Putting Ideas Into ACTION
A Conversation for a Healthier Kansas.
CHANGE BEGINS WITH A CONVERSATION.

Sometimes change begins with a few words, strung together in a hopeful way. "Wouldn't it be great if..."; or "Has anyone ever tried to..."; and "This might actually work."

Here at the Sunflower Foundation, we are privileged to be part of a conversation much larger than ourselves. It is the conversation happening across our state—among policymakers, educators, employers, health professionals, community leaders—about how to improve the health of people in Kansas.

We all enter the conversation from different perspectives and at different moments in our lives. And for many, talking is not enough. We see a need, we share a thought, and we are moved to follow through. In this report you will learn about four examples of those who began talking about the need for change and then found inspired ways to turn the conversation into action, making a difference in thousands of lives across Kansas.

Our mission at the Sunflower Foundation is to serve as a catalyst for improving the health of Kansans. We do so by providing grants to organizations and communities that are clearly focused on that same goal. We do so by encouraging the exchange of ideas, providing the funding that spurs action, and humbly watching the amazing process of lives being changed.

We are proud to acknowledge the grants we awarded during our Fiscal Year 2007 (July 1, 2006 to June 30, 2007). We invite you to join the conversation.

Marty Beezley Billie G. Hall
Board Chair President & CEO

THE SUNFLOWER FOUNDATION

Welcome! As we hope this annual report conveys, we at the Sunflower Foundation are committed to a healthier Kansas. We are also committed to providing responsive, clear and timely communication. A meaningful exchange of information is often the first step toward real change. So we are eager to have conversations with people across Kansas about what we can do together.

We invite your inquiries, questions and suggestions at any time. We promise to respond and to answer your questions as best we can.

Thank you for your interest in the Sunflower Foundation, and we look forward to visiting with you soon.

Meet the Staff
Standing, left to right:  Billie Hall, President/C.E.O.; Cheryl Bean, Finance/Grants Manager; Larry Tobias, V.P. for Programs;
Seated, left to right:  Alisa Browning, Executive/Program Assistant; Yvette Desrosiers-Alphonse, Program Officer; Cindy Streeter, Finance/Grants Assistant.

Learn more about how to start the conversation on pages 16 and 17.

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* See Back Fold Out for Complete List of 2007 Grants and Initiatives

Students at Anthony Elementary School in Leavenworth enjoy time outside the classroom and perform better because of it. See the Success Story on Page 14.
It’s not about hiring a dentist. It’s about saving lives.

[A CONVERSATION ABOUT THE COMMUNITY HEALTH CENTER OF SOUTHEAST KANSAS]

Pittsburg — The phone rings at the Community Health Center of Southeast Kansas. It is a school nurse 100 miles away, desperate for help. A young boy is in pain. His mouth is so swollen he can barely talk. For days the cafeteria attendants have served him oatmeal, the only food he can gum and digest. His grandmother is disabled, unable to take him to a dentist.

“This nurse remembered us from a school screening we had done at her previous school. We were her last resort,” says Krista Postai, CEO of the health center. “They brought the boy to us.”

Suffering from a severe tooth infection, the child was frighteningly close to sepsis and shock.

“Thankfully, we were able to get the tooth out, and provide antibiotics. In a few days he was eating, putting weight back on and very happy.”

Welcome to the front lines of health care in the poorest region of Kansas. Residents of Crawford and Cherokee Counties have among the lowest per capita incomes of any areas of the state. And it’s not simply an economic downturn. Postai, a native of Pittsburg, puts the situation into perspective.

“We’re talking about generational poverty; 100 years of poverty. What’s different about this kind of poverty is that people do not hope for anything different. But I am proud to say we are bringing hope.”

Continued on page 04
Krista Postai, CEO of The Community Health Center of Southeast Kansas, visits with the Chief Medical Officer, Dr. Linda Bean. The clinic now employs 75 people, offering medical, mental and dental services.

Health Care Access

Building an infrastructure of care.

The Community Health Center of Southeast Kansas is one of many safety net providers across the state making miracles happen every day. The clinic began as an outreach program of the local hospital, where Krista Postai worked for 23 years. The program’s original intent was to provide child immunizations and physicals prior to school. But the overwhelming need for medical services made it clear more needed to be done.

On May 1, 2003, the clinic opened its doors. But with only fifteen percent of costs covered by federal dollars, the clinic like many others, had to develop a plan to support itself.

The Seeds for Growth

The first funder for the young clinic—outside of money from Medicaid, private insurance and direct services—came from the Sunflower Foundation for the purchase of a practice management system. The purchase gave the clinic the ability to schedule, bill and track patients electronically.

“It was essential for our survival,” Postai says. “We needed to establish our infrastructure and build our capacity to respond to the health care needs of our community and region.”

In its first year the Community Health Center saw 700 patients per month. In 2008, Postai expects the number to be 4,500 a month. In May 2007 the Center opened a new 15,000 square foot facility—home to 75 employees—offering medical, mental and dental services.

Small Investments, Huge Returns

Since the early Capacity Building Grant, the clinic has received funding under the Sunflower Foundation’s Bridge Grant program that helps safety-net providers expand services and hire medical, dental and mental health staff. The Bridge Grant program provides interim funding for these expenses until the clinic is able to sustain the costs through patient fees, insurance payments and other state and federal funds.

A perfect example of this, Postai says, was a small grant to cover a dentist’s salary for one year at the clinic, for just one day a week. Today that dentist is self-sufficient, providing services in cooperation with the clinic at a freestanding 5,000 square foot building, impacting the lives of thousands.

That same model of seed money followed by self-sufficiency and expanded care has been repeated in mental health, as well. The clinic now offers treatment for depression, play therapy, and other psychological services for children.

The Community Health Center has just opened a second clinic in Columbus, 30 miles south of Pittsburg, with plans for another location in Baxter Springs. Again, the focus is medical, dental and mental health services.

“We catch a lot of people,” says Postai. “But there are a lot more people to catch.”

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Kansans City—It is 6 p.m. on a Tuesday evening and inside the El Centro Argentine gymnasium at 1333 South 27th Street, 40 moms and daughters are moving to the beat. As Dalia Muzquiz, vice president of children and youth development for El Centro, describes, there’s “a whole lotta hip shakin’ goin’ on!”

Unlike the hit television show Dancing with the Stars, there are no sophisticated moves and elaborate costumes. But the infectious rhythms of Latin dance music guide the class through a heart-pumping, one-hour aerobic workout.

Zumba, the dance exercise craze that has swept across the country, is alive and well in the heart of Kansas City.

A Columbian word meaning to move fast and have fun, the Zumba dancers here are living up to the name. The workout incorporates a variety of Latin dance styles and music, including cumbia, merengue, salsa, reggaeton, mambo, rumba, flamenco and calypso. A Miami-based dancer and choreographer are credited with creating the routine that now has people moving all over the world.

The exercise program combines fitness interval and resistance training to increase caloric output, burn fat and tone the entire body. By mixing easy-to-follow dance steps with body sculpting techniques, the class becomes a fun and addictive way to achieve fitness goals. Continued on page 08
Healthy Behaviors and Prevention

Tuning into a healthier way of life.

How is a popular Latin dance class an important step to a healthier Kansas? In minority communities across our state, a confluence of negative factors works together to impede the health of thousands. Both, health disparities and lack of access to quality health care, are significant challenges for minority populations.

Healthy Behaviors, Healthy Latinos

Founded in 1976, El Centro’s mission is to create and sustain educational, social and economic opportunities for families. Each year the group conducts a survey of newly arrived immigrants in the community. In 2004, the results revealed some behaviors in health that were not being adequately addressed, including obesity among Hispanic youth, diabetes and high blood pressure. Out of 612 Latinos surveyed, 40 percent cited their level of health as fair or poor.

According to Muzquiz, many of the respondents do not seek medical care due to low incomes and lack of medical insurance.

“When came out of the survey was the need to educate families about prevention for hypertension and diabetes,” says Muzquiz. “And we wanted to do this through exercise classes and nutrition information.”

The Healthy Behaviors and Prevention Grant from the Sunflower Foundation was a perfect fit. The Zumba exercise classes were an immediate success. “We had to immediately add more classes,” Muzquiz says.

El Centro also publishes a bilingual cookbook, “Our People, Our Foods”. The cookbook features 25 authentic family recipes modified to be healthier. Each recipe includes a nutritional chart and suggestions for ways to substitute ingredients while enjoying the same flavors and quality.

It’s All About Families

One of the keys to success for El Centro throughout all their programs is the focus on the entire family. “We’re not just trying to teach moms to cook healthier, we want the whole family involved,” says Muzquiz.

Looking around the Zumba dance class, mothers and daughters dance together, and family members from age nine to 60 are getting in the groove. Muzquiz is optimistic about the program. “We are seeing individuals make changes through exercise and nutrition to better their lives. That’s the difference.”

The Sunflower Foundation provided the start up money for El Centro to implement the Zumba classes, and now hundreds across Kansas City sign up to dance and be healthy.

The Sunflower Foundation has funded numerous projects that are designed to reduce racial and ethnic health disparities. Many health disparities are attributed to diet and physical activity. Working to address both issues is exactly the reason why the Sunflower Foundation provided the start up money for El Centro to implement the Zumba classes, and now hundreds across Kansas City sign up to dance and be healthy.

Healthy Habits, Healthy Latinos

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The one-hour Zumba workout incorporates popular Latin dances including the merengue.

Della Muzquiz, Vice President of Children and Youth Development for El Centro, Inc., describes the exciting response to the Healthy Habits, Healthy Latinos program.

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AREA OF INTEREST

Healthy Behaviors and Prevention

Seeking solutions that help individuals and communities establish and maintain healthy and active lifestyles.

The Sunflower Foundation Areas of Interest reflect the conversations Kansans are having every day, including the challenges of making healthy choices. During Fiscal Year 2007, the Sunflower Foundation awarded grants and funded initiatives in the following areas:

School-based Grants

Promoting physical activity and healthy eating for children and youth through school-based environmental, program and policy approaches.

Community-based Grants

Promoting physical activity and healthy eating through community-based environmental, program and policy approaches.

Worksite-based Grants

Increasing physical activity and healthy eating in the worksite through environmental, program and policy approaches.

For a listing of all grants and initiatives funded in Fiscal 2007, please see the fold out portion of this report.
It’s not just a phone system.

...continued on page 12
Getting through to someone starts here.

The value of volunteers in a small not-for-profit organization such as Positive Directions is tremendous. In recent years the staff has grown to include eight. But hiring a full-time receptionist has never been in the budget. Also not feasible: purchasing a phone system that actually included voice mail.

“Our phones rang, but did the system fit the needs of our organization? No,” says Patton. “We weren’t effectively communicating or getting through to the people trying to get through to us.”

While volunteers did their best, some messages had a name and no number. Many times callers want confidentiality, and talking to an unknown volunteer was not comfortable.

“Our clients want direct access to their case managers,” Patton says. “Others would call for the first time, tell their entire story to the person who picked up the phone, only to find out they had to repeat the entire thing to someone else. That’s frustrating.”

Give Me A Line

In December 2006, the Sunflower Foundation awarded a Capacity Building Grant to Positive Directions for a new telephone system.

“To find a place willing to help purchase and help us with technology, that was very hard,” says Patton.

The grant funded the purchase a system with 10 phones and four phone lines, greatly increasing productivity and communication between staff, clients and outside resources.

“Now, callers have many options. They can go directly to their case manager or to me; they can hear a date and time for HIV tests, get information about events, or offer to volunteer,” Patton says.

In addition, the area’s AIDS Hotline, both the toll-free and the local number, is tied into the system. Each hotline call rings four people, to ensure that these calls are always answered.

“The ability to offer confidentiality is so important. You can go directly to the person you want to talk with, and not have to go through someone else first,” Patton says.

Connecting to Someone Who Cares

For those who are in crisis, who are sick, or whose loved one is dealing with HIV/AIDS, finding answers in the most direct way is important. Patton cites a recent call from a mother in town whose son lives elsewhere. She had questions, and she wanted answers now.

“For her to be comfortable, she needed to speak with the director, she needed to get through to me,” Patton remembers. “And she was able to do just that. She called in, chose my name from the directory, and we visited for a half an hour. We want to be here for anyone who has questions.”

Sometimes telephone systems are more than just technology. They are lifelines that remind us we are not alone.

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From dazed, to AMAZED.

HOW ANTHONY ELEMENTARY SCHOOL CHANGED A LITTLE AND CHANGED EVERYTHING

W

hen Janine Kempker became principal of Anthony Elementary School in Leavenworth six years ago, she observed, “At lunch, kids weren’t really eating at all. Sometimes it seemed more food landed on the floor than anywhere else. Desert disappeared while milk cartons sat untouched,” Kempker says.

Recess seemed to create conflict, not eliminate extra energy. Not only was discipline an issue throughout the school, but students were also performing below grade level.

“I taught at Anthony prior to becoming the school’s principal. I knew it was bad in my class, but then I discovered it was just as bad in everyone’s classroom,” Kempker says. “And it was my job to do something about it.”

Testing Tradition

“Leavenworth shares the challenges of many urban districts,” Kempker says. “Eighty-three percent of students are at or near the poverty level. Many of our kids start kindergarten not knowing how to hold a book, read from left to right, or write their names.”

As Kempker assumed responsibility for the school, she was concerned about her students’ health, their discipline and their ability to learn. Several questions began to form, “Why is P.E. a success and recess not; why do we penalize kids by taking away recess, and, just because we’ve done lunch this way for generations, is it really working for us?” At the same time Kempker began reading about the importance of building relationships with students who are living in poverty.

“Eat, Exercise, Excel” (EEE)
The First Grant Awarded to Anthony Elementary School by the Sunflower Foundation, May 20, 2003

After trying everything from anti-bully programs to character development courses, not only was Kempker ready to try anything, so was the staff. She created a proposal for a program that uses what she deems “common sense goals”. Cafeteria lunch was eliminated and replaced with lunch in the classroom, delivered on trays, with the teacher present. The goal was to build a relationship between students and teachers, while using the time to talk about nutrition and bring structure to mealtime. Teachers agreed to reschedule their normal lunchtime planning period, and today are the program’s strongest supporters. Recess was replaced with “structured activity”, guaranteeing 45 minutes of daily exercise. Water bottles were provided for every student. And, with parental permission, RDA multi-vitamin supplements were provided.

One Thing Leads to Another

The results of the program have been startling. Disciplinary referrals decreased by 95 percent from one year to the next. Parental involvement increased. Teacher and staff morale is higher, with turnover reduced. But perhaps the most dramatic improvements have been made in academics. The school reports that only 32.4 percent of fifth graders were at or above grade level in reading and math before EEE began. Now, the 72.7 percent of fifth graders who began first grade the year EEE was implemented are at or above grade level in both reading and math.

Why does Eat, Exercise, Excel work?

“Our kids are physically, mentally and emotionally ready to learn,” says Kempker. “The body is prepared to learn due to improved nutrition and hydration. The mind is better prepared to learn due to physical exercise. The soul is better prepared for learning because students feel safe and have built positive relationships with fellow students and their teachers.” After three years and some bumps in the road, “Eat, Exercise, Excel” is now being accepted by the school district, which is assuming funding for the 2007-2008 school year. “It is possible to restructure the school day, and change how the school does business to meet the needs of our students,” Kempker says.

The above amounts are from the Foundation’s Fiscal Year 2007 audited financial statements. A copy of the foundation’s audited financial statements is available upon request.

JANINE KEMPKER, PRINCIPAL OF ANTHONY ELEMENTARY SCHOOL IN LEAVENWORTH, CREATED THE "EAT, EXERCISE, EXCEL" PROGRAM AND SAW NOT ONLY HEALTH, BUT ALSO ACADEMICS, IMPROVE.
We are eager to continue conversations with you about what we can do together to improve the health of Kansans. Conversations allow us to learn from each other and inform our respective work. It is our hope that you will feel comfortable contacting us to talk about your work, or ours, at any time.

Our Approach to Grantmaking

The Sunflower Foundation is dedicated to improving the health and well being of all Kansans through improved access to affordable and quality health care, promotion of healthy lifestyles and prevention efforts. We envision our role as a catalyst and, therefore, look to support programs that are innovative and have the potential to affect change at a systems level.

Our Guiding Principles

• Serve those most in need of health care services
• Embrace a broad definition of health
• Focus on prevention, durability and measurability
• Be collaborative and complementary
• Serve as agents of systemic change
• Recognize the importance of research and development
• Act as responsible stewards
• Leverage foundation assets
• Design programs that stimulate creativity
• Be proactive in seeking solutions
• Reflect a statewide presence

The Mission of the Sunflower Foundation

To serve as a catalyst for improving the health of Kansans.

Our Vision for Health

To direct our resources toward helping people and communities achieve and maintain optimal health by improving access to health care and information, eliminating barriers, emphasizing prevention and promoting healthy environments that enable and support personal responsibility for health.

How to Contact Us

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785.232.3000
Toll Free 866.232.3020
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The Sunflower Foundation offers a semi-annual Request for Proposals (RFP) funding cycle. New RFPs are announced in the spring and fall. Full details regarding our RFP calendar can be found on our web site at www.sunflowerfoundation.org.
ACCESS TO HEALTH CARE

Bridge Grants (Matching Funding)

- All Faith Counseling Center of Atchison, Atchison - $22,342 to expand services by adding a family practice physician and technical assistance to implement and evaluate new telephonic access to care (three-year grant)
- Community Health of Southeast Kansas, Pittsburg - $20,000 to expand services by adding a family practice physician and technology upgrades (16-month grant)
- American Red Cross, Central Plains Blood Region, Wichita - $11,790 to develop a new information system for blood donations (three-year grant)
- Community Health System of Southeast Kansas/Seagull, Pittsburg - $10,000 to coordinate, on behalf of several foundations, a discussion and to coordinate Health Reform Council support, in partnership with four area health foundations (16-month grant)
- Flint Hills Community Health Center, Emporia - $20,000 to coordinate, on behalf of the Kansas Department of Health and Environment, to develop and implement a telecommunication system to provide services to patients at a satellite clinic (two-year grant)
- Flint Hills Community Health Center, Emporia - $10,000 to develop a new telecommunication system for two off-site locations (three-year grant)
- United Methodist Health Ministry Fund, Lawrence - $10,000 to develop a new telecommunication system for two off-site locations (three-year grant)
- Kansas State University, Manhattan - $7,913 to develop a Web-based, multi-component physical activity program, in partnership with four area health foundations (three-year grant)

SPECIAL PROJECTS

- University of Kansas School of Medicine – Wichita, Wichita - $69,774 to develop a Web-based multi-component physical activity program, in partnership with faculty and staff of USD 250 Wichita
- USD 419, McPherson - $62,224 to develop a physical activity and healthy eating program, with specific emphasis given to Rodriguez Elementary School and to increasing physical activity to 150 minutes per week for all students (three-year grant)

Healthy Behavior and Prevention Grants

- Appalachian Tobacco Prevention Project, Kansas City - $18,500 to develop a comprehensive funding and technical assistance program to implement and evaluate new telephonic access to care (three-year grant)
- Kansas Department of Health and Environment, Topeka - $10,000 to help the Governor’s7.1, 2015 to 2016 – Matching Grant (three-year grant)
- University of Kansas School of Medicine – Wichita, Wichita - $59,748 to develop a Web-based multi-component physical activity program, in partnership with four area health foundations (three-year grant)
- University of Kansas School of Medicine – Wichita, Wichita - $69,774 to develop a Web-based multi-component physical activity program, in partnership with four area health foundations (three-year grant)

Health Disparities Grants

- Healthy Options for Kansas Communities, Wichita - $53,912 for start-up expenses related to a new dental care services, including hiring bilingual staff and purchasing technology (two-year grant)
- Caritas Clinic, Inc., Leavenworth - $16,500 for fund development consultation and technology (three-year grant)
- American Red Cross, Central Plains Blood Region, Wichita - $11,790 to develop a new information system for blood donations (three-year grant)
- Community Health System of Southeast Kansas/Seagull, Pittsburg - $10,000 to coordinate, on behalf of several foundations, a discussion and to coordinate Health Reform Council support, in partnership with four area health foundations (16-month grant)
- American Red Cross, Central Plains Blood Region, Wichita - $20,000 for technology to facilitate accurate and confidential donor information (three-year grant)
- Jayhawk Area Agency on Aging, Inc., Topeka - $20,000 for program assessment and technology enhancements (three-year grant)
- USD 419, McPherson - $62,224 to develop a physical activity and healthy eating program, with specific emphasis given to Rodriguez Elementary School and to increasing physical activity to 150 minutes per week for all students (three-year grant)

Walking Trails Grants (Matching Funding)

- Community Foundation of Dickinson County, Atchison - $4,500 to build a 1/2 mile walking trail in Eisenhower Park
- University of Kansas School of Medicine – Wichita, Wichita - $59,748 to develop a Web-based multi-component physical activity program, in partnership with four area health foundations (three-year grant)

Grant List: FY 2007 Grantees and Initiatives Grants are for one year unless otherwise noted.

Public Health Planning Grants

- Jayhawk Area Agency on Aging, Inc., Topeka - $20,000 to support a leadership succession plan (18-month grant)
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