

F.M. KIRBY FOUNDATION SOLICITATION EVALUATION FORM

DATE: April 20, 2020
Last grant acknowledgement: Yes
Program Area: Health

REQUEST DATE: April 9, 2020

APPLICANT:
Overlook Foundation
46-48 Beauvoir Avenue
Summit, NJ 07901

CONTACT: Clelia Biamonti, Ph.D., Executive Director
PHONE: 908-522-3675

PAYEE OTHER THAN ADDRESSEE:

AMOUNT REQUESTED: \$250,000 over 3 years **NATURE OF REQUEST:** Toward construction of a neuroscience center on the 7th floor

GRANT HISTORY

LAST GRANT DATE: 11/27/2019
FYE DATE: 6/30/2019

LAST GRANT AMOUNT: \$40,000
AFS DATE: 12/12/2019

2015	\$60,000	6/30/2015	Toward the purchase of three (3) RPXpress devices
2016	\$40,000	11/30/2016	For: Support of the Neuroscience Institute at Overlook Medical Center
2017	\$40,000	12/22/2017	For: Support of the Neuroscience Institute at Overlook Medical Center
2018	\$40,000	11/30/2018	For: Support of the Neuroscience Institute at Overlook Medical Center
2019	\$40,000	11/27/2019	For: Support of the Neuroscience Institute at Overlook Medical Center

JJK COMMENTS: The case for the neuroscience wing remains as compelling as it was during our fall meeting with Overlook: by creating this “hub” for neuroscience, Overlook will be able to reduce the need to move around patients in the hospital, towards the aim of reducing stress and the risk of infections. I will just remind the team that this rationale partially came out of Dr Halperin’s own research. As we learned in our Fall 2019 meeting, Halperin took it upon himself to study the rate of infections compared against the transitions a neurosurgery patient had to undergo. Noting a difference by a factor of 10, in patients who had to be moved frequently versus those who had no movement, Halperin insisted that the new neuroscience center had to help reduce the amount of transitions made. As I noted in my 2019 EF, “This suggests that the consolidation of services to one particular unit not only increases comfort and patient and caregiver satisfaction; it also can reduce costs and save lives.” Similarly, in the required renovations, Overlook will create sound-proofed walls, which will reduce the amount of ambient noise that has been linked to increased rates of re-hospitalization.

Overall, I find this opportunity to be an excellent and compelling complement to our medical research docket on neuroscience. Much of our neuroscience research grants support work at the lab bench; one might hope that a breakthrough at Boston Children’s or Yale University might someday be felt here at Overlook, in, as SDK observes, the neuroscience center of the Atlantic Health

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system. Indeed, Overlook already has placed itself as the vanguard of neuro-surgery technology, as suggested by their use of ambulance “telestroke” services, being first in the northeast to use “CyberKnife” for brain tumor surgery, and leading the first ROSA brain robot surgery in NJ. I chalk this up to Dr. Halperin’s quiet, modest leadership, as well as a team dedicated to continuous improvement.

I had a very positive impression of Dr. Mark Halperin, which I believe was shared by my colleagues. He came across as a humble, personable, and caring leader who I believe is poised to continue to elevate Overlook’s position as a “go-to” center for stroke rehabilitations and neurosurgery.

The way in which this rather small community hospital has racked up accolades for its range of services is quite impressive. Keeping pace with these medical recognitions, as SDK notes, Overlook Foundation has been successful in its first steps of the campaign, though surely the hill just got steeper over the last couple of months.

I too was a bit surprised at the dollar amount requested for the “naming,” but Kerry Mowry emphasized that Overlook would very much like to acknowledge the long history of FMKF support, which I find to be a gracious consideration. Given the relatively modest requested amount and the prospect of further strengthened Overlook’s position as a top-notch hospital, I concur with the recommendation of \$250K total, with \$85K in 2020 and 2021 and \$80K in 2022.

SDK COMMENTS: 2020 budget is for the foundation. Diana addressed that previously. The 6/30/19 audit reveals a big jump in support from \$5.9 million in 2018 versus \$13.4 million in 2019. This would be expected based on the current campaign and \$11.4 million is restricted for such. Admin. expenses are up significantly, again expected as staff, etc. added for the campaign. Ratio of expenses versus funds raised is just under 20%, so acceptable. As for the balance sheet, endowment up modestly at \$59.7 million; draw of \$1.2 million at just 2%.

The team hosted Dr. Halperin, Chair Neurosciences, Foundation President, Clelia Biamonti, Executive Director and Kerry Mowry, Director of Corporate and Foundation Giving last November at the FMKF office. This request is in full alignment with our “guidance” at the time. Quite frankly, I am little surprised as I think they entered that meeting with a much higher figure in mind, and in this request I see a big typo on top of page 7 where it appears that their original intention was to ask for \$2 million from us (I think it was drafted prior to our visit and “listened” as we provided reality).

This is an overall \$109.2 million, multi prong project, of which over \$50 million is being raised from new philanthropy (over \$30 million raised to date), and over \$50 million coming from the “parent,” Atlantic Health. The request is for \$250k to support and “name” the 7th floor the F. M. Kirby Foundation Neuroscience Center (30 new private rooms for intensive, intermediate, or standard acute care use). This is “the” neuroscience center of the Atlantic Health System. I think the very respectful “ask” is based on a near 70-year relationship with Overlook (50+ years of support), and yet over the years we have provided considerably more support at MMC (since the 90s this became more of the “family” hospital).

I inquired via email with Kerry Mowry: “The request states...that the unforeseen challenges presented by COVID-19 may further enhance the final layout of this center based on recommendations from the medical staff.” Can you provide some clarity on that or an example?” She replied, “what I was trying to say regarding COVID-19 is the clinical teams are learning a

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great deal caring for their COVID-19 patients, and we wish to apply their ‘aha moments’ and advances in care delivery wherever possible.” She offered to obtain a more clinically oriented response, but I let her off the hook on that.

I think this is a good opportunity to step up here. Surely the hospital has risen to the occasion during this epidemic, this neuroscience project will cost approx. \$10 million in total and should be among the finest in the area and raising the final dollars will now be considerably more difficult. While we had budgeted \$210k (\$70k this year) based on the November 2019 meeting, I think we should find the extra \$15k this year and \$40k (\$85k, \$85k, \$80k) in total and fully support the request.

DISPOSITION:

- Declination
- Hold for review on/about:
- Approval for: **\$250,000**
- Hold for Board Review
- Insert Information: **Toward the construction and naming of the F. M. Kirby Foundation Neuroscience Center at Overlook Medical Center, enclosed herewith is \$85,000, and we hereby pledge \$85,000 in 2021 and \$80,000 in 2022 for like use.**

Other:

Initials: adl Date: 4/20/20
Check #: _____ Date: _____