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MINISTRY GRANT REPORT

Name of organization: New Life Solutions

Date of report submission: 10/02/23

In fulfillment of September OR Final Report (include year): September 2023

Name of individual filling out Grant Report: Crystal L Hettinger

Title: Philanthropy Advisor

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Date Grant funds were received: April 2023

Grant amount received: \$89,100

Total grant amount spent to date: \$5055.12.

Grant amount remaining: \$84,044.88.

Purpose of Grant (Please copy and paste from Page 1 of Grant Application submitted):

- Provide Christ Centered Christian Counseling to our clients through an innovative partnership with Life Connections Counseling Center. This will allow our clients to have access to in person or virtual counseling services.

- Our clients come to us with all levels of trauma (ex. domestic violence, addictions, sexual abuse, sexual identity struggles, poverty, depression, anxiety, infidelity, etc....) on top of these traumas they are faced with an unplanned pregnancy.
- These mental health services specialize in trauma.
- We care for our clients holistically considering the mental and social factors in their lives. This is where this partnership is extremely vital.
- We will train our front-line staff to refer these mental health services as needed to both the women and men being faced with the unplanned pregnancy.
- These services will also be offered to front-line clinic and office staff as they serve clients facing extremely tough situations day after day.

GRANT USE SUMMARY

Please answer all questions below as they pertain to your ministry and grant request. If a question does not apply, please enter "N/A" rather than deleting the question.

1. Compare original objectives/timeframes with actual results. Explain any variances.
 - Our original estimate was that in a 12-month period we would serve 150 individuals. This was calculated at an estimate of 10% of our annual estimate of 1,500 patients and clients we see each year.
 - What we have seen since May is as follows:
 - 14 total patients (9 clients and 5 employees) with fund usage of \$5055.12.
 - Please note that the full grant fund usage of these 14 patients has not been fully realized yet as many are still during their counseling services.
 - The 9 patients/clients at an average of 6 sessions at \$80/session is \$4320 that will be used from the grant from this population.
 - An additional point of interest is that the total value is estimated to be \$8100 of counseling services provided. This is using an estimate of a traditional fee of \$150/hour that has been discounted to \$90/hour, which we are paying \$80/hr.
 - The 5 employees at an average of 6 sessions at \$90/session is \$2700 will be used from the grant from this population.
 - An additional point of interest is that the total value is estimated to be \$4500 of counseling services provided. This is using an estimate of a traditional fee of \$150/hour that has been discounted to \$90/hour of which we are paying 100% of that amount for our employees.
 - The net total YTD with the current patients/clients/employees utilizing services is estimated to be \$7020 used from the grant from this population. Additionally, and as noted above, the net combined total value of services is \$12,600 using the weighted and blended estimates above. However, this population is growing each month beginning in October as new patents, clients, and employees utilize services.
 - An additional point to note that impacted the usage thus far, and is not a factor going forward, is that we had a Licensed Mental Health Counselor on staff through September of 2023. While she is no longer with New Life Solutions, it is important to note that her licensure required her to see patients and clients as well. That being

the case, there are estimated to be at least 15 additional patients and clients that would have used the grant funds that have not but will be moving forward. Most of these patients have been referred to Life Connections Counseling and any new patients that have needs will be referred to Life Connections Counseling going forward as well.

- In the 4-month period of May-August we have seen 385 patients and clients, and a 10% estimate of that number is 38 individuals. We anticipated a slightly higher number of patients and clients that we would have seen in this timeframe (500), however, due to some open positions and team members serving in multiple locations, 1 of our locations was not open 100% percent of the time. Beginning in November all four locations will be open 100% of the time, which will increase the number of referrals to Life Connection Counseling, and thus increase the usage of the grant.
- If we look at the 14 patients that we have served plus the 15 that our internal Licensed Mental Health Counselor was seeing that will now be at Life Connections Counseling, we are at 29 (74% of the 10% estimate).
- With 100% of the referrals now going to Life Connections Counseling we will see this increase over the next seven months. We have a strategy in place where our Director of Clinic Operations, Director of Medical Services, and our Director of our Passages of Hope Ministry are communicating with their teams about identifying the need and referring patients and clients as needed.

2. Explain the specific ways that this grant has helped you to expand significantly or propelled your ministry forward. Please include specific examples.

- Having the ability to now provide Licensed Mental Health Counseling services has absolutely propelled our ministry forward. This is an innovative and pioneering effort that not many other clinics like ours are providing and is meeting a desperate need in our community and for those that we are serving. For example, please note the following:
 - Abortion rates in Florida grew in 2022 vs. 2021 (82,581 in '22 vs. 79,817 in '21).
 - Source: 2022 and 2021 Florida Agency for Health Care Administration – Reported Induced Terminations of Pregnancy.
 - YTD Aug 2023 abortion rates in Florida are showing a further increase (51,253) vs 2022.
 - Source: 2023 Florida Agency for Health Care Administration – Reported Induced Terminations of Pregnancy.
 - Nearly 60% of all abortions are chemical abortions (this is a pill method vs a surgical procedure in a brick-and-mortar location).

- The physical trauma associated with a chemical abortion is as follows:
 - 39% of 2nd trimester chemical abortions wind up in the ER and will need surgical follow-up due to hemorrhaging or incomplete abortion.
 - 22% greater risk of ER visit for any reason.
 - 53% greater risk of ER visit for an abortion-related reason.
 - If one has an undiagnosed ectopic pregnancy and moves forward with a chemical abortion it can be life-threatening.
 - If one is anemic or has issues with clotting, the hemorrhaging associated with a chemical abortion can be a significant issue.
 - Source: Charlotte Lozier Institute – “Life After Roe: Chemical Abortion and State Policy” and “Public Health Threat: Chemical Abortion Leads to Significantly Higher Rate of ER Visits”.

- The emotional trauma associated with a chemical abortion is as follows:
 - Amplified levels of grief and sadness.
 - PTSD (the individual is alone in their bathroom walking through their abortion experience).
 - Anger, rage, feeling betrayed and lied to (towards the abortion clinic as their experience does not match the promise they were given).
 - Heightened levels of depression and anxiety.
 - Source: Charlotte Lozier Institute – “Fact Sheet: Abortion and Mental Health” and Students for Life: “New Study Shows One-Third of Women Experienced Emotional Trauma After Taking Chemical Abortion Pills”.

- Because of the physical and emotional trauma associated with chemical abortion, and the fact that chemical abortion is nearly 60% of all abortions in Florida, the service of providing licensed mental health counseling is meeting a crucial and critical need. We are now able to serve our patients and clients at their most desperate time of need and in such a way where they are finding healing and feeling hopeful.

3. Based on the measurable project goals and methods of evaluation on your original grant application (Question #12 on the Grant Application), how has this project measurably expanded an existing initiative or established a new initiative?

- See details, examples, metrics, and content noted above in the first 2 questions.

4. How have the grant funds furthered evangelism and discipleship in your local community?
- The mission of New Life Solutions is to protect the unborn, share the Gospel, and transform our communities – one life at a time. A key pillar in our mission is sharing the Gospel. In many accounts throughout Scripture, we see Jesus meeting a physical need as a starting point to then meet the critical spiritual need. This is exactly our model as well. Since we have started offering licensed mental health counseling services, we have had additional opportunities to evangelize, share the Gospel, and meet not just the physical needs, but the spiritual needs and emotional needs as well. A key component in this service is the ability to foster a longer-term relationship with our patients and clients and to have the opportunity for discipleship.
5. What impact has the grant had on the population you serve? Your staff? The community?
- The impact has been significant as our patients and clients are finding healing and restoration versus feeling anxious and confused. For the first time in a very long time, our patients and clients are hopeful versus feeling hopeless. They are feeling peace where there was unrest, and they are understanding that their past does not define their future. They are witnessing first-hand that our God is a God of complete and total restoration. This grant allows us to serve our patients and clients with multiple sessions that provide for a greater degree of therapy as we are not only uncovering underlying issues, but we have the time and sessions to thoroughly address and provide a path forward towards healing.
 - The ability to offer this service to our employees has been an absolute blessing and is meeting a critical need. As an example, one-third of our entire Client Services team has taken advantage of and utilized these services. The reason why this is so critical can be summarized as follows:
 - Serving our patients and clients every day is a tremendous and heavy calling as our team members have the ability every day to see and celebrate life, and at the same time they experience grief and heartbreak as they see patients and clients that they have poured into chose abortion. We see both situations daily at our clinics. This is a large emotional toll on our team and there are typically not formal outlets in which they can process this grief and emotion.
 - Additional challenges that our teams experience are tied to the statistics reviewed earlier regarding chemical abortion and the associated trauma. Meaning, our Client Services team members are hearing things for the first time regarding the details and weight of the physical and emotional trauma that our patients and clients are experiencing through their chemical abortion. It is imperative that we provide services to our employees to allow

them to process what they are hearing and to provide for them tools and resources to remove grief, sadness, and burden.

- Because of this grant we can address these issues in a significant, caring, meaningful, and God-honoring way.

6. What were the primary lessons that you and your staff learned from this grant project?

N/A

7. Based upon current conditions, are there things that you would do differently in utilizing the grant award? If so, what? N/A

8. If the grant project is part of a larger campaign, please provide a status report on the campaign. N/A

9. If the project involved collaboration with other organizations, please comment on its effect on the project.

- The introduction of Licensed Mental Health Counseling to our patients, clients, and employees would not have been possible without the collaboration with Life Connections Counseling. This partnership and team ministry has been an absolute blessing. The mission of Life Connections Counseling is right out of Galatians 6:10, "Therefore, as we have opportunity, let us do good to all people, especially to those who belong to the family of believers." Additionally, their team meets weekly as a team to pray, consult, and support each other in their mission to provide excellent mental health services for the community and for the glory of God. Their faith-based and life-affirming ministry complements our mission "To protect the unborn, share the Gospel, and transform our communities – one life at a time."
- Our collaboration with Life Connections Counseling reflects what we see in scripture regarding the body of Christ.
 - Rom 12:4-5, "For just as each of us has one body with many members, and these members do not all have the same function, so in Christ we, though many, form one body, and each member belongs to all the others."
 - I Cor 12:12-27, "You are the body of Christ. Each one of you is a part of it."
 - In our partnership with the pro-life, faith-based ministry of Life Connections Counseling we have two ministries focusing on what the Lord has called

them to do and focusing on what each does best every day. As an example, we are seeing patients and clients walk into our clinic every day in desperate need of our services and in need of licensed mental health counseling. While we do not have an internal team in place to serve the volume of need for licensed mental health counseling, Life Connections Counseling does have the training, staffing, and experience in these modalities. This collaboration embraces the principle of the body of Christ as we work together in our unique strengths, callings, and giftings, but all for the purpose to serve and honor the Lord.

In reflection, this program service was brand new to our ministry when writing the grant proposal in the summer of 2022. Knowing what we know now I believe we would have added budget dollars to the following:

- Salary for Director of Counseling to facilitate the initial contract, process, and counseling hours for initial patients.
- Salary for Clinic Managers to facilitate clients from A Woman's Place to Life Connections at 30 mins per client.
- Social Media ad dollars to promote services to public/client base.
- Salary for Communication Manager to create ad posts.