



**Services to Promote Healthy Children,
Birth to Age 5
For
Fiscal Year 18/19
With Intent to Contract for 4 years**

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

APPLICATION FORM

RELEASE DATE: DECEMBER 18, 2018

Application Receipt Deadline: January 25, 2019

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 2019

Name of Applicant: Smile Keepers Dental Project	
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
Descriptive Title of Project: Smile Keepers staff plans to provide bi-annual dental screenings and bi-annual fluoride varnish applications for approximately 500 children 0-5 each year over the four year grant period. Smile Keepers also plans to provide dental education workshops for approximately 75 parents and/or caregivers annually during prenatal and parent workshops. Additionally, Smile Keepers is planning to provide educational opportunities for families through outreach activities. These activities may include education during story times at local library locations and during parent meetings with Head Start. Additional staff trainings may be provided for Special Education preschool providers, Head Start teachers and staff along with private preschool teachers and staff over the 4 year period. Smile Keepers also plans to work closely with program partners in development of media tools such as video development and social media promotion such as radio announcements, Facebook page sharing for information distribution and training opportunities.	
Total Amount of Request:\$271,936	Total Project Cash Budget:\$271,936
Project Start Date: July 1, 2019	Project Completion Date: June 30, 2023

I authorize submission of this application:

Cathy A. Parker

Name of authorized agency official

Tuolumne County Superintendent of Schools

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:

Medical	
(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.	
Dental	
(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
Nutrition	
(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	45
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.	*75
Caregivers learn about & have access to dental treatment for 0-5.	75
Caregivers learn and practice feasible ways to improve child nutrition.	

- In addition, Smile Keepers plans to continue seeking educational opportunities for caregivers/parents through attendance or representation at the local ICES children's fair, Give Kids A Smile with Safari Smiles Dental, and Kindergarten registration events on a yearly basis.

Annually, how many early care settings will allow and promote the following First 5 funded services on site:	
Medical	
Dental	24
Nutrition	
Please list the sites: Columbia College Child Development Center (3 classes), Head Start (6 classes) Special Education preschool (6 classes) Belleview State Preschool, Curtis Creek State Preschool (opening Fall 2019), Tenaya Parent Preschool, Mother Lode Christian School (2 classes), Safari Learning Center (3 classes) Kountry Kids, Kiddie Kollege, Sierra Waldorf preschool, Tiny Tots Preschool, Christian Heights Preschool, Jamestown El (TK), Sonora El (TK), Twain Harte El (TK), Curtis Creek El (TK), Summerville El (TK), Columbia El (TK), Soulsbyville El (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. Approximately 1-3 families receive financial assistance each year to help offset costs of dental treatment. This information is tracked and documented. Additionally, Smile Keepers plans to provide outreach services while attending health fairs, kindergarten registrations and volunteer events. It is anticipated that an additional 100 children and or caregivers may be reached during these events. Documentation of attendance will be provided and noted.	

Based on your answers above, provide a description of the service strategies you propose to use to effectively meet these desired outcomes.	
<p>Description: Smile Keepers plans to continue the current preschool dental program of twice yearly dental screenings, fluoride varnish applications, and dental education for approximately 500 children per year. Dental referrals are provided for children with moderate to urgent needs. Follow up phone calls to families are provided when necessary and all families receive notification of screening results. These notification letters are sent home with the child on the day of service. All services are provided at the school site and with written parent permission. These services are provided by the Smile Keepers staff of dental professionals.</p> <p>Smile Keepers also plans to provide preventive dental education for families attending childbirth education classes at Adventist Health Sonora. We plan to target at least 75 parents per year for these services. Each participating family receives an infant oral care bag. This customized bag has good quality oral hygiene products for baby and new parents. Follow up postcards at baby's 6-month milestone and 1 year birthday are sent to parents, reminding parents about starting</p>	

fluoride drops, wiping out baby's mouth daily, first tooth care, and first dental visit. Each postcard reminds parents to be a good role model for oral care. This has been a very popular and effective method in reaching new parents while increasing their own awareness about good oral care during pregnancy and post-partum oral care.

Smile Keepers also plans to add a strong outreach /training component. Recently, Smile Keepers received a request from the perinatal supervisor in the labor and delivery department of Adventist Health Sonora, to provide a training module for the nursing staff about infant oral care and how to educate new parents leaving the hospital. This training was specifically targeted for parents that did not attend birthing classes. The training was well received by the nursing staff. Through this training, we discussed the option (to develop a strategy) to include infant oral care instructions in the home baby care video shown to new parents before being discharged from the hospital. This opportunity would provide information for new parents and reinforce dental information to parents that have attended birthing classes. Topics covered in the video include feeding tips, caring for the umbilical cord, bathing tips and soon infant oral care!!! Plans are underway to meet and develop the script for a new video. This will be a wonderful opportunity to promote First 5 messages and increase awareness of infant oral care.

Smile Keepers also plans to provide trainings for staff in Head Start and Special Education preschool settings on how to implement and utilize efficient methods of group brushing and oral hygiene modeling. Customized brushing techniques and scheduling strategies will be developed for special needs children as well as possible adaptive tools for successful self-driven brushing. ie: large handle toothbrushes, soft sponge brushes, etc. Smile Keepers staff has extensive experience with special needs children and is familiar with providing instruction for staff to help implement strategies. Additional oral health education is necessary because there are 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 reduce anxiety of the dentist.

An early childhood specialist (dental consultant) will also provide assistance and program support with these trainings. Smile Keepers plans to expand training to all participating Smile Keepers preschools in the coming years.

Smile Keepers also plans to extend outreach for program messages by partnering with the Tuolumne County Health Department Local Oral Health Program. Together, both programs will work on radio and social media campaigns to promote early childhood oral care and access to services. We plan to promote First 5 oral health messages at Tuolumne County Library story times, ICES Children's Fair, Give Kids A Smile free dental event and kindergarten registrations at each elementary school.

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".

Smile Keepers plans to provide staff trainings on site as well. It is often a barrier for staff to attend trainings off site or after hours. This also gives us the opportunity to fine tune brushing strategies inside the classroom as opposed to learning something in a meeting and trying to implement the new task in the classroom. 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 has agreed to a partnership with the Dental Transformation Initiative (DTI) coordinator, to help connect families to dental providers and troubleshoot any problems with Medi Cal eligibility. The DTI coordinator has direct contact with Tuolumne County Social Services Agency to help streamline the Medi Cal process. The DTI coordinator will be included in any referral paperwork sent home to families from the Smile Keepers activities. 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 DTI 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 25 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 Dossi is a California licensed Registered Dental Assistant, in good standing, with the California Dental Board. Ms. Dossi has 33 years of dental experience in private pediatric practice, periodontics and nonprofit clinical dental settings. Ms. Dossi has served as the program coordinator and director of the Smile Keepers dental project and lead grant writer for the past 25 years. Ms. Dossi is licensed to provide dental screenings and fluoride varnish applications under the supervision of the Clinical Director and Advisory Dentist. Ms. 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 58% FTE of Ms. Dossi's salary.

The Smile Keepers program has been operated and managed by the Tuolumne County Superintendent of Schools for the past 19 years and Ms. 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. Ms. Arellano provides dental screenings, fluoride varnish application, dental education and patient referral on a part time basis for the Smile Keepers school based program. Ms. Arellano also maintains a position in private practice in Tuolumne County and 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. Ms. Arellano is a contractual employee at this time.

The Advisory Dentist is Larry Moe, DDS. Dr. Moe acts as the volunteer advisory dentist to the Smile Keepers program and provides the fluoride prescription for the Smile Keepers program in Tuolumne County. Dr. Moe is also a member of the Smile Keepers Oral Health Advisory

Committee/Head Start Advisory Board and serves as program advisor to the Program Director when needed. Dr. Moe is a licensed dentist in the State of California, in good standing. Dr. Moe has a private dental practice in Sonora, California and has been in practice for the past 30 years.

The Dental Consultant This new position will be included in this grant. This consultant will assist with program trainings and implementation of dental hygiene practices in targeted preschool settings. The consultant will also be required to have early childhood education and experience. The consultant will work on a contractual hourly basis to be named in the budget.

	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?	x		
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		

***TCSOS Agency Audit was sent via email to First 5 Executive Director, Sarah Garcia on 1/9/19**

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.

Proposed Four Year Budget - Smile Keepers/First 5

	FY 19-20	FY 20-21	FY 21-22	FY 22-23	TOTAL
Personnel					
.58 FTE Coordinator Salary	\$ 38,151	\$ 40,041	\$ 42,026	\$ 44,110	\$ 164,329
Benefits	\$ 15,161	\$ 16,726	\$ 17,750	\$ 18,671	\$ 68,307
Subtotal Personnel:	\$ 53,312	\$ 56,767	\$ 59,776	\$ 62,781	\$ 232,636
Operating/Other Costs					
Contractor	\$ 3,900	\$ 3,900	\$ 2,910	\$ 2,010	\$ 12,720
Dental Supplies	\$ 2,652	\$ 992	\$ 824	\$ 624	\$ 5,092
Subtotal Operating/Other:	\$ 6,552	\$ 4,892	\$ 3,734	\$ 2,634	\$ 17,812
Administrative/ Indirect	\$ 5,136	\$ 5,290	\$ 5,449	\$ 5,613	\$ 21,488
Subtotal Admin/Indirect:	\$ 5,136	\$ 5,290	\$ 5,449	\$ 5,613	\$ 21,488
TOTAL:	\$ 65,000	\$ 66,950	\$ 68,959	\$ 71,027	\$ 271,936
Grant Revenue Request	\$ 65,000	\$ 66,950	\$ 68,959	\$ 71,027	\$ 271,936

18/19 CDE approved 8.58% Indirect rate used for all 4 years

Line Item Budget: Please provide a line item budget for each of the four years of this project (FY 19-20 through 22-23). 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.

Please see Proposed 4 year budget

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 19 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, Black Oak Casino, Omega Nu, Black Hat Foundation, Delta Dental Foundation, Sonora Area Foundation, Sierra Study Club 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 \$\$232,636 in salary and benefits for the Program Coordinator .58% FTE, over the 4-year grant period. Duties will include: providing dental screenings and fluoride varnish applications for preschool children with parental permission. Follow up is provided for children needing dental care. The program coordinator also coordinates all school visits and community activities provided by the program.

Contractor position will help support the program coordinator by providing follow up support to preschool staff on program implementation after trainings. The contractor will help ensure that key strategies discussed in trainings are being utilized and will help with any problem solving in day to day operation of classroom flow and design.

Dental supplies may include toothbrushes, toothpaste, fluoride varnish, gloves, masks, patient bags for childbirth education classes and educational materials.

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, or Dental Consultant

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 the dental setting,**

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 offset costs of supplies and other program costs.
3. If so, will this other funding be available, to the best of your knowledge, in FY 19-20 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 small fee (\$5 per student this year) 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 19 years.