	*500
Caregivers learn about & have access to dental treatment for 0-5.	500
Caregivers learn and practice feasible ways to improve child nutrition.	

*500 caregivers include- 400 parents from the birth center and 100 parents from kinder registration.

Annually, how many early care settings will allow and promote the following First 5 funded services on site:	
Medical	
Dental	16
Nutrition	
Please list the sites: Columbia College Child Development Center (3 classes), ATCAA Head Start (5 classes), Belleview State Preschool, Mother Lode Christian School (3 classes), Safari Learning Center (3 classes), Kountry Kids, Kiddie Kollege, Sierra Waldorf preschool (2 classes), Tiny Tots preschool, Jamestown EI (TK), Sonora EI (TK), Twain Harte EI (TK), Curtis Creek EI (TK), Summerville EI (TK), Columbia EI (TK), Soulsbyville EI (TK)	

Please add any additional desired outcomes you plan to measure and report, and the unduplicated number of children or caregivers to be served annually.	
Smile Keepers plans to continue working with First 5 to help connect families needing financial assistance for dental treatment to the Dental help fund on an annual basis. Smile Keepers will work with local dental providers to promote this service and document activity with use of the funds. Smile Keepers also participates in the yearly Give Kids a Smile clinic day held at Safari Smiles dental office in February. This is a unique opportunity to provide free dental care for children in our community with no dental insurance. Smile Keepers will also attend back to school events over the summer through invitation of Me Wuk Health Center and Jamestown Family Resource Center.	

Based on your answers above, provide a description of the service strategies you propose to use to effectively meet these desired outcomes.	
Description: Smile Keepers plans to continue the current preschool dental program of twice-yearly dental screenings, fluoride varnish application and oral health education for approximately 500 students and their caregivers. Dental referrals are provided for children with moderate to urgent dental needs and follow up calls to families are provided to help connect families to care. All families receive notification of dental services provided and all services are provided with parent permission. Smile Keepers services are provided on the school site by trained, licensed dental professionals. Smile Keepers staff will also attend kindergarten registration events at each school site in Tuolumne County. This is a unique opportunity to provide preventive oral health education for families as well providing the oral screening required for entrance into kindergarten. Smile Keepers will continue to work with Adventist Health Sonora birthing center to provide infant oral care information and supplies to each family having a baby at the Sonora hospital site. Adventist Sonora averages 40-50 births <i>each month</i> and	

Smile Keepers will provide a take home kit for each new birth. This could potentially reach *480 families each year* based on average of 45 births x 12 months. In person birthing classes have been suspended at this time due to lack of instructors. Smile Keepers will continue to offer infant oral care techniques to labor and delivery staff at Adventist Sonora on an annual basis.

Smile Keepers will continue to provide training and support for staff in our Special Education preschools. Additional oral health support is necessary because of greater challenges for children with certain developmental, emotional, physical, cognitive, or medical conditions. Children may have dental anxiety, sensory likes and dislikes, difficulties with fine motor skills, and other physical limitations can make brushing and flossing difficult. Brushing teeth is an unpleasant experience for special needs students with sensory defensiveness. As a result, these students have a higher risk of developing oral diseases ranging from gum disease to cavities. Since children’s dental health is so closely tied to their overall health, preventing and promptly treating any issues are extremely important.

By providing training to teachers and assistants in oral health, as well as varied behavioral and dental techniques, preschool special education programs will help increase oral health awareness and will help create educational opportunities in the classrooms. These educational experiences will help children overcome a fear of the dentist, become familiar with oral examination procedures, establish oral hygiene routines, reduce sensory defensiveness or oral sensitivity, and may reduce anxiety of the dentist.

Smile Keepers also plans to extend outreach messaging on oral health topics in cooperation with Tuolumne County Health Department Local Oral Health Program.

**** Reduced services(.46FTE) would eliminate additional training opportunities for Adventist Health staff, Special Education providers and reduce time during kindergarten registration days and health fair events.**

Access to Services & Community Linkages to Promote Seamless Services

Access to Services: Please describe specific barriers to services or desired outcomes that your proposed participants face, and how your proposed services will help overcome those barriers. These can include barriers such as geography, transportation, homelessness, cultural or socio-economic barriers, etc. as applicable.

Description: Smile Keepers screenings and varnish treatments are provided on site, in preschool classrooms, where children are welcome to watch and interact with Smile Keepers staff. The intent of this style of program delivery is to break down the mysterious and often fearful nature of dental services. By providing dental services in the comfortable, familiar setting of their classrooms, we find patient cooperation is much better and children develop confidence in watching their peers participating. This breaks down the barrier of fear and helps to foster a positive first dental experience. Many parents report that children tell their dentist that they “already went to the dentist at school”.

Another barrier to care has been helping families with dental needs navigate the Denti Cal /Medi Cal system, especially if families are new to Tuolumne County. Tuolumne County Health Department Local Oral Health Program, has agreed to assist Smile

Keepers families to help connect families to dental providers and troubleshoot any problems with Medi Cal eligibility. Adventist Health Sonora will also offer assistance to families needing help with Medi Cal application. This service will be especially helpful to families needing referrals out of county for specialized dental services such as oral surgery with general anesthesia or special needs patients. The Local Oral Health Program coordinator is also Spanish speaking and can assist families needing language assistance.

Community Linkages: Please briefly identify the critical community linkages you will make or maintain to effectively provide the proposed services. If the services you propose are currently offered by another service provider in Tuolumne County, or by your agency under a different funding source, explain how your proposal does not duplicate services.

Description: Smile Keepers has a long-standing relationship with staff and management with the preschools, public and private agencies, and local dental/medical providers that participate in our program. The Smile Keepers Dental Project has partnered with local public and private elementary and high schools in Tuolumne County for the past 28 years and has an excellent working relationship with all parties. Smile Keepers is the only public dental health program in Tuolumne County and is not duplicating services on any level.

Project Evaluation

Evaluation: Please check the boxes below, to indicate your understanding of the evaluation requirements under this funding process:

X	I understand that the contract will include an evaluation plan.
X	I understand that the evaluation plan will include requirements for collection and reporting of service level indicators, such as number of participants, ethnicity, level and type of service, and other service data as required.
X	I understand that the evaluation plan will include requirements for collection and reporting of outcome indicators, including measures of relevant change for children, families or service systems, to be finally negotiated at contract time, and revisited as necessary to ensure that quality data is being collected.

Evaluation: Have you demonstrated any of the desired outcomes checked on pages 2-3 (or very similar outcomes) prior to completing this application, either as a First 5 grantee or under any other funding source? Please check applicable boxes below, and add information as indicated.

x	Yes, as a First 5 Grantee, in the following years (list): 2002 to present
	Yes, for another funder. I have attached an evaluation report reflecting our results.
	No, there has been no demonstration of these or similar outcomes.
	Other:

Organizational Capacity

Staffing: Please explain the staffing structure that you present in your budget. Describe the qualifications of the key personnel (staff or consultants), the time (FTE) they will devote to the project, and their experience performing the services outlined in this application.

The Smile Keepers Program Director is Erika Hagstrom Dossi, RDA. Ms Hagstrom Dossi is a California licensed Registered Dental Assistant, in good standing, with the California Dental Board. Ms. Dossi has 36 years of dental experience in private pediatric practice, periodontics and nonprofit clinical dental settings. Ms. Hagstrom Dossi has served as the program coordinator and director of the Smile Keepers dental project and lead grant writer for the past 27 years. Ms.Hagstrom Dossi is licensed to provide dental screenings and fluoride varnish applications under the supervision of the Clinical Director . Ms. Hagstrom Dossi also provides classroom based dental education and patient case management for families participating in the Smile Keepers program. Smile Keepers serves students in preschool, elementary school and high school settings. First 5 funds will be used to fund 51% FTE of Ms.Hagstrom Dossi`s salary. The Smile Keepers program has been operated and managed by the Tuolumne County Superintendent of Schools for the past 22 years and Ms.Hagstrom Dossi is employed as a management employee with the TCSOS office. TCSOS provides fiscal oversight and in kind donation of office space, etc.

The Smile Keepers Clinical Director is Ocean Arellano, RDHAP. Ms. Arellano provides clinical oversight to the Smile Keepers program. Ms. Arellano is a California registered dental hygienist in alternative practice in good standing with the California Dental Hygiene Board and has practiced for 22 years. Ms. Arellano provides dental screenings, fluoride varnish application, dental education and patient referral as a member of the Smile Keepers school-based program. Ms. Arellano also has extensive experience with public dental clinical care through her participation in a project with Tuolumne County Behavioral Health and multiple international dental mission expeditions.

	YES	NO	N/A
Has your organization ever had a contract over the amount of \$10,000 with First 5 Tuolumne?	x		
If so: In your estimation, was the contract executed fully and responsibly?	x		
If so: Were you able to demonstrate good outcomes for children and/or parents?			
Has your organization had a contract over the amount of \$10,000 with another entity for similar services in the last five years? If so, please provide some detail on this contract below the table.		x	
If you are not an entity of county government, have you provided one copy only of the most recent audit or financial statements available for your organization?			x

If you would like to provide any additional comments regarding your answers to the questions above, please do so here. (You may be asked to provide additional information to demonstrate organizational effectiveness once applications have been reviewed.):

Budget

You may cut and paste the budget into this document, or you may submit it as a separate document, along with the answers to the Budget Narrative questions below.

Line Item Budget: Please provide a line item budget for each of the four years of this project (FY 23/24 through 26/27). A fiscal year shall be considered July 1 – June 30.

Annual increases shall not exceed 3%. You may submit the budget in the budget format used by your organization. All personnel must be broken out by FTE, all consultant costs by hours.

*Budget attached #1

*Budget with reductions attached #2

Budget Narrative: Leveraging

What resources will you be able to leverage to assist you in providing and sustaining the services described in this application over the four years of operation? Include both cash resources (directed only to services for children birth to five, their parents, or pregnant women), and any in-kind resources that enable you to serve First 5 families

The Smile Keepers program has been housed and managed by the Tuolumne County Superintendent of Schools office for the past 22 years. TCSOS provides fiscal and program oversight and provides in kind support such as office space, phone, etc. Smile Keepers is an entirely grant funded program and must seek funding on a consistent basis for program survival. Smile Keepers has many funding sources for the school-based program (kindergarten through high school) such as grants and donations, which provide program stability. Smile Keepers receives donations from each school district, Chicken Ranch Casino, Omega Nu, Black Hat Foundation, Delta Dental Foundation, Sonora Area Foundation, Sierra Study Club, UCSF and First 5 Tuolumne County. First 5 funds are targeted for use in the 0-5 Smile Keepers population.

Budget Narrative (Other): Please provide an explanation of any items in the budget that may raise questions for a reviewer.

Smile Keepers is requesting \$ 297,996.64 in salary and benefits plus supplies for the program coordinator .51%FTE, over the 4 year grant period. Duties will include: program management and reporting, providing dental education, dental screenings, fluoride varnish applications for preschool children with parent permission. Follow up is provided for children with moderate to urgent dental needs and information provided to families to connect care. The program coordinator also coordinates and schedules all Smile Keepers activities with preschool staff and directors. Program coordinator provides trainings for staff and coordination of trainings for Adventist staff , Special Education staff , preschool along with distribution of oral care supplies to sites and providers.

Dental supplies requested may include toothbrushes, toothpaste, fluoride varnish, gloves, masks, infant oral care supplies for new parents.

This budget reflects full scope of services at current salary rates which have increased project budget.

Budget Narrative with reductions:

Smile Keepers budget request of \$271,936 for salary (.46%FTE), benefits and supplies over the 4 year grant period. Duties would include program management and reporting, providing dental education, dental screenings, fluoride varnish applications for preschool children with parent permission. Follow up care is provided for children with moderate to urgent dental needs. Program coordinator schedules and coordinates all visits for Smile Keepers activities. Program coordinator will distribute and disseminate all infant oral care kits for Adventist Sonora birthing center.

Dental supplies may include, toothbrushes, toothpaste, fluoride varnish, PPE, gloves, masks and infant oral care supplies for new parents.

ADDITIONAL REQUIREMENTS

Contracts shall stipulate a requirement for key program staff to participate in up to 12 grantee meetings a year, in the first funded year, facilitated by the First 5 Executive Director. The purpose of these meetings is to discuss opportunities for linkages, shared services, leveraging and other system improvements.

Please list the most likely person(s) to participate in these meetings:
Erika Hagstrom Dossi, Ocean Arellano

Contracts shall stipulate a requirement for grantee to provide at least one training a year to peer professionals in the county on a topic of expertise for that grantee, of interest to other providers.

Please list at least one possible training topic that your organization would be willing to offer to peer professionals:
Information and techniques in providing infant oral care, working with special needs students in a dental setting. Pediatric dental techniques for application in a family dental practice.

Contracts shall stipulate a requirement for grantee to participate in the collaborative media outreach campaign. Including quarterly meetings to organize outreach efforts.

Please list your experience in successful community outreach, including media outlets, social media campaigns, etc.: **Tuolumne County Superintendent of Schools has a wide media presence in the local newspaper, an extensive website and access to information sharing with local agencies and public schools. Smile Keepers has experience with making a PSA, newspaper articles for program information and promotion and cooperation with educational institutions for higher learning and ongoing dental training.**

FIRST 5 FUNDS CANNOT BE USED TO SUPPLANT

State law prohibits Commission funds from funding existing levels of service or programs. To ensure compliance with this provision, please provide the following information. If you have questions about how to fill out this form, please call Sarah Garcia at 536-2070.

1. Has your organization provided any of the following services in Tuolumne County in the last year with any type of funding:

Service	Yes	No
Medical screenings for children birth to five years		
Immunizations for children birth to five years		
Effective referral, access to medical treatment for children birth to five years		
Education/access for caregivers of children for children birth to five years about medical issues, preventative care, medical treatment.		
Oral health screening for children birth to five years	x	
Fluoride application for children birth to five years	x	
Education for children on good dental hygiene	x	
Parent education on dental health and prevention	x	
Access for children to dental treatment	x	
Child nutrition activities: education for children or parents, access to nutritious foods.		

2. Did you receive any other funds other than First 5 funds to perform these services in the last year? Please explain.

Smile Keepers asks each participating school or preschool to provide a per student fee to help offsets costs of supplies and other program costs.

3. If so, will this other funding be available, to the best of your knowledge, in FY 2022/2023 and beyond for serving children birth to five? If yes, please provide more detailed information on this funding, such as the source of funding, dates and amounts. If no, please explain why not.

Smile Keepers has asked participating schools and preschools to contribute a fee of \$6 per student since the beginning of Smile Keepers in 2000. This fee helps to offset other program costs and has been a consistent source of revenue for the past 22 years.

Proposed_Maintain .51 FTE_ Four Year Budget - Smile Keepers/First 5					
	FY 23-24	FY 24-25	FY 25-26	FY 26-27	TOTAL
Personnel					
.51 FTE Coordinator Salary	41,900.04	43,355.83	44,001.58	44,657.01	173,914.47
Benefits	19,960.42	21,233.11	21,758.62	22,162.60	85,114.76
Subtotal Personnel:	61,860.46	64,588.95	65,760.20	66,819.62	259,029.23
Operating/Other Costs					
Dental Supplies	3,000.00	3,000.00	3,000.00	3,000.00	12,000.00
Subtotal Operating/Other:	3,000.00	3,000.00	3,000.00	3,000.00	12,000.00
Grand Subtotal	64,860.46	67,588.95	68,760.20	69,819.62	271,029.23
Administrative/ Indirect	6,453.62	6,725.10	6,841.64	6,947.05	26,967.41
Subtotal Admin/Indirect:	6,453.62	6,725.10	6,841.64	6,947.05	26,967.41
TOTAL:	71,314.08	74,314.05	75,601.85	76,766.67	297,996.64
Grant Revenue Request	71,314.08	74,314.05	75,601.85	76,766.67	297,996.64
23/24 calculated 9.95% Indirect rate used for all 4 years					

Proposed Reduced 4 yr Budget - Smile Keepers/First 5					
	FY 23-24	FY 24-25	FY 25-26	FY 26-27	TOTAL
Personnel					
FTE	46.26%	45.71%	46.31%	47.01%	
Coordinator Salary	38,005.80	38,858.73	39,955.16	41,163.26	157,982.95
Benefits	18,105.28	19,030.70	19,757.68	20,428.71	77,322.36
Subtotal Personnel:	56,111.08	57,889.43	59,712.84	61,591.97	235,305.32
Operating/Other Costs					
Dental Supplies	3,006.70	3,001.89	3,005.21	3,007.63	12,021.43
Subtotal Operating/Other:	3,006.70	3,001.89	3,005.21	3,007.63	12,021.43
Grand Subtotal	59,117.78	60,891.32	62,718.05	64,599.60	247,326.75
Administrative/ Indirect	5,882.22	6,058.69	6,240.45	6,427.66	24,609.01
Subtotal Admin/Indirect:	5,882.22	6,058.69	6,240.45	6,427.66	24,609.01
TOTAL:	65,000.00	66,950.00	68,958.50	71,027.26	271,935.76
Grant Revenue Allowable Request	65,000.00	66,950.00	68,958.50	71,027.26	271,935.76
23/24 calculated 9.95% Indirect rate used for all 4 years					
Increase in funding by allowable 3% each year					
First 2 years are taking into account a potential negotiated increase of salaries and benefits that would exceed the allowable 3% increase					
3rd and 4th year allow only for yearly step increase of 1.5% which allows for a higher FTE % due to the allowable 3% increase					