

City of Bloomington Common Council

2017 Jack Hopkins Social Services Funding Program Applications

***Inclusive of Memo from Staff, Application Summaries, and Original
Submissions***

City of
Bloomington
Indiana

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To: Members of the 2017 Jack Hopkins Social Services Funding Committee
From: Council Office
Re: Applications for 2017 Jack Hopkins Social Services Funding
Date: 19 April 2017

The Committee will meet on **Monday, 24 April, 5:30 pm, Council Library** to review applications for 2017 Jack Hopkins Funding. At this meeting, the Committee will decide from which agencies they wish to hear further (and what questions they'd like those agencies to address) and which agencies should be eliminated from further consideration. Committee members should also be prepared to disclose any conflicts of interest.

The Applications

The request for applications was issued on 06 March and applications were due by 03 April. The Council Office received 30 timely applications and one late application. The Committee has **\$295,000** to distribute and the current requests total of **\$459,757.85**, a difference of \$164,757.85.

Packet of Application Materials

Attached hereto please find a packet of application materials. The packet is prefaced with a table of contents and application summaries. Again, please recall that unlike past practice wherein staff summarized applications, for the last three years agencies have been asked to provide their own summaries. Therefore, summaries reflect the words of the applicant, not staff. However, "Staff Comments" reflects follow-up and observations from staff.¹ Following the prefatory material, find original submissions from applicants. All agency submissions are organized in the following manner: application form, narrative, program budget, written estimates (if any), and financial statement. Recall that this year, the Committee voted to eliminate the two-page narrative requirement and, in its place, include an "Other Comments" field. Note that staff have, at places, referred to material in the "Other Comments" field in "Staff Comments" where notable; however, "Other Comments" are not included in the summaries. For that reason, Committee members are encouraged to consult the original submissions as a well as summary material.

¹ Staff also compiles the "History of Funding."

Conflict of Interests

Please be prepared to disclose any special relationships that you, your spouse, or dependents may have with any of the agencies seeking funding. The term “special relationship” is vague, but is intended to include those relationships that would undermine the public (and agencies’) confidence in the process if left undisclosed. In the past, members of the Committee have disclosed those relationships at the initial review of applications, declared their intent to participate fairly, objectively and in the public interest given this relationship, and have participated in the relevant votes. The Committee may adopt other restrictions on participation at this meeting.

If any Committee member has a pecuniary interest in, or derives a profit from, one of any of the current applications, then s/he must declare the conflict, refrain from voting and deliberating on the subject proposal, and complete a State-proscribed conflict of interest form to be filed by staff. Failure to do is a Level 6 Felony. I. C. § 35-44.1-1-4. A public servant has a pecuniary interest in a contract or purchase if the contract or purchase will result or is intended to result in an ascertainable increase in the income or net worth of the public servant or a dependent of the public servant who is under the direct or indirect administrative control of the public servant; or receives a contract or purchase order that is reviewed, approved, or directly or indirectly administered by the public servant.

2017 JACK HOPKINS SOCIAL SERVICES FUNDING SCHEDULE

- **Thursday, 04 May 2017, 5:30pm**
Agency Presentations
Council Chambers (Suite #115)
- **Wednesday, 10 May 2017, Noon**
Committee members submit recommended allocations to staff
- **Thursday, 11 May 2017**
Staff turns around the compiled recommended allocations to the Committee
- **Tuesday, 16 May 2017, 5:30pm**
Pre-allocation Meeting
Council Library (Room #110)
- **Thursday, 18 May 2017, 5:00pm**
Allocation Hearing
Council Chambers (Suite #115)
- **Thursday, 08 June 2017, 5:30 pm**
Debriefing Meeting
Council Library (Room #110)
- **Wednesday, 14 June 2017, 6:30 pm**
Council acts on recommendations.
- **Tuesday, 20 June 2017, 8:30 am**
HAND Technical Assistance

2017 Jack Hopkins Social Services Funding Applications

Table of Contents

Agency	Request	Page
1. All Options Pregnancy Resource Center	\$ 12,000.00	1
2. Amethyst House	\$ 20,350.00	13
3. Boys & Girls Club of Bloomington	\$ 24,877.41	61
4. Catholic Charities Bloomington	\$ 7,175.00	90
5. Centerstone- Stepping Stones	\$ 25,663.00	104
6. Community Kitchen of Monroe County	\$ 2,174.11	168
7. El Centro	\$ 1,500.00	188
8. First Christian Church	\$ 3,880.00	201
9. Girls Inc.	\$ 10,000.00	219
10. Habitat for Humanity	\$ 28,925.00	230
11. Indiana Recovery Alliance	\$ 11,617.41	260
12. Leadership Emersi	\$ 12,000.00	275
13. LifeDesigns	\$ 15,000.00	287
14. Lotus Education and Arts Foundation	\$ 17,000.00	335
15. Monroe County United Ministries	\$ 20,000.00	352
16. Mother Hubbard's Cupboard	\$ 4,002.06	364
17. My Sister's Closet	\$ 17,550.00	391
18. New Hope Family Shelter	\$ 22,091.13	405
19. New Leaf New Life	\$ 10,000.00	417
20. People & Animal Learning Services (PALS)	\$ 26,763.00	434
21. Planned Parenthood	\$ 9,000.00	449
22. Rhino's Youth Center	\$ 25,000.00	462
23. Safe Families for Children of Monroe County	\$ 6,250.00	483
24. Shalom Center	\$ 29,106.00	496
25. South Central Community Action Program	\$ 3,000.00	513
26. Susie's Place	\$ 11,510.73	532
27. Volunteers in Medicine	\$ 24,830.00	549
28. Wheeler Mission	\$ 2,044.00	563
Total	\$ 403,308.85	
Collaborative		
29. Monroe County United Ministries and First United-Collaborative	\$ 28,500.00	579
30. Shalom Center and LifeDesigns- Collaborative	\$ 27,949.00	593
Total	\$ 56,449.00	
Grand Total	\$ 459,757.85	

All-Options Diaper Program - \$12,000

City Residents Served: 262 / 280

Employees:

Full-Time	Part-Time	Volunteers
2/6	-	7/20

Mission: At [All-Options Pregnancy Resource Center](#) (PRC), we trust and support people through every pregnancy and parenting turning point, including abortion, adoption, infertility, and pregnancy loss. These issues are complex and every person’s reality is different, but we know one thing for certain: Everyone deserves to have all options!

All-Options PRC is a secular, client-centered organization where everyone is welcome. Our all-options approach is honest, open-hearted, and judgment-free. We’re here to support you wherever you are in your pregnancy and parenting journey.

The All-Options diaper program strives to meet the overlooked need for diapers and diapering supplies for local families of infants and toddlers who are struggling to make ends meet. Our goal is to close the diaper gap by providing cloth and disposable diapers to keep babies clean, dry and healthy.

Project Synopsis: All-Options requests \$12,000 to purchase 6 months of disposable diapers and baby wipes for our clients. This will help us to meet the immediate demand while we continue to grow a sustainable diaper program through community involvement, diaper donations, grants and fundraising.

As part of our pregnancy and parenting services, All-Options PRC provides disposable diapers to keep babies clean, dry, and healthy. We provide 3 packs of diapers/month for families with one child in diapers, 5 packs of diapers/month for families with two or more children in diapers, as well as emergency assistance up to 3 times per year for families who are not Diaper Program clients. Last year, All-Options has provided more than 6,228 packs diapers to 381 low-income families in the Bloomington area.

We are aware of three other places in Bloomington that provide diapers. The Heart+HUB Diaper Program, a partnership of Sacred Heart Church and Mother Hubbard's Cupboard, provides 15 diapers per week as supplies are available. The Hannah Center (formerly the Crisis Pregnancy Center of Bloomington), a faith-based anti-abortion organization, provides five diapers per week to clients who have taken one of their classes. The Women’s Care Center of Bloomington, a faith-based anti-abortion organization provides a one time emergency assistance of 28 diapers if clients meet with them and then there is the possibility of earning 12 diapers per week if you take one of their classes.

Criteria:

Need – We know that too many children and families in Indiana live in poverty, and the numbers are growing. According to SCAN 2012, the number of households that have trouble finding a job that pays enough to meet the family’s basic needs has increased across all but the highest income levels (pg 71-72). The Zero to Three Campaign reports that 26% of Hoosier families earn less than 100% of Federal Poverty Level and 25% live in families earning 100% to 200% of the FPL.

Federal programs like WIC and Food Stamps cannot be used to pay for diapers. Temporary Assistance for Needy Families (TANF) checks can be used for diapers, but at just \$288 per month for a single mother caring for two children, TANF often falls short after paying for rent, heat, and transportation. According to the Center on Budget and Policy Priorities, in 2014 Indiana was one of ten states that spend less than 10% of federal and state TANF funds on basic assistance. Because basic assistance reaches fewer poor families and provides less to those it serves, TANF lifts fewer children out of deep poverty.

One-Time Investment – We are seeking a one-time investment of operational funds per the 2017 allowance. With a grant of \$12,000, All-Options can purchase approximately 300-400 packs of diapers and 120-140 packs of wipes, giving us an important foundation for the remainder of 2017.

Our Program Coordinator has been in the position for almost 6 months and has been making great strides in developing successful fundraising plans and diaper drives. The majority of her time thus far has been focused on providing direct services to diaper clients. This funding would provide the time and resources to grow a sustainable community supported diaper program.

Fiscal Leveraging – The JHSSG will not only provide crucial operational funding for the Diaper Program, but will help us leverage other grant funds to support staff time so that they can focus on developing and implementing a sustainable fundraising plan. We have seen a wonderful community response to our past diaper drives, but with limited capacity and resources we have not been able to invest the necessary time in building these relationships. This investment combined with other funds supporting staff time and incoming interns to shift staff time from direct services will allow us time to enhance and strengthen our fundraising efforts.

Broad & Long-Lasting Effects – All-Options’ diaper program has wide-ranging benefits for the Bloomington community. Ensuring access to clean diapers helps low-income children and families build a strong foundation for growth and development. Our diaper program keeps local children clean, dry, and healthy, and supports parents in caring for their children with dignity. Clean diapers also have a positive ripple effect on a family’s situation by limiting illness, enabling children to go to daycare, and thus allowing parents to attend school or work.

Although receiving a supplemental supply of diapers is what brings clients to All-Options, the secondary focus of our interactions with families involves addressing health, social, and economic needs including: housing, homelessness, parenting, disabilities, substance use/abuse, mental health needs, reproductive health including prenatal and postpartum care, childcare, legal issues, domestic and sexual violence. In addition, All-Options work to connect clients with other community and governmental resources for basic necessities such as food, housing, childcare, job assistance and placement. Because many of our clients develop relationships and trust with the organization they contact us outside of monthly diaper pick-up and semi-annual meetings for support and resources. Having a trusted resource and access point for other services is vital to building a healthy, thriving community.

Outcome Indicators:

- 280 Bloomington area families gain adequate access to diapers for their children as a result of participation in our diaper bank program
- At least 75% of All-Options diaper bank clients are connected with additional services or care in the community
- By end of 2017, All-Options will have built relationships with at least 2 corporate sponsors/donors
- By end of 2017, at least 50% of direct services at All-Options PRC will be provided by volunteers

Cost

Amount Requested *(in order of priority)*

1. 3 months’ worth of diapers (150-200) and baby wipes (60-70).	\$6,000.00
2. 3 months’ worth of diapers (150-200) and baby wipes (60-70).	\$6,000.00
TOTAL REQUESTED	\$12,000.00
<i>Educational Foundation America (confirmed)</i>	\$30,200.00
<i>Semi-Annual Community Diaper Drives (pending)</i>	1,000 packs of diapers
<i>Unitarian Universalist Church of Bloomington (pending)</i>	Not specified
Total Project Cost	\$42,500.00

Past SSF Funding

Year	Status	Title	Amount
2016	Granted	To purchase disposable diapers and wipes for the All-Options Diaper Bank	\$8,400.00

Staff Comments

Amenities Improvements and Structural Updates - \$20,350.00

City Residents Served: 280/305

Employees:

Full-Time	Part-Time	Volunteers
11	14	15

Mission: Amethyst House provides a foundation for sober living by partnering with individuals, families, and communities impacted by addictions and substance-abuse issues, offering quality recovery services and guidance for clean, sober, and healthy living.

Project Synopsis: Amethyst House is requesting \$20,350 in order to address multiple needed improvements to our residential facilities.

Our highest priority is the replacement of our two refrigerators at our Men’s Halfway House. Our facility houses up to 17 residents and our current appliances are not able to meet the storage requirements that are needed for the high volume of food that is purchased on a weekly basis. Furthermore, this would also help serve Amethyst’s ongoing goal of reducing our monthly expenses by replacing all of the major appliances at our residential facilities for those that are Energy Star-certified.

The second highest priority is the repair and refinishing of the wooden floors throughout our Women’s Halfway House. Though the building was renovated in 2000, our program houses up to 10 residents, and the high volume of traffic has resulted in noticeable wear and tear in the flooring. In the common areas, such as the dining and living rooms, there are areas of the floor that are noticeable weakened and require reinforcement.

As noted above, our remaining requests include the repair of a retaining wall at our Women’s Halfway House, as well as the refinishing of the wooden flooring at the Men’s ¾ Way House, and the stripping and repainting of the concrete flooring in our Men’s Halfway House basement. All of these requests are in an effort to improve aesthetics of our facilities and/or to prevent costlier repairs in the future.

Criteria:

Need - Amethyst House is currently in its 36th year of operation, serving as many as 34 residential clients at any given time, both men and women (sometimes accompanied by their young children), who are recovering from the profound impact of drug and alcohol addiction. Our residential program requires a minimum six-month commitment from our clients, yet offers housing up to two years' time, if clients wish to stay beyond the six months. The at-risk population which we serve often experiences chronic homelessness and incarceration/institutionalization as a result of their addictions; Amethyst strives to help clients break this cycle with stable housing and aiding them in maintaining sobriety and building financial independence (in accordance with #7 "Meeting Essential Needs" in United Way's SCAN report).

The Jack Hopkins funding initiative has served Amethyst on numerous occasions, including major renovations and improvements, new appliances, and upgrades for wheelchair accessibility. We hope that we will once again be considered by the Jack Hopkins Committee as we continue to upgrade our living facilities to better serve our clientele.

One-Time Investment – Amethyst House is requesting funds for the replacement of appliances; the repairing, refinishing, and repainting of flooring; and the repair of a concrete retaining wall. All of these improvements would be completed simultaneously and can be classified as a one-time need.

Fiscal Leveraging – As noted above, Amethyst will be able to utilize approximately \$2,000 in donations generated by the Sigma Nu Carnival fundraiser.

Broad & Long-Lasting Effects – Over the past 36 years, Amethyst House has managed to sustain itself on a modest budget and with limited staff and resources. Every year, we become an increasingly unique organization in that we remain one of the few non-profit, long-term residential facilities within the state of Indiana for substance abuse treatment. Furthermore, we are one of just a handful of treatment facilities which are financially accessible for those who do not have private health insurance to absorb the cost.

However, in utilizing older buildings for our residential houses, Amethyst is often faced with repairs, upkeep, and improvements. And every year, given new grant funding opportunities, we look for ways in which we can request assistance for bettering our facilities. We remain proactive in renovations, repairs, and any other improvements that will prevent larger-scale and/or long term damage to our houses; this helps minimize

financial impact to our organization and allows us to continue to serve as a critical resource for those battling substance abuse.

Outcome Indicators:

- 10+ year lifespan of the energy-efficient refrigerators
- 15-20 year lifespan of the repaired/refinished wooden flooring (estimate is based on renovation of the Women’s House in 2000)
- 20+ year lifespan of a reconstructed retaining wall
- 15+ year lifespan of the repainted concrete flooring

Note: Due to the unique nature of the requested project, quantitative outcomes are difficult to measure, however it is worth nothing that repair of the retaining wall would prevent tens of thousands of dollars in repair costs, as would the repair of the wooden flooring which is noticeable weakened in some areas

Cost

Amount Requested (in order of priority)

1. Two new energy-efficient refrigerators at Men’s Halfway House plus 3 year warranties	\$3,200.00
2. Repairing/refinishing wooden flooring at Women’s Halfway House	\$6,804.83
3. Repairing retaining wall at Women’s Halfway House	\$2,558.00
4. Refinishing wooden flooring at Men’s ¾ Way House	\$6,787.17
5. Stripping and Repainting concrete flooring at Men’s Halfway House	\$1,000.00
TOTAL REQUESTED	\$20,350.00
Fundraising (Pending) – Sigma Nu Carnival Fundraiser	\$2,002.57
Total Project Cost	\$22,352.57

Past SSF Funding

Year	Status	Title	Amount
1995	Denied	Start-up funds, office equipment & furnishings	\$20,000.00
1997	Denied	Transitional housing for men and women	\$8,557.00.
1999	Granted	New Van	\$10,000.00
2000-Oct.	Granted	Rebuild foundation of women’s facilities	\$7,500.00
2001	Denied	Phone, voicemail, computer networking	\$5,000.00
2002	Granted	Rebuild & expand men’s facility by restoring historic façade	\$20,000.00
2003	Granted	Purchase & install a stairway elevator at Men’s House facility	\$4,521.00
2006	Granted	Pay for insurance, utilities, food, and salaries to operate men’s house	\$8,000.00
2010	Granted	Replace vinyl & carpet flooring in, & purchase 3 dishwashers for, the men’s and women’s houses	\$7,860.00
2011	Granted	Buy & install washers & dryers for men’s & women’s houses	\$4,000.00
2012	Granted	Bathroom renovation	\$3,775.00
2013	Granted	Renovate the room at men’s house and renovate the chimney at women’s house	\$9,090.00
2014	Granted	Purchase mattresses for all three transitional housing locations; renovate men’s house bathroom; purchase energy efficient refrigerator for women’s house	\$9,238.03
2015	Granted	To upgrade and improve the Men's Three-Quarter (3/4) Way House, and to purchase new chairs for the Men's Halfway House	\$19,000.00
2016	Granted	To pay for tree removal at both the Men’s ¾ Way House and at the Women’s House and to pay for the replacement of the retaining wall at the Women’s House	\$13,500.00

Staff Comments

Cost Table - Adjustment: The application’s List of Priorities does not include ‘leverage” in the cost whereas the Project Budget does. Also note, that the application indicates that \$5,000 may be raised towards this project, while the project lists \$2,002.57 as “leverage.” The Cost Table reflects the Project Budget. If more money is raised, then perhaps the need for funds may decrease.

Mission: The mission of the Boys & Girls Clubs of Bloomington is to empower all young people, especially those who need us most, to reach their full potential as caring, productive and responsible citizens. Our programs and services are designed to build character and strengthen life skills while providing hope and opportunity through accessible programming made possible by low membership dues (\$20/year), free transportation from school to club sites, and free programming offerings such as cooking club, drama club, Indiana Kids Tutoring, and Fencing Club.

Project Synopsis: The Boys & Girls Clubs of Bloomington (BGCB) requests \$24,877.41 in order to furnish the new Crestmont Club, currently under construction, in the heart of the Crestmont Community. The current Crestmont Club can serve a maximum of 45 youth per day. The new facility will allow them to serve more than 160 youth per day. The 20,000 square foot facility will be complete by the end of August which will allow us to occupy the building by September. The requested funds would be used to purchase items such as kitchen appliances, classroom furniture, and other furniture necessary for the club to operate.

Criteria:

Need – This project aligns with Strategy 5 (Public Service Assistance) in the *Bloomington Consolidated Strategic Plan 2010-2015* which outlines the community’s commitment to “provide funding to non-profit organizations that provide valuable services to improve quality of life” and that “provide a safety net for community members in need.” BGCM is committed to providing these services for all youth in need. This project also aligns with Strategy 4 (Improvement of Public Facilities) which outlines the community’s commitment to “provide funding to non-profits for the improvement of public facilities that are primarily used by HAND target populations.” The Crestmont Unit serves members living in the Bloomington Housing Authority, a HAND targeted population. The project addresses the “Antipoverty Strategy” (91.215 (h) through “goals, programs, and policies for reducing the number of poverty level families.” BCGB’s goals, programs and policies aim to reduce the number of poverty lelvel families by providing resources to overcome poverty. Lastly, this project addresses the “Community Development Needs Strategy” (91.215 (e), by meeting a “priority non-housing community need” through youth services. The 2012 SCAN reported that 33% of households with annual incomes below \$15,000 viewed finding affordable after-school programs as a major challenge. The Club eliminates this challenge by offering \$5 annual memberships.

One-Time Investment – Jack Hopkins funding, if awarded for this vital Bloomington community project, will be a one-time investment for a transformational project that will last for decades to come, and meet the needs of hundreds of Crestmont and Bloomington Housing Authority youth and families annually.

Fiscal Leveraging – The excitement and anticipation of this transformational community project has local leaders, children, families, and potential donors anxiously awaiting the opening of the new facility. If the Jack Hopkins Social Services Grant Funding Committee were to support the efforts to furnish the Crestmont Unit, continued momentum, excitement, and funding will follow. Current key donors have already agreed to purchase certain items that are needed. The Ladies Auxiliary has also agreed to purchase items. In addition, the Club plans to create a system that outlines specific things needed that donors can easily purchase.

Broad & Long-Lasting Effects – It has been over 25 years since the Boys and Girls Club made the bold and necessary decision to locate a club in the Crestmont Community. It’s time to expand our Crestmont Club to meet a serious need. Our current club site can accommodate a maximum of only 45 youth. Roughly 250 children live in the BHA, providing a large pool of potential Club members, all within walking distance. The Crestmont Club feeds, mentors, tutors, and protects its members. The youth development program provides emergency and preventative service to this community’s most vulnerable and yet most promising citizens, for a membership fee of only \$5 per year. Without the Club’s programming, these Crestmont youth face a most certain future riddled with devastating costs that are felt both personally and community-wide - lack of educational attainment, teen pregnancy, hunger, disease, emotional disorders, crime, and abuse and neglect follow these children of poverty unless someone steps in to provide hope and opportunity. Also of great importance, the Club provides a place for parents to send their children during after-school hours and holiday and summer break months while they provide for their families through employment and the pursuit of educational degrees.

Outcome Indicators:

One indicator the Club will measure success by is the current 45 members that attend daily who will have access to amenities the current facility doesn’t have. Including a full gym, computer room, and special program space. Another indicator is the additional 120 youth daily that will access the facility. While continuing to

develop a robust and impactful youth development program, tutoring remains a key focus of growth. In addition, the Club will measure graduation rates of Fairview Elementary students over the coming decade. The Club will also be available as a community center utilized by hundreds of community members.

Cost

Amount Requested (in order of priority)

1. 441 folding chairs (@\$47/chair)	\$20,727.00
2. 3 tables (@ \$1,383.47/table)	\$4,150.41
TOTAL REQUESTED	\$24,877.41
Total Project Cost	\$87,694.51

Past SSF Funding

Year	Status	Title	Amount
1996	Granted	Central Air Conditioning	\$3,000.00
1997	Denied	Van	\$15,000.00
1998	Granted	Renovate & equip facility for a teen center and learning center	\$23,000.00
2003	Granted	Job Development Specialist for TEENSupreme Career Prep Program	\$25,000.00
2004	Granted	Salaries, transportation, and other operating costs for No Kid Left Behind Program	\$8,000.00
2006	Granted	Staffing, supplies, food, and rent for Crestmont Youth Camp	\$8,160.00
2007	Denied	Pay for improvements to summer camp facility at Lake Lemon	\$9,370.00
2008	Granted	Mini-bus to transport children	\$17,000.00
2009	Granted	Salary/Benefits for Unit director at Crestmont site	\$14,257.00
2010	Granted	Purchase bicycles and equipment for Club Riders Program	\$3,567.14
2011	Granted	Salaries for Crestmont Boys & Girls Club Director	\$12,000.00
2012	Denied	Teen Career Development Initiative	\$13,375.00
2013	Granted	Finish basement of new facility at 807 N Walnut	\$25,778.00
2014	Granted	Pay salaries and benefits for the Unit Director and Program Director; match payments for four Americorps volunteers	\$23,270.00
2015	Granted	To replace the flat roof of a recently purchased building at 803 North Monroe Street, in the heart of the Crestmont Community.	\$25,000.00
2016	Granted	To cover renovation costs of a two-story section of a Boys and Girls Club building located at 803 North Morton Street	\$19,000.00

Staff Comments

Adjustment to Project Cost Table: The Project Budget included three tables (\$4,150.41), while the Priority List did not include the tables. Staff reflected the Project Budget in the Project Cost Table and included the per item cost for the tables and chairs.

Full-Time	Part-Time	Volunteers
7	3	18

Mission: Catholic Charities Bloomington’s Family Service Expansion Grant seeks to increase therapeutic services for children and their families. This will be done by the following:

- 1) Increase access and capacity of play therapy services
- 2) Provide high quality play therapy services
- 3) Increase training and coaching of families

Project Synopsis:

Catholic Charities Bloomington (CCB) is seeking a one-time investment of \$7,175 to purchase specialized supervision and training for play therapy, increase available weekly play therapy hours, and purchase Positive Family Coaching to assist parents.

At Riley Physician pediatric practices’ three locations, CCB provides evaluations, tools, and navigation to the community resources, including needed mental health services for almost 3 years. Since July 1, 2016 until March 31, 2017, we have provided 519 evaluations, 110 were in need of play therapy/parenting classes. Play Therapy is the preferred evidenced-based therapeutic modality for treating children with trauma, emotional regulation issues, and behavioral challenges. CCB has found it difficult to find available play therapists for the Medicaid and underinsured families, as Bloomington has lost 4 participating play therapists in 18 months. CCB is now the only play therapy provider in town accepting all Medicaid products and sliding fees without a cap. Utilizing providers in Martinsville and Bedford has been the only relief. To address the need, CCB wants to increase support and competency through Play Therapy Training and Supervision; increase capacity by adding 5 new therapy hours per week, reprioritizing existing therapy time as well as having parents get parenting skills from a Certified Parent Educator and Coach, instead of a therapist.

The immediate benefits of the project: Higher quality and increased therapy capacity. More children will have early intervention and resolution of trauma; improved emotional regulation and conduct. The sum result will be consistent childcare and school attendance and improved parent/child relationships.

Criteria:

Need – The Community Survey in Bloomington’s Housing and Neighborhood Development’s 2015 – 2019 Consolidation Plan (p.54) ranked mental health and related services as the most critical need for our community According to SCAN 2012, a significant number of households, particularly in the lower incomes report that stress, anxiety and depression negatively impact their life. (p.105). Additionally, the Client Challenges Survey in this report showed that a significant number of households cannot pay for counseling.

Since 2012, there has been an increase in Medicaid recipients, however, CCB is finding that there are not enough mental health providers, especially for young children. In addition, there has been a significant increase in large deductibles in commercial insurance, making mental health services unaffordable to those families. CCB is the only agency in Bloomington, providing play therapy, who takes all types of Medicaid and will provide services to insured and uninsured families with large deductibles with a sliding fee based on income. The lack of play therapy services was magnified when two agencies that took Medicaid and provided services for small children closed those services. Since CCB is providing assessments in the pediatricians’ offices, families are often linked with services earlier before long lasting damage is done.

One-Time Investment – Five therapists have some play therapy training, but need specialized play therapy supervision and training to address the complex needs of children in poverty. The outcome will be increased competency and number served. To have lasting change in families and to increase therapeutic time, Positive Parenting Classes and individual Family Coaching will be provided by a Certified Family Educator and Family Coach. Using outcomes, CCB will seek a corporate sponsor/donor to continue this program. Operational funding is requested to increase a part-time therapist’s hours by 5 a week. Proven productivity will allow budget approval for the last 6 months.

Fiscal Leveraging – CCB has two fully equipped play therapy rooms and two portable play therapy kits. The therapists have had some training and supervision, but with the quantity and severity of children, more is needed. The Project is leveraging existing equipment and training.

Both trainers, Heather Maritano, LCSW, Certified Play Therapist Supervisor, and Brandi Smith, CFLE, are committed to increasing the quality of care for those with little resources. To that end, Heather Maritano, will be providing services at \$300 discount. Brandi Smith, CFLE, will also be providing services at a \$600 discount. The total in-kind contributions will be \$900.

Broad & Long-Lasting Effects –

1. More parents will be able to obtain and maintain stable employment if their child’s emotional and behavioral needs are met so that they have stable childcare and school placement.
2. Increases school readiness for children entering kindergarten
3. When emotional and social issues are addressed children have better academic success.
4. Parents trained and confident in their parenting skills create a stable family.
- The community benefits from stable families with employed parents and children that are achieving academic success.

Outcome Indicators:

- A. There will be an increase in available play therapy appointments. We anticipate providing 50 play therapy sessions per week, an increase from present 20 sessions per week.
- B. Through monthly surveys the following outcomes will be measured:
 - Parents will report an improvement in their child’s emotional regulation.
 - Parents will report an improvement in their child’s conduct issues.
 - Parents will report improved child/parent relationship.
 - Parents will report more stable childcare and school placement.

Cost

Amount Requested (*in order of priority*)

1. Play Therapy Supervision and Training by Heather Maritano, LCSW, Certified Play Therapist Supervisor (<i>with \$300 discount per staff</i>)	\$2,150.00
2. Expand therapeutic hours to provide 5 more play therapy hours per week	\$2,625.00
3. Positive Parenting Coaching Program (<i>with \$600 discount per staff</i>)	\$2,400.00
TOTAL REQUESTED	\$7,175.00
<i>Discounted Services</i>	\$900.00
Total Project Cost	\$8,075.00

Past SSF Funding

Year	Status	Title	Amount
2006	Denied	Latino Outreach	\$4,800
2010	Granted	To pay for start-up costs for the <i>Incredible Years Social Skills Training Program</i> described in the agency’s application. These include training two clinical staff, purchasing DVDs and supplemental materials (e.g. puppets, laminated cards, and books) for various curricula designed to reduce aggressive and disruptive behaviors.	\$8,894.25
2012	Denied	Collaboration w/ S. Central Community Action Program - Prevention and early intervention mental health services for families living in poverty	\$22,846.73
2013	Granted	To train up to three therapists in, and buying equipment for, a counseling model entitled <i>Theraplay</i> , with the goal of broadening its use.	\$4,775
2014	Granted	To pay for Improving School Performance at Fairview through Mental Health Services program: salary and benefits for Project Coordinator and Clinical Nurse specialist, transportation costs for families, medical and data equipment.	\$12,625.71
2014	Granted	Collaboration with Stepping Stones “to fund the following components of the Stepping Stones, Inc.-Catholic Charities of Bloomington Clinical Partnership initiative: the salary of the Clinical Partnership Program Director, staff trainings, counseling workbooks and program administration.” (Due to change in leadership, grant declined by other agency.) <i>Note: this project was not implemented and funds were returned.</i>	\$13,176.30
2015	Denied	To fund it’s pilot program, Identifying the Mental Health Needs of Senior Citizens in Bloomington, which seeks to identify and support elderly individuals dealing with depression or other mental health problems in our community, paying particular attention to those living at or below the poverty level.	\$3,000.00

Staff Comments

Adjustment to Project Cost Table – please note, as is true with other summaries, the Project Cost Table was adjusted by staff to reconcile differences between the Priorities List and Project Budget and after confirmed by email. The adjustments are noted in parenthesis above.

Please see “Other Comments” in the application for more on Play Therapy, future vision of the agency, and commitment to reducing barriers.

Reimbursement: If awarded funds, the agency may be seeking reimbursement in 2018 for services rendered in mid-to-late December.

Stepping Stones - \$25,663.00

City Residents Served: 45 (of 60) for a full calendar; for the 6-month period of the pilot: 22-23 (of 30)

Employees:

Full-Time	Part-Time	Volunteers	
4	7	1	Stepping Stones
942	123	150	Centerstone

Mission: Centerstone’s Noble Purpose is delivering care that changes people’s lives. For more than 50 years, we have been the core provider of behavioral health and addiction services available to all citizens of all ages, levels of need and walks of life in Monroe County and the surrounding communities. In 2008-09, Indiana-based Center for Behavioral Health (based in Bloomington), Quinco Behavioral Health Systems (Columbus) and Dunn Mental Health Centers (Richmond) affiliated with Centerstone to provide financial stability and sustainability. In October 2016, Stepping Stones integrated with Centerstone to ensure the transitional housing and supportive services to homeless youth ages 16-20 remain available and robust. The integration has fueled the available supportive services to Stepping Stones youth, providing a more diverse array of mental health services to our vulnerable youth. Stepping Stones, as a program of Centerstone, build’s futures of homeless youth in our community.

Project Synopsis: Centerstone is respectfully requesting a one-time gift of \$25,663 for our Stepping Stones program to purchase durable and bed bug resistant furniture for 12 residents and cover rent costs for a new on-site staff apartment.

Stepping Stones has historically relied on donations and charitable organizations to supply furniture for the resident apartments. While this practice is cost effective, the furniture is used and has a short life once installed in our program, requiring annual replacement. These durability issues have compounded with the fact that older furniture is conducive to bed bug infestation. By purchasing high quality, bed bug resistant furniture we will effectively be taken out of the consumption stream, freeing up donations for others in need. New furniture will provide stability and dignity for our residents, as it will provide a hygienic sleeping environment and eliminate the uprooting involved in replacement.

A substantial and persistent need of additional homeless youth housing exists in our community, as is reflected in our waitlist and increased outreach services. Because of this, we have secured an additional resident apartment, which will be funded through HUD. While HUD cannot cover the cost of a staff apartment, it is essential to have an on-site, overnight staff apartment with the expansion of these services, to provide safety and security. This was a previously included program component, but had to be cut due to previous funding reductions. Centerstone has a substantiated plan for the coverage of these rent costs after the initial pilot year.

Criteria:

Need – The 2015-2019 Con Plan notes on page 50 that it is a priority over the next five years to continue to provide financial assistance to emergency service providers such as Stepping Stones. Stepping Stones is listed as a transitional housing provider in the Con Plan, and has consistently been known as a reputable service provider in our community. Stepping Stones has a recorded persistent need of homeless youth in our community through our on-going waitlist numbers, and local data also reflects a persistent need of homeless youth. In 2015, 80 eligible homeless youth applied to our program and 305 homeless youth were recorded in our school district; both of those numbers continue to rise year after year.

The 2012 SCAN report states “that obtaining an accurate count of youth experiencing homelessness is difficult to determine [...]” (pg 141). Stepping Stones, the sole provider of dedicated youth homelessness services in our region, has been a substantial contributor to our understanding of the scope of youth homelessness in our community. The Outreach Pilot Program, funded by JHSS, has allowed us to collect more data about the status of homeless youth in our community, which prioritized our recent expansion of available beds.

One-Time Investment – Furniture for the Stepping Stones program is a one-time investment. Centerstone has utilized Butler Human Service Furniture for other residential facilities due to their durability and guarantee of their products, which are warrantied up to 10 years.

The piloting of an overnight staff apartment is also a one-time investment, as Centerstone has an already substantiated plan to offset these costs after the initial year with Medicaid revenue reimbursement from the services provided to residents in our additional apartment.

Fiscal Leveraging – Furniture: The existing Centerstone Facilities Department Staff will install the furniture, saving \$450 in installation fees. Additionally, Stepping Stones will continue to leverage in-kind donations of bedding and small furnishings such as lamps.

Staff Apartment: The eligible expense of an additional youth apartment within the HUD budget produces an on-going funding source that will be matched by pilot funds and subsequently Medicaid reimbursement dollars. Additionally, Centerstone will be leveraging the monthly stipend for overnight staff and utilities used.

All fiscal leveraging can be found in the attached budget.

Broad & Long-Lasting Effects – Stepping Stones transitional housing program outcomes include an overall reduction in the number of homeless youth in the South Central Indiana region, improved outcomes for youth identified as homeless (housing, education, mental and physical health, and financial resources), youth connected to mainstream resources, and youth assessed and placed in permanent housing through the private market or through housing assistance agencies. The addition of the staff apartment will provide a more secure environment for the residents in our program, creating an environment more conducive to life skills development and attainment of aforementioned outcomes. Additionally, the less time staff has to devote to procuring the replacement of furniture or dealing with costly bed bug treatments, the more time they are able to devote to providing a wide array of intensive supportive services to the residents.

Outcome Indicators:

Services:

Available beds increased by 33% by end of grant year, serving at least three additional youth.

Furniture Warranty:

Butler guarantees its furniture up to 10 years.
Zero beds or couches will require replacement during this grant year, and their condition will be reported at close of grant.

Resident Satisfaction Survey:

Distributed to the residents bi-annually with questions regarding safety, security and staff response to after-hours issues.
80% of surveyed residents will feel safe and secure while in the program.

Staff apartment:

Having staff onsite will increase our total hours of coverage by 50%, providing coverage 24/7.

Cost

Amount Requested *(in order of priority)*

1. Bed Bug Resistant Bedroom Furniture Items (12 bed frames - \$4,412.88, 12 mattresses - \$2,935.44, 6 sofas – 49000.72, 1 loveseat - \$1,236.87) and Delivery Fee - \$877.53	\$18,463.44
2. Rent for Overnight Staff Apartment for One Year	\$7,200
TOTAL REQUESTED	\$25,663.00
<i>Medicaid revenue after 12 months (pending)</i>	\$41,670.00
Total Project Cost	\$67,333.00

Past SSF Funding

Year	Status	Title	Amount
2006	Denied	Incentive project	\$4,598.00
2007	Granted	Tutoring & back-to-school supplies for the Tutoring program	\$1,314.00
2008	Granted	Independent Living Project – household items, books, supplies, fees	\$5,000.00
2009	Granted	Pay for rent, deposit, payroll and insurance to expand housing services	\$20,000.00
2010	Granted	Purchase furniture & software and to pay rent of a storage unit	\$4,300.00
2011	Granted	Pay salaries, fees, communications, and supplies for the Youth Housing Program	\$12,700.00
2012	Denied	Career steps	\$16,145.00
2013	Granted	Provide bridge funding to pay for rent & utilities for SS youth housing program & to partially fund salary of a Resident Assistant position	\$15,000.00
2013	Granted	COLLABORATION – Stepping Stones & Amethyst House: Services of AH staff to coordinate and consult on SS’s Medicaid application, services of a Health Service Provider in Psychology, counseling workbooks and administration (overhead, office supplies, admin. of the grant)	\$3,390.00
2014	Granted	COLLABORATION – Stepping Stones & Catholic Charities Bloomington: To fund the salary of the Clinical Partnership Program Director, staff trainings, counseling workbooks and program administration. <i>Note: this project was not implemented and funds were returned.</i>	\$13,176.30

2014	Granted	Pay for computers, technical support, a non-profit postal permit and office furniture.	\$6,755.00
2015	Granted	To replace the loss of CDBG funding for 2014/15 granting period which was earmarked for staffing expenses.	\$20,000.00
2016	Granted	To pay for staff salaries for Stepping Stones’ Street and Community Outreach Pilot Program	\$10,120.00

Staff Comments

Adjustment to Cost Table: There is an \$877 discrepancy between the amount of the request as stated in the Priorities List (\$25,663.44) and the Project Budget (\$24,786). Staff used the higher amount found in the Priorities List because it specifically includes the \$877 delivery fee. An email confirmed that number.

Equipment Purchase - \$2,174.11
City Residents Served: 2,378 (out of 2,900)
Employees:

Full-Time	Part-Time	Volunteers
6	9	Over 100+/wk

Mission: Community Kitchen's mission is to work alone and in collaboration with others, to eliminate hunger in Monroe County and surrounding areas through direct service, education and advocacy.

Project Synopsis: Community Kitchen is requesting \$2,174.11 for the purchase of equipment to aid in the operation and upkeep of our programs and facility. We request funds to purchase an immersion blender shaft and attachment for our Robot Coupe hand mixer. This will allow staff to use the blender function when necessary without having to have and maintain the many parts of a traditional blender. Our request also includes the purchase of some racking for sheet pans and #10 cans. This would streamline our pantry and refrigeration storage. In addition, our request would fund the purchase of fish tubs and a pressure washer. The fish tubs are durable, plastic, rectangular tubs with lids that we use for a variety of purposes at Community Kitchen. We use them for storing leftovers, prepped or portioned food for later use. We also use them for non-kitchen uses (storing machine parts, office supplies, etc.). The pressure washer would help us keep the exterior of our building cleaner. We would be able to clean off the block, underside of gutters, windows that are up high and the parking lot stains. We definitely have the car traffic in our parking lot that leaves many oil and other auto fluid stains. In order to maintain the concrete of our parking lot, we need to be able to clean it more regularly.

Criteria:

Need – Community Kitchen addresses Strategy #5 (Public Service Assistance) of the City’s Consolidated Plan 2015-19. Strategy #5 states “Provide funding to non-profit organizations that serve low income individuals/families with their basic emergency needs: food, shelter and health care.” (p. 6 & 91). Within the section NA-40 Homeless Needs Assessment, funding for service providers (like Community Kitchen) is listed as the second of five priorities for the next five years (p. 50). According to Section 504 Needs Assessment, Community Kitchen was among the top four most highly utilized Community Resources or Programs (Consolidated Plan, p.44). In addition, 53% of those Housing Choice voucher and public housing tenants responding indicated that food was the largest strain on their budget (p. 44). Not only is Community Kitchen a vital agency functioning in accordance with the City’s Consolidated Plan, but we also fit into the City of Bloomington’s Anti-Poverty Strategy (Consolidated Plan p.108). According to items 2 and 4, part of the plan is to 2. “provide access to emergency assistance by providing funding...to agencies that provide said services” and 4. C. “continue to cooperate with other local funders on anti-poverty strategies”.

One-Time Investment – Community Kitchen is seeking funding for one-time investment in equipment. The equipment requested provides an investment in our efficiency and facility that will pay long-term dividends in our service provision.

Fiscal Leveraging – With the continued need for our services and the importance of access to basic food resources for all, CK has worked to minimize operating costs and provide our services in the most efficient manner possible. By investing in our cooking efficiency and maintenance of our facility, we are able to leverage operating dollars for meeting the food needs around us.

Broad & Long-Lasting Effects – Our 1515 S Rogers St facility has improved operations, efficiency and the cost effectiveness of what we do. We are always still looking to improve efficiencies and want to maintain the longevity of our facility and operations. These one-time investments in our operations and facility help preserve the ability of Community Kitchen to be able to help the community. Access to food and nutrition are commonly accepted necessities for healthy individuals and families. Proper nutrition helps ensure success in school and work, and better physical and mental health. As the need for Kitchen services continues and we continue to reach out to more and more children, the benefits to the community are long lasting and take the form of more healthy children, better learners, lower dropout rates, lower incarceration rates and more productive citizens. The funds requested through Common Council Social Services funding would provide a long-term investment in equipment and property maintenance at CK and will have a lasting impact on our operations and ability to meet community needs.

Outcome Indicators:

The 2,378 city residents who will benefit from Kitchen programs in 2017 will not necessarily ever notice the improved efficiency or better utilization of storage space. However, making the best use of storage space will allow us better use of food resources for the highest quality meals possible. As we save money in other areas, we are happy to invest that in the quality, quantity and variety of food we provide. That means that more of the 2,378 residents who utilize our services will have access to healthy foods, including local foods that are often not readily available to them.

Cost

Amount Requested (*in order of priority*)

1. Robot Coupe Immersion Blender Attachment	\$320
2. Sheet Pan & Can Racks	\$895.23
3. Fish Tubs	\$459.88
4. Simpson Powershot Pressure Washer	\$499.00
TOTAL REQUESTED	\$2,174.11
<i>Total Project Cost</i>	\$2,174.11

Past SSF Funding

Year	Status	Title	Amount
1995	Granted	Used vehicle to serve meals	\$9,000.00
1997	Granted	Transport containers to provide meals to at risk youth in after school programs	\$1,300.00
1998	Granted	Purchase upright commercial oven, mobile sheet pan rack, and mats for kitchen floor	\$4,675.00
1999	Granted	Ice machine and freezer	\$4,650.00
2000-June	Granted	8 dining tables	\$2,460.00
2001	Granted	Equipment for 2 nd food prep and distribution site	\$10,721.00
2002	Granted	Copy machine shared with Shelter, Inc, aprons and hairnets	\$3,639.00
2003	Granted	Replace fire suppression system, loading dock, and 60 chairs for S. Rogers site	\$10,104.00
2004	Granted	Replace door & dishwasher, purchasing garbage disposal and kitchen grade metal shelving	\$7,780.00
2005	Granted	Replace produce cooler and purchase food trays for free meal service	\$4,100.00
2006	Granted	Purchase and repair a used van from Girls, Inc.	\$8,402.00
2007	Granted	Replace and install an aged walk-in freezer with a larger one	\$29,800.00
2008	Granted	Purchase a commercial-grade refrigerator for use at S. Rogers	\$2,350.00
2009	Granted	Purchase 200 (printed) backpacks for take-home food program	\$1,005.00
2010	Granted	Purchase pallet truck, ice machine, and 2 “trainable” trash can dollies for S. Rogers	\$7,851.00
2011	Granted	Equipment & relocation costs for new S. Rogers facility	\$10,000.00
2012	Granted	Equipment purchase	\$7,555.00
2013	Granted	Purchase professional food processor, a commercial can opener, pots, food containers with lids, knife racks and a cutting board, and various serving utensils	\$3,475.00
2014	Granted	To purchase a new cargo van to transport food and otherwise support agency mission.	\$21,032.00
2016	Granted	To purchase a tilt skillet and to pay for parking lot repair	\$19,824.00

Staff Comments

The Interpreter Network - \$1,500

City Residents Served: 75-100 (out of 75-100)

Employees:

Full-Time	Part-Time	Volunteers
0	1	30

Mission: El Centro Communal Latino is a community-based organization that provides an accessible and safe space for all Latinos, with a focus on Spanish speakers, to find information, access to resources, and a place to hold community events. El Centro Communal Latino also seeks to promote communication and understanding between service agencies and Latino residents in order to facilitate integration and encourage active participation in the greater Bloomington.

Project Synopsis: El Centro requests \$ 1,500 to fund trained interpreters for the medical and social service appointments of Spanish-speaking residents with limited English in cases where funding for interpreting is unavailable. These funds will provide 75 hours of communication support by professionally-trained interpreters at the non-profit rate of \$ 20 per hour (first hour guaranteed and \$ 5 per 15-minute increment thereafter) from July 2017 to February 2018.

The project generally functions as follows. A non-profit medical or social service provider such as the Volunteers in Medicine Clinic or Habitat for Humanity contacts El Centro about an interpreting need. A patient or client can also initiate contact with El Centro about an interpreting need. El Centro staff then contacts professionally-trained interpreters on its list to identify which is available for the appointment. El Centro staff then contacts the provider and/or the patient/client if the request originated there. The provider may subsequently contact the patient/client to confirm the presence of trained interpreting support for the appointment.

The trained interpreter uses an invoice with an El Centro logo at the appointment, has it signed by staff at the provider’s office, and submits the invoice to El Centro. The El Centro board treasurer pays the interpreter, and periodically submits a request for reimbursement from the Jack Hopkins funds.

Criteria:

Need – The 2010 U.S. Census identified approximately 3,300 Bloomington residents who are Hispanic/Latino, many of whom have limited English. Federal law recognizes communication as a fundamental right when providers receive federal monies. However, funding is often lacking for providers to provide meaningful access to communication, especially when the percentage of individuals needing language support is relatively low, when some providers actually volunteer their services, and when non-profits are unable to including funds for interpreting in their limited budgets.

According to the 2013 Latino Health Assessment carried out locally by IU Health and the IU School of Public and Environmental Affairs, a significant number of Spanish-speaking patients rely on friends and family who are not trained interpreters to communicate with providers, and when they do not have this they use their “best English.”

Through Jack Hopkins funding in 2016-17, El Centro was able to pay for a total of 37 interpreting sessions with trained interpreters for community members and providers who otherwise would have lacked communication support during their interactions.

One-Time Investment – A year ago El Centro sought \$ 1,000 in bridge funding for this project actively promoting the health and well-being of minority community residents with limited resources who help form the backbone of our local economy. Right now El Centro is dipping into its limited savings to continue to cover this need.

El Centro intends to apply for a Sophia Travis Community Service Grant for this purpose in the upcoming cycle.

Fiscal Leveraging – El Centro’s Interpreter Network was founded to connect trained interpreters with medical and community providers serving Spanish-speaking residents. Our part-time employee facilitates communication via phone, email, and text between the provider, the trained interpreter, and the client/patient to make sure that everyone is in the loop regarding the appointment. El Centro’s volunteer board treasurer processes invoices to pay interpreters and then seek reimbursement from grants when available. All reporting is done by the board treasurer and El Centro staff.

Broad & Long-Lasting Effects – Recognized benefits of having trained interpreters to facilitate communication in community and medical settings are:

- Accuracy in communication between provider and patient/client
- Fulfillment of established guidelines for proper interpreter conduct
- Attention to confidentiality and other ethical concerns when facilitating communication during interpreting sessions
- Removal of the tendency to use inappropriate individuals to interpret, such as children, family, friends, and employees not trained to interpret

There is no doubt that accurate, unbiased communication between client/patient and provider is essential for the improved health and well-being of community members and the full provision of services by providers. This is particularly important in regard to marginalized populations.

Outcome Indicators:

These Jack Hopkins funds will provide approximately 75 hours of communication support by a trained interpreter at the non-profit rate of \$ 20 per hour (first hour guaranteed and \$ 5 per 15-minute increment thereafter) from July 2017 to February 2018.

Cost

Amount Requested (*in order of priority*)

1. All funds received will be used for interpreting services,	\$1,500.00
TOTAL REQUESTED	\$1,500.00
<i>Limited savings</i>	Not specified
<i>Total Project Cost</i>	\$3,000.00

Past SSF Funding

Year	Status	Title	Amount
2004	Granted	Purchase software, office equipment, and furniture for a central office & meeting space	\$1,500.00
2006	Granted	To purchase a portable DLP projector and laptop and provide stipends for speakers for the Informate Series initiative.	\$2,468.51
2007	Granted	To provide compensation for the Program Coordinator Position whose duties include supervising and directing three existing programs and implementing two new programs.	\$11,000.00
2008	Granted	To pay for a person to help operate and evaluate El Centro Communal Latino's programs as a pilot project	\$11,000.00
2010	Granted	To pay part of the salary for the Volunteer Coordinator position.	\$3,500.00
2011	Granted	To pay for salaries and interpreter fees for the Hablamos Juntos (Speaking Together) program.	\$4,000.00
2016	Granted	To pay for trained interpreters for medical and community appointments in cases where funding is not available.	\$1,000.00

Staff Comments

Reimbursement Schedule: Please note, that the application seeks reimbursement for services rendered in early 2018 (January and February). The Committee may want to explore that aspect of the request and, if the agency is awarded funds, provide guidance to staff on the drafting of the Funding Agreement.

Replacing Electric Steam Kettle for the Gathering Place Breakfast - \$3,880.00

City Residents Served: 3,183 (out of 3,183)

Employees:

Full-Time	Part-Time	Volunteers
2	7	100+

Mission: The Gathering Place Breakfast seeks simply to provide a warm meal and space to anyone who could use it on Sunday mornings. An electric steam kettle allows us to more quickly and efficiently do just that.

Project Synopsis: We are requesting \$3,880 to partially fund the replacement of our 40-quart electric steam kettle. (See picture below for what this item looks like new.) Our current one—which has been around since long before the Gathering Place Breakfast—has broken and cannot be repaired. It was used by volunteers to much more quickly and efficiently prepare a variety of warm foods such as soup, grits, hard-boiled eggs, and sausages. This item not only provides more warm food options for our guests, but also a shorter preparation time for our faithful volunteers (who are already getting up quite early to do this work). We would like to be able to continue to quickly and efficiently provide a variety of warm foods at the Breakfast.

Criteria:

Need – Both *SCAN 2012* and *HAND’s 2015-2019 Consolidated Plan* identify food as the most basic of needs. Indeed *SCAN* gives food as the first example of *Meeting the Essentials*, the “basic needs of individuals and families,” and the *Consolidated Plan’s* strategy on Public Service Assistance is to “[p]rovide funding to non-profit organizations that serve low income individuals/families with their basic emergency needs: food, shelter and health care.” Currently there are no other meal options for many low income individuals in Bloomington on Sunday mornings, and the electric steam kettle is a valuable resource in allowing us to serve large numbers of a variety of people hot, healthy food.

One-Time Investment – This is a one-time investment to replace our electric steam kettle. While we appreciate the beauty of our 100-year-old building, and are happy that we have put it and our old kitchen appliances to good use in this Breakfast program, we recognize they have limits. Our previous electric steam kettle served us well for 40+ years, and we hope that a one-time investment to replace it with the same model also serves us well into the future.

Fiscal Leveraging – We have received \$3,400 from the Sophia Travis Community Services Grant Program for this item. Also our program depends heavily on volunteers—and on volunteers putting in many early hours. (As this item saves time in those early hours, it is key in avoiding burnout.) Finally, the church does have maintenance funds for many smaller, necessary kitchen repairs throughout the year; it is just with major items like this that we have to find additional sources.

Broad & Long-Lasting Effects – The Gathering Place is in its twelfth year of providing a warm meal and space to anyone in Bloomington who could use it on Sunday mornings. In 2016 this averaged over 115 plates of hot food—in addition to other breakfast items—to around 80 guests each week. Weekend meals are often harder for individuals to find, yet still essential to wellbeing. Thus we believe that providing this is not only a broad and long-lasting benefit for the community, but also an immediate and tangible one. We are happy to do so!

Outcome Indicators:

While we are certain that the electric steam kettle reduces preparation time (which workers appreciate), and allows us to provide other hot food options (which guests appreciate), we never documented how often the old one was actually used. (It was never used every week in warm weather, for example.) So for the first twelve months of the new kettle we are going to document how often it is actually used. Thus our outcome indicator will be if it is used on average at least every other week, or 26 times per year.

Cost

Amount Requested (*in order of priority*)

1. Electric Steam Kettle with the same size and brand from the local company who services all our kitchen appliances	\$3,880.00
TOTAL REQUESTED	\$3,880.00
Sophia Travis Community Services Grant Program	\$3,400.00
Total Project Cost	\$7,280.00

Past SSF Funding

Year	Status	Title	Amount
2006	Granted	Purchase 2 jumbo storage cabinets, upright freezer, and supplies for Gathering Place	\$1,250.00
2011	Granted	Reno. of kitchen for the Gathering Place and other programs	\$5,700.00
2012	Granted	Gathering Place refrigerator replacement	\$2,478.57
2013	Granted	Purchasing and installing flooring, as well as adding shelving	\$ 8,755.00
2014	Granted	To purchase a new/range oven with 36-inch grill across the top for primary use by the Gathering Place at the First Christian Church.	\$4,906.71
2016	Granted	To purchase tables for the Gathering Place	\$1,100.00

Staff Comments

Bold Programming - \$10,000.00

City Residents Served: 140 (out of 150)

Employees:

Full-Time	Part-Time	Volunteers
6	5	225

Mission: Inspiring all girls to be strong, smart, and bold.

At Girls Inc., we help girls build the skills they need to become successful adults. Our programs are carefully researched and designed to help girls build important life skills, including leadership capabilities, self-esteem, and confidence. Girls Inc. empowers girls to become responsible, self-reliant, successful women.

Project Synopsis: We are requesting \$10,000 to cover the cost of our Bold Programming. Our programs are broken into three parts; Strong Programs, Smart Programs, and Bold Programs. We are asking for funding for our Bold Programming, which encourages girls to make good life choices by avoiding trouble, peer pressure, and bullying. Additionally, we teach girls to display diligence, perseverance, and resilience. The ultimate goal is that girls know that their futures are theirs to choose. With full or partial funding, we will be able to bolster our Bold Programs and provide our members with more targeted activities related to Bold curricula.

At Girls Inc., members experience intentional programming, research-based curricula, and age-targeted activities. Our programs are based on three core essential services: healthy living, academic enrichment and support, and life skills instruction. The goal of Bold programming is to build girls’ learning, skills, and behaviors that enable them to function independently and live a productive and fulfilling life. Through research conducted at the Girls Inc. National Resource Center and the CDC’s Youth Risk Behavior Survey (YRBS), we have outlined several areas to address in our Bold Programming. These include anger management, standing up for fairness and personal beliefs, self-regulation, ability to overcome obstacles, bullying prevention, diligence and perseverance, and delayed gratification. Our Bold Programs seek to address these key areas in order to help girls live healthy, satisfying, and fulling lives of consequence.

Criteria:

Need – Girls Inc. addresses the Youth Development need identified Service Community Assessment of Needs. We provide vital after-school and summer enrichment, educational programs, and organized sports leagues to girls to help them develop the values and skills they need to become confident, productive and responsible adults. Girls Incorporated of Monroe County takes a holistic approach to a girl's life. Our programs focus on educational enrichment, one-on-one tutoring, homework assistance, participation in health and fitness classes, and development of a healthy body image. The sum of these programs is a girl who has learned confidence, the ability to fully embrace who she is, and reflects that making positive and healthy choices for her future. Our programs are designed to empower girls to set and achieve goals and make plans for their futures that will enable them to become responsible, self-sufficient women.

Too often, girls are denied opportunities on account of their gender. We give them opportunities that they might not get elsewhere because of their gender. At Girls Inc., girls are the leaders, the decision-makers, and the risk-takers. We help them build the skills they need to become successful adults.

One-Time Investment – This one-time investment will go toward the improvement of Bold Programming at Girls Inc. The funds will help to bolster the Bold Programming that we currently provide. Girls Inc. will continue to provide constant exposure to Bold Programming in summer camps and after school.

Fiscal Leveraging – Our programs leverage other sources of funding in order to ensure sustainability. Sources of funding include individual donations, corporate sponsorships, registration fees, and grants.

Broad & Long-Lasting Effects – Girls Inc. curriculum programming assists girls in becoming economically literate, in exploring non-traditional career options, in retaining their early interest in science and math, in developing critical thinking, and developing healthy life skills. Programs also address developing leadership skills, violence prevention, preventing substance abuse, and exploring arts, culture and heritage. Girls who participate in programs such as Girls Inc. are less likely to become truant or drop out, to use drugs, become teen moms, or to enter the juvenile justice system.

Outcome Indicators:

At Girls Inc., we employ both internal and external evaluation methods in order to measure the success of our programs. At the end of each program, surveys are distributed to members, families, and staff. These surveys help to determine how members, families, and staff perceive the completed program, and allow us to make any changes necessary.

National Girls Inc., as well, conducts a yearly survey of its affiliates. This survey, called the Strong, Smart and Bold Survey, is distributed to girls over the age of 9 and measures the ways in which Girls Inc. makes a difference in their lives. Girls Inc. of Monroe County is one of the Girls Inc. affiliates that participates in this survey. This is an excellent tool for us, as the data collected provides insight into the strengths of our programs.

Cost

Amount Requested (*in order of priority*)

1. Bold Programming for Summer Camps	\$5,400.00
2. Bold Programming for After School	\$4,600.00
TOTAL REQUESTED	\$10,000.00
Registration fees	\$2,500.00
Wylie Grant (confirmed)	\$7,400.00
National Programming Grants (confirmed)	\$5,000.00
Comcast Grant (confirmed)	\$7,000.00
Total Project Cost	\$50,000.00

Past SSF Funding

Year	Status	Title	Amount
1996	Granted	Van purchase	\$10,000.00
1998	Granted	Equipment to implement Operation SMART	\$6,500.00
1999	Denied	Automatic Doors	\$4,969.00
200-June	Granted	Supplies & equipment for summer camp and 2 infant car seats	\$2,303.00
200-Oct	Granted	Friendly PEERsuasion Program	\$2,500.00
2000-Oct	Granted	Books, refreshments, and misc. Equipment for after school reading program	\$620.00
2002	Granted	Salary of director of the after-school summer youth programs	\$1,950.00
2004	Granted	Pay a portion of the cost of one used bus	\$10,000.00
2006	Granted	Personnel expenses for a half-time Program Specialist and purchase Commit to be Fit materials	\$1,950.00
2008	Denied	Teen Exploration College/Career Program	\$2,500.00
2009	Granted	To pay for training staff	\$2,930.71
2010	Granted	Pay for salary of the Program Director	\$13,500.00
2011	Granted	Purchase & install a phone and voicemail system at W. 8 th St	\$2,000.00
2012	Granted	Furniture replacement	\$2,102.86
2013	Granted	Purchase Trax Solutions Management Information System license fee, 1 year annual management and support agreement, a scanner and in-house staff training	\$5,110.00
2014	Denied	Addition of Sports Program Manager	\$19,747.80
2016	Granted	To pay for gutter and downspout replacement, said replacement having occurred in January-February	\$4,496.00

Staff Comments

Project Budget / Year-End Financial Statement: The application saved on our hard-drive does not include the Project Budget and Year-End Financial Statement. Those documents have been requested of the grant writer.

One-Time Investment / Operational Funds /No Detailed Plan for Future Funding: The application seeks operational funds under the 2017 Solicitation Guidelines which call for agencies to detail their plan for future funding. This application does not provide that information under the “one-time investment” question.

Reimbursement Schedule: The application appears to seek reimbursement for services performed in June possibly before the grants are approved. If this agency is awarded funds, the Committee should determine whether the grant extends to services rendered *before* funds were approved.

City Residents Served: 73 (out of 73)

Employees:

Full-Time	Part-Time	Volunteers
12	1	-

Mission: Habitat for Humanity of Monroe County’s mission is to eliminate poverty housing by building simple, decent, affordable homes in partnership with qualifying families. Habitat homeowners pay interest-free, no profit mortgages, which are used to build more Habitat houses. Because houses are principally built with volunteer labor, mortgage payments are affordable for low-income partners.

Habitat qualifying families, or partner families, are selected based on their need for housing, ability to repay the no-interest mortgage and willingness to partner with Habitat by earning “sweat equity” or volunteer time. Volunteer labor (mainly from Bloomington and Monroe County citizens), plus donations from individuals and organizations, fund construction costs. Homeowner mortgage payments help sponsor future houses.

Project Synopsis: We are requesting \$25,000 to purchase a heavy-duty 9 passenger van. This van will be used to transport partner families, volunteers, community members and staff to job sites and other locations throughout the city, and also to provide tours for Habitat donors. This vehicle will be used to transport (car pool) construction volunteers to job sites where there is limited parking. We are in need of a durable, all-weather vehicle that will be used in all weather conditions and which will get dirty at times on construction sites. We will also use this vehicle for errands, such as pick-up and drop-off of meals, t-shirts, and small tools for construction volunteers. This often involves coffee urns, chafing dishes, tableware and utensils, and other materials required daily on construction sites. This vehicle will also be used for community events where we deliver materials for meetings, fundraisers, and promotional events.

We are also requesting \$3,925 to enroll our current Development Director in Year 1 of Certified Fund Raising Executive (CFRE) training. This first year consists of enrollment in the Lilly Fundraising School plus attendance at fundraising training classes sponsored by Habitat for Humanity International. CFRE training is a five-year continuing education and certification program that comprises donor research, securing gifts, relationship building, volunteer involvement, and leadership and management. The CFRE credential is recognized as the global standard for the fundraising profession.

Criteria:

Need – Both the SCAN and the 2015-2019 Consolidated Plan outline a large need in our community to improve the cost of housing. Habitat provides low-income families in our community the opportunity to purchase a decent, affordable home. The SCAN report details that 56% of people surveyed spend more than half of their income on housing, which is significantly over HUD’s standard that more than 30% is a burden. Funding our project will help us build more affordable housing units and serve more families.

Many of our organizational goals directly align with the strategies outlined in the 2015-2019 Consolidated Plan and funding our project will allow us to help the city reach its goals. The funds will allow us to increase the number of affordable housing units (Strategy 1). Through homeownership, our partner families gain stability and an overall increase in their quality of life (Strategy 5). Lastly, these funds will support our homeowner education program that prepares our families for success inside and outside of the home (Strategy 6). All of our partner families are low-income and earn between 25-80% of the median income in Monroe County, which is the desired population for these funds.

One-Time Investment – While our request for funds will allow us to purchase a newer vehicle, it is a one-time investment that will lead to long-term impacts for low-income residents. The one-time investment in this van will create operational efficiencies and save on repair costs, allowing our organization to better use operational funds to fulfill our mission.

Funding for the CFRE training will also allow us to better use existing operational funds to more directly serve our partner families and fulfill Habitat’s mission.

Fiscal Leveraging – This grant will allow us to divert operating funds directly to our program needs. We want to increase the number of homes we build and want our program money to go directly to that initiative, but we still need to purchase other items that are not as visible. These funds will allow us to purchase a longer-lasting vehicle which will decrease our repair costs and increase operational efficiency, enabling us to use our other donations, in-kind contributions, and volunteers directly to building affordable homes in our community.

Broad & Long-Lasting Effects – Any Jack Hopkins funds received will obviate the need to use operational funds for the van purchase and CFRE training. This will enable us to grow our capacity to build more homes and serve more families, which provides long-term benefits to the community and the families we serve. More homes built in our Trail View neighborhood contribute to economic development in Bloomington, specifically in revitalizing the affordable housing market, which is a major strategy for the city based on the 2015 – 2019 Consolidation Plan.

After moving into their homes, our partner families realize the impacts of homeownership. Children of Habitat homeowners experience advantages in their education and future success. They are 62% more likely to acquire post-secondary education and 116% more likely to graduate from college. They are 59% more likely to own a home in 10 years. They are more likely to accumulate \$18,000 more wealth in the 10 years after leaving their parents’ home. Their early adult earnings are 24% higher and they are 40% less likely to be idle at age 20 than non-homeowner children.

Overall, Habitat provides long-term housing solutions for low-income families.

Outcome Indicators:

A larger van with increased capacity can increase efficiency by decreasing the number of trips required. Every hour of driving time saved equates to approximately **\$2,340 annually**. (\$15.00 staff hourly wage * estimated 3 hours saved per week * 52 weeks = \$2,340.) We have incurred **\$1,954** in repairs to our present vehicle during our last two fiscal years. These two factors alone can save us \$2,340 + (\$1,954/2) = \$3,317 annually.

The CFRE training, while a longer-term project, will set our Development Director and Habitat on the path to more efficient, better-focused fundraising in the years to come.

Cost

Amount Requested (*in order of priority*)

1. Heavy-duty 9 Passenger Van	\$25,000.00
2. Certified Fund Raising Executive Training	\$3,925.00
TOTAL REQUESTED	\$28,925.00
<i>Total Project Cost</i>	\$28,925.00

Past SSF Funding

Year	Status	Title	Amount
1995	Denied	Pave Habitat street	\$8,550.00
2000	Denied	Pay for Volunteer Coordinator	\$25,000.00
2005	Granted	Purchase items for Re-Store facility	\$10,000.00
2008	Granted	Pay for renovation of Campbell House for use by agency programs and staff	\$4,000.00
2009	Granted	Purchase truck with lift gate for ReStore facility	\$20,069.93
2010	Granted	Purchase job site trailer, tools, and help purchase a truck for the Construction Leadership Program	\$17,000.00
2011	Granted	Equipment for Construction Leadership Program	\$6,000.00
2012	Denied	Materials, handling equipment and store fixtures	\$9,529.00
2013	Granted	Purchase fixtures, equipment and supplies, power tools, hand tools and pneumatic tools and equipment for a warehouse on N. Rogers	\$19,085.00
2014	Denied	Habitat ReStore Donations Truck	\$17,750.00
2015	Granted	To purchase a Chevy Silverado truck and John Deere skid steer with a skid steer trailer to be used for construction of new homes.	\$30,000.00
2016	Granted	To pay for tools, construction volunteer expenses, materials for classes and education outreach supplies.	\$14,500.00

Staff Comments

Monroe County Syringe Service Program - \$11,617.41

City Residents Served: 900 (out of 1,000)

Employees:

Full-Time	Part-Time	Volunteers
1	1	72

Mission: The IRA is a volunteer powered, grassroots harm reduction project designed to improve the health and well-being of our participants. While many of our services target the needs of people using IV drugs and sex workers, the IRA is committed to providing all members of our community with the resources they need to make positive change, as they define positive change, and to assist them in mitigating health risks.

Project Synopsis:

The Indiana Recovery Alliance (IRA) respectfully requests \$11617.41 to purchase naloxone, the opiate overdose reversal drug, syringe disposal units, a storage shed, two laminating machines, storage totes and two bike trailers to provide needs based, anonymous care to Bloomington and Monroe County residents. With overdose rates climbing 500% in Monroe County since 2012 (Monroe County Health Department) the Indiana Recovery Alliance will distribute purchased naloxone to keep community members alive through this recent epidemic. Proper syringe disposal is critical for the success of our needle exchange program, and the purchase of multiple syringe disposal kiosks and smaller interior and exterior disposal units will further ensure our community is safe. The Indiana Recovery Alliance has historically done bike outreach, but had their trailers stolen last year, so replacement of the trailers will allow our outreach services to resume and meeting participants where they are. We are also hoping to purchase two industrial quality office laminators, as we make thousands of participant cards each year, and store-bought laminators were not designed to withstand that volume of use. Finally, a storage unit would clear out much needed space in our office, particularly to store the thousands of dollars of in-kind donations we receive each year. With these items, our volunteers and nurses will be better equipped to work with marginalized individuals and provide them with the supplies and information necessary to prevent common ailments of IV drug use, such as abscesses (which can lead to serious infections, such as endocarditis), HIV/HEP C, and other infectious diseases.

Criteria:

Need – The IRA provides harm reduction materials, improving the overall health of the community at no cost to participants. Our programming addresses the needs outlined in both the Service Community Assessment of Needs (SCAN) and the Housing and Neighborhood Development Department’s (HAND) 2015-2019 Consolidated Plan. Specifically, section NA-50, Non-Housing Community Development Needs, 91.215 (f), which states, “The community survey ranks mental health and related services as the most critical need in our community.” It also identifies a critical need for “substance abuse related services, and basic medical related services” (P.55) The IRA also meets the needs identified in the SCAN, section 5, p. 98, identifying health as a community priority, specifically, “A healthy community ensures the health and well-being of every individual.” Our services provide prevention and treatment materials, which improve the overall public health of our community.

One-Time Investment – Our request fulfills the one-time investment criterion. We are asking for a one-time naloxone purchase to inundate our community with naloxone in lieu of the opiate overdose increase, specifically caused by synthetic adulterants such as fentanyl and carfentanyl, which require more naloxone to reverse the overdose. Our purchases of various syringe disposal unit for placement throughout Bloomington is a one-time purchase, as they are permanent fixtures that can be emptied and re-used. Our purchase request of a storage shed will allow us to cease depending on warehouse space for storage, and pay itself off in 9 months. We chose a design that, although it will only be used for storage initially, could at a future date be used as a small outreach office if moved to an area where zoning permitted. Our purchases request of 2 laminators, storage totes and bike trailers are one time purchases.

Fiscal Leveraging – Currently, the IRA’s partnership with the Monroe County Health Department provides us \$10,000. We also receive funding through grants from AIDS Untied, Broadway Cares, Monroe County CARES, Comer Family Foundation and individual contributions. We have received over a million dollars of in-kind donations from pharmaceutical companies and other Syringe Service Programs. With only 1 full-time employee, our services rely heavily on volunteers. Volunteers give an average of 60 hours per week to make our programs run successfully. We rely heavily on in-kind donations from the community such as, socks, coats, blankets, toiletries, camping supplies, and other necessities for those living on the street. Several local businesses support our ability to collect donations, acting as intermediaries.

Broad & Long-Lasting Effects – Studies show that syringe exchange programs (SEP) provide a multitude of benefits to a community. Drug users who have access to a SEP are 5 times more likely to enter into a drug treatment program, and have lower levels of HEP C and HIV than those who do not have access. SEPs help create a legal system that allows injection drug users to tell police that they have syringes, helping officers to avoid injuries from needle sticks during searches or pat downs. In Baltimore, for instance, two years after the introduction of SEP researchers found a significant reduction (50%) in needles discarded on the streets.

It is too early to accurately estimate the public health impact that our services will provide for Bloomington. However, research has proven that the impact of having a SEP in a community will not only affect public health as whole, but also reduce the potential of a public health epidemic. Monroe County has already declared a HEP C epidemic, and the entire country is in the midst of an opioid overdose epidemic. Since 1999, overdose deaths involving opioids has quadrupled. The IRA provides invaluable service to the community, delivering the services needed to prevent this epidemic from growing

Outcome Indicators:

As community trust continues to grow, we expect to see a continued increase in the number of participants, and more lives saved by Naloxone. We will continue tracking the services we provide, listed in the project description. In 2017, the IRA expects do the following:

- Give 300 treatment referrals
- Distribute 7,000 doses of Naloxone and training
- Distribute hundreds of blankets, coats, and other necessities
- Provide Harm Reduction and Naloxone trainings
- Test 300 community members for HIV and HEP C
- Collect and distribute 500,000 syringes and sterile supplies

Cost

Amount Requested (*in order of priority*)

1. 4,000 doses of naloxone, the opiate overdoes reversal drug	\$4,000.00
2. 30 syringe disposal collection units	\$3,726.80
3. Storage shed	\$2,566.93
4. 2 Industrial card laminators	\$706.00
5. 4 Sterilite 40 gallon wheeled totes	\$251.36
6. 2 bike trailers	\$366.32
TOTAL REQUESTED	\$11,617.41
Total Project Cost	\$147,221.00

Past SSF Funding

Year	Status	Title	Amount
2016	Granted	To pay for the purchase of an unmarked vehicle used in the provision of Indiana Recovery Alliance services.	\$17,600.00

Staff Comments

One-Time Investment / Operational Funds / Detailed Plan for Future Funding: Over half of the request is for items (pharmaceuticals and syringes) that qualify as operational costs which, under the guidelines require detailed plan for future funding. The application indicated that the request was not for operational funds and did not detail a plan for future funding.

Cost Table / Total Project Costs: The Total Project Cost is presented as \$140,308 on page 3. The other reference to the project cost appears in a Projected End of the Year Financial Statement and offers another number (\$147,221). An email confirmed that the latter number is more accurate and the table has been adjusted to reflect that information.

Syringe Disposal Kiosks: About a quarter of the request is for the purchase of syringe disposal kiosks. It may be worth learning more about the placement and use of these kiosks.

12. LEADERSHIP EMERSI INC

Emerge Program - \$12,000.00
City Residents Served: 80 (out of 80)
Employees:

Full-Time	Part-Time	Volunteers
1	-	7

Mission: Our Mission is to Inspire and Equip the next generation of servant leaders.

Project Synopsis: We are requesting \$12,000 to continue and expand leadership development programs in Bloomington. Our Emerge Program is a 12-month or 12-session development program geared towards emerging leaders. We offer workshops and programming for middle and high schools in Monroe county as well as local businesses to advance community development. We will be extending development to student groups on the IU campus as well this year. We also host a Fall Break Leadership Camp for area middle schools.

Criteria:

Need – Our project works with school-aged youth and youth in low-income areas of Monroe county to encourage integrity, character, and improve quality of life for youth who live in Monroe county. We also teach valuable life-skills which help participants gain control of their lives. We believe addressing and improving culture will create emotional fulfillment, academic achievement, civic engagement and economic self-sufficiency.

One-Time Investment – Our non-profit has been established for less than one year and believe this “pilot” investment will not only help cover current operational costs but also give us the momentum we need to establish long-term relationships with future donors.

Fiscal Leveraging – We utilize volunteers and interns to develop marketing and program development.

Broad & Long-Lasting Effects – Working with youth and young adults in our community helps to change the culture of our society. Partnering with businesses, schools, and other non-profit organizations helps us create opportunities to reach young leaders in multiple stages of their development. Our goal is to open a facility where young adults and kids can go and get the necessary life-skills to be successful in school and in the workplace. We believe in improving Monroe county one leader at a time.

Outcome Indicators:

With this pilot investment our Emerge Program we be able to reach over 80 school-aged youth and youth in the Monroe County. Through our Fall Break Camp we anticipate over 30 middle school students to attend and learn about leadership practices they can use. Throughout the year we provide Emerge Programming for around 50 youth in various organizations. We currently have programming in Boys & Girls Club and offer leadership development for Chick-fil-A.

Cost

Amount Requested (*in order of priority*)

1. Operating Cost to Continue Existing Programs	\$6,000.00
2. Supplies and Fees to Expand Emerge Program	\$6,000.00
TOTAL REQUESTED	\$12,000.00
<i>Donations Confirmed</i>	\$1,500.00/month
<i>Program Fee</i>	\$833.00/month
<i>Donations Pending</i>	\$500.00/month
Total Project Cost	\$40,000.00

Past SSF Funding

None

Staff Comments

LIFEDesigns Mobilizing Work Project - \$15,000

City Residents Served: 150 (out of 450)

Employees:

Full-Time	Part-Time	Volunteers
209	70	31

Mission: LIFEDesigns partners with people of all ages and abilities to lead meaningful and active lives. We believe...

- EVERYONE deserves a home and job amongst their peers, and access to the community they live in.
- EVERYONE has abilities and deserves the opportunity to use their abilities in a valued social role.
- EVERYONE deserves friends and the opportunity to live in a diverse and welcoming community.

These are the areas we focus our energy: Jobs, Homes and Networks of Natural Supports. We provide Community Living Services (in home supports), Employment (helping people find and keep jobs), Community Education (developing and improving life skills and employment skills), Support Services and Assistive Technology and we are an Affordable Housing Developer and Provider.

Project Synopsis: We’re requesting \$15,600 for a capacity building project to mobilize our workforce. The nature of services provided by LIFEDesigns requires our employees to work primarily in the community. Mobilizing our workforce has been needed for a long time, and is now critical to the growth of our program. LIFEDesigns has operated out of our office building for over 13 years now, and our programs have grown substantially since then. As a result of a new contract with Indiana Vocational Rehabilitation Services and Social Security Ticket to Work program, we are able to add even more positions to support people getting jobs and becoming independent. With limited office space, we are looking to drastically change how some of our positions do business and create an effective work environment for all of our employees. We must provide space and tools to mobilize our workforce to reduce reliance on “desk space” and create a new mobile office culture.

Mobile work stations give employees an efficient way to work, expand our capacity to support more customers, and increase employee access to customer information. This leads to better quality supports, more contact of front line supervisors with Direct Support Professionals and customers, and ultimately more people who have jobs. This change will not only enable LIFEDesigns to operate more efficiently and expand our capacity, but it will also eliminate the otherwise needed expense of adding more office space for the additional employment positions. This projected cost savings is estimated at about \$36,000 annually.

Criteria:

Need – LIFEDesigns mission is directly aligned with the priorities of Jack Hopkins funding criteria as a program that “provides food, housing, health care, or other services to city residents who are of low or moderate income, under 18, elderly, affected with a disability, or otherwise disadvantaged.” LIFEDesigns customers are all low income, with a disability, and range in age from youth (under 18) to seniors and elderly. LIFEDesigns provides specialized coaching, mentoring, and physical and social support that ensures our customers have food, housing, understand their health needs, and have the opportunity to pursue employment in the community. We serve City residents. This request is for a one-time investment that will significantly impact the community and LIFEDesigns customers by expanding our services and improving our employee’s responsiveness and communication. The expenses qualify because they are renovations and system wide improvements for information and communication technologies.

We have leveraged funds from a contract with Indiana Vocational Rehabilitation to add four new positions of key employees who will focus on the Employment FIRST initiative, and expand our capacity to support more people to find jobs in the community. LIFEDesigns is also contributing funds toward the renovations of the project.

One-Time Investment – Our request is a one-time investment, and meets the definition in the criteria as a renovation and a system-wide improvement for information and communication technologies. Once the renovations are complete, there will be no further cost to the mobile work stations themselves. The mobile technology and communications technology will be included in LIFEDesigns annual IT Plan and replaced on a rotating basis. The funding requested for this project is not operational, and will be sustained because of the increased revenue and eliminated need to expand office space to accommodate new positions.

Fiscal Leveraging – LIFEDesigns is committed to the completion of this project, and as such is willing to contribute matching funds. We also have strong relationships with builders and architects who have been involved in our affordable housing development projects, and plan to request in-kind donations of services and materials wherever possible. Additionally, the Indiana Vocational Rehabilitation contract will allow us to increase revenue by supporting more customers to find jobs.

Broad & Long-Lasting Effects – LIFEDesigns programs already have proven to have long-term benefits for our community. This is reflected in the number of people we have supported to find and keep jobs, have a permanent home, and improve their level of independence. This project will expand our capacity and increase our efficiency. By moving to a mobile workforce, we will be able to reduce our administration costs and increase the number of people we are able to support as customers. The quality of services will improve as well as a result of employees’ increased access to information and communication. More specifically, with this new contract with Vocational Rehabilitation, we’ll be able to work with a lot more people to find and keep employment. As part of this expansion, we’ll begin working with a broader variety of people seeking employment. We’ll work with more people, some of whom don’t have a developmental or physical disability. We’re doubling our employment staff and expect to more than double the number of people we support to find jobs on an annual basis. We’ll also be better equipped to support people to become self-employed. This has been one of our goals as part of the Employment FIRST initiative.

Outcome Indicators:

LIFEDesigns will mobilize 30 staff including the four new employment staff. These positions require the employees to be in the community for the majority of their job. Each of these positions will now be fully equipped to complete their jobs in the community when this project is complete. LIFEDesigns will not have to expand our office space, eliminating an expected cost of \$36,000 annually. Outcomes for our customers will include improved employee engagement–measured by annual employee survey questions, improved customer satisfaction–measured by annual customer survey questions, and the number of job placements– documented in our monthly reporting.

Cost

Amount Requested (*in order of priority*)

1.Tablets with keyboards and cases (<i>30 x \$330 per staff</i>)	\$9,900.00
2.Rolling Mobile Briefcases	\$2,100.00
3.Design services (<i>with \$3,000 matched from other sources per staff</i>)	\$3,000.00
TOTAL REQUESTED	\$15,000.00
<i>Matching funds from LIFEDesigns (confirmed)</i>	\$33,437.00
<i>Indiana Vocational Rehabilitation contract (confirmed)</i>	\$120,000
Total Project Cost	\$168,437

Past SSF Funding

Year	Status	Title	Amount
1997	Granted	OPTIONS: Upgrading phone and voicemail system	\$13,500.00
1998	Granted	OPTIONS: Repair 1991 Club Wagon for client purpose	\$3,000.00
2000-June	Granted	OPTIONS: Materials, computer, and furniture for resource library	\$5,000.00
2001	Granted	OPTIONS: To purchase CPR training equipment to train staff	\$4,966.00
2002	Granted	OPTIONS: Materials for program between Options and Center for Behavioral Health to address persons with dual diagnosis	\$5,000.00
2003	Granted	OPTIONS: Materials for resource library and speaker fees, Family Partnership	\$1,725.00
2004	Denied	OPTIONS: Career Exploration Day Transportation and Costs	\$2,400.00
2005	Granted	OPTIONS: Modify wheelchair accessible van for community participation program	\$7,500.00
2006	Granted	OPTIONS: Format and rebuild computers and install modems and software as part of the Equalizing with E-cycling program	\$4,000.00
2008	Granted	OPTIONS: Purchase refurbished computers, modems and internet services to link between community living homes and the main office	\$4,000.00
2010	Granted	OPTIONS: Pay for software, training, video production and resource materials for the Power Up program	\$9,750.00
2011	Granted	OPTIONS: Purchase a scanner for the Electronic Records project	\$3,100.00
2008	Granted	CHRISTOLE: Pay for installation for a fire sprinkler system in the group home at 1701 Winslow	\$3,500.00
2010	Denied	CHRISTOLE: D-Spa Training Conference Lead Trainer	\$2,000.00
2013	Granted	To purchase the College of Direct Support and College of Employment Services training packages and to pay for the administrative and performance management fees associated with these training packages.	\$13,470.00
2014	Granted	To purchase furniture for bedrooms along with furniture and entertainment equipment for common areas at the Dunn and Winslow homes (located within the City).	\$7,090.00
2016	Granted	To pay for the purchase of a wheelchair-accessible vehicle.	\$14,000.00

Staff Comments

Adjusting Project Cost Table: The cost of the tablets was shown as \$10,500 on the Priority List and \$9,900 on the Project Budget. Given the stated request of \$15,000 reconciles with the lower amount (\$9,900), staff used that figure in the Cost Table.

ADA Compliant Bathroom in new Community Space- \$17,000.00

City Residents Served: 0

Employees:

Full-Time	Part-Time	Volunteers
3	3	650

Mission: Our mission is to create opportunities to experience, celebrate, and explore the diversity of the world’s cultures, through music and the arts.

Project Synopsis: We are requesting \$17,000 to renovate the ground-floor bathroom of the Lotus building to make it compliant with ADA standards. This renovation is essential to create a new multicultural art space that is truly welcoming and accessible for all audiences. Lotus prides itself on working in ADA compliant community spaces to provide enriching, hands-on activities to underserved audiences and at-risk youth, and we have been effective reaching these populations through strong partnerships with social service agencies (i.e. Stone Belt, Bell Trace, and other organizations that serve people with disabilities). Lotus worked with the City of Bloomington to acquire a decommissioned historic firehouse on the underserved West Side, with the intent to renovate/repurpose the building into a vibrant new community arts space – the only arts center in the downtown area dedicated to global/multicultural arts. The lone streetlevel bathroom is not ADA compliant – it is too small for wheelchair access and provides other mobility impediments – and it is currently the only barrier to full accessibility in the new space. Renovating the public bathroom to conform to ADA standards will allow Lotus to provide small concerts, classes, after school programs, exhibits, and more to all audiences – without barriers – and to continue its commitment to providing world arts and cultures programs that are accessible to people of all ages and abilities.

Criteria:

Need – A main goal of the Consolidated Plan includes improving the safety and livability of neighborhoods, increasing access to quality public and private facilities and services. This includes restoring and preserving properties of special historic, architectural, or aesthetic value. Lotus’s adaptive reuse of the historic 1950’s firehouse into a multicultural art space for all, will keep the character of the firehouse, while bringing modern accommodations to welcome people of all abilities. According to the SCAN report, Human Services organizations reported the largest increase in demand. Lotus is able to provide meaningful art-making and music activities to organizations looking for ways to augment programming and reach broader populations. Many of our partnerships focus on families, inter-generational audiences, people with disabilities, and at-risk youth.

One of the strategies (Strategy 5) in the Consolidated Plan includes providing funding to nonprofit organizations that provide valuable services to improve quality of life. The Lotus community space at 105 S. Rogers is located in a geographic priority area, the Bloomington Urban Enterprise Zone. Lotus’s outreach programming works hard to encourage underserved community members to participate in art, value their creative contributions, and feel part of the community.

One-Time Investment – Lotus is seeking capital funds to support a one-time renovation to the bathroom in the new Lotus community space, in order to create a bathroom that meets ADA standards/compliance and allows safe, comfortable, barrier-free use of the space for everyone in the community.

Fiscal Leveraging – Lotus is a stable organization with active Board fiscal oversight and a tightly managed annual budget. To maintain Lotus’s fiscal health without compromising existing programs, Lotus is looking for one-time grant funding to support the bathroom renovation. Lotus is prepared to seek in-kind donations from local businesses for materials, to request donation of contractor services, and to recruit volunteers for “sweat equity” as appropriate to keep costs low. Lotus does have a small emergency reserve that could be available to buffer unexpected renovation expenses, but we are hoping to fund this project primarily with outside funding and in-kind contributions.

Broad & Long-Lasting Effects – Adding an ADA-compliant bathroom to the new community space will help meet Lotus’s goal of providing a person-centered and safe facility for all. The bathroom renovation in particular will allow Lotus to promote the new space as fully accessible for people of all demographics and abilities, upholding Lotus’s commitment to diversity and to providing barrier-free programs. We expect specific positive outcomes in the strength of our partnerships with organizations such as Stone Belt that serve people with developmental disabilities, or organizations focused on seniors and youth with mobility challenges. Lotus has a successful track record of community-driven arts projects exploring world culture. Lotus sees this new accessible space as a means of expanding its audience. It intends to be an active and regular participant in the community at the western edge of the Bloomington Entertainment & Arts District — drawing in people of all abilities to participate in art and culture in their own neighborhood. Direct involvement in the arts improves individuals’ sense of belonging or attachment to a community and leads to positive community norms such as

diversity, acceptance of others, and free expression. Strong social networks have ties to positive health and economic outcomes as well (Williams, 1995).

Outcome Indicators:

Effectiveness of the project will be clearly demonstrated through broad, barrier-free use of the space and strong participation in Lotus on-site arts programming by a range of populations, including those with mobility challenges. In this new space, participants of all abilities will connect with others in their community and from around the world, and will be empowered to express themselves creatively -- exploring their own ideas, talents, and curiosity, within a global context. Lotus will be tracking and reviewing the uses of the space and the range of populations benefiting from the renovation project.

Cost

Amount Requested *(in order of priority)*

1. Demolition of existing bathroom	\$2,000.00
2. Rebuild bathroom to ADA specifications	\$15,000.00
TOTAL REQUESTED	\$17,000.00
<i>Total Project Cost</i>	\$17,000.00

Past SSF Funding

Year	Status	Title	Amount
2014	Denied	PA/Sound System for Lotus Blossoms Education	\$2,500.00

Staff Comments

City Residents Served: The application indicates that no City residents will be served by the renovation of the bathroom to be ADA compliant, yet later on the application mentions that programs will be offered at the facility where persons will disabilities would have access to the bathroom. If the agency is asked to make a presentation, the Committee may want them to clarify use of the bathroom in the future.

Compass Early Learning Center Start-up Operations - \$20,000.00
City Residents Served: 94 children + 154 parents (out of 96 children +157 parents)
Employees:

Full-Time	Part-Time	Volunteers
17	15	208

Mission: Monroe County United Ministries creates lasting solutions to economic, educational, and social justice in our community through quality services, collaboration, and innovation.

Project Synopsis: Monroe County United Ministries (MCUM) has acquired eight classrooms and facility use from First United Methodist Church to expand its childcare program, renamed the Compass Early Learning Center, through the opening of a second center. Jack Hopkins funding of \$20,000 will supplement the Compass Early Learning Center – Downtown’s budget for the first five months of the program’s operation, after which, program fees and full incorporation of the new site into MCUM’s fundraising campaigns will ensure its financial sustainability.

Full funding of this startup expense includes four teachers, four aides, one Education Coordinator and one Administrative Assistant. MCUM’s program costs include a living wage for its entire staff. In alignment with the committee’s goal to fund projects with the potential to provide lasting change and improve the human condition of Bloomington residents, this one-time funding will serve 253 total Monroe County residents within the center’s first five months of service - an increase of 96 children and more than double the number of children currently-served, program-wide.

Criteria:
Need – Currently, 64% of Monroe County children ages 0-4 do not have a spot in a licensed childcare center. In recent years, the number of children in Monroe County in this age group has increased by nine percent (City of Bloomington SCAN 50), while spaces in licensed centers have decreased. MCUM’s childcare program currently offers 84 slots and is the only licensed and accredited center in Monroe County that specifically targets low-income families. This project seeks to add 96 additional spots in a second location opening in August 2017. MCUM’s program is directly sought by Section 4-A of the Anti-Poverty Strategy in The City of Bloomington’s 2015-2019 Consolidated Plan.

The Community Survey in the Consolidated Plan ranked affordable childcare as a “close second” to mental health services as “the most critical need for our community,” (55). Our highly-trained teaching staff uses a play-based, nationally-accredited curriculum that emphasizes literacy, communication, and math skills, and they practice the Conscious Discipline method to encourage emotional intelligence growth in children. Jack Hopkins start-up funding for our second location will also provide:

- daily breakfast, lunch, and snacks (75% of daily nutritional requirements) for enrolled children;
- wellness checks (dental screenings, early childhood mental health therapy, flu shots);
- swim lessons;
- referrals to MCUM’s Self Sufficiency Center and opportunities to participate in MCUM’s Individual Savings Account program;
- parenting workshops; and,
- holiday assistance.

One-Time Investment – Jack Hopkins funding for start-up costs for the Compass Early Learning Center – Downtown will ensure that on the center’s August 2017 opening date, 8 classrooms are fully staffed and stocked, allowing for maximum enrollment. MCUM’s fee structure ensures steady program funding as parents of enrolled children either pay a fee based on MCUM’s sliding fee scale or are enrolled in the Child Care Development Fund national fee scale, which reimburses MCUM for childcare costs. As the new site gains enrollment through the first months of operation, MCUM will gain program fee payments, thus stabilizing the program’s budget. Jack Hopkins funding will provide funding for critical operational needs like staff salaries and training support, required in order to open the center. The one-time, operational support will help cushion MCUM’s operations until the fee structure builds to a self-sustaining level.

Fiscal Leveraging – The start-up operational costs for Compass Early Learning Center – Downtown are a part of a much larger project that has been met with enthusiasm and also includes a pilot funding project for the start-up renovations costs of opening the second site. Raymond Foundation has committed to providing a \$10,000 “matching” incentive to encourage MCUM’s other donors to collectively raise \$10,000 at MCUM’s Spring Luncheon on April 30; these funds will be restricted for the Downtown site. Long-time MCUM supporters will commit to \$25,000 to support this pilot initiative.

MCUM is prepared to undertake additional fundraising as necessary to ensure the project is completed.

Broad & Long-Lasting Effects – The primary goal of Compass Early Learning Center is to provide high-quality care and school preparation at a cost that supports financial stability for working parents and low-income families. Other long-term outcomes include:

- prevent grade repetition and special education by up to 39%¹ (15% of Monroe County students receive special education);
- increase one’s likelihood to pursue higher education¹ (49% of Monroe County adults do not have higher education degrees¹);
- support the attainment of higher-paying, stable jobs (Monroe County’s current unemployment rate is 4.6%¹); and
- reduce the use of social services (10,472 Monroe County residents used SNAP benefits last year and more than ½ of Monroe County students were free and reduced lunch recipients).

¹ City of Bloomington Service Community Assessment of Needs (SCAN) Report. https://bloomington.in.gov/documents/viewDocument.php?document_id=2069

Outcome Indicators:

Outcome	#Served/ Indicator	Estimated Impact
More children will have new access to 8 classrooms and program services.	96	Provide 96 additional children high-quality early childhood education and comprehensive services over the course of one year through both Compass Early Learning Center locations, including 90 ful shots, 48,960 meals, and high kindergarten readiness in 40 5-year olds.
Provide new access to infant care.	16	Provide 16 infants quality care that sets them up for success in school and as adults.
More parents will have opportunities to maintain their employment and or pursue education.	157	Parents will not have to choose between affordability and quality and will higher also enjoy benefits like daily meals for their children that positively offset their overall financial condition

Cost

Amount Requested (*in order of priority*)

1. Staff salaries (4 teachers, 4 aides, 1 Education Coordinator, & 1 Administrative Assistant); Funding for seven days of training to prepare staff at the new location.	\$10,000.00
2. Staff salaries (4 teachers, 4 aides, 1 Education Coordinator, & 1 Administrative Assistant); Funding for the first week and a half of services at the new location.	\$10,000.00
TOTAL REQUESTED	\$20,000.00
<i>Raymond Foundation (confirmed)</i>	\$10,000.00
<i>MCUM Donors (confirmed)</i>	\$35,000.00
Total Project Cost	\$65,000.00

Past SSF Funding

Year	Status	Title	Amount
1996	Denied	Facility Addition – Daycare	\$50,000.00
1997	Granted	Addition & renovation of child care facility	\$51,000.00
1998	Granted	Renovate existing building to meet new building code	\$9,925.00
1999	Granted	Equipment for food area	\$11,850.00
2001	Granted	Pay rent & utilities for city residents at risk of being dislocated	\$32,884.00
2003	Granted	Subsidize childcare costs for low-income households within the City	\$20,000.00
2004	Granted	Subsidize childcare costs for low-income households during summer months	\$15,000.00
2005	Granted	Caseworker salary for Emergency Services program	\$16,000.00
2007	Granted	Subsidize childcare costs for working families residing in the City	\$28,080.00
2010	Granted	Purchase cots, cot carriers, cot name plates and emergency kits for the Affordable Childcare program	\$5,540.53
2011	Granted	Pay for electrical improvements and cold storage equipment for the Emergency Food Pantry	\$11,000.00
2012	Granted	Roof replacement for Emergency services building	\$17,500.00
2013	Granted	Fund an energy audit and pay for purchase and installation of 3 air conditioning units and 2 furnace units	\$20,845.00
2014	Denied	Energy Efficiency Improvements for MCUM Childcare Facility	\$50,990.00
2015	Granted	For capital improvements to two playgrounds on its property in the Crestmont neighborhood.	\$27,475.00
2016	Granted	To pay for construction costs association with MCUM’s Food Pantry Expansion Project located at 827 W. 14 th Ct.	\$20,000.00

Staff Comments

- Note that the application states that any Hopkins fund will supplement the Center's budget for the first 5 months; yet the project start up budget runs for a term of 8 weeks (of which, Hopkins funds would cover 2.5 weeks -- 1 week for training; first 1.5 of operation.)
- In subsequent communication, applicant clarified that the figure of 94 City children and 154 City parents served refers to the number of persons served by the facility within the first five months of operation.
- In subsequent communication, applicant clarifies that it expects the fee structure to self-sustaining within five months.
- In response to a staff inquiry, asking applicant to associate particular costs with particular staff posts, applicant provided a budget spreadsheet that was not provided in the original application submission. The spreadsheet is available for further inspection should a Committee member wish to review it, but is not being included in the applicant material as it was submitted after the deadline.

16. MOTHER HUBBARD’S CUPBOARD

Equipment Purchase - \$4,002.06

City Residents Served: 6,810 (out of 10,985)

Employees:

Full-Time	Part-Time	Volunteers
5	3	500

Mission: Mother Hubbard's Cupboard (MHC) increases access to healthy food for all people in need in ways that cultivate dignity, self-sufficiency, and community. MHC provides healthy, wholesome food to people in need, and equips people with the skills, knowledge, and tools to grow and prepare their own food, making nutritious food and wholesome meals more accessible. MHC’s four programs (Food Pantry, Garden Education, Nutrition Education, and Tool Share) form a holistic approach to tackling the issues of hunger and food insecurity. All MHC programs focus on serving low-income families at or below 200% of the federal poverty line. MHC’s Food Pantry Program is the largest in the region and last year distributed 181,336 bags of healthy groceries to people in need.

Project Synopsis: MHC requests \$4,001.64 in funding to replace our patron meat freezer, purchase a power washer to maintain the siding of our newly purchased building, and install safety lights on the exterior of our building. The current meat freezer we have is damaged, and due to the age of the freezer, the parts needed for repair are not available. The replacement of the meat freezer will also allow us to preserve food freshness more efficiently, saving money on utility bills, and lessening the likelihood that we face a shortage due to premature spoilage and that shoppers are unable to fill their grocery bags when they visit MHC. The power washer and lights will assist in the general upkeep and security of our building spaces, which are both essential for making the Hub a welcoming and comfortable place for our patrons and volunteers. The purchase of these items will help us maintain and sustain our four programs, which provide low-income, food-insecure individuals with access to healthy food, learning opportunities, resources, and access to kitchen and garden tools for at-home use.

Criteria:

Need – MHC provides emergency food, nutrition and gardening education, and makes gardening and kitchen tools available at no cost to patrons. Mother Hubbard's Cupboards programming addresses the needs outlined in both the Service Community Assessment of Needs (SCAN) and the Housing and Neighborhood Development Department’s (HAND) 2015-2019 Consolidated Plan. Specifically, MHC aligns with NA-50, Non-Housing Community Development Needs-91.215 (f) (Strategy 5, 1&3), which states HAND’s priority to “Provide funding to non-profit organizations that serve low income individuals/families with their basic emergency needs: food, shelter and health care.” And, “Provide funding to non-profit organizations that provide valuable services to improve quality of life.” (P.6) MHC’s programming develops the self-sustainability of community members who participate in educational services. Community members who participate in the Nutrition and Garden programs gain skills that reduce their dependency on emergency food providers. MHC also helps low-income community members access the “Essentials” as outlined in SCAN (section 7). From 2013-2016, demand for our services increased 85%. This increase has required more time and money spent maintaining both large necessities (such as our freezer), and our patron environment. Providing a safe, vibrant, and welcoming environment for patrons is a core tenet of MHC’s practices.

One-Time Investment – The one-time purchase of new equipment will improve efficiency and allow for crucial maintenance needs for our newly purchased building. MHC purchased our building in 2016, and aims to be as self-sufficient as possible when maintaining our space. The requested equipment will provide MHC the ability to utilize volunteers and staff to help us with upkeep. A new freezer is necessary, due to our inability to purchase the parts needed for repairs of our current model.

Fiscal Leveraging – MHC uses a combination of in-kind donations, volunteer support, and collaborative partnerships to maximize programming efficiency. Funding sources are equally diverse, ranging from national, regional, and local grants, individual donors and corporations. MHC maintains an average of 500 volunteers annually, many of who will play a role in the maintenance of the building. Not only will the requested equipment improve MHC’s award winning programming, it will allow for quick, easy, and frequent maintenance of crucial elements.

Broad & Long-Lasting Effects – MHC’s programming would significantly benefit from a one-time equipment purchase. Our programs have grown significantly since the move to the new facility in June 2013, and demand continues to grow. According to Feeding America, an estimated 25,130 food insecure people live in Monroe County. Monroe County’s food insecurity rate was 17.9% in 2015, higher than the national average of 15.9%. Food insecurity in adults has been linked to an increased risk of diabetes and chronic cardiovascular illnesses. Children who live in food insecure households have an increased likelihood of being sick, having growth problems, and being at risk for obesity. Research suggests that nutrition education can be an effective instrument to addressing barriers to unhealthy eating. Gardening can also have a positive impact on participants’ physical, mental, and nutritional health. MHC provides the Monroe County’s largest food pantry, innovative

garden and nutrition education programing, and the first food security tool share program of its kind. MHC is a key contributor to the national dialogue on food security. Providing a safe, vibrant environment for our patrons would allow MHC to continue to be an innovative leader in food justice and anti-hunger work.

Outcome Indicators: New equipment will save MHC time and money by increasing program efficiency. With new equipment, we will be able to maintain and upkeep our space internally, saving us money by eliminating the need for outside help. Time will also be saved, as these maintenance tasks can be added to the daily chores of staff and volunteers.

Cost

Amount Requested *(in order of priority)*

1. Freezer (\$1,519 freezer + \$418.06)	\$1,937.06
2. Safety Lighting	\$1,746.00
3. Power washer	\$319.00
TOTAL REQUESTED	\$4,002.06
<i>Total Project Cost</i>	\$4,002.06

Past SSF Funding

Year	Status	Title	Amount
1999	Granted	Refrigeration unit	\$1,029.00
2000-Oct	Granted	Establish a new southside food pantry in concert with the Community Kitchen & Perry Township Trustee	\$9,000.00
2002	Granted	Fund a new nutrition education program	\$5,000.00
2006	Granted	Pay for the purchase and installation of 1 2-door freezer unit and 1 2-door refrigeration unit	\$6,670.00
2008	Granted	Provide bridge-funding to pay for salaries to operate the Mother Hubbard’s Cupboard community food pantry	\$24,000.00
2009	Granted	Purchase a cargo van for the Food Pantry program	\$28,650.00
2011	Granted	Purchase a van for the Garden & Nutrition Program	\$2,700.00
2012	Granted	Freezer storage for food pantry program	\$7,285.71
2013	Granted	Bridge funding to pay for salaries of Food Pantry Manager and Nutrition Education Coordinator for 26 weeks and salary of President and CEO for 18 weeks	\$23,815.00
2014	Denied	Expansion of Garden and Nutrition Education	\$30,947.86
2015	Granted	To purchase 4 laptop computers, 2 external CD drives, and software to increase organizational efficiency.	\$4,250.00
2016	Granted	To pay for staff salaries to expand Mother Hubbard’s Cupboard’s Education and Tool share programs.	\$15,000.00

Staff Comments

- Note that MHC was granted \$7,285 in 2012 for the purchase of a freezer. MHC clarifies that the 2012 funds were used to purchase a walk-in freezer. The requested funds will replace a chest freezer purchased by MHC with its general funds and intended for home use. The freezer is opened hundreds of times a day and the wear has broken the hinge and parts for the model have been discontinued.
- MHC anticipates the new freezer will last at least 10 years.
- Note that the budget on the application material was different than the budget accompanying the application packet, as the former did not include shipping costs, but should have included as much. The above summary has been adjusted to include the shipping costs and to correct a minor math error in the total request.

Ready-2-Work Work Experience Training – Pilot Program - \$17,550.00

City Residents Served: 20 (out of 20)

Employees:

Full-Time	Part-Time	Volunteers
3	2	>300

Mission: My Sister’s Closet is a non-profit organization, established to build a stronger community and promote economic self-sufficiency by providing women with professional support services and tools for success.

Project Synopsis: Request. My Sister’s Closet is requesting a one-time investment of \$17,550 to help offset start-up costs of its intensive, hands-on Ready-2-Work (R2W) training program, which will provide employment skills training to female Bloomington residents, with <50% AMI many of whom are underemployed in low-skilled, low-paying jobs.

- 7 Study carrels
 - 7 Chairs for work stations
 - 7 All-in-One Computers
 - Labor – instructional design services
 - Labor – partial instructor salary offset

Need. The divide between low-wage, low-skill work and high-income jobs is growing, which means that it is ever more difficult for low-wage earners to obtain above-subsistence level employment. Many poverty-level persons have not been able to master Adult Basic Education (ABE) skills and/or are unable to relate them to actual job skills. (<http://npc.umich.edu/publications/u/2013-09-npc-working-paper.pdf>)

According to the report on the Status of Women in Bloomington and Monroe County, *the number of female heads-of-household, whose income is below poverty level, is almost five times greater than men.* Combined with the sobering fact that Bloomington has an exceptionally high poverty rate of 39.2% (source: 2015-2019 Bloomington Consolidated Plan, p. 108), the R2W program directly meets a burning community need, for job training that is specifically targeted to female heads-of-household.

Short-term Benefits (2017 Pilot):

- At least nine graduates will obtain gainful employment, allowing them to enjoy the dignity of self-sufficiency while simultaneously lessening the burden* on over-taxed public resources.

*If public assistance costs are conservatively calculated at only \$25,000, for a family of four, the return-on-investment of the Ready-2-Work program is significant:

Total Program Cost: \$105,000.

Annual Cost Saving: \$225,000. (Nine students x \$25,000)

Net 2017 Gain for Community: \$120,000

Criteria:

Need – The 2017-19 Bloomington Consolidated Plan identifies job training/employment services as critical needs (p. 55). Under Public Service Assistance, Strategy #5 (p. 91), the Plan cites an intent to provide funding to non-profit organizations that provide valuable services to improve quality of life.

Participants in our competitive Ready-2-Work program will be pre-screened and highly-motivated - “ready to learn.” Our Ready-2-Work (R2W) program combines daily classroom instruction with 3-4 daily hours of work experience in all facets of retail management, including supply-chain management, merchandising, display, marketing, finance, and loyalty programs. Participants will graduate with a powerhouse combination of in-demand job skills, personal time and financial management skills, and the soft skills of teamwork and customer care – they will be “ready to earn.” (See p. 108, Consolidated Plan)

Most existing workforce development training is geared toward larger class sizes and does not directly link classroom topics to on-the-job training. Job training can be costly or difficult to reach, via public transportation. Also, about 75% of our voucher clients, all of whom are women, have experienced domestic violence and/or stalking – mixed-gender instruction can be intimidating for them. Small, women-only classes, offered at our downtown Bloomington location, help resolve these logistical problems and legitimate fears.

One-Time Investment – One-time Investment. Carrels/chairs/computers are for the classroom. They are modular and transportable, should we expand to a larger location. The Instructional Designer is needed, to distill the work experience training we already provide to supplement IU curricula, into discrete learning modules, with objectives and measurable outcomes.

Operational Expense. Ready-2-Work program graduates will earn Career Readiness Certificates, and will have proven their reliability during the 90-day training. Our long-term plan (2018) is to contract with local

employers, as providers of competent, well-trained job candidates, for which we will receive a fee. *We request partial salary funding, during the 2017 proof-of-concept pilot.*

Fiscal Leveraging – Other sources of funding – please see attached program budget. Total 12-month cost = \$105,000:

Store sales, fundraising events, and grants. In-Kind donations include: Volunteer construction labor, discounted building material costs and donated materials.

Broad & Long-Lasting Effects - We hope to expand programming in 2018, to eight sessions of Ready-2-Work. If we assume a (low) graduation rate of 75%, we will have assisted 36 female heads-of-household to obtain gainful employment and self-sufficiency. Assuming per-person training costs of \$9,500 (most of which will not be funded through the Jack Hopkins grant), and per-family savings of public assistance resources of \$25,000, the tangible net benefit to the community would exceed \$500,000.

The intangible benefits to individuals, in terms of satisfaction and self-worth, are incalculable. Secondary benefits will accrue to the community, once these women are meaningfully employed and able to spend their discretionary earnings at area stores and businesses.

If our pilot program is extremely successful, we hope for exponential benefits to the City of Bloomington and its residents.

Outcome Indicators:

Recruitment:

- 1) By 7/1, curriculum will be complete and Pilot Group 1 will begin training.
- 2) By 10/1, Pilot Group 2 will begin training.

Sustainability:

- 3) By 12/31/17, at least one employer will sign a MOU. MSC will be a preferred source of quality candidates, according to the employer’s criteria. Employer will pay MSC a placement fee.

Effectiveness:

- 4) By 12/31/17, at least 75% of participants will complete the program and pass standardized WorkKeys assessments.
- 5) 3/1/18 Goals:
 - At least 70% of graduates will be gainfully employed within 30 days of graduation.
 - 95% of graduates will be gainfully employed by 3/1/18.

Cost

Amount Requested (*in order of priority*)

1. Study Carrels (Flash Furniture MT-M6201-GY-GG. Amazon 3 Starters @ 117.00 ea. = \$351.00 and Flash Furniture MT-M6202-GY-ADD. Amazon 4 Adders @ 96.00 ea = \$384.00)	\$735.00
2. AmazonBasics Mid-back Mesh Chair @ \$65 ea. Quantity 7	\$455.00
3. HP 23” All-in-One Desktop Computer – 7 @ \$400 each = \$2,800	\$2,800.00
4. Work Experience curriculum design fee – one-time expense. 120 hours @ \$38/hr. To be provided by third party consultant. PhD. Instructional Designer	\$4,560.00
5. Instructor Cost for first session – 300 hours @ \$15/hr.= \$4,500	\$4,500.00
6. Instructor Cost for second session -- 300 hours @ \$15/hr.= \$4,500	\$4,500.00
TOTAL REQUESTED	\$17,550.00
Total Project Cost	\$17,550.00

Past SSF Funding

Year	Status	Title	Amount
2000-June	Denied	Wages, rent, credit card processing, parking stickers, & loan repayment	\$25,000.00
2001	Granted	Purchase display, tagging, and laundry equipment for donations	\$1,130.00
2003	Denied	Re-open retail & service facility	\$9,959.77
2007	Granted	Purchase equipment for resale store of women’s workforce clothing and a display case to inform the public about program	\$2,500.00
2008	Denied	Supporting progress towards women’s economic self-sufficiency	\$13,200.95
2009	Granted	Pay rent & purchase boxes for storage facility	\$1,781.88
2011	Denied	Maximized impact: addressing the needs of clothing voucher recipients w/ extended store hours	\$4,524.00
2013	Denied	The green side of pink	\$13,516.00

2014	Granted	Purchase an Apple iPad Air w/ wifi, a Square PoS System and an iPad-compatible projector	\$1,621.43
2015	Granted	To pay the 1st year’s salary to our executive director, for funding assistance for our Success Institute Programming, and software and computer hardware requests.	\$7,000.00
2016	Granted	To pay for the salary of the Success Institute Coordinator	\$10,000.00

Staff Comments

- When asked how Ready-2-Work is different from the Success Institute, applicant explains: “Ready-2-Work is a large, multi-dimensional program within the Success Institute. Our smaller, long-standing Success Institute training programs are: 1) Resume and Cover Letter Writing, and 2) Interview Skills, including mock interviews. Resume/Cover Letter and Interview Skills trainings are usually conducted in one-on-one tutoring sessions and, occasionally, in interactive group seminars.”
- When asked about funding instructors in future years, applicant responded:

“Once the proof-of-concept/pilot phase has been completed, and necessary adjustments have been made, based on our real-world experience, we will seek partnerships with area employers. We expect that MSC will become a preferred source for employment candidates; and that our employer partners will pay us a fee for each successful candidate that is placed with their company. We would function as pre-employment trainers and, then, as an employment agency on behalf of our partners. These fees, combined with set-aside revenue from the store, will pay for the instructors in the out-years.”
- When asked about the need to hire an Instructional Designer vis-à-vis using other resources, applicant responded:

“We need the Designer to develop modules for the hands-on, in-store portion of the training. A wide variety of principles will be taught in 15-minute sessions, each day, and then students will be required to demonstrate achievement of those principles. One example would be that we will teach our students the psychology and marketing principles that go into creating window- and in-store displays; then they will be called upon to create displays that reflect an understanding of the principles they were just taught. We need the Designer to develop the 15-minute classes (a total of 60 classes), supplemental handouts/student guides, and specific hands-on exercises, along with daily learning objectives.” Applicant subsequently states that it will be using off-the-shelf training software for the classroom-based life-skills training.
- When asked if "Ready-2-Work" modeled on another program, applicant responded:

“Ready-2-Work” is a hybrid work-experience and life-skills training program. We are currently discussing a MOU partnership with WorkOne, in order to provide the work-experience portion as a WorkOne-sponsored activity that must, therefore, conform to their requirements. Specifically, once MSC is a recognized work-experience partner, our students will receive a direct stipend from WorkOne while they are successfully participating in Ready-2-Work. Direct student support is the *only* support WorkOne will provide.

The hands-on portion will be a distillation and formalization of the work-experience training we already provide to IU students, as part of their curricula, each semester. We are requesting funding from various sources, including the Jack Hopkins fund and including our own in-store revenue and private donations, to finance the build-out of the space, the instructional design, desks and computer equipment, training supplies, and ongoing instructional support.

Bottom line: we are providing a unique, proven, yet unduplicated service to small groups of highly motivated, low-income women who would not otherwise have access to this type of training.
- Applicant clarified that the first and second sessions will be held on the following dates: Session 1: July 17 – October 6, 2017; Session 2: October 16 – January 12, 2018. Before going fully operational, it will hold “two 40-hr. calibration weeks, one after each session, to allow us to reformat classes and/or curricula based on our trainers’ observations and analysis and in response to student feedback.” The applicant intends to be fully operational by January 2018.

Employees:

Full-Time	Part-Time	Volunteers
6	8	150

Mission: New Hope for Families’ mission is to provide temporary shelter for homeless families in Bloomington and Monroe County and, in collaboration with other agencies, to help those families regain housing by addressing the problems that led to homelessness.

Project Synopsis: We are seeking an investment of \$22,091.13 for the purpose formally launching our search for a new place in which to house our services while simultaneously economically maintaining the current space and implementing service provision improvements that will be transferred to our new property once it is secured. Specifically, we are seeking \$10,000 to contract a feasibility study to undertake a capital campaign to purchase and renovate a new property; \$9,302.13 for creating of two outdoor classrooms focused on gross motor development and STEM (science, technology, engineering, and math) curricula for young children; and \$2,789 for equipment to maintain the current properties with as little capital investment as possible by using volunteer labor.

New Hope opened its doors in 2011 serving eleven families in one structure. Since that time, we have expanded service to three additional buildings, increasing our capacity to nine families. We recently learned that by January 2020, we will need to vacate the spaces we currently occupy and move services to a new location. The request for funding for a feasibility study supports our commitment to making this move without interrupting service provision.

In 2015, we expanded our services to include early childhood care and education. The request for funding to create an outdoor classroom complements the service we provide to families touched by homelessness and extreme poverty and ensures the most vulnerable members of our community have access to educational elements vital to their early and ongoing success.

Criteria:

Need – The Consolidated Plan recognizes that nearly half of individuals experiencing homelessness are in families. As the only shelter in the state that serves whole families regardless of sex, religion, marital status, or familial make-up, New Hope is a vital provider in our community. Funding a feasibility study to ensure its relocation to a new site and promote ongoing service provision is critical for homeless families in Bloomington. When these families are able to regain and maintain stability, the whole community benefits.

The United Way’s SCAN 2012 recognizes a strong and growing need for childcare and early childhood education opportunities, particularly among low-income families. The Nest at New Hope provides high-quality, full-day care and education, ensuring children enter kindergarten ready for success while simultaneously meeting parents’ needs for care. Additionally, the National Institute for Health indicates that nationwide, low-income children lack access to outdoor play and learning opportunities. The creation of high-quality outdoor classrooms for children touched by homelessness and extreme poverty works to mitigate this inequity. Finally, both the federal and Indiana State Departments of Education have identified STEM (science, technology, engineering, and math) fields needing additional attention for modern students. This begins in early childhood, and roughly half of the funds requested for outdoor classroom materials will be used to purchase items to support a strong STEM curriculum.

One-Time Investment – A feasibility study is a one-time expense we promise to undertake in order to ensure the longevity of a successful and vital service provider in this community.

All of the early childhood equipment requested will have a warranty of at least 10 years, and we anticipate that much of it will last significantly longer. We can reasonably expect, then, that hundreds of children will benefit from its use before it will need to be replaced.

We anticipate that the maintenance equipment and supplies will have a similarly long lifespan.

Fiscal Leveraging – Funds for a feasibility study will be added to those secured from the Community Foundation for Bloomington and Monroe County and others to undertake the process of a capital campaign and securing new facilities for New Hope for Families and all its components by January 1, 2020. These outside funds total \$58,500.

For the creation of outdoor classrooms, we have secured a pledge of \$15,000 for the purchase of gross motor equipment with the understanding that we would raise the money for STEM elements of the classrooms and those that are not expressly for gross motor development.

Additionally, outdoor classrooms focused on STEM will enhance The Nest’s application for national accreditation. Once we are accredited, we can anticipate that revenue from the state and other sources will increase by at least \$10,000 in the first year, making the outdoor STEM classrooms a very solid investment.

Broad & Long-Lasting Effects – New Hope for Families successfully transitions more than two-thirds of its families to stable housing. Benefits of this to children and families include decreased rates of incarceration, increased educational attainment, fewer major health incidents, decreased likelihood of addiction and other mental health disorders, and increased capacity to contribute to our community, among many, many others. We simply know that people are better able to thrive when they are stably housed, and New Hope has a proven track record of helping people along this road. Funding a feasibility study and equipment for ongoing maintenance of shelter properties ensures this important service remains available to families in need.

We know that high-quality early childhood education prepares children not only for academic success but also for social and emotional stability and that investments made in early childhood pay off at exponentially higher rates than those made later in life. These investments are particularly important for children experiencing poverty because research shows that children from low-income backgrounds experience learning deficits from early age. By the times these children enter school, they are likely to have heard millions fewer words than their middle-income counterparts, making the preschool years a crucial time for education. Further, we know that access to outdoor space builds resilience and physical health, while strong STEM curricular elements prepare children for think creatively and critically to solve problems. Providing care to children helps parents and families on their road to stability, but it also helps these young children to be the members of their families to break the cycle of homelessness and poverty.

Outcome Indicators:

For the first funding priority, a contracted feasibility study, the outcome indicator will be continued service provision in a new place measured in number of individuals served. Secondary indicators will include number of families achieving stability and/or increasing assets.

For the second priority, the indicator is number of children with access to high quality outdoor and STE< learning opportunities. A secondary indicator is number of children whose educational opportunities meet those outlined in the Indiana Foundations for Early Learning.

For the third funding priority, the outcome indicator is reduced maintenance and service provision cost measured in dollars per client served as compared to the cost of using contracted labor.

Cost

Amount Requested (*in order of priority*)

1. Feasibility study for a capital campaign to relocate New Hope for Families and all its components	\$10,000.00
2. Outdoor seating and tables for 16 children	\$500.00
3. Mud kitchens (2)	\$450.00
4. Dramatic play materials for preschoolers and toddlers	\$995.00
5. Baby swings (2)	\$55.98
6. Secure baby play area	\$1,361.20
7. Commercial stroller for six children	\$1,219.95
8. Infant seat inserts for stroller (2)	\$318.00
9. Rubber mats for infant safety	\$132.00
10. Toddler mobility toys	\$180.00
11. STEM materials for infants, toddlers and preschoolers	\$4,090.00
12. 2 Stanley adjustable sawhorses	\$79.00
13. 1 Louisville fiberglass 24’ extension ladder	\$309.00
14. 1 Troy 21” self-propelled lawnmower	\$340.00
15. 1 Husqvarna chainsaw 2 hp 16”	\$197.00
16. 1 cordless tool kit with reciprocating and skill saws	\$300.00
17. Storage shed 90” by 114” by 70” Lifetime anchor steel reinforced	\$974.00
	\$2,789.00
TOTAL REQUESTED	\$22,091.13
<i>Community Foundation of Bloomington and Monroe County (confirmed)</i>	\$38,500.00
<i>Privation donations (confirmed)</i>	\$20,000.00
<i>Private donor (pending)</i>	\$15,000.00
<i>Monroe County Smart Start Coalition (confirmed)</i>	\$350.00
Total Project Cost	\$95,491.13

Past SSF Funding

Year	Status	Title	Amount
2011	Granted	Construct a handicap accessible bathroom and laundry at W. 2 nd facility	\$14,000.00
2012	Granted	The 301 Project	\$9,400.37
2013	Granted	Pay for external audit, program materials for the <i>Love & Logic Program</i> and improvements to the shelter	\$8,025.00
2014	Granted	Pay the salary of the full-time Director, wages of one or more interns, furnishings, appliances, materials and equipment; the purchase and installation of security system at 303 W. 2nd Street.	\$11,519.43
2015	Granted	To renovate a property for use by our Children’s Program as a childcare site and family education center for the clients of New Hope for Families.	\$16,600.00
2016	Granted	To purchase and install a corded telephone system linking New Hope offices; to purchase and install desktop and laptop computers; to purchase and install a security system monitor; to purchase and install a wireless network; to pay for hardwiring and set up of aforementioned technology; to purchase cribs, tables, child-sized chairs, tip-resistant shelving, a coat locker, outdoor sheds, and related equipment for New Hope’s Early Childhood Program.	\$13,382.00

Staff Comments

- Note that for the past two years, NH has received funding to improve their properties. With both requests, NH made clear that its lease with the Hospital ran until 2018 and that NH was in conversation with the Hospital about those properties in light of the Hospital’s move from the area. In separate communication, NH confirmed that they anticipated the hospital would not allow them to stay in the hospital-owned houses beyond its move. NH writes that since the hospital has notified NH that it will indeed not allow them to stay, NH has been working with community leaders to secure a new location.
- NH clarifies that the nature of the feasibility study:
“The feasibility study will assess how much money is feasible for our organization to raise in the capital campaign and break down potential funding sources. With the help of our task force, we have identified several possibilities for relocation. In essence, the study will tell us what kind of relocation property we should be looking at. . . . The study will look at our donor base and funding sources in the community. It will yield a range of what we are likely to be able to raise in our community along with identifying potential untapped sources of revenue. That information will be used by our development director to determine the goal and scope of the capital campaign.”
- NH clarifies that “a feasibility study is a standard best practice for nonprofits launching capital campaigns. It ensures that we are focusing our efforts appropriately.”
- NH clarifies that the study will run \$10,000-\$20,000. If the agency does not receive full funding, it states that it will supplement with other funds.
- NH clarifies that it has received funds toward the hiring of a development director, but not for the feasibility study. The agency explains, “The hiring of a development director (which has been effected) is essential for the feasibility study, and we think of them as two parts of the same project. Because we hired a development director, we anticipate spending far less money on a feasibility study than we otherwise might have.”
- Applicant clarified that the shed will not become fixed to the land, but is movable. At present, the agency stores materials in a number of places and that there is a need for material to be centrally located.

New Leaf – New Life Services - \$10,000
City Residents Served: ~1,000 (out of ~2,000)
Employees:

Full-Time	Part-Time	Volunteers
2	-	>50

Mission: New Leaf - New Life is a local volunteer driven nonprofit whose mission is to reduce recidivism of inmates in the Monroe County Jail by providing social service programs and services to inmates in the Monroe County Correctional Center both during their time in jail and after release. Under the leadership of our Jail Program Director, our volunteers provide a number of therapeutic programs focused upon addiction recovery and preparation for release as well as educational programs such as the Inside-Outside college courses and the Read-to-me program that connects inmates to their young children. Our Transition Support Center is focused on helping released inmates overcome the obstacles that they face in becoming productive, law-abiding citizens. We welcome them and help them with immediate needs such as clothing and hygiene products and our director/caseworker works with them to find jobs, housing, transportation, and access to addiction treatment and educational opportunities.

Project Synopsis: We request \$10,000 to support New Leaf – New Life’s programs and services that help reduce recidivism of persons released from our jail. We work with them in the jail to help them prepare for success after release and to make the changes in their lives needed for them to avoid returning to incarceration. After release we work at our Transition Support Center to help them overcome the many obstacles they face when they try to make it on the outside. The obstacles are many. Let’s start with lack of education and job skills, addictions, health issues, and having a record that means that 95% of employers will not consider them and 95% of landlords will not rent to them. Our staff and volunteers work with them in the jail and upon release to restore their hope that change is possible and to support them as they work to make progress toward success. Because of our many volunteers we provide a lot of bang for the buck, but we must have a paid staff member in the jail and in the Transition Support Center to provide necessary professional skills and to organize the efforts of our volunteers. It is relatively easy to raise money for specific activities that impact our clients, but no one wants to support salaries. So we are asking for support for staff salaries because we are out of business if we can’t pay our people. This is the way you can support our badly needed services.

Criteria:
Need – Recidivism in our jail is a big community problem. A study of the jail population reveals that the typical jail inmate has been there FIVE times before. If it were not for recidivism we would not have an overcrowded jail. Recidivism is expensive. It is estimated that the cost of apprehending the criminal, prosecuting him, defending him, trying him, and incarcerating him is between 15 and 30 thousand dollars. And that doesn’t include the social costs of his many crimes before he is arrested and the costs of disrupting his or her family life. This is complicated by the fact that the jail is primarily filled by those in poverty, plagued with addictions and mental health problems. Everything we do, both in jail and after release, is aimed at reducing recidivism by helping our clients make the changes in their lives required to be productive citizens of our community.

One-Time Investment – We are requesting operational funding because that drives our ability to provide our services. Like many small non-profits, we struggle every year for funding. The reality is that there is no long run if we cannot pay our bills. We depend upon a mix of grants, contracts, and contributions for our funding. This year is particularly difficult as our services and expenses at our Transition Support Center are growing rapidly. Our work in the jail is supported by a jail contract, but that support is fixed. We badly need a Jack Hopkins grant and will be seeking many other grants.

Fiscal Leveraging – The total cost of our project is \$85,000 so you are leveraging \$74,000 and supporting the efforts of our many free volunteers. Also, the Perry Township board and trustee are donating an outstanding facility for our Transition Support Center.

Broad & Long-Lasting Effects – Every person we help to go straight is a long term benefit to the community. He or she goes from a drag on community resources to a contributing member of society. Looking at this question another way, funding every year is a challenge, and going into the new year in decent shape makes the long run possible. We have a passion for what we do and we intend to be here for the long run, but most of those with the greatest passion for our mission have no interest in funding so paying the bills is always a problem. Your support makes our long run possible for us and for many other worthy agencies. Thank You.

Outcome Indicators:

In partnership with the MCCSC we help over 200 jail inmates prepare for the TASC high school equivalency test, entrance to Ivy Tech, and job preparation. Other in jail activities help those with addictions work on recovery and make the jail a less traumatic experience for ¾ of the jail population. Our caseworker at the Transition Support Center helps more than 500 released inmates a year obtain employment, housing, transportation, addiction treatment, higher education, etc. We welcome released inmates and provide clothing, hygiene products, help with resume preparation, computer training, snacks, etc. to hundreds more. We measure all of these.

Cost

Amount Requested (in order of priority)

1. Salaries for employees. If we do not have funds to pay them we will have to reduce services provided.	
TOTAL REQUESTED	\$10,000.00
Other sources of funding	Not indicated
Total Project Cost	\$84,868.00

Past SSF Funding

Year	Status	Title	Amount
2005	Denied	Personnel, office, office supplies	\$10,000.00
2006	Denied	Inmate transition program	\$23,000.00
2007	Denied	Families or child of incarcerated parents	\$14,100.00
2008	Withdrawn	Hal Taylor House	\$6,270.00
2009	Granted	Therapeutic Jail & Reentry Programs (bridge funding)	\$14,577.96
2012	Granted	Funding part-time facility manager for transition program	\$9,285.71
2014	Granted	To pay for salaries, benefits, and supplies for all New Leaf/New Life programs	\$14,577.96
2015	Granted	To fund a pilot project to provide an additional 20 hours/week of much needed casework capacity at the Transition Support Center	\$6,000.00

Staff Comments

- When asked to confirm the application’s citation that this grant will serve 1,000 residents, the applicant provided the following response:

“This grant will support our services to at least 1,000 ex-offenders at our Transition Support Center at 1010 S. Walnut and an additional 1,000 at the jail. There may be overlap because some jail inmates will be released during the year and we will serve them at both places.

These figures are conservative estimates because we cannot document many of those we serve. We do keep track of the 500 clients we do casework with in the Transition Support Center, but we also serve some 25 clients [later corrected to 50] a day who come to the center to use the computers or have a snack or just hang out in a drug free environment. We estimate that over the year this involves at least 500 individuals.”
- In response to a request for more detail on the staff position(s) covered by this request, applicant responds that the grant will be used for the salary of the director of the NL-NL Transition Support Center. The director is paid \$12/hr, Applicant writes the grant will cover 833 hours.
- Know that staff also asked applicant to provide the numbers behind the assertion that demand for services at the Transition Support Center has increased. Response is as follows:

“The previous year Marilyn provided casework to some 350 clients. This past year she served 500. That is over 40%. The total number served appears to be up about the same amount but we haven't been counting them until recently when we have been having 50 a day that is up from the 25 a day we had previously estimated and I cited in my previous email.”
- Regarding need, applicant asserts need but does not point to SCAN, the Consolidated Report or other community needs assessment. The Committee may want to ask for more concrete substantiation.

Sensory Trail and Fencing Construction Project - \$26,763.00

City Residents Served: 55-60 (out of 75-80)

Employees:

Full-Time	Part-Time	Volunteers
5	12	250/year

Mission: PALS mission is to provide comprehensive individualized therapeutic equine programs designed by professionals to intentionally develop and restore functional skills, enhance well-being and improve quality of life.

Project Synopsis: We are requesting a one-time investment of \$26,763.00 for a Sensory Trail and fence re-building project that will improve the safety of PALS pastures and make a lasting impact on programs for years to come. The fencing on the property is in need of renovation. With support from the Jack Hopkins Social Services Funding Committee, PALS will be able to install new fencing while incorporating a brand new Sensory Trail. This project will significantly enhance the programmatic experience for our clients diagnosed with a variety of physical, cognitive, emotional, and social disabilities. A Sensory Trail is a rich learning environment that incorporates natural sounds and activity stations, allowing the rider to fully engage their senses. Activity stations along the trail focus on visual, auditory, and/or tactile stimuli currently unavailable in an arena setting. The trail will help our clients achieve a variety of physical and educational goals including, but not limited to:

- ☐ Gross Motor Skill Development (standing in half seat to walk over a pole on the trail)
- ☐ Improve Range of Motion (reaching for objects)
- ☐ Fine Motor Skill Development (manipulating objects along activity stations)
- ☐ Balance and Body Awareness (the trail asks the horse and rider to navigate uneven terrain)
- ☐ Cognitive Skills such as learning colors, shapes, and counting/numbers.

Criteria:

Need – The 2012 SCAN reports that people with disabilities “may face additional difficulty accessing basic services, maintaining consistent employment, developing strong social ties, advocating effectively for themselves, and participating independently in their communities” (p. 87). PALS was started in 2000 as a direct response to this need for participatory opportunities for individuals with disabilities. Our therapeutic equine programs not only promote independence and improve overall quality of life, but allow clients to develop strong social bonds with their instructors, volunteers, and their peers. It is our vision to continue to evolve to provide new supportive services to individuals with disabilities living in Bloomington, which constitutes 6.7% of city’s population (p. 52, HAND 2015-2019 Consolidated Plan).

One-Time Investment – During the project research process, it became abundantly clear that PALS needs to invest in a long-term fencing solution rather than a short-term fix. Indiana Agricultural Fencing was recommended by another Professional Association for Therapeutic Horsemanship, Intl (PATH Intl)-certified equine center in our region. This fencing company specializes in equine industry fencing projects, using CCA treated highquality fence boards that will ensure sustained structural integrity. A one-time investment from the Jack Hopkins Fund, supported by matching donor gifts and significant in-kind services, will keep the PALS therapy horses, clients, staff and volunteers safe for many years to come.

Fiscal Leveraging – Funds for this project are leveraged in the following ways:

- ☐ Matching Capital Donations - \$10,000 (monetary)
- ☐ Tear down equipment rental and operator fees donated by Milestone Contractors, L.P. valued at \$11,412.00 (in-kind)
- ☐ Hole filling labor provided by Wheeler Mission Ministries valued at \$3,725 (in-kind)

Broad & Long-Lasting Effects – This one-time capital improvement will have a long-standing impact on programs. After this transformative construction project is complete, annually-allocated fencing repair expenses can be reinvested into program development, freeing up organizational funds that can be used to directly help people in our community. In addition to the long-term budget relieving benefits, the Sensory Trail will add a completely new dimension to programs at PALS, allowing our trained, PATH Intl-certified instructors to incorporate additional challenges aimed to help clients grow and achieve their individual therapeutic goals.

Outcome Indicators:

This proposed facility improvement will add a completely new program facilitation space from which all of our clients can benefit. This project will impact up to 80 individuals with disabilities of all ages, 8 veterans, and multiple groups of at-risk youth (the organization will provide several equine experiential programs in partnership with other community agencies helping at-risk youth and young adults. A number of clients cannot be provided at this time because program planning is still process).

Cost

Amount Requested (in order of priority)

1. All Material Costs (6,655 ft of fencing materials including poplar boards, vertical fascia board, and galvanized gates)	\$26,763.00
2. Labor and 25% of Material Costs (1,664 ft of fencing materials including poplar boards, vertical fascia board, and galvanized gates)	\$22,727.75
3. Labor and 10% of Material Costs (665.5 ft of fencing materials including poplar boards, vertical fascia board, and galvanized gates)	\$18,713.30
TOTAL REQUESTED	\$26,763.00
<i>Matching capital donations from individuals</i>	\$10,000.00
<i>Budget-relieving in-kind equipment rental and operator fees from Milestone Contractors, L.P. and labor from Wheeler Mission Ministries</i>	\$15,137.00
Total Project Cost	\$53,975.00

Past SSF Funding

Year	Status	Title	Amount
2003	Granted	Purchase & install two hydraulic mounting lifts to be used for PALS therapeutic riding program	\$3,400.00
2005	Denied	Leadership camp & copier	\$3,300.00
2006	Denied	Therapeutic arena props & special horse tack	\$1,435.00
2007	Denied	Sponsorship for therapy horse	\$3,900.00
2010	Granted	Provide scholarships for at-risk and disadvantaged youth	\$3,453.57
2011	Denied	T@P: Teens at PALS	\$3,000.00
2012	Denied	PATH Intl. Equine Specialist training certification	\$2,644.95
2012	Denied	COLLABORATION – PALS & BBBS: Project LEAD (Linking Essential Assets for Development)	\$8,755.60
2013	Denied	PALS Facility renovation: HVAC installation	\$34,854.00
2014	Denied	PALS Veterans Program	\$5,000.00
2015	Denied	To fund a hauling vehicle for an Equine Assisted Learning Pilot Program	\$21,855.00

Staff Comments

- This project is proposed for W. Elwren Road. Note that the *Elaboration of Criteria* indicates that the Committee does not fund capital improvements outside of the City limits. The Committee did deviate from this practice when it funded Area 10 for equipment and fencing (approx. \$500) for its community garden in Ellettsville. In that case, applicant’s city-resident base was 200 (of 300). In the case of PALS, city residents constitute 55-60 (out of 75-80).
- Applicant subsequently clarified that the sensory trail will be built within the reconfigured pastures. The current fencing configuration does not allow for any program activity.
- With proper maintenance, applicant anticipates the fencing will last approximately 30 years.
- Upon staff inquiry asking if it is Wheeler Mission residents (not staff) that will provide the labor for this proposed project, PALS confirms that it will be the residents. From PALS: “Since November 2016, a volunteer crew of 4-8 Wheeler Mission residents have come out to the PALS barn nearly every Wednesday to assist with various facility-related maintenance and construction projects. This group has assisted with a previous fencing construction project and continues to help with day-to-day upkeep. PALS staff manage the group by overseeing tasks and ensuring the volunteers have the proper supplies and guidance to properly execute ongoing projects. Our team has full confidence that the Wheeler Mission volunteers can successfully tear down and dispose of the existing fence as outlined in the budget.”

City Residents Served: 20-500 (out of 20-500)

Employees:

Full-Time	Part-Time	Volunteers
80	95	110

Mission: Our mission is to serve persons in Indiana and Kentucky—without bias or judgment, without fear, without fail—by providing access to high-quality health care confidentially and compassionately; by reducing unintended pregnancies and sexually transmitted disease through age-appropriate and accurate sexual health education; and by advocating for freedom of individual choice in all matters of sexual health and reproductive justice.

Project Synopsis:

Planned Parenthood of Indiana and Kentucky requests funding in the amount of \$9,000 to provide subsidized insertion/removal of long-acting reversible contraceptives (LARCs) testing for sexually transmitted diseases (STDs) and Colposcopy testing for cervical cancer and other possible diseases, through our Women’s Health Fund (WHF) at the Bloomington health center.

Despite previous advancements in access to health care, many people, particularly those who are uninsured or underinsured, continue to face barriers to essential health care services, sexuality and reproductive health education, and supplies. Research and our experience indicate that by providing factual information, screenings, and access to birth control that is affordable and consistent, we empower women and men to make a significant impact on their social and economic advancement. With the future of health care once again uncertain, we continue to be vital to people’s lives.

The benefit of support for the Women’s Health Fund is that:

- 1) It is used to directly care for testing and contraception; no funds are used to cover administrative costs or abortion services.
- 2) It provides reproductive healthcare for those who might otherwise choose to go without.
- 3) STD testing prevents early detection and treatment, thus preventing the spread of disease and potential for taxing the Bloomington healthcare system further.
- 4) Providing free or subsidized colposcopies for abnormal pap tests allows patients who can’t afford healthcare or pay medical bills to receive an early diagnosis of cervical cancer, thus alleviating the additional costs of their health care for the city of Bloomington.

Criteria:

Need – The *County Health Rankings* (Robert Wood Johnson Foundation) indicates that the rate of STDs among Monroe County residents continues to trend higher than the national benchmark (543 per 100,000, versus 469 per 100,000 the year prior.) Monroe County is ranked 92 out of 100 in County Demographics. Sexually transmitted infections help measure risky sexual activity. Moreover, this measure of sexually transmitted infections includes only one infection, chlamydia, and might not represent the true impact of STD’s in the county.

As documented in the 2015 – 2019 Service Community Assessment of Needs (SCAN) for the City of Bloomington, of the 131 persons with at least one adult and one child in Monroe County, one hundred twenty (120) of those persons are in transitional housing units and fifty (50) are in emergency shelter. For a resident with food and shelter issues, PPINK is often the only healthcare provider they see.

Eighty-eight percent of our patients in Bloomington are women; and, most of our patients are underinsured. We are often the only health care provider they see. It is notable that our health center is also the only provider of affordable, low-cost colposcopies to the residents of Monroe County and surrounding counties.

One-Time Investment – PPINK seeks a one-time investment to support our Women’s Health Fund to care for uninsured and underinsured patients at our Bloomington health center.

In fiscal year (FY) 2016, 43 percent of our Bloomington health center clients were at or below 150 percent federal poverty level

Fiscal Leveraging – The Women’s Health Fund leverages Bloomington support in several ways:

- 1. Donor contributions from Bloomington. (\$15,000 total for entire WHF)
- 2. We have applied for, and received, a number of mulit-year gifts to help us ensure the organization can continue to provide services and support without interruption.
- 3. Grant funding = \$6,500 (based on FY16 budget)

Broad & Long-Lasting Effects – Although Planned Parenthood health centers comprise 10% of all safety net providers of family planning care nationwide, they serve 36% of all clients who obtain care from such providers. Research has shown that Planned Parenthood consistently outperforms all other providers of safety

net family planning services, including federally qualified health centers, when it comes to meeting key measures, including:

- Providing the full range of birth control methods on-site;
- Filling longer-term contraceptive prescriptions; and
- Offering shorter wait times and expanded health center hours.

Though Monroe County offers several places for residents to access health care and contraception, specifics like the extent of care, the age at which it is provided, the range of payment options and the ease of access all play a part when it comes to reducing the number of individuals who need support.

Outcome Indicators:

Funding from JHSS will allow us to provide 12 months of healthcare in the form of the free or subsidized:

- LARCs to 12 (up to at least 20) women in Monroe County.
- STD testing to a minimum of 8 women or men
- Colposcopies to a minimum of 4 women*

*From July 1, 2016 to present we have provided 22 colposcopies at our Bloomington HC. Of those patients:

- 9 Patients received WHF funding to pay for between half, or all of their procedure, totaling \$2,000.
- 3 patients used Medicaid, which we are in jeopardy of losing due to defunding.
- 6 patients billed commercial insurance, however, 4 of those ended up paying the full out of pocket cost because their plan did not cover the cost.
- In fiscal year (FY)16, the Women’s Health Fund provided health care to 541 patients.

Cost

Amount Requested (in order of priority)

1. Insertion/removal fee for long-acting reversible contraceptives (LARCs)	\$630/patient
2. STD Testing for women and men who are uninsured or underinsured	\$250
3. Colposcopies	\$300/patoemt
TOTAL REQUESTED	\$9,000.00
United Way of Monroe County (pending)	\$10,000.00
Sophia Travis Community Services Grant Program (confirmed)	\$2,000.00
Annual Fundraiser (pending)	\$23,000.00
Total Project Cost	\$36,744.00

Past SSF Funding

Year	Status	Title	Amount
1997	Denied	ADA Approved restrooms & waiting room expansion	\$22,350.00
1999	Granted	Exam table for handicapped	\$5,000.00
2000-Oct.	Denied	Offset \$34,000 needed for program	\$5,000.00
2001	Granted	Purchase equipment to test for anemia	\$1,394.00
2002	Granted	Purchase an autoclave for the purpose of sterilizing instruments	\$1,495.00
2003	Granted	Purchase 4 computers for use at S. College facility	\$3,600.00
2004	Granted	Purchase 6 sets of cervical biopsy equipment	\$2,923.00
2005	Granted	Security cameras & equipment for S. College facility	\$1,500.00
2006	Granted	Install cabinetry & purchase files and furniture for the front desk renovations	\$2,440.00
2007	Granted	Pay for wellness exams for the Friend to Friend Patient Pass program which serves low-income women in the City	\$5,000.00
2008	Granted	Pay for colposcopies for women with abnormal pap test results	\$2,500.00
2010	Granted	Pay for costs with Recession Rx program for City residents	\$5,000.00
2011	Granted	To purchase HIV test kits	\$4,200.00
2012	Denied	Love, Sex, and the Freshman 15	\$4,975.00
2013	Granted	Pay for components to Ensuring Access to Life-Saving Preventative Health Services: office visits, STD tests, same-day HIV testing, pregnancy testing, pap smears, colposcopies, & biopsies.	\$4,930.00
2014	Granted	Pay for office visits, wellness exams, STD tests, colposcopies, pap tests, and pregnancy tests.	\$2,785.71
2015	Granted	To provide subsidized services, such as insertion/removal of long-acting reversible contraceptives (LARCs), testing for sexually transmitted diseases (STDs), and colposcopies through our Women’s Health Fund (WHF) at the Bloomington health center.	\$5,000.00
2016	Granted	To pay for subsidized removal/insertion of long-acting removal	\$3,000.00

		contraceptives (LARCs) and to pay for subsidized STD testing through the Women’s Health Fund at the Bloomington Health Clinic, located 412 S. College Ave	
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Staff Comments

- Note that PPINK received funding in 2015 for LARC, STD testing, and colposcopies provided through its Women’s Health Center. PPINK received funding in 2016 for LARCs. While the 2015 initiative was a pilot, the 2016 initiative was intended to meet increased demand. While applicant indicates that its 2017 request is not for operational costs, this is clearly an on-going cost which fits the Committee’s new allowance for operational funds that do not meet the pilot or bridge test.
- Indeed, the Hopkins Committee has provided funds for various programs supported through PPINK’s Women’s Health Fund in the past, including: wellness services in 2014, preventative health in 2013, Recession Rx in 2010, colposcopies in 2008, and vouchers in 2007. While applicant indicates this request is not operational in nature, due to the on-going natures of these services, it is best characterized as such.
- Applicant cites the number of city residents served as ranging from 20-500; however, the application material locates this number at 20 (itemized budget indicates that LARCs will serve 12 women; the STD testing will cover 4 people; and, the colposcopies will cover 4 uninsured women). That’s 20. The “Outcome Indicators” section indicates the number is 32. In subsequent communication, the applicant clarifies that:

“We outlined the top 3 priorities and how the funds could be used. \$10,000 could serve at a minimum ~32. However, based on the numbers since July 1, 2016 (our FY16 numbers are from the year prior) I wanted to show how many patients in Bloomington have already relied on private support. With the numbers so high for patients with little or no insurance for these tests, and with Medicaid in its current state, and legislation a constant battle, we expect more patients than ever to need help paying for preventive and reproductive health care services.

*From July 1, 2016 to present we have provided 22 colposcopies at our Bloomington HC. Of those patients:

 - 9 Patients received WHF funding to pay for between half, or all of their procedure, totaling \$2,000.
 - 3 patients used Medicaid, which we are in jeopardy of losing due to defunding.
 - 6 patients billed commercial insurance, however, 4 of those ended up paying the full out of pocket cost because their plan did not cover the cost.
 - In fiscal year (FY)16, the Women’s Health Fund provided health care to 541 patients.”

Rhino’s Youth Center - \$25,000

City Residents Served: 1,528 (out of 1,910)

Employees:

Full-Time	Part-Time	Volunteers
23 (Harmony)	4 (Rhino’s) 12 (Harmony)	4 (Rhino’s) 25 (Harmony)

Mission: Rhino’s Youth Center, a division of the Harmony Education Center (HEC), is a place for local teenagers to call their own. During the week, Rhino’s offers unique and engaging after-school programs that invite youth ages 13-20 to come find their voice through creative media. During the weekend, we host all-ages events: music shows, movies, plays, art exhibits and more. Rhino’s connects youth with adult mentors, art and music, inspiring media projects, community organizations, and other awesome kids in a safe environment free from alcohol, tobacco, and drugs. We strive to bring together teens from diverse communities and encourage them to explore self-expression through art, hone their critical thinking skills, build meaningful alliances with our staff, develop the confidence to make healthy choices in their lives, and effect positive change in their communities and the world. Instilling confidence and self-empowerment in the teenagers who attend Rhino's is our mission.

Project Synopsis: This \$25,000 proposal will provide bridge support for Rhino’s in 2017. Due to a larger than anticipated deficit Harmony had to subsidize Rhino’s for an \$80,000 shortfall last fiscal year 9/1/15-8/31/16. The situation, as it was, was obviously unsustainable for the long-term, so the HEC Board last summer accepted the resignation of the long-time director of Rhino’s and cut the Rhino’s budget significantly for the 2016-17 FY. Liv Mershon, who had been Rhino’s program director and co-assistant director, became the Director in September. Mershon and assistant director, Amy Oelsner, have worked over the past 2 years to form alliances with several other area youth serving agencies, started new programming with the help of grants they wrote and have updated the space. Liv and Amy have a keen understanding of the needs and interests of youth and are injecting “new blood” into this beloved Bloomington institution.

Even with the reduced budget and fewer staff, Rhino’s still had a \$44,148.00 deficit for our 2016-17 FY budget. To help address this deficit the Community Foundation (CFBMC) provided \$20,000 to Rhino’s, leaving us with a \$24,148.00 deficit. CFBMC was “promised” a “matching” \$25,000 from the Mayor that came in the form of a loan from BUEA. We ask for Hopkins to provide \$25,000 so Rhino’s can meet our budget for 2016-17 FY without having to borrow from BUEA this fiscal year. With Hopkins help we can continue to offer our programs to 1,910 youth that do not fit into “traditional” types of youth programming.

Criteria:

Need – Rhino’s provides programs to youth during their most vulnerable times (Monday – Fridays from 3-6 pm and on weekends). Local and national research indicates that the most high-risk time for adolescents is afterschool and on weekend evenings. The 2012 SCAN confirms that there is a shortage of affordable afterschool activities for local youth, which has unfortunately increased from 3% in 2003 to 14% in 2012 (p. 46). The 2003 SCAN states "there is a shortage of affordable afterschool activities and tutoring between the hours of 3 and 6 pm." Further, it identifies a need to "provide more positive adult supervision and mentoring/role modeling as well as more opportunities and activities in the arts and business" (p. 74). Nationally a Harvard Family Research Project study from 2008 (republished in 2015) asked the question: “Does participation in afterschool programs make a difference? The short answer is yes, a decade of research and evaluation studies, as well as large-scale, rigorously conducted syntheses looking across many research and evaluation studies, confirms that children and youth who participate in after school programs can reap a host of positive benefits in a number of interrelated outcome areas—academic, social/emotional, prevention, and health and wellness” (p. 2).

One-Time Investment – This grant is a one-time bridge investment in Rhino’s operational expenses. The financial long-term sustainability of Rhino’s is promising because of many factors. Because of state grants, there had been minimal need for individual or corporate support for Rhino’s the last several years. Harmony has added a Development Director that will work to increase private support for Rhino’s and create a formal weekend show sponsorship program. In addition, we are having conversations with the city and IU exploring the possibilities of annual funds for Rhino’s.

Fiscal Leveraging – We received \$20,000 from the Community Foundation of Bloomington and Monroe County (CFBMC) in support of operating funds for Rhino’s for 2016-17 FY. CFBMC was “promised” \$25,000 in funds from the City. To meet this commitment the Mayor requested a creative loan for Rhino’s from BUEA. The Mayor’s request was granted from BUEA. However, the Harmony Board prefers to avoid going into debt if possible. A grant from Jack Hopkins Funds would make it so we wouldn’t need to borrow the full amount from BUEA this fiscal year and also serve to meet the City’s commitment to the CFBMC grant.

Broad & Long-Lasting Effects – Our afterschool programming (theatre, video, radio, screen-printing, journalism, make a band) prepares teens with skills that will translate into their future lives and livelihoods.

Each program develops their mastery of practical skills, which not only improves teens’ ability to navigate the modern workplace and world, but also contribute to the following:

- 1. Improving teens’ competence and confidence when pursuing individual goals and preparing them for engagement with the community on a professional level. We bring teens together from diverse communities (e.g. geographically, racially, sexual orientation, economically, etc.) and encourage them to explore self-expression, hone their critical thinking skills, build meaningful alliances with staff, develop the confidence to make healthy choices, and effect positive change in their communities and the world.
- 2. Rhino’s intervenes and prevents destructive behavior by focusing teens’ energies toward creative, community-building work and skill development.
- 3. Giving local youth a safe place to express themselves and join in their broader communities through skilled work.

By offering these programs, Rhino’s prepares youth for meaningful and contributory roles in the community for the rest of their lives. Rhino’s is designed to promote the well being of youth by keeping them engaged in activities that prevent experimentation with risky behavior.

Outcome Indicators:

Bi-Annual Surveys will be conducted two times a year of Rhino’s afterschool and weekend attendees. Rhino’s staff and volunteers from the community will hold two focus groups of Rhino’s attendees and non- Rhino’s attendees. These focus groups’ main purpose will be to gauge the impact of Rhino's programs and examine how Rhino’s can better serve area youth.

Attendance for afterschool programs is collected daily and attendance for weekend music shows will be collected one time a month.

We are in the process of seeking out an Indiana University partner to assist us with development and implementing new evaluation measures.

Cost

Amount Requested *(in order of priority)*

1. 53% of Personnel and FICA	\$ 25,000.00
2. 43% of Personnel and FICA (if not fully funded per above, Rhino’s requests this amount)	\$20,000.00
3. 32% of Personnel and FICA (if not funded per above, Rhino’s requests this amount)	\$15,000.00
4. 21% of Personnel and FICA (if not funded per above, Rhino’s requests this amount)	\$10,000.00
TOTAL REQUESTED	\$ 25,000.00
<i>Community Foundation of Bloomington and Monroe County (confirmed)</i>	\$ 20,000.00
<i>CARES (confirmed)</i>	\$8,000.00
<i>United Way of Monroe County (confirmed)</i>	\$16,000.00
<i>IU Partnership (confirmed)</i>	\$5,000.00
Total Project Cost	\$90,748.00

Past SSF Funding

Year	Status	Title	Amount
1994	Granted	Larger facility for adolescents’ activities	\$5,000.00
1995	Granted	Pilot outreach program	\$4,500.00
1997	Denied	Rent & salaries to cover a cut in funding	\$10,000.00
1998	Granted	Operate Graffiti Clean-Up; salaries & operating costs	\$10,900.00
2000-June	Denied	Food & supplies for bike trip	\$3,000.00
2000-Oct.	Granted	Construct a radio studio at center	\$2,000.00
2002	Granted	Purchase audio & video editing equipment fir after-school programming	\$8,264.00
2004	Granted	Purchase 4 portable 250 GB hard drives, a multi-media PC with monitor, & other equipment	\$5,000.00
2005	Granted	Construction of bathrooms & upgrade of heating/cooling system	\$22,900.00
2008	Granted	Purchase chairs for youth center on S. Walnut	\$3,000.00
2014	Granted	To pay for the following components of Rhino's after-school and weekend programming: the salary and benefits of the Assistant Director and the wages of the Audio Instructor, Video Instructor, Desktop Publishing Instructor, and Art and Silkscreen Instructor.	\$25,000.00
2016	Denied	Operating funds	\$25,000.00

Staff Comments

- While the request is framed in terms of bridge funding, the request is not to compensate for a loss in funding; instead, it is to cover a budget shortfall.
- Know that Rhinos is asking the Committee to reimburse them for costs already incurred. When asked to provide clarification on the time frame for which applicant seeks reimbursement, applicant clarified that they are asking for 100 % of personnel wages and FICA for the March 1, 2017 - August 31, 2017 period. As the Committee is aware, any funding of costs incurred before JHSSF funds are allocated must be clearly spelled out in the funding agreement. The applicant explains:

Our Fiscal year runs from 9/1/16 - 8/31/17. We determined the amount we requested from Hopkins by determining our personnel expenses from 3/1/17-8/31/17. These projected expenses of \$25,000 represent 53% of our personnel costs for our entire Fiscal Year as well as our specific personnel costs for a six month period (3/1/17-8/31/17). As of today Harmony Education Center (HEC), of which Rhinos is a part of, has covered these costs for March and April and will continue to cover these costs until other funds become available. If we are selected for a grant by the Hopkins committee, at the time that funds become available Rhino's will essentially reimburse HEC for what has been "loaned" to us to cover personnel costs and then the remaining would be used to cover personnel costs for the remaining period of time up to 8/31/17. If we don't received [sic] Jack Hopkins funds we will have to borrow money from BUEA before the end of our Fiscal Year to pay HEC back.

- In response to a staff request to provide more detail on the staff positions that will be covered by this request, applicant provides:

Positions covered by Jack Hopkins Funds:

- ☐ Liv Mershon - Director
- ☐ Amy Oelsner - Assistant Director
- ☐ Nic Romey - Youth Radio Program Specialist
- ☐ Terri Loyal - Weekend Program Specialist (contractor)
- ☐ Part Time Weekend Staff (all contractors)
- Under "Other Comments," in the application, Rhino's writes that in 2016, the Harmony Board engaged in a series of stakeholder meetings to decide whether to keep Rhino's open. Community sentiment is to keep Rhino's open
- If granted the requested \$25,000, Rhinos employees will be required to be paid the City's Living Wage. Currently, only the Director and Assistant Director earn a Living Wage.

Salary/Benefits for Bloomington Director - \$6,250.00

City Residents Served: 40 (out of 50)

Employees:

Full-Time	Part-Time	Volunteers
1	-	50

Mission: Safe Families for Children of Monroe County (SFFC) is part of a national movement of compassion that gives hope to families in crisis. SFFC provides families in crisis with a safe place for their children to stay while the parent is freed up to tend to their crisis. Parents in crisis voluntarily choose to allow their children to be placed with a host family, who is screened and trained to help those in need. Because the biological parent retains full custody of the child, the complexities of the court system are averted and the biological parent is empowered to work towards reunification. Our dedication to family support, stabilization, and child abuse prevention is driven by responsibility for the well-being of children in our communities.

Our mission is to *strengthen families to care for children, and care for children when families cannot.*

Project Synopsis: We are requesting \$6,250 to pay for half of the director’s salary and benefits for 5 months.

Since SFFC launched in Bloomington, it has been led by a part-time volunteer director with support from paid staff in neighboring chapters. In 2016, the local advisory board sensed a need for the director position to be full-time, in order to better serve the families entrusting SFFC with their children. A full-time director was hired in July of 2016, after the board secured seed funding for the position. Today, the new director has completed all of the necessary training and has begun fundraising. Support from the Jack Hopkins grant will allow SFFC to continue serving families in Bloomington while the director raises the other half of her salary.

A full-time director has benefited SFFC immensely, and in turn the Bloomington community. The director responds to intake calls and recruits, screens, and supervises volunteers. As an organization that provides emergency care for children, it is necessary to have a staff person that can quickly respond to requests from families in crisis. Having a full-time director has allowed SFFC to do same-day placements for families in desperate situations. The director provides oversight of the volunteer host families by conducting home evaluations and regular home visits while there is an open placement. Since hiring a director, the number of trained and screened volunteers has doubled, increasing our capacity to care for families in Bloomington.

Criteria:

Need – According to the Indiana Youth Institute, the number of Monroe County children experiencing abuse and neglect has been rising steadily. In 2015, there were 12.2 substantiated cases of abuse and neglect for every 1,000 Monroe County children. This is a steep increase from 8.6 per 1,000 in 2013. Children in Need of Services (CHINS) in Monroe County have been increasing, from 172 Monroe County children in 2013 to 201 children in 2015.

The number of Monroe County children entering foster care is at a record high, putting a strain on our local Department of Child Services and creating a shortage of foster parents. A critical need exists to intervene prior to child abuse to strengthen the safety net that prevents children from entering the child welfare system.

Families in need of emergency services are often times unable to obtain these services due to the inability to find alternative care for their children. When SFFC is an option in a community, more parents have the freedom to get the help they need including drug rehabilitation, mental health services, medical attention, and housing services, and less children are exposed to the effects of their parents not receiving these services.

One-Time Investment – SFFC is requesting a one-time investment for operational funds according to the 2017 allowance. Monthly funding has been secured to support other operational costs for the organization, as well as half of the director’s salary. Along with special gifts already secured, support from Jack Hopkins will provide the rest of the needed funding for 2017, allowing SFFC to continue serving families while the director raises the rest of her salary. Plans for future funding are outlined in a detailed development calendar, which includes special events, mail appeals, and grants. SFFC expects to be fully funded by January of 2018.

Fiscal Leveraging – The Safe Families model of mobilizing volunteers allows for maximum impact using minimal resources. It is estimated to cost about \$540 to care for each child entering SFFC in

Bloomington. This is a sharp contrast to the amount the state would pay if that same child entered foster care, approximately \$20,000 per child.

One paid staff person is able to mobilize over 50 committed and trained volunteers to provide a safety net for families. This project is leveraging the support of local individual donors, who have committed to giving monthly amounts to support the mission of SFFC.

Broad & Long-Lasting Effects – The long-term benefits of SFFC in Bloomington include:

- Decreased child abuse and neglect
 - o One causal factor of child abuse and neglect is lack of concrete supports in times of need, which SFFC directly provides for vulnerable families. SFFC’s objective is to provide support to intervene before abuse and neglect occur.
- Fewer children entering foster care
 - o SFFC has decreased the number of children entering foster care by 50% in Chicago and by 15% in the United Kingdom.
- More parents receiving supportive services, further decreasing the likelihood of future crises
 - o Support from Bloomington SFFC has directly allowed parents to receive help from various other organizations including Centerstone, New Hope Family Shelter, IU Health Hospital, and Middleway House
- Less social isolation among vulnerable populations
 - o SFFC volunteers agree to be a continued support system for families even after the child has returned home. Building healthy and dependable social connections can prevent future crises.

Long-term benefits vary for each family. For some families, utilizing SFFC means their children can stay in school. For others, it means keeping a job or receiving health care that will provide lasting benefits. For all families, SFFC means an expanded support system and a strengthened family.

Outcome Indicators:

We anticipate that 1) children from families in crisis will have a reduced likelihood of experiencing abuse or neglect, 2) families in crisis will have an extended support system, and 3) children will be deflected from entering the child welfare system. These outcomes will be measured by tracking the number of individuals served, the number hosting and mentoring arrangements that are provided, the number of volunteers who will be approved as host families and family coaches, the percentage of families that will meet their goals, and the percentage of children that return to their families.

Cost

Amount Requested (*in order of priority*)

1. Half of Director’s Salary for July	\$1,250.00
2. Half of Director’s Salary for August	\$1,250.00
3. Half of Director’s Salary for September	\$1,250.00
4. Half of Director’s Salary for October	\$1,250.00
5. Half of Director’s Salary for November	\$1,250.00
TOTAL REQUESTED	\$6,250.00
<i>Individual monthly donors (confirmed)</i>	\$18,000.00
<i>Individual One-time donors (confirmed)</i>	\$5,750.00
Total Project Cost	\$30,000.00

Past SSF Funding

None

Staff Comments

° This local effort is part of a national organization and the national organization is religious in nature. In response to staff inquiry applicant affirms that religious instruction is not a condition of receipt of services. Applicant explains: “The only things we ask placing parents to do in order to receive our services are call their child daily (if possible), visit with their child weekly (if possible), and check in with their family coach weekly. We are more than happy to serve families of any faith background and our host families agree to help preserve the child's culture while the child is in their home. We also don't require that the placing parents attend church. The biggest factor faith plays in our organization is that it is the *motivation* behind the service.”

° Upon staff inquiry about the screening of host families, applicant provides:

The following steps are required of our volunteer host families:

- Host Family application
- Three references
- Child Protective Services check (ensures the host family has no previous history with Child Protective Services)
- National Sex Offender registry clearance
- Fingerprinting
- Local Background Check
- Background Check in state of previous residence if family has moved recently
- Confidentiality and Corporal Punishment Agreement
- Proof of current driver's license and car insurance
- Host Family Training
- Home Evaluation and Safety Check (included in the Home Evaluation is an interview with the host parents)

° Upon staff inquiry about plans for funding the Director position in future years, applicant relayed: “Our local board believes the most sustainable funding source for our organization is recurring monthly gifts from individuals and churches. We have a development plan that is working to build our base of monthly support. In the future, we plan to have the director's salary completely funded by our monthly donors.”

Note that with this response, applicant provided a detailed Development Calendar that was not provided with the original submission. The document is available for further inspection should a Committee member wish to review it, but is not being included in the applicant material as it was submitted after the deadline.

Furthering Friend’s Place - \$29,106.00
City Residents Served: 220 (out of 220)
Employees:

Full-Time	Part-Time	Volunteers
16	5	~1900/yr

Mission: Shalom Community Center is dedicated to aiding and empowering people experiencing hunger, homelessness, and poverty. Founded in 2000 in response to a growing community concern about the needs of people without homes, Shalom has grown rapidly these past 17 years to become the most comprehensive response to extreme poverty, most notably homelessness, in Monroe County. Shalom provides daytime and overnight shelter, hunger relief, housing first, rapid re-housing, social services and case management, employment support, street outreach, eviction prevention, prescription and health care assistance, life essentials (laundry, showers, mail, ID, etc.), and other health and human services to hundreds of people each day and thousands of people each year. Shalom is known as one of the busiest social service agencies in Bloomington.

Project Synopsis: We are requesting \$29,106 to provide 2 months (2440 bed nights) of funding for emergency, overnight sheltering for people experiencing homelessness in Bloomington.

Martha’s House, Inc. went bankrupt in the spring of 2015, putting at risk the only year-round, nonreligious, emergency shelter for adults in 7 counties.

Shalom Center took on the management of the shelter (now called Friend’s Place) on January 1, 2016. The shelter provides short-term stays for up to 40 people experiencing homelessness (28 men and 12 women) in a safe and sober living environment.

Because of the significant cost of this new program and the time needed to build our budget to a sufficient level to sustainably fund it, your support would not only provide operational funding for the program in 2017 but give us essential time as we work towards creating a viable, long-term financial base.

Criteria:

Need – In the 2015-19 Consolidated Plan, a survey of Housing Choice Voucher and Public Housing tenants showed that 48% of respondents had experienced homelessness at some point, with 38% of those saying that some form of shelter had been most helpful to them in their time of need.

The 2016 Annual Point-in time Count found that 340 people were experiencing homelessness in Monroe County on the night of January 27th, 198 of whom were adults without dependent children in their care.

The SCAN report reveals that in Monroe County, 70% of renters in our community spend more than 30% of their income on housing (considered the standard for affordability) with 13% of households saying that having enough money to pay their rent or mortgage was a major problem.

The Consolidated Plan describes two of its priority needs as providing “funding to non-profit organizations that serve low income individuals/families with their basic emergency needs: food, shelter and health care,” and providing “funding to non-profit organizations that provide a safety net for community members in need.”

This project clearly recognizes the challenges of homelessness and housing instability. As a nonreligious, safe and sober shelter, Friend’s Place is vital to help our community address a severe need in Bloomington.

One-Time Investment – Due to the urgent need to preserve Friend’s Place shelter, we are making an application in keeping with the 2017 allowance for operational funds. We now have a Development Director on staff. Our intent is to use that position to build our donor base, achieving full funding for the shelter program as we move into 2020. Our fundraising in 2016 set us off on a great start, but we are still very far from creating annual stability. In addition to the operational support your grant would provide, it also buys us time to build up the funding base.

Fiscal Leveraging – We are grateful to have many resource partners who provide financial and in-kind in the community, including Community Kitchen, Hoosier Hills Food Bank, Perry Township, Bloomington Township, the City of Bloomington, the Monroe County Council, and many others. We use 1-2 volunteers every evening for the program to staff the shelter. Plus, we also bring to bear the many resources of the Shalom Center, including our rapid re-housing, permanent supportive housing, street outreach, hunger relief, and homeless case management programs.

Broad & Long-Lasting Effects – In the spring of 2015, Martha’s House, Inc. went bankrupt. Their financial breakdown put at risk an essential, life-saving service in our region – the only year-round, nonreligious, emergency shelter for adults in seven counties. If the shelter were to die, over 200 homeless people each year would have no place to turn to in the midst of crisis.

Through significant cooperation from the City of Bloomington, Monroe County, the local Trustees, social service agencies, and invested individuals, the community has kept this service afloat and given it a chance at long-term sustainability.

In the last year, we saw amazing results from this collaboration, including opening the doors for transgender guests, increasing the bed use rate from 65% to near 100%, and improving the exits to permanent housing rate to almost 80% in the final months of 2016.

Your support would help us take one step closer towards long-term sustainability of this remarkable project, helping us preserve this unique and crucial resource for people facing one of the most challenging life emergencies a person could face.

Outcome Indicators:

We measure several key points of data, most notably number of clients served, average length of stay, and percentage of guests leaving to permanent housing outcomes. The last two points, in particular, represent outcome indicators. We can provide all of this data during the funding period.

Cost

Amount Requested (in order of priority)

1. Full Project Funding (2440 bed nights, ~2 months of sheltering for 40 beds)	\$29,106.00
TOTAL REQUESTED	\$29,106.00
Perry Township (confirmed)	\$15,000.00
Bloomington Township (pending)	\$10,000.00
Individual Donations (pending)	\$15,000.00
Sophia Travis Community Service Grant (pending)	\$5,000.00
Monroe County CARES Grant (pending)	\$5,000.00
Total Project Cost	\$174,160.00

Past SSF Funding

Year	Status	Title	Amount
2003	Granted	Pay for 6 new phone sets & install 3 new phone lines to E. 4 th facility	\$1,900.00
2004	Granted	Pay for part-time food services coordinator to expand breakfast & lunch program, as well as train & provide experience	\$5,500.00
2005	Granted	Vertical lift for Shalom Center annex at S. Washington	\$9,000.00
2006	Granted	Purchase a communication system & technology system network that includes both server & software at S. Washington	\$7,809.18
2007	Granted	Purchase & install a 3-compartment deep wells ink and convection oven for E. 4 th	\$5,450.00
2008	Granted	Purchase & install food service equipment for weekday food program	\$11,080.00
2009	Granted	Purchase food as well as kitchen & misc. supplies	\$18,000.00
2010	Withdrawn	Emergency Hunger Relief	\$9,300.00
2011	Granted	Pay for renovations to expand facility on S. Walnut	\$19,000.00
2012	Granted	Safer & savvier Shalom	\$15,794.00
2013	Granted	Crawford Homes Start-up	\$20,900.00
2014	Granted	Pay for a server, laptops and accessories, computer upgrades, software, guest wi-fi, dual monitors, and installation costs.	\$12,996.14
2015	Granted	To apply an epoxy/polyurethane system to the bare concrete floors at the Shalom Center.	\$5,900.00
2015	Granted	To purchase 4 washers, dryers, and PureWash systems to allow us to continue to provide laundry services for our homeless and impoverished clients. (Collaboration with IFWS)	\$6,800.00
2016	Granted	To pay for two months of operational funding for emergency, overnight sheltering at A Friend's Place, located at 917/919 S. Rogers Street, Bloomington, Indiana	\$25,000.00

Staff Comments

- Note that Shalom received \$25,000 in Hopkins funds in 2016 for two months' worth of operational costs for Friends' House (formerly, Martha's House). Shalom writes that it is still building its funding base for Friends' House (expenses currently outpace income: \$174,160 (exp):\$69,106 (income). The agency writes its request for operational funds pursuant to this year's allowance for non-bridge, non-pilot operational funds buys the agency time to continue to build that base.
- Note further that the agency indicates in the application that regarding prioritization, the agency is amenable to partial funding and that, "the funding level can be adjusted without impacting the specifics of a particular priority."

Dedicated Dads and Family Development Initiatives - \$3,000.00

City Residents Served: 18 (out of 20)

Employees:

Full-Time	Part-Time	Volunteers
107	-	1,011

Mission: The South Central Community Action Program is a nonprofit organization based in Bloomington that has served low-income people for more than 50 years. Our mission is to provide opportunities for low-income individuals and families to achieve personal and economic independence.

Project Synopsis: We are requesting \$3,000 for a parenting curriculum and equipment to allow expansion of SCCAP’s Dedicated Dads and Family Development initiatives, which equip low-income parents with knowledge and skills that promote healthy family functioning, encourage daily involvement in their child’s education and help their children break the cycle of poverty.

Goals of the Dedicated Dads and Family Development parenting initiatives include: 1. To enrich the lives of children by promoting and facilitating positive parental involvement, especially by fathers; 2. To encourage the significance of a male role model in the life of a child; and 3. To strengthen togetherness of the child and their parents or other adult caretakers in their life. The Dedicated Dads and Family Development initiatives are provided to children and parents who are participating in Head Start and other SCCAP programs.

Our goal is to expand participation from 20 parents currently to more than 100 parents. JHSSF funds would support the expansion through providing a curriculum to support effective parenting as well as equipment to be used during educational meetings and activities with parents and children that make the program more fun, interactive and effective. Funds from other sources will support family excursions to cultural and athletic events in Bloomington; equipment and supplies such as athletic gear, materials and food for meetings and celebrations; and low-cost incentives such as t-shirts and ball caps.

Criteria:

Need – The Service Community Assessment of Needs identifies high quality Early Childhood Education has a priority for social service funding. As it notes, “United Way of Monroe County recognizes that it is important for children to enter school developmentally on track in the areas of literacy and social, emotional, and intellectual skills.”

This report also cites a 2010 Household Survey in Monroe County that indicates few parents in the county said that reading to their children daily is a problem, except for low-income parents. Thirty-nine percent of households with incomes below \$15,000 said reading to their children daily is a minor problem. This is a significant concern because early literacy is often used as a predictor of school readiness. Research shows that those who are behind by the time they get to kindergarten are far more likely to struggle in school in future years.

A recently released study by John Hopkins University indicates that those who begin kindergarten behind in their development are 80 percent more likely to be held back in fourth grade. And they are 80 percent more likely to require individualized services and support, and up to seven times more likely to be suspended.

The proposed expansion of the SCCAP Dedicated Dads and Family Development initiatives directly addresses these needs.

One-Time Investment – SCCAP is requesting funds for a curriculum and equipment that will be used on an ongoing basis each year with the Dedicated Dads and Family Development initiatives. Operational funds will be provided from other sources.

Fiscal Leveraging – Other funds for this project will be provided from federal Head Start funds (\$12,000) and a grant from Lucky’s Market (\$1,200).

Broad & Long-Lasting Effects – This project is intended to provide a cost-effective approach to achieving long-lasting benefits in the community by investing in the future of young children in Bloomington. Extensive research shows that children, especially from low-income backgrounds, will have better educational and employment outcomes if they are closely bonded with their parents and if the parents participate positively in their education through activities such as reading to them daily. While SCCAP already provides a Head Start program with daily social, educational and health activities for young children, the role and effectiveness of their parents in these aspects of their lives is still crucial to the long-term outcomes for the children and, on a larger scale, of our community as a whole. Close bonds with supportive parents are a protective factor against numerous social problems, such as school dropout, unemployment, substance abuse and criminal activities, which are exceptionally costly to individuals and society.

Outcome Indicators:

Outcome indicators:

- At least 100 parents enrolled within one year. (An increase from 20 parents currently enrolled).
- Weekly contact with participating families.
- Monthly group activities with families.
- 90% of participating parents demonstrate improved proficiency in parenting skills.

Cost

Amount Requested (*in order of priority*)

1. Parenting Education Curriculum for Dedicated Dads/Family Development Initiatives	\$750.00
2. Two commercial, heavy duty ADA outdoor picnic tables to be used during Dedicated Dads meetings and get togethers.	\$1,500.00
3. Park style outdoor charcoal grill to be used for parenting meetings	\$200.00
4. Athletic equipment, including basketballs, softballs and footballs, other outdoor games to be used during meetings	\$250.00
5. Educational games to be used indoors with parents and children at parenting meetings	\$300.00
TOTAL REQUESTED	\$3,000.00
<i>SCCAP (federal Head Start funds) (Confirmed)</i>	\$12,000.00
<i>Lucky's Market donation (Confirmed)</i>	\$1,200.00
Total Project Cost	\$16,200.00

Past SSF Funding

Year	Status	Title	Amount
1997	Denied	Renovation, cribs, cots, strollers and refrigerators	\$28,600.00
2002	Granted	Establish a revolving loan program for auto repairs of clients	\$5,000.00
2003	Granted	Pay for development of computer software	\$6,292.00
2005	Granted	Materials & equipment for Head Start classrooms at Templeton & Summit schools	\$8,000.00
2006	Granted	Children’s door project	\$2,230.80
2007	Granted	Purchase & installation of surfacing material for playgrounds	\$5,000.00
2008	Granted	To cover salaries, materials, stipends, meals, and childcare of Circles pilot	\$8,000.00
2010	Granted	Parking lot expansion at 1500 W. 15 th	\$6,521.00
2011	Granted	Pay for salaries for the Circles initiative	\$18,500.00
2012	Granted	STAR Child safety restraint systems – seats, connectors, shipping	\$6,432.50
2013	Denied	Bloomington Hydroponic Employment & Training Project	\$34,854.00
2014	Granted	Purchase a hydroponics system for installation at Greenhouse #2	\$15,500.00
2015	Denied	To make housing more affordable for low-income citizens in the City of Bloomington by reducing their energy costs.	\$26,100.00
2016	Denied	Bloomington Weatherization Challenge	\$20,835.00

Staff Comments

26. SUSIE’S PLACE

Susie’s Place Flooring Replacements and Improvements- \$11,510.73

City Residents Served: 190 (out of 480)

Employees:

Full-Time	Part-Time	Volunteers
10	3	-

Mission: To provide a neutral, child-friendly center to investigate alleged child abuse and neglect, while keeping the comfort and safety of the child the first priority.

Designed as a safe and welcoming place for alleged child victims of abuse to be heard, Susie’s Place Child Advocacy Center ensures that children are not further victimized by the interventions intended to protect them. Susie’s Place is a 501(c)3 non-profit child advocacy center (CAC), utilizing a multidisciplinary team approach to conduct forensic interviews in criminal and child protective services cases that involve allegations of crimes against children, primarily sex crimes against children or where a child has witnessed a violent crime, such as homicides and domestic violence. Susie’s Place is part of a network of Child Advocacy Centers in Indiana and currently operates two child-centered locations: Avon (Hendricks County) and Bloomington (Monroe County). A third Susie’s Place center will be opening in Terre Haute, Indiana (Vigo County) in May of this year. The CAC model is considered the most effective approach in investigating crimes against children and is widely used across the country.

Project Synopsis: Susie’s Place is respectfully requesting \$11,510.73 for the replacement of worn and stained flooring, and the subsequent purchasing of improved flooring options to optimize the health, safety and comfort of the children served by allowing for a more hygienic and hypoallergenic center.

Since its inception in 2009, Susie’s Place has conducted over 6,000 child forensic interviews of alleged child victims, of which nearly 5,000 children were alleged victims of sexual abuse. To understand what a successful CAC is, you must understand what children face without one. Without a CAC, the child may end up having to tell the worst story of his or her life over and over again, to doctors, law enforcement officers, lawyers, therapists, investigators, judges, and others. They may have to talk about that traumatic experience in a police station or sterile office building, often intimidating locations that can inhibit the child from feeling safe enough to disclose. A CAC provides a separate, child-focused setting designed to provide a safe, comfortable and neutral place where forensic interviews and other CAC services can be appropriately provided for children and families. Special attention is given to designing and decorating the client service areas. The appearance of the CAC can help facilitate the participation of children and families in the process, largely by helping to alleviate anxiety and instill confidence and comfort in the intervention system.

Criteria:

Need – The Service Community Assessment of Needs states “A healthy community ensures the health and well-being of every individual.” In 2016, the center served 477 alleged victims of abuse. Expectations for 2017 include not only that number of alleged child victims, but also visitors to the medical program located in the center, and the mental health provider soon to be co-located in the Bloomington center. The current flooring in the center contributes to the spread of germs, allergens and parasites, posing a danger to the families either sharing the center or entering for future appointments. Hypoallergenic and hygienic flooring is needed to preserve the health and wellbeing of each individual entering the center.

One-Time Investment – Susie’s Place is respectfully requesting funds for a one-time replacement of worn and stained carpeting allowing us to transition to hypoallergenic, hygienic flooring in the high traffic areas at our Bloomington Child Advocacy Center.

Fiscal Leveraging – Jack Hopkins Funds for this project will allow us to have a solid starting point for maintaining a comfortable, safe, and healthy center, and will make us better stewards of funds received for cleaning and maintaining the high traffic family areas. Funds for steam cleaning and preservation have been awarded by the Victims of Violent Crime Act (VOCA) two-year grant. These funds are designated to professional cleaning of the center’s flooring and furniture, however, the funds will be better used to preserve new flooring, rather than attempting to correct stains and wear that is already ingrained in the current carpeting.

Broad & Long-Lasting Effects – Traumatic childhood experiences, particularly child sexual abuse, often lead to an increase in addictions, mental health disorders, a multitude of health problems, increased unemployment, depression, and suicide/suicide attempts (ACE Studies – Kaiser Permanente). The average lifetime cost per victim of child abuse is \$210,012 (Darkness to Light) costing the Bloomington, IN community millions of dollars annually. With 1 in 4 girls and 1 in 6 boys becoming a victim of child sexual abuse by the age of 18, the numbers alone suggest frightening consequences for our community. Susie’s Place offers a safe, comforting, welcoming environment for alleged victims to receive the necessary interventions that can stop the cycle of abuse, and this opportunity will improve the center’s welcoming atmosphere and safety for the families we serve.

Outcome Indicators:

Outcome indicators for the project include, but are not limited to:

- 1. Families visiting the center for forensic interview, mental health services, and forensic medical exams will be welcomed by a cleaner, more hygienic center.
- 2. Lower cleaning costs for center lice removal treatments and center deep cleaning.
- 3. Re-accreditation based on the standard requiring a “child-focused setting.”

Cost

Amount Requested (in order of priority)

1. Carpeting Replaced in Offices/Halls	\$11,510.73
2. Carpeting Replaced in Waiting Areas. Vinyl Flooring in Bathrooms	\$8,044.69
TOTAL REQUESTED	\$11,510.73
Total Project Cost	\$11,510.73

Past SSF Funding

Year	Status	Title	Amount
2011	Denied	Recording technology & training funds	\$10,233.40
2012	Granted	Child forensic interview room	\$1,170.43
2014	Denied	Equine Facilitated Psychotherapy Collaboration (with PALS)	\$16,760.00
2014	Denied	Child Sexual Abuse Prevention Pilot Program	\$6,500.00
2016	Granted	Pediatric Sexual Assault Medical Exam Program	\$11,000.00

Staff Comments

<ul style="list-style-type: none">Applicant’s original submission requested funds to cover taxation on this purchase and installation. Applicant subsequently clarified with staff that, as a tax-exempt entity, that is not a cost this project would incur. Staff has communicated with applicant and adjusted the requested amounts accordingly.Applicant provided three estimates for the project and is requesting funding for an estimate (#1 from CarpetsPlus) that is not the cheapest. In response to a staff inquiry asking why the applicant did not choose the lowest estimate, the applicant responded, “[o]ur rationale was that the product we would receive in estimate one is potentially longer lasting. Based on research, the carpet tile appears to be easier to replace square by square rather than the broadloom carpeting from Estimate 2. We felt that it was a better option to spend more on the initial remodel, but ultimately less since it will last longer.”
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Narrowing Healthcare Disparities through Health IT – \$24,830

City Residents Served: 450 (out of 500)

Employees:

Full-Time	Part-Time	Volunteers
5*	9*	~120
*including 2.5 FTE positions donated by IUH Bloomington		

Mission: In cooperation with others in the community, Volunteers in Medicine provides the following services without cost to the medically underserved in Monroe and Owen counties:

- Easily accessible, quality primary and preventive health care
- Treatment for both acute and chronic conditions
- Health education that empowers individuals to take responsibility for their own well-being

Project Synopsis: Volunteers in Medicine respectfully requests a one-time grant of \$24,830 to enable VIM to implement an Electronic Medical Record (EMR) through the vendor eClinical Works.

Medicine is an information-rich enterprise. Within a healthcare setting a seamless flow of information created by electronic medical records can transform the way care is delivered. An EMR is a digital version of a paper chart that contains all of a patient’s medical history and information (labs, exam results, medications) gathered in each visit.

Through an EMR VIM providers will use a secure web portal to access comprehensive information about their patients, including medical histories, allergies, health conditions and medication lists. Providers will then use the EMR to record detailed notes, file e-prescriptions and process e-referrals which helps to facilitate care coordination. The use of electronic records in health care has been associated with increased patient safety, improved health education and streamlined operations, leading to improved quality and more efficient delivery of care. Ultimately, this results in better patient outcomes.

In addition, an EMR provides additional benefits to help VIM address the challenge of improving health care in our underserved communities. For example, we will gain the ability to transmit health-related information, monitor disease, and directly communicate with patients through the use of mobile/smart phones. VIM will be able to send appointment reminders as well as personalized messages (e.g. How are your glucose checks going?) and support messages (e.g., Keep up the good work!) in English OR Spanish.

Installing an electronic medical record is an essential step toward narrowing health disparities in in Bloomington.

Criteria:

Need – In the words of the 2012 SCAN report, “A healthy community ensures the health and well-being of every individual. It has sufficient primary health care providers and other health services, and its citizens have the means and desire to access the appropriate services.” Both SCAN and the HAND’s 2010-2014 Consolidated Plan note that providing high quality, affordable health care for low-income uninsured individuals is a priority for social service funding in our community. Sadly, the SCAN also notes that there are significant gaps in the Bloomington area, such as a shortage of primary care physicians, long wait times (which have only gotten worse) and significant disparities in access to both medical insurance and medical care.

According to a Briefing Report prepared for the US Department of Health & Human Services (2014), to be successful in the health care arena, it is essential that health centers have state of the art information systems¹ – that is, an electronic medical record. Because free clinics are critical to the provision of care for uninsured and medically underserved individuals, finding ways to overcome the barriers in adopting electronic medical records, primarily due to limited resources, are essential. Indeed, the use of an EMR in health care has been associated with increased patient safety, improved health education, and streamlined operations, leading to improved quality and more efficient delivery of care.

¹ <https://www.healthit.gov/sites/default/files/pdf/hit-underserved-communities-health-disparities.pdf>. Understanding the Impact of Health IT in Underserved Communities and those with Health Disparities.

One-Time Investment – VIM seeks a one-time investment to assist with the installation of an electronic medical record.

Lack of capital and the financial resources to implement health IT are often identified as insurmountable barriers for free clinics. We are so grateful for this opportunity to bring VIM into parity with other local medical practices, thereby reducing local health disparities a bit more.

While part of this request is for the purchase of computer hardware, these costs are being undertaken only because of the EMR installation, the most significant system-wide improvement that VIM has undertaken in 10 years. These items are explained in detail in the Budget Notes.

Fiscal Leveraging – This project leverages resources as follows:

In-Kind: (1) iSalus, our current version of an EMR is giving us a 50% discount on the price of the two data migration into the new EMR, for an in-kind donation of \$2,500. (2) HealthBridge is providing a 10% discount on the fee for connecting VIM with the health information exchange, for an in-kind donation of \$275. (3) MedicScan has offered a 5% discount on the Card Scanner valued at \$49.70. (4) ProBleu has donated 5 hours of labor to this project for an in-kind donation of \$450.

Direct: Flight costs for the required 5 onsite visits by eClinical Works will be paid by VIM as we can’t know precisely in advance what the costs will be. We’ve estimated an in-kind amount based on the first visit scheduled for early April.

Volunteers: A task force of individuals with expertise in EMR adoptions have provided dozens of hours of guidance during the RFP phase of the project. Three of these people will continue to assist during the installation, configuration, and training of the VIM EMR project. Value – priceless!

Broad & Long-Lasting Effects – We don’t often consider that one of the health disparities faced by uninsured and medically underserved people living in poverty, or otherwise lacking in resources, is that free clinics don’t typically have the resources to adopt state-of-the-art health technology. Thus, the poor and uninsured in Bloomington, to date, haven’t had access to medical care in a setting with these technologies. An EMR provides technologies that help address the challenge of improving health and health care in underserved populations and as such narrows health disparities. It is time for VIM to implement an electronic medical record.

The medical literature is clear that the use of an EMR in health care is associated with several benefits:

- 1. Increased patient safety: e.g. An EMR provides built-in safeguards against such potential issues as prescribing medications that could interact with allergies or other medications.
- 2. Improved coordination of care across providers and settings
- 3. Improved operational efficiency (think of the time saved by not looking for lost charts!)
- 4. Fully integrated integration of medical and dental records for improved continuity of care.
- 5. Increased patient engagement through cell phone text applications.

Adopting EMR technology is essential as VIM gears up for what is likely to be an increased number of uninsured during the next few years. Through EMR technology VIM will continue to narrow the disparities experienced by the most vulnerable among us in medical care access.

Outcome Indicators:

- 1. Successful “Go Live” of integrated electronic medical record / practice management / electronic dental record.
- 2. Number of medical, dental and pharmacy patients having access to state-of-the art health IT after “Go Live” through end 2017.
- 3. Number of prescriptions sent to external pharmacies electronically.
- 4. Number of medical records faxed out electronically through the EMR.
- 5. Numbers of appointment reminders sent to patients via text through the EMR
- 6. Ease of monthly reporting to the Board of patient visits and other data points through the EMR
- 7. Staff comments on the impact the EMR has had on their daily practice.

(This is all assuming that I can get these numbers through EMR reports)

Cost

Amount Requested (*in order of priority*)

1. Connectivity & Data Migration	\$7,967.00
2. Hardware & Software	\$8,804.00
3. EMR License Fee (2017)	\$5,032.00
4. Project IT Consultant	\$2,700.00
5. Accessory	\$329.97.00
TOTAL REQUESTED	\$24,830.00
<i>HealthLink (10% discount in one-time implementation and activation fee)</i>	\$275.00
<i>ProBleu (Donation of 5 hours labor)</i>	\$450.00
<i>MedicScan (5% discount on Card Scanner)</i>	\$49.70

<i>iSalus (50% discount on each of two data migrations)</i>	\$2,500.00
<i>VIM (Flight costs for 5 required onsite vendor visits for work flow analysis, training and go-live support. Estimated flight cost based on price of first visit.</i>	\$1,850.00
<i>Total Project Cost</i>	\$29,683.00

Past SSF Funding

Year	Status	Title	Amount
2007	Granted	Purchase computer equipment, commercial grade multi-function printer, subscription to a messaging system, and IT network and support for a new community healthcare clinic for uninsured residents of Monroe & Owen counties	\$32,250.00
2008	Granted	Purchase computer equipment for 3 clinical work stations, a monitor & software to improve delivery and lower cost of medical services	\$10,725.00
2010	Granted	Purchase Kirby Lester Tablet Counter	\$5,880.00
2011	Granted	Purchase scanners to improves patient assistance	\$2,700.00
2013	Granted	Purchase an automated medication refill system, including the Tele-Fill & Attendant-Rx program	\$7,545.00
2014	Granted	Pay for an A1C Analyzer, a pilot study of Fenofibrate for 20 diabetic patients with triglycerides > 400, and an electronic vital signs monitor and mobile stand.	\$9,383.22
2015	Granted	To purchase the Alere Cholestech System in order to offer patients onsite fasting lipid testing for the screening of risk factors for cardiovascular disease.	\$5,700.00
2016	Granted	To pay for salaries of dentists, dental assistants, and dental hygienists in interest of the expansion of Volunteers in Medicine’s dental services.	\$21,500.00

Staff Comments

<ul style="list-style-type: none"> • The detailed project budget indicates that a number of items have already been purchased for this project: part of the interface (\$2,475); first data migration (\$1,250); fax server; card scanner; and, the laptops. The applicant writes that it is anticipated that licenses for Windows PRO and installation of operating systems will be purchased before JHSSF funding decisions are made. In the past, the Committee has reimbursed agencies for items already purchased and structures built; however, that funding is in the interest of an item purchased before allocation must be clearly spelled out in the funding agreement. • It is anticipated that the laptops will have a life of 4-5 years. V.I.M. indicates they’ve secured donors in the past to fund the purchase of laptops and intend to do so when these laptops are due for capital replacement. • Applicant indicates in separate communication that future funding for the license fee will be built into the agency’s budget for 2018 and that the agency is “fundraising this year through the VIM 10th anniversary corporate campaign to offset some of the license costs.” • When asked how the agency will pay for maintenance of the system once it is up and running, V.I.M. responds that, “[m]aintenance costs are built into the license fee. Since the system is in the cloud once we’re live there are not a lot of maintenance costs. Every year ProBleu donates some labor hours toward the maintenance of our computers and hardware.”
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Center for Women & Children – Bloomington: A Safe Place to Stay - \$2,044.00
City Residents Served: 130-200
Employees:

Full-Time	Part-Time	Volunteers
95	52	61

Mission: To improve our provision of a safe and enjoyable environment for women and children as they stay in our facility, and thus assist our long-term programming in the mission of helping each guest to rise from a position of homelessness, hunger and indigence to one of self-sufficiency.

Project Synopsis: We are requesting \$2,044 for a system of HD security cameras to improve the security setup of our shelter for homeless women and children.

Since Wheeler took over operation of the former Agape House shelter less than two years ago, we have seen occupancy rise from under five to a near-daily maximum capacity of 40 people, typically including as many as 13 children. Our philosophy at Wheeler is to guide each guest passing through our doors into long-term programs that focus on addressing the deeper issues that led to homelessness in the first place. The goal is preparing each guest to become economically self-sufficient members of the community.

To accomplish this, it is imperative for each woman and child to feel secure from the very-real threats to their well-being that exist on the outside. New cameras would allow our staff to much more accurately identify any visitor to the facility, as well as monitor the entire perimeter of our property. Some of our guests are escaping from dire circumstances that make extra security very important. Most of our guests have at least some heightened sensitivities resulting from previous relationships, and the security of our guests is paramount if we are to accomplish our mission.

Criteria:

Need – The city’s previously stated priorities include emergency shelter and food and clothing for the homeless. The Center for Women & Children-Bloomington is a primary agent in meeting those needs. CWC-B is also involved in youth development, remedial and adult education, and building economic self-sufficiency through the teaching of job and life skills.

The grant we are requesting is for one-time expenses, separate from our normal operating budget. Both our short and long-term programming depend on providing a safe and comfortable environment for the women and children who are our guests, our staff and staff of various other social agencies who are partnering with us to help women make long-term change. These organizations include New Hope Family Shelter, Shalom Center, Family Solutions and Monroe County DCS, all of whom have had personnel in our facility to help our guests take important steps in conjunction with our long-term programming. Supervised parent visits, as we help birth mothers recover their ability to be suitable parents for their children, are an important aspect of this. The security cameras can help make those crucial times more positive for all involved.

One-Time Investment – Purchasing the cameras would not lead to additional expenses. Our budget already includes staff to monitor the security setup, and IT personnel to perform necessary installation and maintenance.

Fiscal Leveraging – n/a

Broad & Long-Lasting Effects – There were more than 130 unique individuals who stayed at CWC-B in 2016, and that number has already been matched through just two months of tracking in 2017.

The improvements touch on community benefit in two main ways:

1. Quality of life for guests: During the time of their stay, guests at the CWC-B can expect to have a much safer and healthier environment than their previous situation of being without an actual place to stay. The shelter meets health and safety standards and follows industry-wise practices for mentoring and state requirements for child care.
2. Improved programming for future re-introduction to community (including other groups, Aiding cooperation with other agencies, rebuilding family relationships on site). The graduate of our programs is far more likely to be a fully functional, contributing member of the community, and therefore NOT a burden on the health care, legal and other components of government. A recent study by Baylor University showed \$119 million in taxpayer savings over three years in 11 cities due to long-term care by faith-based rescue missions (including Indianapolis where Wheeler serves more than half of the homeless community).

Outcome Indicators:
Outcome indicators for this grant should be measured as positive steps toward self-sufficiency in the part of each of our guests (more than 100 on most days).

We also keep copious statistics regarding meals served, nights stayed at the shelter, persons entering various components of long-term programming such as addiction recovery and job training. We measure the desired ultimate outcomes of residents obtaining housing and employment for financial independence. Having a safer environment and one that is more suitable for young children to live in can play a major role in the emotional and physical health of each guests, both of which are vital to them fulfilling the goals set in the program.

With each guest who completes the programs and continues on toward financial and situational independence, the grant of the cameras and resulting improvement of our security setup can be pointed to as a contributing ingredient in their recovery and restoration to society.

Cost

Amount Requested (*in order of priority*)

1. Sixteen New HD Security Cameras, Video Server, Monitor and Cables for CWC-Bloomington	\$2,044.00
TOTAL REQUESTED	\$2,044.00
<i>Total Project Cost (+ in-kind)</i>	\$2,044.00

Past SSF Funding

Year	Status	Title	Amount
2016	Denied	Eight-passenger van	\$20,835.00

Staff Comments

- Applicant confirms that religious instruction is not a condition for the receipt of services at the Center for Women and Children – Bloomington.
 - Please note that the “Other Comments” field of the application provides a bit more detail about the requested cameras. From the field:
“These are IP cameras which means you can monitor them from anywhere in the network on which they are installed. We have security cameras currently, but as these are HD and much newer, they will allow staff much more certainty in tracking activity around the perimeter of the facility, including identifying people who come to the door. The DVR (server) holds 2 TB of video which is enough for more than a week of continuous streaming.”

Compass Early Learning Center Start-Up Renovation - \$28,500.00
City Residents Served: 94 children + 154 parents (out of 96 children + 157 parents)
Employees:

Full-Time	Part-Time	Volunteers
17	15	208

Mission: Monroe County United Ministries creates lasting solutions to economic, educational, and social injustice in our community through quality services, collaboration, and innovation.

Project Synopsis: MCUM has acquired classroom and facility use from FUMC to expand its childcare program (renamed the Compass Early Learning Center), through the opening of a second center – the Downtown location. Jack Hopkins funding of \$28,500 will cover the remaining portion of the funding necessary for Phase 1 of the Downtown location’s renovations. Phase 1 (kitchen) renovations must be completed prior to the center’s opening to maintain MCUM’s quality, licensing, and accreditation standards.

FUMC has three kitchens, one of which is unused. This project will enable FUMC/MCUM to update the unused kitchen to allow Compass Early Learning Center to provide two healthful, nutritious meals and two snacks to enrolled children each day, estimated to be 75% of children’s overall nutritional requirements. This essential service provision requires constant, uninterrupted meal prep time throughout the day.

Phase 1 renovations include: removing tile from the floor, installing new tile, resetting new kitchen equipment, painting, installing a new ceiling, and mounting additional lighting.

We have confirmed full funding for the sprinkler system, partial funding for the remaining portion of the project, and we have several pending funding sources. Jack Hopkins funding will help FUMC/MCUM complete this project quickly and efficiently, allowing Compass Early Learning Center – Downtown to open on the goal date of August 9, 2017.

Criteria:

Need – Currently, 64% of Monroe County children ages 0-4 do not have a spot in a licensed childcare center. In recent years, the number of children in Monroe County in this age group has increased by nine percent (City of Bloomington SCAN 50), while spaces in licensed centers have decreased. MCUM’s childcare program currently offers 84 slots and is the *only* licensed and accredited center in Monroe County that specifically targets low-income families. This project seeks to add 96 additional spots in a second location opening in August 2017. MCUM’s program is directly sought by Section 4-A of the Anti-Poverty Strategy in The City of Bloomington’s 2015-2019 Consolidated Plan.

Additionally, Monroe County reported the highest poverty rate in the state of Indiana in 2016 (US Census). Twenty-one percent of Monroe County children are considered food insecure, and 36% received free or reduced-price lunches last year (KidsCount Data Center).

Of the children enrolled in MCUM’s childcare program in 2016, 93% lived in homes at the extremely low/moderate income range or below, with 42% considered extremely low- income (below 30% AMI). Including a kitchen that will provide 75% of enrolled children’s daily nutritional needs in the Compass Early Learning Center’s Downtown location therefore addresses a critical community need.

One-Time Investment – Once the renovations have been completed, the kitchen will be immediately able to impact the children enrolled in Compass Early Learning Center – Downtown. We expect these renovations to last the facility many years without need for further updates.

Fiscal Leveraging – The physical renovations for Compass Early Learning Center – Downtown are part of a much larger project that has been met with enthusiasm and also includes a pilot funding project for start-up operational costs of the second site. First United Methodist Church has confirmed support for the updates to the sprinkler system. We have applied for funding through Partnerships for Early Learners (pending), and will also use volunteer labor through the Inter Fraternity Council summer volunteer program (confirmed) to help with demo, painting, and set-up. In addition to \$10,000 earmarked for facility updates, the Raymond Foundation has committed to providing a second \$10,000 in “matching” incentives to encourage MCUM’s other donors to collectively raise \$10,000 at MCUM’s Spring Luncheon on April 30. These funds will be restricted for the Downtown site.

MCUM is prepared to undertake additional fundraising as necessary to ensure the project is completed.

Broad & Long-Lasting Effects –The primary goal of Compass Early Learning Center is to provide high-quality care and school preparation at a cost that supports financial stability for working parents and low-income families. Other long-term outcomes include:
□ prevent grade repetition and special education by up to 39%¹ (15% of Monroe County students receive special education);

- ☐ increase one’s likelihood to pursue higher education1 (49% of Monroe County adults do not have higher education degrees1);
- ☐ support the attainment of higher-paying, stable jobs (Monroe County’s current unemployment rate is 4.6%1); and
- ☐ reduce the use of social services (10,472 Monroe County residents used SNAP benefits last year and more than ½ of Monroe County students were free and reduced lunch recipients).

Outcome Indicators:

Outcome	#Served/ Indicator	Estimated Impact
More children will have new access to 8 classrooms and program services.	96	Provide 96 additional children high-quality early childhood education and comprehensive services over the course of one year through both Compass Early Learning Center locations, including 90 ful shots, 48,960 meals, and high kindergarten readiness in 40 5-year olds.
Provide new access to infant care.	16	Provide 16 infants quality care that sets them up for success in school and as adults.
More parents will have opportunities to maintain their employment and or pursue education.	157	Parents will not have to choose between affordability and quality and will higher also enjoy benefits like daily meals for their children that positively offset their overall financial condition

Cost

Amount Requested (in order of priority)

1. Kitchen Renovation	\$38,500
TOTAL REQUESTED	\$28,500.00
Raymond Foundation (confirmed)	\$10,000.00
Partnerships for Early Learners (pending)	\$25,000.00
First United Methodist Church (confirmed)	\$35,000.00
Interfraternity Council in kind labor (confirmed)	\$3,878.00
Total Project Cost	\$102,387.00

Past SSF Funding
MCUM

Year	Status	Title	Amount
1996	Denied	Facility Addition – Daycare	\$50,000.00
1997	Granted	Addition & renovation of child care facility	\$51,000.00
1998	Granted	Renovate existing building to meet new building code	\$9,925.00
1999	Granted	Equipment for food area	\$11,850.00
2001	Granted	Pay rent & utilities for city residents at risk of being dislocated	\$32,884.00
2003	Granted	Subsidize childcare costs for low-income households within the City	\$20,000.00
2004	Granted	Subsidize childcare costs for low-income households during summer months	\$15,000.00
2005	Granted	Caseworker salary for Emergency Services program	\$16,000.00
2007	Granted	Subsidize childcare costs for working families residing in the City	\$28,080.00
2010	Granted	Purchase cots, cot carriers, cot name plates and emergency kits for the Affordable Childcare program	\$5,540.53
2011	Granted	Pay for electrical improvements and cold storage equipment for the Emergency Food Pantry	\$11,000.00
2012	Granted	Roof replacement for Emergency services building	\$17,500.00
2013	Granted	Fund an energy audit and pay for purchase and installation of 3 air conditioning units and 2 furnace units	\$20,845.00
2014	Denied	Energy Efficiency Improvements for MCUM Childcare Facility	\$50,990.00
2015	Granted	For capital improvements to two playgrounds on its property in the Crestmont neighborhood.	\$27,475.00
2016	Granted	To pay for construction costs association with MCUM’s Food Pantry Expansion Project located at 827 W. 14 th Ct.	\$20,000.00

First United

Year	Status	Title	Amount
2006	Denied	Partners	\$10,020.00
2008	Denied	One year scholarship for low income client to attend the PARTNERS program	\$1,200.00
2009	Granted	To pay for furniture, equipment, and supplies for PARTNERS program	\$2,257.14
2011	Granted	To purchase sleeping mats for the Interfaith Winter Shelter	\$10,000.00

Staff Comments

- As FUMC owns the real property, the benefits of the kitchen renovation will ultimately accrue to FUMC. When asked how long MCUM intends to inhabit the FUMC space for the Compass program, applicant responded:

“The FUMC/MCUM lease is currently being finalized. We have planned to agree to an initial 3 years with the current set-up, and then renegotiate at that time based on changing needs of the program. The possibility of expansion to further serve more children will be considered at that time. FUMC leadership is supportive of a long-term relationship to serve children and families through the Compass Early Learning Center.”

- When asked how much time, if any, the kitchen will be used for FUMC church/religious activities, applicant responded:

“At this time, it is not being used for any church activities. It has been used for the Winter Shelter on Sunday nights in the past, and that weekend use would not interfere with the primary function of the kitchen space for the Compass Early Learning Center. FUMC has 2 other kitchens in the building that they use for church activities.”

- When asked if the MCUM individual application contingent upon the MCUM-FUMC collaborative, applicant replied:

“We have determined that we will be able to open our new Compass location as a satellite site, fully licensed and accredited, and will need to vendor our food from an outside location if it cannot be prepared on site. Our goal will be to serve over 100 children eventually at the Compass Downtown site, which will require a large number of meals, snacks and drinks daily. Whatever funding we receive through Jack Hopkins, we will continue to fundraise, find support, and adjust to program needs. Vending food from our North location would be a short term solution to our funding limitations and will restrict our ability to fully expand.”

Crawford Homes Technology Access Project - \$27,949.00

City Residents Served: 105 (out of 105)

Employees:

Full-Time	Part-Time	Volunteers
16	5	~1900/yr

Mission: Shalom Community Center is dedicated to aiding and empowering people experiencing hunger, homelessness, and poverty. Founded in 2000 in response to a growing community concern about the needs of people without homes, Shalom has grown rapidly these past 17 years to become the most comprehensive response to extreme poverty, most notably homelessness, in Monroe County. Shalom provides daytime and overnight shelter, hunger relief, housing first, rapid re-housing, social services and case management, employment support, street outreach, eviction prevention, prescription and health care assistance, life essentials (laundry, showers, mail, ID, etc.), and other health and human services to hundreds of people each day and thousands of people each year. Shalom is known as one of the busiest social service agencies in Bloomington.

Project Synopsis: We are requesting \$27,949 to provide internet access and Chromebook computers to the residents of the Crawford Homes and Johnson Homes permanent supportive housing programs.

In order to make the wireless internet signal at Crawford Apartments I available to all the residents, equipment and wiring must be installed. Crawford Apartments II will have the wiring installed as part of the construction, so it will not be necessary to retrofit that building. The cost for the equipment and labor is estimated at \$3,068.

We are requesting \$14,240 to provide Chromebooks to all of the residents of the Crawford Homes Program, which operates at Crawford Apartments I and at scattered sites, and the soon to be operating Johnson Homes Program, which will be at Crawford Apartments II and at scattered sites.

We are asking for \$1641 to pay staff for extra work hours spent purchasing equipment and coordinating the project. Program manager at \$17.51/hour plus 17.2% peripherals. Approximately 4 hours per week = \$82.08/week. 20 weeks to implement project, provide training, and distribute Chromebooks.

In order to acquire a Chromebook, residents will be required to earn 100 points through the system that we use to distribute hygiene items. Residents may participate in educational programming, access health care, perform volunteer work in the community, or help with chores around the building. They will also be required to attend a basic computer skills class which will be provided by IU’s Serve IT program at Crawford Apartments. If some residents do not want to earn a Chromebook they can access the wireless signal on their own device and we can save the extra machines for when we have turnover.

Criteria:

Need – The term digital divide describes a gap in terms of access to and usage of information and communication technology. “It was traditionally considered to be a question of having or not having access, but it is becoming a relative inequality between those who have more and less bandwidth and more or less skills.” (Wikipedia)

The issue of technology disparities between socioeconomic groups was noticeably absent from the Bloomington SCAN report and the Consolidated Plan, considering it is a well-known problem people experiencing poverty. “WebJunctioni, ICMAii, and TechSoup Globaliii conducted a nationwide community needs assessment to understand more about the level of awareness of digital inclusion issues...” called the Digital Inclusion Community Needs Assessment. They polled over 600 libraries, nonprofit organizations, and city and county offices in 50 states. “There is notable commonality, especially in the strongly shared priorities of free public access and application to education and career preparation.” 82% of the nonprofits stated that their highest priority is programs to teach people how to use the Internet productively and safely.

The residents of Crawford lived outside of society for years. It has become impossible to rejoin society without access to and basic knowledge of the internet.

One-Time Investment – Once the building is wired for wireless internet, it will never need to be done again. The Chromebooks will also be a one-time expense. If a few residents opt out of taking a computer, we will have some for new residents for several years.

We are requesting a small amount of operational funds to provide for staff hours to purchase the computers and distribute them. This is also a one-time expense. A small amount of salary would go toward trouble shooting but that duty can be absorbed into the case manager positions once the initial set up is over.

Fiscal Leveraging – We already have an agreement with Serve IT, which “exists to serve local non-profit organizations with a wide range of technological services provided by a staff of students, faculty, and employees dedicated to furthering the mission of those organizations.” Serve IT will provide students to teach the residents basic to intermediate computer skills. We will offer a series of classes, as well as multiple basic classes.

Both Shalom and LifeDesigns provide hundreds of thousands of dollars in funding each year to the Crawford Homes program.

Broad & Long-Lasting Effects – Permanent supportive housing residents have better housing stability rates, better health outcomes, and better employment rates when they improve their connection to the larger community. Internet access will allow them to reconnect with estranged family, have better access to educational and employment opportunities, and feel more connected to the world. This is a population that costs the community dearly in terms of resources when they are homeless. If these opportunities help them stay housed, it alleviates the financial costs of the cycle of homelessness. On a more human level, all the community benefits when everyone can be a part of it.

Outcome Indicators:

- Number of residents with access to wireless internet. 28
- Number of residents who apply for jobs online. 10
- Number of residents who get jobs from online applications. 5
- Number of residents who reconnect with families or old friends. 10
- Number of residents who report less depression because of mental stimulation. 20
- Number of residents who receive a new Chromebook. 83
- Number of residents who learn to use a computer for the first time. 40
- Number of residents who increase computer skills. 40
- Number of residents who attend the required training session. 83
- Number of residents who attend additional training sessions voluntarily. 20
- Number of activities residents engaged in to earn the points for their Chromebook. 1660
- Number of volunteer hours provided. 160
- Number of hours of nutrition education. 40
- Number of hours of health care attended. 200

Cost

Amount Requested (*in order of priority*)

1. Purchase and installation of equipment to provide free wireless internet to residents of Crawford I.	\$3,068.00
2. Chromebooks for residents of Crawford I. (25 households, \$280/Chromebook)	\$7,000.00
3. Chromebooks for residents of Crawford II.(36 households, \$280/Chromebook)	\$10,080.00
4. Chromebooks for scattered site Crawford Homes Program residents.(21 households, \$280/Chromebook)	\$6,160.21
5. Staff support for purchase of equipment, providing training to residents, troubleshooting, and distribution of machines. \$1641 Program manager at \$17.51/hour plus 17.2% peripherals. Approximately 4 hours per week = \$82.08/week. 20 weeks to implement project, provide training, and distribute Chromebooks.	\$1,641.00
TOTAL REQUESTED	\$27,949.00
<i>Total Project Cost</i>	\$27,949.00

**Past SSF Funding
Shalom**

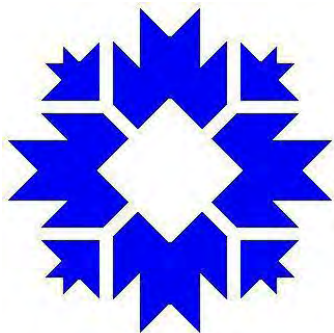
Year	Status	Title	Amount
2003	Granted	Pay for 6 new phone sets & install 3 new phone lines to E. 4 th facility	\$1,900.00
2004	Granted	Pay for part-time food services coordinator to expand breakfast & lunch program, as well as train & provide experience	\$5,500.00
2005	Granted	Vertical lift for Shalom Center annex at S. Washington	\$9,000.00
2006	Granted	Purchase a communication system & technology system network that includes both server & software at S. Washington	\$7,809.18
2007	Granted	Purchase & install a 3-compartment deep wells ink and convection oven for E. 4 th	\$5,450.00
2008	Granted	Purchase & install food service equipment for weekday food program	\$11,080.00
2009	Granted	Purchase food as well as kitchen & misc. supplies	\$18,000.00
2010	Withdrawn	Emergency Hunger Relief	\$9,300.00
2011	Granted	Pay for renovations to expand facility on S. Walnut	\$19,000.00
2012	Granted	Safer & savvier Shalom	\$15,794.00
2013	Granted	Crawford Homes Start-up	\$20,900.00
2014	Granted	Pay for a server, laptops and accessories, computer upgrades, software, guest wi-fi, dual monitors, and installation costs.	\$12,996.14
2015	Granted	To puchase 4 washers, dryers, and PureWash systems to allow us to continue to provide laundry services for our homeless and impoverished clients.	\$6,800.00
2016	Granted	To pay for two months of operational funding for emergency, overnight sheltering at A Friend's Place, located at 917/919 S. Rogers Street, Bloomington, Indiana	\$25,000.00

LIFEDesigns

Year	Status	Title	Amount
1997	Granted	OPTIONS: Upgrading phone and voicemail system	\$13,500.00
1998	Granted	OPTIONS: Repair 1991 Club Wagon for client purpose	\$3,000.00
2000-June	Granted	OPTIONS: Materials, computer, and furniture for resource library	\$5,000.00
2001	Granted	OPTIONS: To purchase CPR training equipment to train staff	\$4,966.00
2002	Granted	OPTIONS: Materials for program between Options and Center for Behavioral Health to address persons with dual diagnosis	\$5,000.00
2003	Granted	OPTIONS: Materials for resource library and speaker fees, Family Partnership	\$1,725.00
2004	Denied	OPTIONS: Career Exploration Day Transportation and Costs	\$2,400.00
2005	Granted	OPTIONS: Modify wheelchair accessible van for community participation program	\$7,500.00
2006	Granted	OPTIONS: Format and rebuild computers and install modems and software as part of the Equalizing with E-cycling program	\$4,000.00
2008	Granted	OPTIONS: Purchase refurbished computers, modems and internet services to link between community living homes and the main office	\$4,000.00
2010	Granted	OPTIONS: Pay for software, training, video production and resource materials for the Power Up program	\$9,750.00
2011	Granted	OPTIONS: Purchase a scanner for the Electronic Records project	\$3,100.00
2008	Granted	CHRISTOLE: Pay for installation for a fire sprinkler system in the group home at 1701 Winslow	\$3,500.00
2010	Denied	CHRISTOLE: D-Spa Training Conference Lead Trainer	\$2,000.00
2013	Granted	To purchase the College of Direct Support and College of Employment Services training packages and to pay for the administrative and performance management fees associated with these training packages.	\$13,470.00
2014	Granted	To purchase furniture for bedrooms along with furniture and entertainment equipment for common areas at the Dunn and Winslow homes (located within the City).	\$7,090.00
2015	Granted	To purchase the College of Direct Support and College of Employment Services training packages and to pay for the administrative and performance management fees associated with these training packages	\$13,470.00
2016	Granted	To pay for the purchase of a wheelchair-accessible vehicle.	\$14,000.00

Staff Comments

- Note that, pursuant to the Elaboration of Funding, computers are usually considered an operational expense. Notably, applicant clarified in subsequent communication that these computers are considered a one-time gift. From applicant, “So, unlike operational expenses for staff computers, we do not have an obligation to replace these when they are broken. We may seek out technology grants in the future if they come available.”
 - Applicant subsequently clarified that the expected lifespan of a Chromebook is 3-5 years.
 - Applicant subsequently clarified that the residents will not be responsible for returning the Chromebooks before they move out. From the applicant: “This would be too administratively burdensome. Also, we have a 96.75% housing retention rate and it's permanent supportive housing, meaning the residents are expected to stay put and we have a good track record of getting them to do so.”
 - Applicant expects to continue to work with Serve IT on a number of projects, including the maintenance needs associated with this one.



CITY OF BLOOMINGTON, COMMON COUNCIL
JACK HOPKINS SOCIAL SERVICES FUNDING COMMITTEE
2017 GRANT APPLICATION

AGENCY INFORMATION

Lead Agency Name: All-Options Pregnancy Resource Center

Is Lead Agency a 501(c)(3)? ☒ Yes ☐ No

Number of Employees:

Full-Time	Part-Time	Volunteers
2/6		7/20

Address: 1014 S. Walnut Street

Zip Code: 47401

Phone: 812-558-0089

Agency E-Mail: info@alloptionsprc.org

Website: www.alloptionsprc.org

President of Board of Directors: Dana Huber

Name of Executive Director: Parker Dockray

Phone: 510-817-0781

E-Mail: parker@all-options.org

Name and Title of Person to Present Proposal to the Committee: Amanda Lamm, Program Coordinator

Phone: 812-558-0089

E-Mail: amanda@alloptionsprc.org

Name of Grant Writer: Shelly Dodson, Center Director

Phone: 812-558-0089

E-Mail: shelly@alloptionsprc.org

Agency Mission Statement (150 words or less)

**Note: If your organization is a faith-based agency, please provide the mission statement of your proposed project, not your agency.*

At [All-Options Pregnancy Resource Center](#) (PRC), we trust and support people through every pregnancy and parenting turning point, including abortion, adoption, infertility, and pregnancy loss. These issues are complex and every person's reality is different, but we know one thing for certain: Everyone deserves to have all options!

All-Options PRC is a secular, client-centered organization where everyone is welcome. Our all-options approach is honest, open-hearted, and judgment-free. We're here to support you wherever you are in your pregnancy and parenting journey.

The All-Options diaper program strives to meet the overlooked need for diapers and diapering supplies for local families of infants and toddlers who are struggling to make ends meet. Our goal is to close the diaper gap by providing cloth and disposable diapers to keep babies clean, dry and healthy.

PROJECT INFORMATION

Project Name: All-Options Diaper Program

Is this a collaborative project? ☐ Yes ☒ No. If yes:

List name(s) of agency partner(s):

Please indicate: how your missions, operations and services do or will complement each other; the existing relationship between your agencies and how the level of communication and coordination will change as a result of the project; any challenges and steps you plan to take to address those challenges.

Address where project will be housed:
1014 S. Walnut Street Bloomington, IN 47401

Total cost of project: \$42,500

Requested amount of JHSSF funding: \$12,000

Other Funds Expected for this Project (*Please indicate source, amount, and whether confirmed or pending*):

- Grants from Educational Foundation of America and Anonymous - \$30,200 for staff time of the Center Director and Program Coordinator (confirmed)
- Semi-Annual Community Diaper Drives (Spring and Fall)– anticipated to receive 1,000 packs diapers/drive (pending)
- Applying for Unitarian Universalist Church of Bloomington Sunday Plate Pledge (pending)

Total Number of Clients Served by this project in 2017: 280 unique clients. 130 coming in monthly, 150 new emergency clients/year.

Total Number of City Residents Served by this project in 2017: 262

Is this request for operational funds? ☒ Yes ☐ No
If “yes,” indicate the nature of the operational request:

☐ Pilot
 ☐ Bridge
 ☐ Collaborative
 ☒ None of the Preceding – General request for operational funds pursuant to 2017 funding guidelines.

Please describe when you plan to submit your claims for reimbursement and what steps precede a complete draw down of funds:

Reimbursement Period 1: July – September 2017

- Purchase 150-200 boxes (each box contains 4 packs of 36 – 50 diapers) of Cuties brand diapers and 60-70 boxes (12 packages of 72 wipes/package) of Cuties brand baby wipes through for First Choice Medical Supply where we receive a discount on diaper purchasing.

Reimbursement Period 2: October– December 2017

- Purchase 150-200 boxes (each box contains 4 packs of 36 – 50 diapers) of Cuties brand diapers and 60-70 boxes (12 packages of 72 wipes/package) of Cuties brand baby wipes through for First Choice Medical Supply where we receive a discount on diaper purchasing.

If completion of your project depends on other anticipated funding, please describe when those funds are expected to be received:

We have received other grant funding that will support staff time coordinating the All-Options Diaper Program – including developing a successful fundraising plan and overseeing interns/volunteers who will begin providing direct service support. We solicit donations of diapers through semi-annual community diaper drives. However we do not have other funding dedicated to purchasing diapers.

Do you own or have site control of the property on which the project is to take place?

☒ Yes
 ☐ No
 ☐ N/A

Is the property zoned for your intended use?

☒ Yes
 ☐ No
 ☐ N/A

If “no,” please explain:

If permits, variances, or other forms of approval are required for your project, please indicate whether the approval has been received. If it has not been received, please indicate the entity from which the permitting or approval is sought and the length of time it takes to secure the permit or approval.

Note: *Funds will not be disbursed until all requisite variances or approvals are obtained.*

Due to limited funds, the Committee may recommend partial funding for a program. In the event the Committee is unable to meet your full request, will you be able to proceed with partial funding?

☒ Yes ☐ No

If “yes,” please provide an itemized list of program elements, ranked by priority and cost:

Priority #1
(Item & Cost)

\$6,000 for 3 months’ worth of diapers and baby wipes. This would allow us to purchase 150-200 packs diapers and 60-70 baby wipes. We will purchase as many diapers as possible based on the funding we receive.

Priority #2
(Item & Cost)

\$6,000 for 3 months’ worth of diapers and baby wipes. This would allow us to purchase 150-200 diapers and 60-70 baby wipes. We will purchase as many diapers as possible based on the funding we receive.

Priority #3
(Item & Cost)

Priority #4
(Item & Cost)

Priority #5
(Item & Cost)

Priority #6
(Item & Cost)

Project Synopsis *(250 words or less)*

Please provide a brief overview of your project. This synopsis will be used in a summary of your proposal. Please begin your synopsis with the amount you are requesting and a concrete description of your proposed project. E.g., "We are requesting \$7,000 for an energy-efficient freezer to expand our emergency food service program."

All-Options requests \$12,000 to purchase 6 months of disposable diapers and baby wipes for our clients. This will help us to meet the immediate demand while we continue to grow a sustainable diaper program through community involvement, diaper donations, grants and fundraising.

As part of our pregnancy and parenting services, All-Options PRC provides disposable diapers to keep babies clean, dry, and healthy. We provide 3 packs of diapers/month for families with one child in diapers, 5 packs of diapers/month for families with two or more children in diapers, as well as emergency assistance up to 3 times per year for families who are not Diaper Program clients. Last year, All-Options has provided more than 6,228 packs diapers to 381 low-income families in the Bloomington area.

We are aware of three other places in Bloomington that provide diapers. The Heart+HUB Diaper Program, a partnership of Sacred Heart Church and Mother Hubbard's Cupboard, provides 15 diapers per week as supplies are available. The Hannah Center (formerly the Crisis Pregnancy Center of Bloomington), a faith-based anti-abortion organization, provides five diapers per week to clients who have taken one of their classes. The Women's Care Center of Bloomington, a faith-based anti-abortion organization provides a one time emergency assistance of 28 diapers if clients meet with them and then there is the possibility of earning 12 diapers per week if you take one of their classes.

CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Your responses will be used in a summary of your proposal.

NEED (200 words or less)

Explain how your project addresses a previously-identified priority for social services funding as documented in the [Service Community Assessment of Needs](#), the City of Bloomington, Housing and Neighborhood Development Department's [2015-2019 Consolidated Plan](#), or any other community-wide survey of social services needs.

We know that too many children and families in Indiana live in poverty, and the numbers are growing. According to SCAN 2012, the number of households that have trouble finding a job that pays enough to meet the family's basic needs has increased across all but the highest income levels (pg 71-72). The Zero to Three Campaign reports that 26% of Hoosier families earn less than 100% of Federal Poverty Level and 25% live in families earning 100% to 200% of the FPL.

Federal programs like WIC and Food Stamps cannot be used to pay for diapers. Temporary Assistance for Needy Families (TANF) checks can be used for diapers, but at just \$288 per month for a single mother caring for two children, TANF often falls short after paying for rent, heat, and transportation. According to the Center on Budget and Policy Priorities, in 2014 Indiana was one of ten states that spend less than 10% of federal and state TANF funds on basic assistance. Because basic assistance reaches fewer poor families and provides less to those it serves, TANF lifts fewer children out of deep poverty.

ONE-TIME INVESTMENT *(100 words or less)*

Jack Hopkins Funds are intended to be a one-time investment. Please explain how your project fits this criterion. If you are requesting operational funds (e.g., salaries, rent, vouchers, etc), please explain how your project satisfies an exception to the one-time funding rule (pilot, bridge, or collaborative). If you are requesting operational funds that do not satisfy one of the aforementioned exceptions, but your request is being made pursuant to the 2017 allowance for operational funds, please make that clear. If you are requesting operational funding, you must detail your plan for future funding.

We are seeking a one-time investment of operational funds per the 2017 allowance. With a grant of \$12,000, All-Options can purchase approximately 300-400 packs of diapers and 120-140 packs of wipes, giving us an important foundation for the remainder of 2017.

Our Program Coordinator has been in the position for almost 6 months and has been making great strides in developing successful fundraising plans and diaper drives. The majority of her time thus far has been focused on providing direct services to diaper clients. This funding would provide the time and resources to grow a sustainable community supported diaper program.

FISCAL LEVERAGING *(100 words or less)*

Describe how your project will leverage other resources, e.g., other funds, in-kind contributions, or volunteers.

The JHSSG will not only provide crucial operational funding for the Diaper Program, but will help us leverage other grant funds to support staff time so that they can focus on developing and implementing a sustainable fundraising plan. We have seen a wonderful community response to our past diaper drives, but with limited capacity and resources we have not been able to invest the necessary time in building these relationships. This investment combined with other funds supporting staff time and incoming interns to shift staff time from direct services will allow us time to enhance and strengthen our fundraising efforts.

LONG-TERM BENEFITS (200 words or less)

Explain how your program will have broad and long-lasting benefits for our community.

All-Options' diaper program has wide-ranging benefits for the Bloomington community. Ensuring access to clean diapers helps low-income children and families build a strong foundation for growth and development. Our diaper program keeps local children clean, dry, and healthy, and supports parents in caring for their children with dignity. Clean diapers also have a positive ripple effect on a family's situation by limiting illness, enabling children to go to daycare, and thus allowing parents to attend school or work.

Although receiving a supplemental supply of diapers is what brings clients to All-Options, the secondary focus of our interactions with families involves addressing health, social, and economic needs including: housing, homelessness, parenting, disabilities, substance use/abuse, mental health needs, reproductive health including prenatal and postpartum care, childcare, legal issues, domestic and sexual violence. In addition, All-Options work to connect clients with other community and governmental resources for basic necessities such as food, housing, childcare, job assistance and placement. Because many of our clients develop relationships and trust with the organization they contact us outside of monthly diaper pick-up and semi-annual meetings for support and resources. Having a trusted resource and access point for other services is vital to building a healthy, thriving community.

The ultimate outcome of a project (e.g., reduced hunger, homelessness or addiction rates) are often not readily observable within the Jack Hopkins funding period. For that reason, we are asking agencies to provide us with *outcome indicators*. In contrast to program activities (what you bought or did with grant funds) and the long-term impacts of a program (the lasting social change effected by your initiative), the data we seek are the short-term indicators used to measure the change your program has created during the period of your funding agreement. Where possible, this information should be expressed in quantitative terms.

Examples: an agency providing a service might cite to the number of persons with new or improved access to a service. If funds were used to meet a quality standard, the agency might report the number of people who no longer have access to a substandard service. An agency seeking to purchase equipment or to make a physical improvement might cite to the number of residents with new or improved access to a service or facility. If funds were used to meet a quality standard or to improve quality of a service or facility, an agency might report the number of people who have access to the improved service or facility

- 280 Bloomington area families gain adequate access to diapers for their children as a result of participation in our diaper bank program
- At least 75% of All-Options diaper bank clients are connected with additional services or care in the community
- By end of 2017, All-Options will have built relationships with at least 2 corporate sponsors/donors
- By end of 2017, at least 50% of direct services at All-Options PRC will be provided by volunteers

OTHER COMMENTS *(500 words or less)*

Use this space to provide other information you think the Committee would find useful. Any additional comments should supplement, not restate, information provided in the foregoing.

As a new area non-profit we knew that lack of parenting supplies like diapers was a significant unmet need in our community, but we didn't realize how pervasive an issue it is. According to the Indiana Institute for Working Families, nearly half of Indiana's single mom's live in poverty. And that number continues to grow. They also report an almost 30% increase in the poverty rate since 2007. That eclipses all neighboring states and the U.S. average. The demand has been overwhelming, and since opening our doors in May 2015, All-Options has provided more than 10,000 packs diapers to almost 700 low-income Bloomington area families. Those numbers represent the great need of our community. The diaper program is fills a critical gap in our community by supporting basic needs for families who cannot make ends meet, particularly female-led single-parent households.

Thanks to the grant funding we received last year, we've made great strides to refining and improving our programs and services in the past 6 months. Our Program Coordinator has streamlined the program guidelines to include more clearly defined program criteria – WIC plus housing (in)stability, bi-annual meetings to assess program eligibility and resource needs, monthly diaper pick-up vs. weekly, regular roll-off of the clients who have not made contact or used our services for 2 consecutive months.

Due to limited capacity, the first six months of the Program Coordinators' time was spent primarily on program development and providing direct services to diaper clients. We recognize the importance of shifting staff time away from direct services towards fundraising efforts. As part of our strategic plan, we are developing a robust volunteer and internship program to alleviate staff dependency while maintaining the high quality service delivery. Three interns will be working with us during the summer of 2017.

This transition will free up staff time to build and expand relationships with corporate and individual donors. These budding relationships can be seen in the increased number of participants for the Spring 2017 drive which includes: multiple IU sororities and campus groups, a local school, community groups, churches, and community members. We have also made initial connections with local corporations such as Cook and Lucky's who are interested in supporting our work.

Because of All-Options PRC unique model and approach, we have garnered support from donors all across the country. For the upcoming fiscal year (beginning July 1) we will be executing a stronger online fundraising campaign specifically focused on diaper support, with the goal of securing at least 10 new monthly donors and raising \$3,000 from new and existing donors during the fall diaper need awareness campaign. We also aim to recruit at least 15 individuals or community groups to host diaper drives. Finally, the Center Director will be responsible for research for additional local and state grant opportunities. By the end of 2017, All-Options will have developed a clear sustainability plan for the All-Options Diaper Program that will allow us to meet as much diaper need as possible for low-income Bloomington residents.

All-Options Diaper Bank Budget 2016	Total Diaper Bank	Jack Hopkins
CONTRIBUTIONS		
Individual Donations	5,000	
Foundation Grants	47,500	12,000
EARNED INCOME		
Training Fees	0	0
OTHER INCOME	0	0
Total Income	52,500	12,000
 EMPLOYEES		
Salaries	25,000	0
Benefits	3,000	0
Payroll Taxes	2,500	0
Total staffing	30,500	0
 OPERATIONS		
Appreciation	50	0
Contract Services (regular operating)	0	0
Contract Services (eval & org dev)	0	0
Outreach/Marketing	250	0
Memberships & Alliances	0	0
Conferences/Trainings (Attended)	100	0
Trainings/Meetings (Hosted)	0	0
Travel	300	0
Rent/Occupancy	3,600	0
Information Technology	0	0
Telephone	0	0
Client Supplies (diapers & wipes)	17,000	12,000
Hoosier Abortion Fund	0	0
Office Supplies & Materials	50	0
Postage & Mailings	50	0
Printing & Copying	100	0
Insurance	500	0
Bank & Service Fees	0	0
Licenses & Registrations	0	0
Total Operations	22,000	12,000
Total Expenses	52,500	12,000
 End of Year Balance	0	0

All-Options Hoosier Diaper Pantry Budget July 1 - Dec 31 2017	Total Hoosier Diaper Pantry	Jack Hopkins
CONTRIBUTIONS		
Individual Donations	3,000	
Foundation Grants	42,200	12,000
EARNED INCOME		
Training Fees	0	0
OTHER INCOME	0	0
Total Income	45,200	12,000
 EMPLOYEES		
Salaries	20,000	0
Benefits	3,000	0
Payroll Taxes	3,000	0
Total staffing	26,000	0
 OPERATIONS		
Appreciation	50	0
Contract Services (regular operating)	0	0
Contract Services (eval & org dev)	0	0
Outreach/Marketing	100	0
Memberships & Alliances	0	0
Conferences/Trainings (Attended)	100	0
Trainings/Meetings (Hosted)	0	0
Travel	500	0
Rent/Occupancy	5,400	0
Information Technology	0	0
Telephone	0	0
Client Supplies (diapers & wipes)	12,500	12,000
Hoosier Abortion Fund	0	0
Office Supplies & Materials	50	0
Postage & Mailings	0	0
Printing & Copying	0	0
Insurance	500	0
Bank & Service Fees	0	0
Licenses & Registrations	0	0
Total Operations	19,200	12,000
Total Expenses	45,200	12,000
 End of Year Balance	0	0



CITY OF BLOOMINGTON, COMMON COUNCIL
JACK HOPKINS SOCIAL SERVICES FUNDING COMMITTEE
2017 GRANT APPLICATION

AGENCY INFORMATION

Lead Agency Name: Amethyst House

Is Lead Agency a 501(c)(3)? ☒ Yes ☐ No

Number of Employees:

Full-Time	Part-Time	Volunteers
11	14	15

Address:

P.O. Box 11

Bloomington, IN

Zip Code: 47402

Phone: 812.336.3570

Agency E-Mail: amethyst@amethysthouse.org

Website: www.amethysthouse.org

President of Board of Directors: Sandy Washburn

Name of Executive Director:

Mark DeLong

Phone: 812.336.3570 (ext 206)

E-Mail: mdelong@amethysthouse.org

Name and Title of Person to Present Proposal to the Committee:

Jordan Tucker, SPEA Communications and Development Fellow

Phone: 812.336.3570 (ext 210)

E-Mail: jtucker@amethysthouse.org

Name of Grant Writer:

Sarah Owen

Phone: 812.336.3570 (ext 209)

E-Mail: sowen@amethysthouse.org

Agency Mission Statement *(150 words or less)*

**Note: If your organization is a faith-based agency, please provide the mission statement of your proposed project, not your agency.*

Amethyst House provides a foundation for sober living by partnering with individuals, families and communities impacted by addictions and substance-abuse issues, offering quality recovery services and guidance for clean, sober, and healthy living.

PROJECT INFORMATION

Project Name: Amenities Improvements and Structural Updates

Is this a collaborative project? ☐ Yes ☒ No. If yes:

List name(s) of agency partner(s):

N/A

Please indicate: how your missions, operations and services do or will complement each other; the existing relationship between your agencies and how the level of communication and coordination will change as a result of the project; any challenges and steps you plan to take to address those challenges.

N/A

Address where project will be housed:

(3 Amethyst Residential Facilities) 215 N. Rogers St / 322 W. Second St / 416 W. Fourth St

Total cost of project: \$22,352.57

Requested amount of JHSSF funding: \$20,350.00

Other Funds Expected for this Project (*Please indicate source, amount, and whether confirmed or pending*):
Sigma Nu Carnival Fundraiser for Amethyst: Approx \$5,000 (pending)

Total Number of Clients Served by this project in 2017: 305

Total Number of City Residents Served by this project in 2017: 280

Is this request for operational funds? ☐ Yes ☒ No

If "yes," indicate the nature of the operational request:

☐ Pilot ☐ Bridge ☐ Collaborative ☐ None of the Preceding – General request for operational funds pursuant to 2017 funding guidelines.

Please describe when you plan to submit your claims for reimbursement and what steps precede a complete draw down of funds:

If granted approval by the Jack Hopkins committee, Amethyst anticipates submitting claims for the projects as soon as possible, beginning in early summer 2017.

If completion of your project depends on other anticipated funding, please describe when those funds are expected to be received:

We anticipate receipt of funds from the Sigma Nu Carnival in April 2017.

Do you own or have site control of the property on which the project is to take place?

☒ Yes ☐ No ☐ N/A

Is the property zoned for your intended use?

☒ Yes ☐ No ☐ N/A

If "no," please explain:

N/A

If permits, variances, or other forms of approval are required for your project, please indicate whether the approval has been received. If it has not been received, please indicate the entity from which the permitting or approval is sought and the length of time it takes to secure the permit or approval.

Note: Funds will not be disbursed until all requisite variances or approvals are obtained.

N/A

Due to limited funds, the Committee may recommend partial funding for a program. In the event the Committee is unable to meet your full request, will you be able to proceed with partial funding?

☒ Yes ☐ No

If "yes," please provide an itemized list of program elements, ranked by priority and cost:

Priority #1 (Item & Cost)	Two new energy-efficient refrigerators at Men's Halfway House plus 3 year warranties Cost: \$3,400
Priority #2 (Item & Cost)	Repairing/refinishing wooden flooring at Women's Halfway House Cost: \$7,004.83
Priority #3 (Item & Cost)	Repairing retaining wall at Women's Halfway House Cost: \$3,260.00
Priority #4 (Item & Cost)	Refinishing wooden flooring at Men's ¾ Way House Cost: \$6,987.74
Priority #5 (Item & Cost)	Stripping & Repainting concrete flooring at Men's Halfway House Cost: \$1,700.00
Priority #6 (Item & Cost)	

Project Synopsis (250 words or less)

Please provide a brief overview of your project. This synopsis will be used in a summary of your proposal. Please begin your synopsis with the amount you are requesting and a concrete description of your proposed project. E.g., "We are requesting \$7,000 for an energy-efficient freezer to expand our emergency food service program."

Amethyst House is requesting \$20,350 in order to address multiple needed improvements to our residential facilities.

Our highest priority is the replacement of our two refrigerators at our Men's Halfway House. Our facility houses up to 17 residents and our current appliances are not able to meet the storage requirements that are needed for the high volume of food that is purchased on a weekly basis. Furthermore, this would also help serve Amethyst's ongoing goal of reducing our monthly expenses by replacing all of the major appliances at our residential facilities for those that are Energy Star-certified.

The second highest priority is the repair and refinishing of the wooden floors throughout our Women's Halfway House. Though the building was renovated in 2000, our program houses up to 10 residents, and the high volume of traffic has resulted in noticeable wear and tear in the flooring. In the common areas, such as the dining and living rooms, there are areas of the floor that are noticeably weakened and require reinforcement.

As noted above, our remaining requests include the repair of a retaining wall at our Women's Halfway House, as well as the refinishing of the wooden flooring at the Men's ¾ Way House, and the stripping and repainting of the concrete flooring in our Men's Halfway House basement. All of these requests are in an effort to improve aesthetics of our facilities and/or to prevent costlier repairs in the future.

CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Your responses will be used in a summary of your proposal.

NEED (200 words or less)

Explain how your project addresses a previously-identified priority for social services funding as documented in the [Service Community Assessment of Needs](#), the City of Bloomington, Housing and Neighborhood Development Department's [2015-2019 Consolidated Plan](#), or any other community-wide survey of social services needs.

Amethyst House is currently in its 36th year of operation, serving as many as 34 residential clients at any given time, both men and women (sometimes accompanied by their young children), who are recovering from the profound impact of drug and alcohol addiction. Our residential program requires a minimum six-month commitment from our clients, yet offers housing up to two years' time, if clients wish to stay beyond the six months. The at-risk population which we serve often experiences chronic homelessness and incarceration/institutionalization as a result of their addictions; Amethyst strives to help clients break this cycle with stable housing and aiding them in maintaining sobriety and building financial independence (in accordance with #7 "Meeting Essential Needs" in United Way's SCAN report).

The Jack Hopkins funding initiative has served Amethyst on numerous occasions, including major renovations and improvements, new appliances, and upgrades for wheelchair accessibility. We hope that we will once again be considered by the Jack Hopkins Committee as we continue to upgrade our living facilities to better serve our clientele.

ONE-TIME INVESTMENT *(100 words or less)*

Jack Hopkins Funds are intended to be a one-time investment. Please explain how your project fits this criterion. If you are requesting operational funds (e.g., salaries, rent, vouchers, etc), please explain how your project satisfies an exception to the one-time funding rule (pilot, bridge, or collaborative). If you are requesting operational funds that do not satisfy one of the aforementioned exceptions, but your request is being made pursuant to the 2017 allowance for operational funds, please make that clear. If you are requesting operational funding, you must detail your plan for future funding.

Amethyst House is requesting funds for the replacement of appliances; the repairing, refinishing, and repainting of flooring; and the repair or a concrete retaining wall. All of these improvements would be completed simultaneously and can be classified as a one-time need.

FISCAL LEVERAGING *(100 words or less)*

Describe how your project will leverage other resources, e.g., other funds, in-kind contributions, or volunteers.

As noted above, Amethyst will be able to utilize approximately \$2,000 in donations generated by the Sigma Nu Carnival fundraiser.

LONG-TERM BENEFITS (200 words or less)

Explain how your program will have broad and long-lasting benefits for our community.

Over the past 36 years, Amethyst House has managed to sustain itself on a modest budget and with limited staff and resources. Every year, we become an increasingly unique organization in that we remain one of the few non-profit, long-term residential facilities within the state of Indiana for substance abuse treatment. Furthermore, we are one of just a handful of treatment facilities which are financially accessible for those who do not have private health insurance to absorb the cost.

However, in utilizing older buildings for our residential houses, Amethyst is often faced with repairs, upkeep, and improvements. And every year, given new grant funding opportunities, we look for ways in which we can request assistance for bettering our facilities. We remain proactive in renovations, repairs, and any other improvements that will prevent larger-scale and/or long term damage to our houses; this helps minimize financial impact to our organization and allows us to continue to serve as a critical resource for those battling substance abuse.

OUTCOME INDICATORS (100 words or less)

Please either list or describe the outcome indicators you intend to use to measure the success of your project.

The ultimate outcome of a project (e.g., reduced hunger, homelessness or addiction rates) are often not readily observable within the Jack Hopkins funding period. For that reason, we are asking agencies to provide us with *outcome indicators*. In contrast to program activities (what you bought or did with grant funds) and the long-term impacts of a program (the lasting social change effected by your initiative), the data we seek are the short-term indicators used to measure the change your program has created during the period of your funding agreement. Where possible, this information should be expressed in quantitative terms.

Examples: an agency providing a service might cite to the number of persons with new or improved access to a service. If funds were used to meet a quality standard, the agency might report the number of people who no longer have access to a substandard service. An agency seeking to purchase equipment or to make a physical improvement might cite to the number of residents with new or improved access to a service or facility. If funds were used to meet a quality standard or to improve quality of a service or facility, an agency might report the number of people who have access to the improved service or facility

- 10+ year lifespan of the energy-efficient refrigerators
- 15-20 year lifespan of the repaired/refinished wooden flooring (estimate is based on renovation of the Women's House in 2000)
- 20+ year lifespan of a reconstructed retaining wall
- 15+ year lifespan of the repainted concrete flooring

Note: Due to the unique nature of the requested project, quantitative outcomes are difficult to measure, however it is worth noting that repair of the retaining wall would prevent tens of thousands of dollars in repair costs, as would the repair of the wooden flooring which is noticeably weakened in some areas

OTHER COMMENTS (500 words or less)

Use this space to provide other information you think the Committee would find useful. Any additional comments should supplement, not restate, information provided in the foregoing.

1.) RE: Request for the retaining wall at the Women's Halfway House:

Amethyst House previously requested – and was approved for – Jack Hopkins funds in 2016 for repairs to our retaining wall on the south side of our property, facing Second Street. Our current request is for the retaining wall on the west side of the property, facing Madison Street.

2.) RE: Request for the repainting of the concrete flooring at the Men's Halfway House:

The concrete floor in need of repainting is located in the basement of our Men's House. This is a finished basement that not only serves as recreational space to our residents, but also serves as the location for several Alcoholics Anonymous meetings on a weekly basis, which are typically attended by 20-30 people. This results in exceptionally high foot traffic and significant wear and tear on the floor. The request for painting is not only an aesthetic improvement but is also in the interest of helping protect the lifespan of the concrete flooring.

3.) RE: Fiscal leveraging

While the Sigma Nu Carnival fundraiser is expected to render approximately \$5,000, Amethyst hopes to utilize only a portion of this toward the projects outlined in our request for Jack Hopkins. The remaining \$3,000 would be directed to a contingency fund within our Maintenance budget; this would help cover the cost of unexpected repairs (i.e. plumbing or electrical issues).

Amethyst House Project Budget

Amenities Improvements & Structural Updates

Priority	Expenses:	Total:	Leverage	Grant Request
1)	2 Refrigerators - Men's House	\$ 3,400.00	\$ 200.00	\$ 3,200.00
2)	Flooring - Women's House	\$ 7,004.83	\$ 200.00	\$ 6,804.83
3)	Retaining Wall - Women's House	\$ 3,260.00	\$ 702.00	\$ 2,558.00
4)	Flooring - 3/4 Way	\$ 6,987.74	\$ 200.57	\$ 6,787.17
5)	Flooring - Men House	\$ 1,700.00	\$ 700.00	\$ 1,000.00
	Total Expenses:	\$ 22,352.57	\$ 2,002.57	\$ 20,350.00

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LG 26.8-cu ft French Door Refrigerator with Single Ice Maker (Stainless Steel) ENERGY STAR

Item # 406114 Model # LFX28968ST

★★★★★ (606 Reviews)



In-use/lifestyle images - accessories shown not included

\$1,899.00 Was \$2,698.00

SAVE 29% thru 04/11/2017

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Manufacturer Color/Finish



Stainless Steel

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3 YEAR: \$119.97

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Whirlpool 22.07-cu ft Bottom-Freezer Refrigerator with Single Ice Maker (Stainless Steel) ENERGY STAR

Item # 51877 Model # WRB322DMBM

★★★★★ (3512 Reviews)



\$1,259.00 Was \$1,399.00

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Manufacturer Color/Finish



Stainless Ste



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812-824-9894 FAX
joe@bpcccarpet.net or www.bpcccarpet.net

Client: RANDALL BROOKS
Property: 322 W. SECOND STREET
BLOOMINGTON , IN 47404

Cellular: (812) 360-4179

Operator: JOE

Estimator: JOSEPH T. BOMBA
Company: BLOOMINGTON PROFESSIONAL CARPET
CLEA
Business: 1245 OLD CAPITAL PIKE
BLOOMINGTON, IN 47401

Business: (812) 332-4470
E-mail: joe@bpcccarpet.com

Reference:
Company: SELF PAY

Type of Estimate: Structural Repairs
Date Entered: 3/30/2017 Date Assigned: 3/30/2017
Date Est. Completed: 3/31/2017 Date Job Completed:

Price List: ININ8X_DEC16
Labor Efficiency: New Construction
Estimate: 322WSECOND

REPAIR, SAND AND FINISH WOOD FLOOR AS REQUESTED DURING WALK THROUGH WITH MR. BROOKS.

Floors - Includes: Edge, drum, and screening sanders; various sanding disks, belts, and screens; polyurethane finish; and labor.
Excludes: Masking, covering, or manipulation of room contents.
Quality: Up to 2 coats of finish.

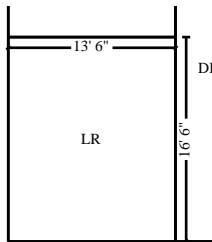
Stairs - includes: Sandpaper, wood filler, sealer, finish, and labor.
Excludes: Masking, covering, or manipulation of room contents.
Quality: 1 coat of sealer, and 2 coats of water-based finish.

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322WSECOND

Main Level

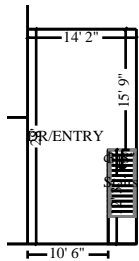


LR

Height: 8'

480.00 SF Walls	222.75 SF Ceiling
702.75 SF Walls & Ceiling	222.75 SF Floor
24.75 SY Flooring	60.00 LF Floor Perimeter
60.00 LF Ceil. Perimeter	

DESCRIPTION	QTY	REMOVE	REPLACE	TAX	O&P	TOTAL
1. R&R Pine flooring 3.25" x 3/4"	8.00 SF	1.28	8.94	3.50	17.04	102.30
2. Mask or cover per linear foot	60.00 LF	0.00	0.27	0.17	3.28	19.65
3. Sand & finish wood floor (natural finish)	222.75 SF	0.00	2.81	11.23	127.42	764.58
Totals: LR				14.90	147.74	886.53



DR/ENTRY

Height: 8'

645.33 SF Walls	351.75 SF Ceiling
997.08 SF Walls & Ceiling	351.75 SF Floor
39.08 SY Flooring	80.67 LF Floor Perimeter
80.67 LF Ceil. Perimeter	

Missing Wall

3' 8" X 8'

Opens into STAIRS

DESCRIPTION	QTY	REMOVE	REPLACE	TAX	O&P	TOTAL
4. R&R Oak flooring 2.25" x 3/8"	40.00 SF	1.28	8.94	17.50	85.26	511.56
5. Mask or cover per linear foot	80.67 LF	0.00	0.27	0.23	4.40	26.41
6. Sand & finish wood floor (natural finish)	351.75 SF	0.00	2.81	17.73	201.22	1,207.37
Totals: DR/ENTRY				35.46	290.88	1,745.34

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Missing Wall

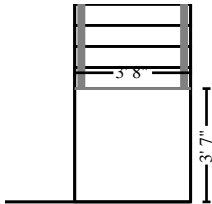
Stairs

Height: 16' 9"

214.46 SF Walls	31.78 SF Ceiling
246.24 SF Walls & Ceiling	65.83 SF Floor
7.31 SY Flooring	23.75 LF Floor Perimeter
17.33 LF Ceil. Perimeter	

3' 8" X 16' 8 15/16"

Opens into DR_ENTRY



Subroom: Stairs1 (1)

Height: 10' 6"

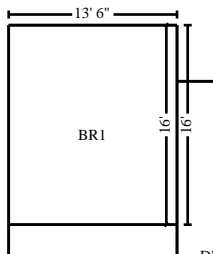
113.74 SF Walls	13.14 SF Ceiling
126.87 SF Walls & Ceiling	13.14 SF Floor
1.46 SY Flooring	10.83 LF Floor Perimeter
10.83 LF Ceil. Perimeter	

Missing Wall

3' 8" X 10' 6"

Opens into STAIRS

DESCRIPTION	QTY	REMOVE	REPLACE	TAX	O&P	TOTAL
7. Mask or cover per linear foot	28.17 LF	0.00	0.27	0.08	1.54	9.23
8. Sand, finish steps and risers	20.00 EA	0.00	13.31	0.97	53.44	320.61
Totals: Stairs				1.05	54.98	329.84



BR1

Height: 8'

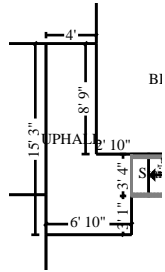
472.00 SF Walls	216.00 SF Ceiling
688.00 SF Walls & Ceiling	216.00 SF Floor
24.00 SY Flooring	59.00 LF Floor Perimeter
59.00 LF Ceil. Perimeter	

DESCRIPTION	QTY	REMOVE	REPLACE	TAX	O&P	TOTAL
9. Mask or cover per linear foot	59.00 LF	0.00	0.27	0.17	3.22	19.32
10. Sand & finish wood floor (natural finish)	216.00 SF	0.00	2.81	10.89	123.58	741.43
Totals: BR1				11.06	126.80	760.75
Total: Main Level				62.47	620.40	3,722.46

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Level 2



UPHALL

Height: 8'

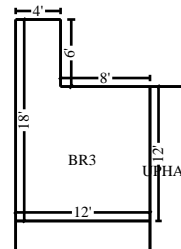
325.66 SF Walls	78.88 SF Ceiling
404.55 SF Walls & Ceiling	78.88 SF Floor
8.76 SY Flooring	40.71 LF Floor Perimeter
40.71 LF Ceil. Perimeter	

Missing Wall

3' 4" X 8'

Opens into STAIRS

DESCRIPTION	QTY	REMOVE	REPLACE	TAX	O&P	TOTAL
11. R&R Pine flooring 3.25" x 3/4"	56.00 SF	1.28	8.94	24.50	119.36	716.18
12. Mask or cover per linear foot	40.71 LF	0.00	0.27	0.11	2.22	13.32
13. Sand & finish wood floor (natural finish)	78.88 SF	0.00	2.81	3.98	45.14	270.77
Totals: UPHALL				28.59	166.72	1,000.27



BR3

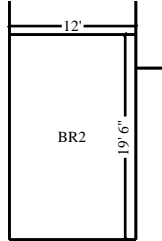
Height: 8'

480.80 SF Walls	168.71 SF Ceiling
649.51 SF Walls & Ceiling	168.71 SF Floor
18.75 SY Flooring	60.10 LF Floor Perimeter
60.10 LF Ceil. Perimeter	

DESCRIPTION	QTY	REMOVE	REPLACE	TAX	O&P	TOTAL
14. R&R Pine flooring 3.25" x 3/4"	8.00 SF	1.28	8.94	3.50	17.04	102.30
15. Mask or cover per linear foot	60.10 LF	0.00	0.27	0.17	3.28	19.68
16. Sand & finish wood floor (natural finish)	168.71 SF	0.00	2.81	8.50	96.52	579.10
Totals: BR3				12.17	116.84	701.08

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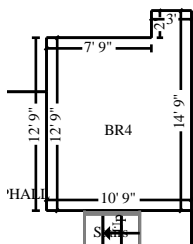


BR2

Height: 8'

504.13 SF Walls	234.26 SF Ceiling
738.38 SF Walls & Ceiling	234.26 SF Floor
26.03 SY Flooring	63.02 LF Floor Perimeter
63.02 LF Ceil. Perimeter	

DESCRIPTION	QTY	REMOVE	REPLACE	TAX	O&P	TOTAL
17. R&R Pine flooring 3.25" x 3/4"	4.00 SF	1.28	8.94	1.75	8.54	51.17
18. Mask or cover per linear foot	63.02 LF	0.00	0.27	0.18	3.44	20.64
19. Sand & finish wood floor (natural finish)	234.26 SF	0.00	2.81	11.81	134.02	804.10
Totals: BR2				13.74	146.00	875.91

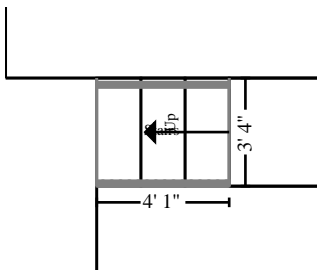


BR4

Height: 8'

408.20 SF Walls	143.08 SF Ceiling
551.28 SF Walls & Ceiling	143.08 SF Floor
15.90 SY Flooring	51.03 LF Floor Perimeter
51.03 LF Ceil. Perimeter	

DESCRIPTION	QTY	REMOVE	REPLACE	TAX	O&P	TOTAL
20. Mask or cover per linear foot	51.03 LF	0.00	0.27	0.14	2.78	16.70
21. Sand & finish wood floor (natural finish)	143.08 SF	0.00	2.81	7.21	81.86	491.12
Totals: BR4				7.35	84.64	507.82



Stairs

Height: 10' 6"

37.77 SF Walls	13.61 SF Ceiling
51.38 SF Walls & Ceiling	22.36 SF Floor
2.48 SY Flooring	4.49 LF Floor Perimeter
4.08 LF Ceil. Perimeter	

Missing Wall
Missing Wall

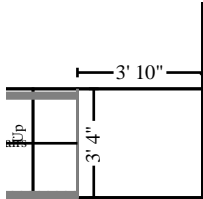
4' 1" X 10' 6"
3' 4" X 10' 6"

Opens into Exterior
Opens into UPHALL

BLOOMINGTON PROFESSIONAL RESTORATION AND REPAIR

1245 OLD CAPITAL PIKE
BLOOMINGTON, IN 474039060
812-332-4470 PHONE
812-824-9894 FAX
joe@bpcccarpet.net or www.bpcccarpet.net

CONTINUED - Stairs



Subroom: Stairs1 (1)

Height: 10' 6"

115.44 SF Walls	12.77 SF Ceiling
128.21 SF Walls & Ceiling	12.77 SF Floor
1.42 SY Flooring	11.00 LF Floor Perimeter
11.00 LF Ceil. Perimeter	

Missing Wall

3' 4" X 10' 6"

Opens into STAIRS

DESCRIPTION	QTY	REMOVE	REPLACE	TAX	O&P	TOTAL
22. Sand, finish steps and risers	12.00 EA	0.00	13.31	0.58	32.06	192.36
23. Mask or cover per linear foot	15.08 LF	0.00	0.27	0.04	0.82	4.93
Totals: Stairs				0.62	32.88	197.29
Total: Level 2				62.47	547.08	3,282.37
Line Item Totals: 322WSECOND				124.94	1,167.48	7,004.83

Grand Total Areas:

3,797.53 SF Walls	1,486.73 SF Ceiling	5,284.26 SF Walls and Ceiling
1,529.53 SF Floor	169.95 SY Flooring	464.59 LF Floor Perimeter
0.00 SF Long Wall	0.00 SF Short Wall	457.76 LF Ceil. Perimeter
1,529.53 Floor Area	1,486.73 Total Area	3,154.81 Interior Wall Area
2,103.18 Exterior Wall Area	233.69 Exterior Perimeter of Walls	
0.00 Surface Area	0.00 Number of Squares	0.00 Total Perimeter Length
0.00 Total Ridge Length	0.00 Total Hip Length	

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Summary

Line Item Total	5,712.41
Material Sales Tax	124.94
Subtotal	5,837.35
Overhead	583.74
Profit	583.74
Replacement Cost Value	\$7,004.83
Net Claim	\$7,004.83

JOSEPH T. BOMBA

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Recap by Room

Estimate: 322WSECOND

Area: Main Level

LR	723.89	12.67%
DR/ENTRY	1,419.00	24.84%
Stairs	273.81	4.79%
BR1	622.89	10.90%

Area Subtotal: Main Level

3,039.59	53.21%
----------	--------

Area: Level 2

UPHALL	804.96	14.09%
BR3	572.07	10.01%
BR2	716.17	12.54%
BR4	415.83	7.28%
Stairs	163.79	2.87%

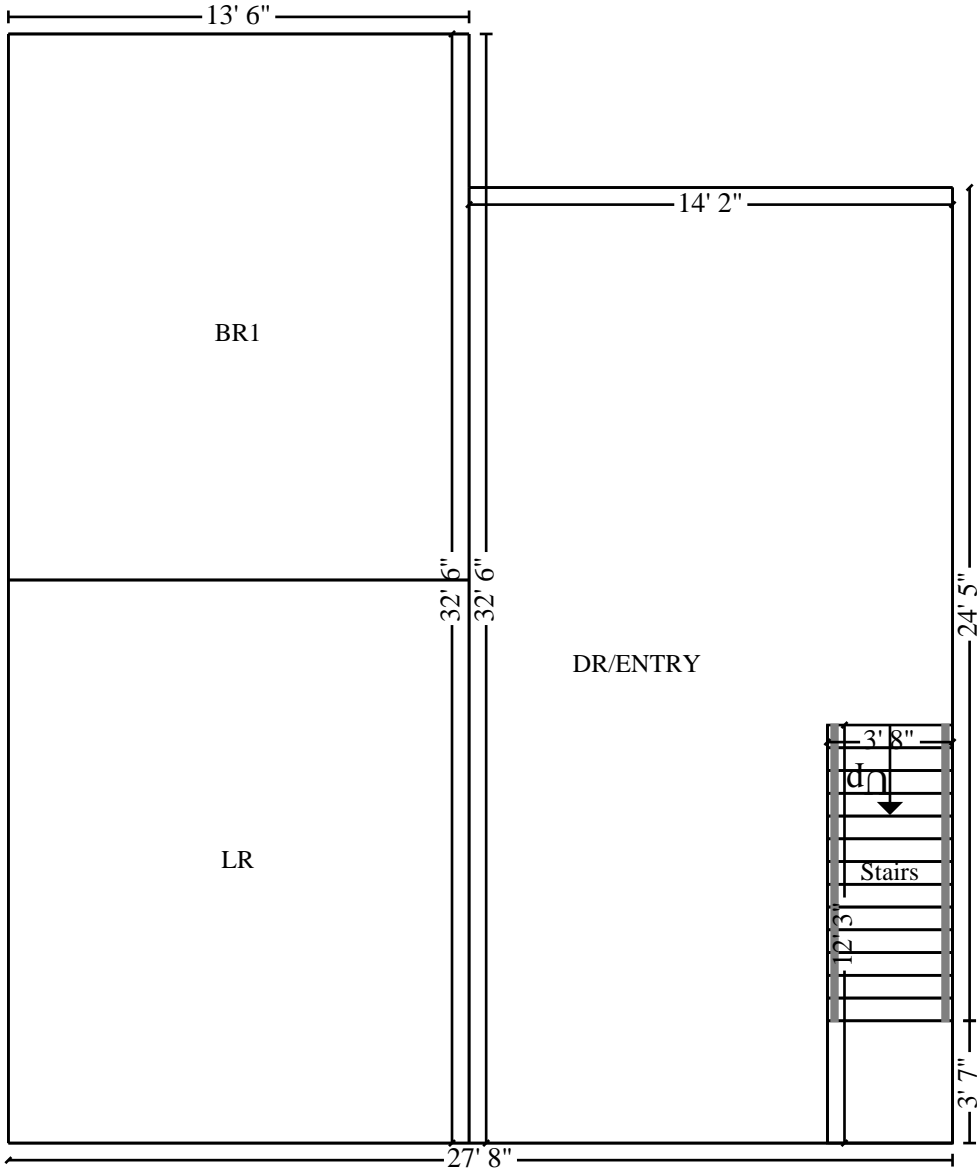
Area Subtotal: Level 2

2,672.82	46.79%
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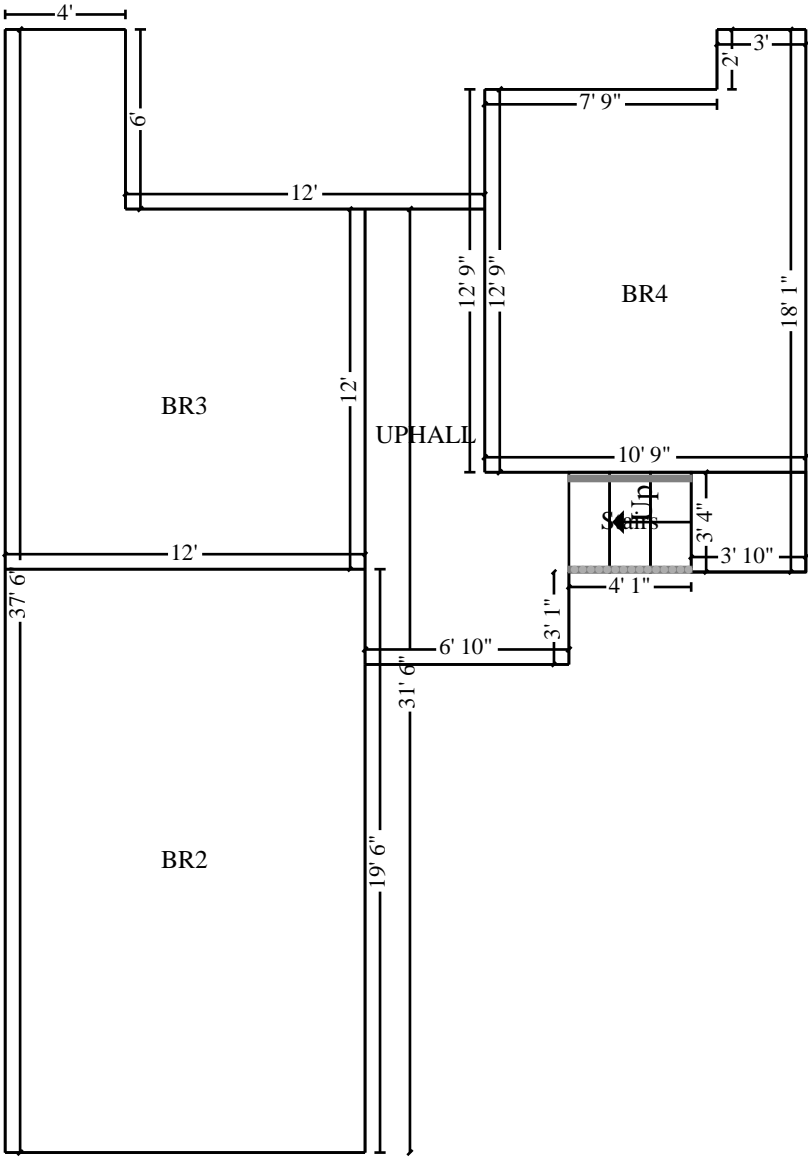
Subtotal of Areas

5,712.41	100.00%
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Total	5,712.41	100.00%
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Main Level



Level 2

Hostetler Concrete Construction L.L.C

P.O. Box 349
Stinesville, IN 47464

Estimate

Date	Estimate #
3/29/2017	5717

Name / Address
Randy Brooks 611 Turtleback Creek Ellettsville, IN 47429

			Project
Description	Qty	Cost	Total
ESTIMATE INCLUDES: Labor to remove old damaged block retaining wall >> truck time / disposal of old concrete blocks and extra dirt and debris >> labor to dig back dirt to install new concrete block retaining wall >> new gray split face block for new retaining wall >> bond beams in new retaining >> mortar >> labor to lay new split face block wall >> labor to install bond beams >> mortar sand >> wall caps >> labor to set wall caps >> NOTE: TO USE BUFF BLOCK AND MORTAR ADD \$702.00	1	2,558.00	2,558.00
ESTIMATE EXCLUDES: All construction and materials except stated above >> Permits >> Fees >> Finish grade >> Seed and straw >> Weather protection >> Material delivery charges >> And all winter charges that are added from Nov 1st to March 31st.		0.00	0.00
JOB LOCATION: 322 W. 2nd St - Bloomington		0.00	0.00
Hostetler Concrete reserves the right to strictly enforce the provisions of the Indiana Mechanic's Lien Statute against any real estate owner, general contractor, subcontractor or material man. This is a estimate field conditions may change price		0.00	0.00
PAYMENTS TO BE MADE AS FOLLOWS: Upon invoice due date.		0.00	0.00
Finance charges on overdue balance		18.00%	0.00
Plus collection fees		0.00	0.00
Quality Building from the Ground Up Since 1993		0.00	0.00
Signature: _____		0.00	0.00
Estimate good for 14 days. THANK YOU.		Total	\$2,558.00

+ 702
\$ 3,260

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Client: RANDALL BROOKS
Property: 416 W. 4TH STREET
BLOOMINGTON , IN 47404

Cellular: (812) 360-4179

Operator: JOE

Estimator: JOSEPH T. BOMBA
Company: BLOOMINGTON PROFESSIONAL CARPET
CLEA
Business: 1245 OLD CAPITAL PIKE
BLOOMINGTON, IN 47401

Business: (812) 332-4470
E-mail: joe@bpcccarpet.com

Reference:
Company: SELF PAY

Type of Estimate: Structural Repairs
Date Entered: 3/30/2017 Date Assigned: 3/30/2017
Date Est. Completed: 3/31/2017 Date Job Completed:

Price List: ININ8X_DEC16
Labor Efficiency: New Construction
Estimate: 416W4THSTREET

REPAIR, SAND AND FINISH WOOD FLOOR AS REQUESTED DURING WALK THROUGH WITH MR. BROOKS.

Floors - Includes: Edge, drum, and screening sanders; various sanding disks, belts, and screens; polyurethane finish; and labor.
Excludes: Masking, covering, or manipulation of room contents.
Quality: Up to 2 coats of finish.

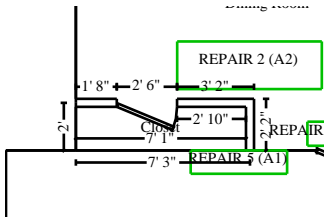
Stairs - includes: Sandpaper, wood filler, sealer, finish, and labor.
Excludes: Masking, covering, or manipulation of room contents.
Quality: 1 coat of sealer, and 2 coats of water-based finish.

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416W4THSTREET

Main Level

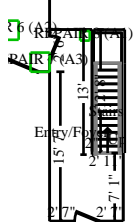


Closet

Height: 8'

141.80 SF Walls	12.75 SF Ceiling
154.56 SF Walls & Ceiling	12.75 SF Floor
1.42 SY Flooring	17.73 LF Floor Perimeter
17.73 LF Ceil. Perimeter	

DESCRIPTION	QTY	REMOVE	REPLACE	TAX	O&P	TOTAL
1. Sand & finish wood floor (natural finish)	12.75 SF	0.00	3.08	0.64	7.98	47.89
2. Mask or cover per linear foot	17.73 LF	0.00	0.27	0.05	0.98	5.82
Totals: Closet				0.69	8.96	53.71



Entry/Foyer

Height: 8'

419.01 SF Walls	111.31 SF Ceiling
530.32 SF Walls & Ceiling	111.31 SF Floor
12.37 SY Flooring	52.38 LF Floor Perimeter
52.38 LF Ceil. Perimeter	

Missing Wall

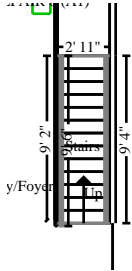
2' 11" X 8'

Opens into STAIRS

DESCRIPTION	QTY	REMOVE	REPLACE	TAX	O&P	TOTAL
3. Sand & finish wood floor (natural finish)	111.31 SF	0.00	3.08	5.61	69.68	418.12
4. Mask or cover per linear foot	52.38 LF	0.00	0.27	0.15	2.86	17.15
5. R&R Oak flooring 1.5" x 3/8"	6.00 SF	1.28	8.94	2.63	12.78	76.73
Totals: Entry/Foyer				8.39	85.32	512.00

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Stairs

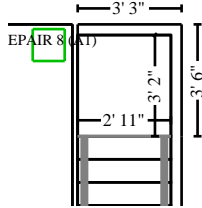
Height: 16' 9"

234.76 SF Walls	27.34 SF Ceiling
262.10 SF Walls & Ceiling	54.43 SF Floor
6.05 SY Flooring	24.80 LF Floor Perimeter
18.91 LF Ceil. Perimeter	

Missing Wall

2' 11" X 16' 8 15/16"

Opens into ENTRY_FOYER



Subroom: Stairs1 (1)

Height: 10' 6"

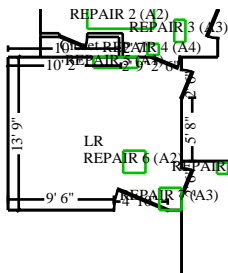
97.11 SF Walls	9.24 SF Ceiling
106.35 SF Walls & Ceiling	9.24 SF Floor
1.03 SY Flooring	9.25 LF Floor Perimeter
9.25 LF Ceil. Perimeter	

Missing Wall

2' 11" X 10' 6"

Opens into STAIRS

DESCRIPTION	QTY	REMOVE	REPLACE	TAX	O&P	TOTAL
6. Mask or cover per linear foot	28.16 LF	0.00	0.27	0.08	1.54	9.22
7. Sand, finish steps and risers	28.00 EA	0.00	13.31	1.35	74.82	448.85
Totals: Stairs				1.43	76.36	458.07



LR

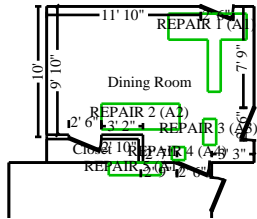
Height: 8'

468.82 SF Walls	213.80 SF Ceiling
682.62 SF Walls & Ceiling	213.80 SF Floor
23.76 SY Flooring	58.60 LF Floor Perimeter
58.60 LF Ceil. Perimeter	

DESCRIPTION	QTY	REMOVE	REPLACE	TAX	O&P	TOTAL
8. Sand & finish wood floor (natural finish)	213.80 SF	0.00	3.08	10.78	133.86	803.14
9. Mask or cover per linear foot	58.60 LF	0.00	0.27	0.16	3.20	19.18
10. R&R Oak flooring 1.5" x 3/8"	18.00 SF	1.28	8.94	7.88	38.36	230.20
Totals: LR				18.82	175.42	1,052.52

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Dining Room

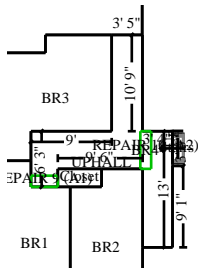
Height: 8'

446.55 SF Walls
621.62 SF Walls & Ceiling
19.45 SY Flooring
55.82 LF Ceil. Perimeter

175.07 SF Ceiling
175.07 SF Floor
55.82 LF Floor Perimeter

DESCRIPTION	QTY	REMOVE	REPLACE	TAX	O&P	TOTAL
11. R&R Pine flooring 3.25" x 3/4"	35.00 SF	1.28	8.94	15.31	74.60	447.61
12. Sand & finish wood floor (natural finish)	175.07 SF	0.00	3.08	8.82	109.60	657.64
13. Mask or cover per linear foot	55.82 LF	0.00	0.27	0.16	3.06	18.29
Totals: Dining Room				24.29	187.26	1,123.54
Total: Main Level				53.62	533.32	3,199.84

Level 2



UPHALL

Height: 8'

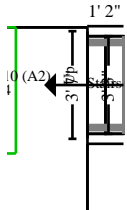
642.42 SF Walls
780.92 SF Walls & Ceiling
15.39 SY Flooring
83.05 LF Ceil. Perimeter

138.50 SF Ceiling
138.50 SF Floor
83.05 LF Floor Perimeter

DESCRIPTION	QTY	REMOVE	REPLACE	TAX	O&P	TOTAL
14. R&R Pine flooring 3.25" x 3/4"	18.00 SF	1.28	8.94	7.88	38.36	230.20
15. Sand & finish wood floor (natural finish)	138.50 SF	0.00	3.08	6.98	86.72	520.28
16. Mask or cover per linear foot	83.05 LF	0.00	0.27	0.23	4.52	27.17
Totals: UPHALL				15.09	129.60	777.65

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Missing Wall

Stairs

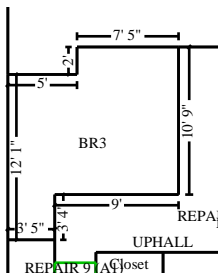
Height: 9' 10"

21.46 SF Walls	3.90 SF Ceiling
25.36 SF Walls & Ceiling	10.26 SF Floor
1.14 SY Flooring	3.47 LF Floor Perimeter
2.40 LF Ceil. Perimeter	

3' 3" X 9' 10 1/2"

Opens into Exterior

DESCRIPTION	QTY	REMOVE	REPLACE	TAX	O&P	TOTAL
17. Mask or cover per linear foot	2.40 LF	0.00	0.27	0.01	0.14	0.80
18. Sand, finish steps and risers	4.00 EA	0.00	13.31	0.19	10.68	64.11
Totals: Stairs				0.20	10.82	64.91

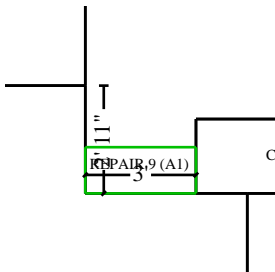


BR3

Height: 8'

423.57 SF Walls	134.79 SF Ceiling
558.36 SF Walls & Ceiling	134.79 SF Floor
14.98 SY Flooring	52.95 LF Floor Perimeter
52.95 LF Ceil. Perimeter	

DESCRIPTION	QTY	REMOVE	REPLACE	TAX	O&P	TOTAL
19. Sand & finish wood floor (natural finish)	134.79 SF	0.00	3.08	6.79	84.40	506.34
20. Mask or cover per linear foot	52.95 LF	0.00	0.27	0.15	2.90	17.35
Totals: BR3				6.94	87.30	523.69



BR4

Height: 8'

5.08 SF Walls & Ceiling	5.08 SF Ceiling
0.56 SY Flooring	5.08 SF Floor

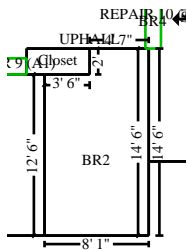
DESCRIPTION	QTY	REMOVE	REPLACE	TAX	O&P	TOTAL
21. Sand & finish wood floor (natural finish)	201.34 SF	0.00	3.08	10.15	126.06	756.34

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CONTINUED - BR4

DESCRIPTION	QTY	REMOVE	REPLACE	TAX	O&P	TOTAL
22. Mask or cover per linear foot	LF	0.00	0.27	0.00	0.00	0.00
Totals: BR4				10.15	126.06	756.34

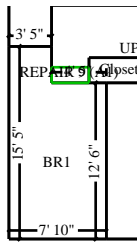


BR2

Height: 8'

361.53 SF Walls	110.27 SF Ceiling
471.80 SF Walls & Ceiling	110.27 SF Floor
12.25 SY Flooring	45.19 LF Floor Perimeter
45.19 LF Ceil. Perimeter	

DESCRIPTION	QTY	REMOVE	REPLACE	TAX	O&P	TOTAL
23. Sand & finish wood floor (natural finish)	110.27 SF	0.00	3.08	5.56	69.04	414.23
24. Mask or cover per linear foot	45.19 LF	0.00	0.27	0.13	2.46	14.79
Totals: BR2				5.69	71.50	429.02



BR1

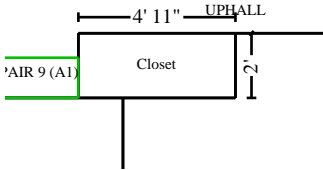
Height: 8'

371.46 SF Walls	107.46 SF Ceiling
478.92 SF Walls & Ceiling	107.46 SF Floor
11.94 SY Flooring	46.43 LF Floor Perimeter
46.43 LF Ceil. Perimeter	

DESCRIPTION	QTY	REMOVE	REPLACE	TAX	O&P	TOTAL
25. Sand & finish wood floor (natural finish)	107.46 SF	0.00	3.08	5.42	67.28	403.68
26. Mask or cover per linear foot	46.43 LF	0.00	0.27	0.13	2.52	15.19
Totals: BR1				5.55	69.80	418.87

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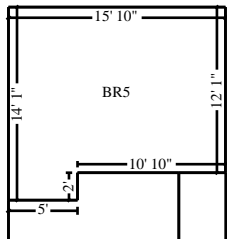


Closet

Height: 8'

110.40 SF Walls	9.84 SF Ceiling
120.23 SF Walls & Ceiling	9.84 SF Floor
1.09 SY Flooring	13.80 LF Floor Perimeter
13.80 LF Ceil. Perimeter	

DESCRIPTION	QTY	REMOVE	REPLACE	TAX	O&P	TOTAL
27. Sand & finish wood floor (natural finish)	9.84 SF	0.00	3.08	0.50	6.16	36.97
28. Mask or cover per linear foot	13.80 LF	0.00	0.27	0.04	0.74	4.51
Totals: Closet				0.54	6.90	41.48



BR5

Height: 8'

478.60 SF Walls	201.34 SF Ceiling
679.94 SF Walls & Ceiling	201.34 SF Floor
22.37 SY Flooring	59.82 LF Floor Perimeter
59.82 LF Ceil. Perimeter	

DESCRIPTION	QTY	REMOVE	REPLACE	TAX	O&P	TOTAL
29. Sand & finish wood floor (natural finish)	201.34 SF	0.00	3.08	10.15	126.06	756.34
30. Mask or cover per linear foot	59.82 LF	0.00	0.27	0.17	3.28	19.60
Totals: BR5				10.32	129.34	775.94
Total: Level 2				54.48	631.32	3,787.90
Line Item Totals: 416W4THSTREET				108.10	1,164.64	6,987.74

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Grand Total Areas:

4,217.49	SF Walls	1,456.93	SF Ceiling	5,674.41	SF Walls and Ceiling
1,490.37	SF Floor	165.60	SY Flooring	523.28	LF Floor Perimeter
0.00	SF Long Wall	0.00	SF Short Wall	516.33	LF Ceil. Perimeter
1,294.11	Floor Area	1,264.77	Total Area	3,857.45	Interior Wall Area
2,249.83	Exterior Wall Area	249.98	Exterior Perimeter of Walls		
0.00	Surface Area	0.00	Number of Squares	0.00	Total Perimeter Length
0.00	Total Ridge Length	0.00	Total Hip Length		

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Summary

Line Item Total	5,715.00
Material Sales Tax	108.10
Subtotal	5,823.10
Overhead	582.32
Profit	582.32
Replacement Cost Value	\$6,987.74
Net Claim	\$6,987.74

JOSEPH T. BOMBA

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Recap by Room

Estimate: 416W4THSTREET

Area: Main Level

Closet	44.06	0.77%
Entry/Foyer	418.29	7.32%
Stairs	380.28	6.65%
LR	858.28	15.02%
Dining Room	911.99	15.96%

Area Subtotal: Main Level

2,612.90 45.72%

Area: Level 2

UPHALL	632.96	11.08%
Stairs	53.89	0.94%
BR3	429.45	7.51%
BR4	620.13	10.85%
BR2	351.83	6.16%
BR1	343.52	6.01%
Closet	34.04	0.60%
BR5	636.28	11.13%

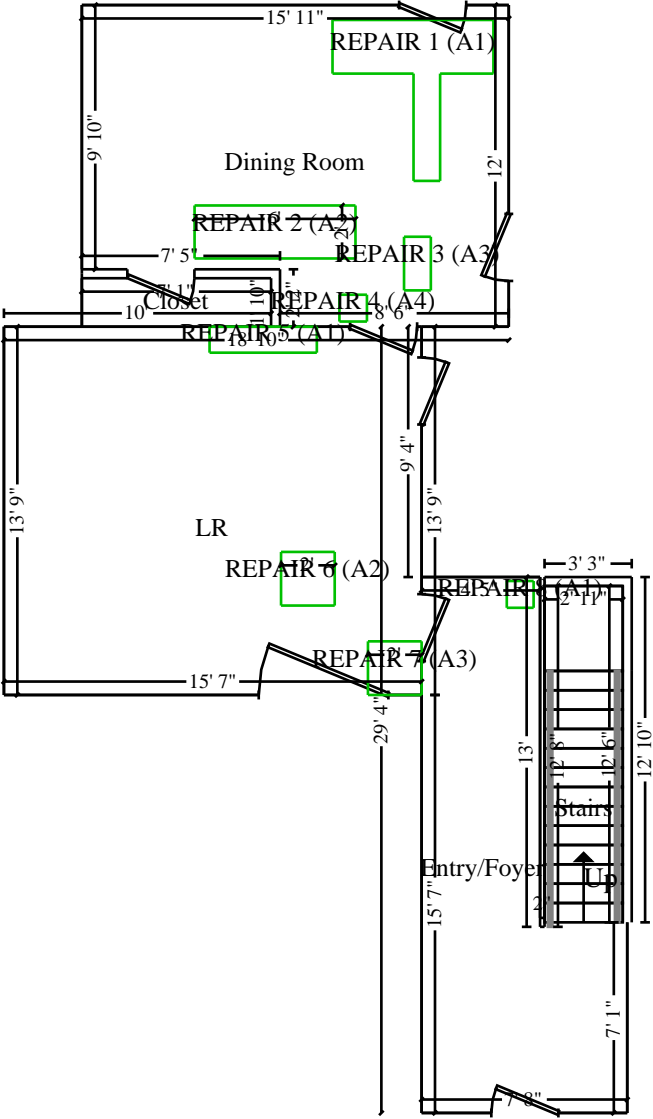
Area Subtotal: Level 2

3,102.10 54.28%

Subtotal of Areas

5,715.00 100.00%

Total	5,715.00	100.00%
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Main Level





Weida's Painting

ESTIMATE

Weida's Painting
412 E. Audubon Drive
Bloomington, IN 47408
United States

(812) 327-3957

BILL TO
Randy Brooks
Randy Brooks
529@comcast.net

Estimate Number: e-252
P.O./S.O. Number: 215 N Rogers
Estimate Date: March 28, 2017
Expires On: April 28, 2017
Grand Total (USD): \$1,700.00

Product/Service	Quantity	Price	Amount
Labor and Supplies Use a floor grinder or shot blaster to remove previous failed coating on floor of designated space Apply two coats of polyamide epoxy to meeting room area in color to be determined *This application does not insure that the new paint coating will not fail. There are several reasons why the current coating has failed, one of which is hydrostatic pressure which if present will cause failure on any type of paint coating regardless of preparation.	1	\$1200.00	\$1,200.00
Labor and Supplies Use a floor grinder or shot blaster to remove previous failed coating in laundry room Paint area with two coats of polyamide epoxy in color to be determined	1	\$250.00	\$250.00
Labor and Supplies Use a floor grinder or shot blaster to remove previous failed coating in weight room Paint with two coats of polyamide epoxy in color to be determined	1	\$250.00	\$250.00
Total:			\$1,700.00
Grand Total (USD) :			\$1,700.00

Amethyst House
Profit & Loss
 July 2015 through June 2016

	<u>Jul '15 - Jun 16</u>
Ordinary Income/Expense	
Income	
6000 · DMHA FUNDS	
6010 · Chronic Abuse (CA) Funding	328,439.41
6020 · Housing Contract	120,000.00
6042 · Gambling	31,459.00
6060 · Recovery Works	65,208.00
	<hr/>
Total 6000 · DMHA FUNDS	545,106.41
6075 · INTECARE	25,415.40
6100 · CLIENT FEES	
Housing Program	
6105 · Program Participation Fees	143,390.83
PPF Discount	-24,840.48
8980 · Program Partic. Fees Write Off	-10,866.43
	<hr/>
Total Housing Program	107,683.92
OP Treatment	
6110 · Treatment Fees	220,556.07
6115 · Client Discounts	-151,741.98
6128 · Ins. Write Off	-10,002.90
8990 · Treatment Fees Write Off	-27,407.10
	<hr/>
Total OP Treatment	31,404.09
	<hr/>
Total 6100 · CLIENT FEES	139,088.01
6150 · THIRD PARTY PAY	
6151 · Commercial	3,086.72
6153 · Medicaid	1,906.69
6155 · Healthy Indiana Plan	19,195.81
6157 · DCS	1,844.50
	<hr/>
Total 6150 · THIRD PARTY PAY	26,033.72
6200 · DONATIONS	

Amethyst House
Profit & Loss
 July 2015 through June 2016

	<u>Jul '15 - Jun 16</u>
6250 · Unrestricted	7,850.00
Total 6200 · DONATIONS	7,850.00
6300 · FUNDRAISING	
Amazon Smile	48.31
Lucky's	2,566.50
Fundsponge	91.08
6380 · Concert	
Tickets	14,127.50
Sponsors	13,574.00
6380 · Concert - Other	803.00
Total 6380 · Concert	28,504.50
6310 · NAP	24,848.00
6340 · Bricks	50.00
6350 · Homeless Walk	7,231.53
6360 · Gift Card Program	1,180.35
Total 6300 · FUNDRAISING	64,520.27
6400 · GRANTS	
6492 · Sophia Travis Community Grant	3,300.00
6491 · Blgtn Township Trustee	500.00
6410 · HUD	51,749.00
6420 · CARES	12,832.17
6430 · EFSP	3,000.00
6440 · Jack Hopkins	19,000.00
6460 · Perry Township	3,289.17
6470 · CDBG	8,080.00
6490 · Precision Health	965.12
Total 6400 · GRANTS	102,715.46
6500 · UNITED WAY	16,903.92
6600 · OTHER INCOME	
6615 · AH Foundation	1,374.00
6625 · Interest Income	19.78

Amethyst House
Profit & Loss
July 2015 through June 2016

	Jul '15 - Jun 16
6675 · Reimubersments	-500.02
Total 6600 · OTHER INCOME	893.76
Total Income	928,526.95
Gross Profit	928,526.95
Expense	
Alumni Expenses	269.72
7000 · PAYROLL	
7025 · Salaries & Wages	440,478.22
7050 · Vacation, Holiday & Sick Pay	50,302.22
7075 · Bonuses	5,950.00
Total 7000 · PAYROLL	496,730.44
7100 · PAYROLL TAXES	
7125 · Comp MCARE	7,043.47
7150 · Comp SS	30,116.79
7175 · Comp SUI	6,394.55
Total 7100 · PAYROLL TAXES	43,554.81
7200 · EMPLOYEE BENEFITS	
7225 · Health Ins.	31,768.84
Total 7200 · EMPLOYEE BENEFITS	31,768.84
7350 · SUBCONTRACT	
7360 · SPEA Service Corp Contract	1,164.00
7355 · Counseling for Change	
7356 · CA Funding	55,200.00
Total 7355 · Counseling for Change	55,200.00
Total 7350 · SUBCONTRACT	56,364.00
7400 · FUNDRAISING EXPENSE	
7440 · Celebrations	875.31
7480 · Concert	16,102.95

Amethyst House
Profit & Loss
July 2015 through June 2016

	Jul '15 - Jun 16
7455 · Homeless Walk	75.00
Total 7400 · FUNDRAISING EXPENSE	17,053.26
7500 · SUPPLIES	
7510 · Office	4,965.79
7520 · Postage & Shipping	648.78
7530 · Technology	3,625.83
Total 7500 · SUPPLIES	9,240.40
7575 · DUES & SUBSCRIPTIONS	
7585 · Financial	912.28
7576 · EHR System	8,334.00
7580 · eTapestry Donor Database	2,650.51
7595 · Publications	557.18
7590 · Professional	
7575 · DUES & SUBSCRIPTIONS - Other	128.00
Total 7575 · DUES & SUBSCRIPTIONS	12,581.97
7600 · MEDICAL FEES	
7625 · Supplies	1,616.08
7650 · Clients	11,382.70
7675 · Staff	70.00
Total 7600 · MEDICAL FEES	13,068.78
7700 · FOOD & BEVERAGE COSTS	
7725 · Clients	21,808.14
7750 · Staff/Board	6,080.75
Total 7700 · FOOD & BEVERAGE COSTS	27,888.89
7800 · RENT	22,500.00
7900 · TELEPHONE	
7910 · Telephone	10,634.28
7920 · Internet Services	2,315.17
Total 7900 · TELEPHONE	12,949.45

Amethyst House
Profit & Loss
 July 2015 through June 2016

	<u>Jul '15 - Jun 16</u>
7950 · UTILITIES	
7960 · Electric	12,679.23
7970 · Gas	2,968.48
7980 · Water	5,195.44
7990 · Cable	3,067.64
	<hr/>
Total 7950 · UTILITIES	23,910.79
 8000 · INSURANCE	
8060 · Umbrella	893.00
8010 · Commercial Package	
8050 · Rental Property	758.70
8020 · Directors & Officers Liability	16,379.00
8030 · Employee Bond	500.00
8070 · Workers Comp.	4,304.00
	<hr/>
Total 8000 · INSURANCE	22,834.70
 8100 · MAINTENANCE & REPAIRS	
8140 · Improvements from Jack Hopkins	19,409.74
8145 · Improvements from CDBG	8,187.34
8110 · SubContract Labor	11,176.50
8120 · Supplies	3,618.99
8150 · Routine	5,375.75
8100 · MAINTENANCE & REPAIRS - Other	3,440.58
	<hr/>
Total 8100 · MAINTENANCE & REPAIRS	51,208.90
 8200 · PROFESSIONAL FEES	
8220 · CARF Survey	
8240 · CPA	21,500.00
8230 · Certifications	665.55
	<hr/>
Total 8200 · PROFESSIONAL FEES	22,165.55
 8300 · INTECARE FEES	1,016.62
8400 · INTEREST EXPENSE	
8401 · Interest #662	
8420 · Other Mortgages	10,234.37
	<hr/>

Amethyst House
Profit & Loss
July 2015 through June 2016

	Jul '15 - Jun 16
Total 8400 · INTEREST EXPENSE	10,234.37
8500 · CLIENT EXPENSES	
8590 · Precision Health Grant	965.12
8580 · Leisure Enhancement	2,998.81
8510 · Supplies	845.80
8520 · Household Goods (non-consumbl.)	7,642.99
8540 · Transportation	470.00
8560 · Client Fees - Refund	2,223.06
Total 8500 · CLIENT EXPENSES	15,145.78
8600 · ADVERTISING & PRINTING	
8610 · Printing	380.37
8630 · Publications	
8640 · Job Advertising	444.99
8650 · Website & Social Media	90.00
Total 8600 · ADVERTISING & PRINTING	915.36
8700 · TRAINING	
8725 · Staff	937.71
8750 · Conference	209.49
8775 · Materials	91.80
Total 8700 · TRAINING	1,239.00
8800 · TRAVEL	
8810 · Mileage	1,190.50
8830 · Gas	38.85
8840 · Parking	63.66
8860 · Lodging	549.70
8870 · Meals	269.60
Total 8800 · TRAVEL	2,112.31
8900 · EQUIPMENT RENTAL/LEASE/PURCHASE	
Property Taxes	185.43

Amethyst House
Profit & Loss
July 2015 through June 2016

	Jul '15 - Jun 16
8900 · EQUIPMENT RENTAL/LEASE/PURCHA...	5,936.24
Total 8900 · EQUIPMENT RENTAL/LEASE/PURC...	6,121.67
8950 · DEPRECIATION	25,269.00
9000 · OTHER EXPENSES	
9020 · Gifts	2,195.99
9040 · Service Charges	3,286.18
9000 · OTHER EXPENSES - Other	-2,881.00
Total 9000 · OTHER EXPENSES	2,601.17
Total Expense	928,745.78
Net Ordinary Income	-218.83
Net Income	-218.83

Amethyst House
Balance Sheet
As of June 30, 2016

	<u>Jun 30, 16</u>
ASSETS	
Current Assets	
Checking/Savings	
1000 · ONB 4026850	36,794.89
1030 · PayPal	161.49
Savings Accounts	
1025 · Reserve Savings #23312	12,759.19
1026 · Depreciation Savings # 5446	41,526.33
Total Savings Accounts	<u>54,285.52</u>
Total Checking/Savings	<u>91,241.90</u>
Accounts Receivable	
1065 · Misc. Grants	917.54
1050 · DMHA	32,035.08
Total Accounts Receivable	<u>32,952.62</u>
Other Current Assets	
1110 · Accounts Receivable	
1114 · Outpatient AR	15,730.49
1116 · Men's House AR	9,269.74
1119 · Women's House AR	3,027.96
1112 · Bad Debt Allowance	-6,000.00
Total 1110 · Accounts Receivable	<u>22,028.19</u>
1345 · Petty Cash -- Admin	200.00
1360 · Outpatient Change Fund	30.00
Total Other Current Assets	<u>22,258.19</u>
Total Current Assets	<u>146,452.71</u>
Fixed Assets	
1500 · Property 3/4 Way House	
1537 · 416 W. 4th Street	181,250.00
1538 · Accum Depreciation - 4th St.	-55,418.55

Amethyst House
Balance Sheet
As of June 30, 2016

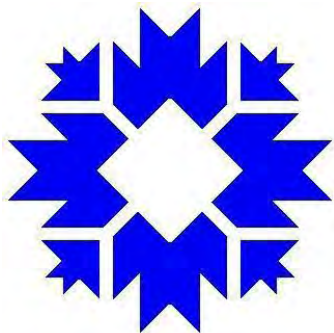
	Jun 30, 16
Total 1500 · Property 3/4 Way House	125,831.45
1400 · Property Women's House	
1410 · Second St. Property	347,721.26
1420 · Accum Depr.- 2nd St.	-122,405.38
Total 1400 · Property Women's House	225,315.88
1415 · Furniture and Equipment	
1416 · Furniture & Equipment	76,187.13
1417 · Accumulated depreciation	-74,807.13
Office Equipment	6,189.15
Total 1415 · Furniture and Equipment	7,569.15
1430 · Land	15,000.00
1435 · Property Men's House	
1436 · Rogers St.	437,333.42
1405 · Accum. Depr.- Rogers	-147,338.27
Total 1435 · Property Men's House	289,995.15
Total Fixed Assets	663,711.63
TOTAL ASSETS	810,164.34
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	15,318.40
Total Accounts Payable	15,318.40
Other Current Liabilities	
Payroll - Term Life	46.96
3086 · Payroll - Supplemental Insuranc	112.71
4022 · Current Portion of LTD	
4025 · Men's	5,796.00
4026 · 3/4 Way	1,485.00

Amethyst House
Balance Sheet
As of June 30, 2016

	Jun 30, 16
4027 · Women's	7,281.00
Total 4022 · Current Portion of LTD	14,562.00
3030 · Accrued Vacation	17,321.22
3035 · Payroll - 403 (B)	250.00
3040 · Payroll-FEDERAL	1,489.00
3050 · Payroll-INDIANA	1,438.08
3055 · Payroll-MCARE	688.99
3060 · Payroll-County Taxes	461.19
3065 · Payroll-SOCSEC	2,945.97
3070 · Payroll-SUI	1,246.10
3075 · Payroll-United Way	350.00
3080 · Payroll - Flex Spending	4.38
3084 · Payroll - Employee Insurance	114.65
3095 · Salaries & Wages Payable	8,002.69
4000 · Savings Accounts - WH	2,883.68
4010 · Damage Deposits - 3/4way	250.00
Total Other Current Liabilities	52,167.62
Total Current Liabilities	67,486.02
Long Term Liabilities	
4014 · German American - 3/4 Way #662	10,800.22
4015 · German American - Women's #9105	80,319.30
4016 · German American - #22991	122,126.76
4020 · Note Payable - City of Blgtn	93,500.00
Total Long Term Liabilities	306,746.28
Total Liabilities	374,232.30
Equity	
5000 · Open Bal Equity	25,491.17
5005 · Earnings	410,659.70
Net Income	-218.83
Total Equity	435,932.04

Amethyst House
Balance Sheet
As of June 30, 2016

	Jun 30, 16
TOTAL LIABILITIES & EQUITY	<u>810,164.34</u>



CITY OF BLOOMINGTON, COMMON COUNCIL
JACK HOPKINS SOCIAL SERVICES FUNDING COMMITTEE
2017 GRANT APPLICATION

AGENCY INFORMATION

Lead Agency Name: The Boys & Girls Clubs of Bloomington

Is Lead Agency a 501(c)(3)? ☒ Yes ☐ No

Full-Time	Part-Time	Volunteers
15	78	762

Number of Employees: **93**

Address:

P.O. Box 1716
Bloomington, IN

Zip Code: **47402**

Phone: **(812) 332-5311**

Agency E-Mail: **jbaldwin@bgcbloomington.org**

Website: **www.bgcbloomington.org**

President of Board of Directors: **Kate DeWeese**

Name of Executive Director: **Jeff Baldwin**

Phone: **(812) 332-5311 ext. 212**

E-Mail: **jbaldwin@bgcbloomington.org**

Name and Title of Person to Present Proposal to the Committee: **Jeff Baldwin**

Phone: **(812) 332-5311 ext. 212**

E-Mail: **jbaldwin@bgcbloomington.org**

Name of Grant Writer: **Leslie Abshier**

Phone: **(812) 332-5311 ext. 213**

E-Mail: **labshier@bgcbloomington.org**

Agency Mission Statement (150 words or less)

**Note: If your organization is a faith-based agency, please provide the mission statement of your proposed project, not your agency.*

The mission of the Boys & Girls Clubs of Bloomington is to empower all young people, especially those who need us most, to reach their full potential as caring, productive and responsible citizens. Our programs and services are designed to build character and strengthen life skills while providing hope and opportunity through accessible programming made possible by low membership dues (\$20/year), free transportation from school to club sites, and free programming offerings such as cooking club, drama club, Indiana Kids Tutoring, and Fencing Club.

PROJECT INFORMATION

Project Name: **New Crestmont Club Furnishings**

Is this a collaborative project? ☐ Yes ☒ No. If yes:

List name(s) of agency partner(s):

N/A

Please indicate: how your missions, operations and services do or will complement each other; the existing relationship between your agencies and how the level of communication and coordination will change as a result of the project; any challenges and steps you plan to take to address those challenges.

N/A

Address where project will be housed:

**1111 W. 12th St.
Bloomington, IN 47404**

Total cost of project: **\$87,694.51**

Requested amount of JHSSF funding: **\$24,877.41**

Other Funds Expected for this Project *(Please indicate source, amount, and whether confirmed or pending):*

Total Number of Clients Served by this project in 2017: **212**

Total Number of City Residents Served by this project in 2017: **212**

Is this request for operational funds? ☐ Yes ☒ No

If “yes,” indicate the nature of the operational request:

☐ Pilot ☐ Bridge ☐ Collaborative ☐ None of the Preceding – General request for operational funds pursuant to 2017 funding guidelines.

Please describe when you plan to submit your claims for reimbursement and what steps precede a complete draw down of funds:

The Crestmont Club is on track to be open for use by members in September 2017. All furnishings would need to be purchased by this date. All funds will be spent by this date. Therefore reimbursements would be submitted no later than December 2017.

If completion of your project depends on other anticipated funding, please describe when those funds are expected to be received:

Funds are currently being raised for the furnishings. We are in the process of finalizing solicitations of 5 individual donors. We are also waiting to hear from two entities regarding grant proposals.

Do you own or have site control of the property on which the project is to take place?

☒ Yes ☐ No ☐ N/A

Is the property zoned for your intended use?

☒ Yes ☐ No ☐ N/A

If "no," please explain:

If permits, variances, or other forms of approval are required for your project, please indicate whether the approval has been received. If it has not been received, please indicate the entity from which the permitting or approval is sought and the length of time it takes to secure the permit or approval.

Note: Funds will not be disbursed until all requisite variances or approvals are obtained.

All necessary approval has been received.

Due to limited funds, the Committee may recommend partial funding for a program. In the event the Committee is unable to meet your full request, will you be able to proceed with partial funding?

☒ Yes ☐ No

If "yes," please provide an itemized list of program elements, ranked by priority and cost:

Priority #1
(Item & Cost)

The priority cost for this project is the 441 folding chairs totaling \$20,727.00.

Priority #2
(Item & Cost)

Priority #3
(Item & Cost)

Priority #4
(Item & Cost)

Priority #5
(Item & Cost)

Priority #6
(Item & Cost)

Project Synopsis *(250 words or less)*

Please provide a brief overview of your project. This synopsis will be used in a summary of your proposal. Please begin your synopsis with the amount you are requesting and a concrete description of your proposed project. E.g., "We are requesting \$7,000 for an energy-efficient freezer to expand our emergency food service program."

The Boys & Girls Clubs of Bloomington (BGCB) requests \$24,877.41 in order to furnish the new Crestmont Club, currently under construction, in the heart of the Crestmont Community. The current Crestmont Club can serve a maximum of 45 youth per day. The new facility will allow them to serve more than 160 youth per day. The 20,000 square foot facility will be complete by the end of August which will allow us to occupy the building by September. The requested funds would be used to purchase items such as kitchen appliances, classroom furniture, and other furniture necessary for the club to operate.

CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Your responses will be used in a summary of your proposal.

NEED *(200 words or less)*

Explain how your project addresses a previously-identified priority for social services funding as documented in the [Service Community Assessment of Needs](#), the City of Bloomington, Housing and Neighborhood Development Department's [2015-2019 Consolidated Plan](#), or any other community-wide survey of social services needs.

This project aligns with Strategy 5 (Public Service Assistance) in the Bloomington Consolidated Strategic Plan which outlines the community's commitment to "provide funding to nonprofit organizations that provide valuable services to improve quality of life" and "provide a safety net for community members in need." BGCB is committed to providing these services for all youth in need. This project also aligns with Strategy 4 (Improvement of Public Facilities) which outlines the community's commitment to "provide funding to nonprofits for the improvement of public facilities that are primarily used by HAND target populations." The Crestmont Unit serves members living in the Bloomington Housing Authority, a HAND targeted population. This project addresses the "Antipoverty Strategy" (91.215 (h)) through "goals, programs, and policies for reducing the number of poverty level families." BGCB's goals, programs and policies aim to reduce the number of poverty level families by providing resources to overcome poverty. Lastly, this project addresses the "Community Development Needs Strategy" (91.215 (e)), by meeting a "priority non-housing community need" through youth services. The 2012 SCAN reported 33% of households with annual incomes below \$15,000 viewed finding affordable after-school programs as a major challenge. The Club eliminates this challenge by offering \$5 annual memberships.

ONE-TIME INVESTMENT *(100 words or less)*

Jack Hopkins Funds are intended to be a one-time investment. Please explain how your project fits this criterion. If you are requesting operational funds (e.g., salaries, rent, vouchers, etc), please explain how your project satisfies an exception to the one-time funding rule (pilot, bridge, or collaborative). If you are requesting operational funds that do not satisfy one of the aforementioned exceptions, but your request is being made pursuant to the 2017 allowance for operational funds, please make that clear. If you are requesting operational funding, you must detail your plan for future funding.

Jack Hopkins funding, if awarded for this vital Bloomington community project, will be a one-time investment for a transformational project that will last for decades to come, and meet the needs of hundreds of Crestmont and Bloomington Housing Authority youth and families annually.

FISCAL LEVERAGING *(100 words or less)*

Describe how your project will leverage other resources, e.g., other funds, in-kind contributions, or volunteers.

The excitement and anticipation of this transformational community project has local leaders, children, families, and potential donors anxiously awaiting the opening of the new facility. If the Jack Hopkins Social Services Grant Funding Committee were to support the efforts to furnish the Crestmont Unit, continued momentum, excitement, and funding will follow. Current key donors have already agreed to purchase certain items that are needed. The Ladies Auxiliary has also agreed to purchase items. In addition, the Club plans to create a system that outlines specific things needed that donors can easily purchase.

LONG-TERM BENEFITS (200 words or less)

Explain how your program will have broad and long-lasting benefits for our community.

It has been over 25 years since the Boys & Girls Club made the bold and necessary decision to locate a club in the Crestmont Community. It is time to expand our Crestmont Club to meet a serious need. Our current club site can accommodate a maximum of only 45 youth. Roughly 250 children live in the BHA, providing a large pool of potential Club members, all within walking distance. The Crestmont Club feeds, mentors, tutors, and protects its members. The youth development program provides emergency and preventative service to this community's most vulnerable and yet most promising citizens, for a membership fee of only \$5 per year. Without the Club's programming, these Crestmont youth face a most certain future riddled with devastating costs that are felt both personally and community-wide - lack of educational attainment, teen pregnancy, hunger, disease, emotional disorders, crime, and abuse and neglect follow these children of poverty unless someone steps in to provide hope and opportunity. Also of great importance, the Club provides a place for parents to send their children during after-school hours and holiday and summer break months while they provide for their families through employment and the pursuit of educational degrees.

OUTCOME INDICATORS (100 words or less)

Please either list or describe the outcome indicators you intend to use to measure the success of your project.

The ultimate outcome of a project (e.g., reduced hunger, homelessness or addiction rates) are often not readily observable within the Jack Hopkins funding period. For that reason, we are asking agencies to provide us with *outcome indicators*. In contrast to program activities (what you bought or did with grant funds) and the long-term impacts of a program (the lasting social change effected by your initiative), the data we seek are the short-term indicators used to measure the change your program has created during the period of your funding agreement. Where possible, this information should be expressed in quantitative terms.

Examples: an agency providing a service might cite to the number of persons with new or improved access to a service. If funds were used to meet a quality standard, the agency might report the number of people who no longer have access to a substandard service. An agency seeking to purchase equipment or to make a physical improvement might cite to the number of residents with new or improved access to a service or facility. If funds were used to meet a quality standard or to improve quality of a service or facility, an agency might report the number of people who have access to the improved service or facility

One indicator the Club will measure success by is the current 45 members that attend daily who will have access to amenities the current facility doesn't have. Including a full gym, computer room, and special program space. Another indicator is the additional 120 youth daily that will access the facility. While continuing to develop a robust and impactful youth development program, tutoring remains a key focus of growth. In addition, the Club will measure graduation rates of Fairview Elementary students over the coming decade. The Club will also be available as a community center utilized by hundreds of community members.

OTHER COMMENTS (500 words or less)

Use this space to provide other information you think the Committee would find useful. Any additional comments should supplement, not restate, information provided in the foregoing.

There are two other pieces of information that The Club believes the Committee would find useful. **The first** is the community impact that the new facility will have once completed. The presence of a full-service, state-of-the-art clubhouse in the Crestmont neighborhood will allow for a community center space and extend transformational impact to adults living in this neighborhood. Collaboration conversations are already underway with other nonprofit, for-profit, and governmental entities. The following is a list of those currently engaged or targeted for outreach:

- Bloomington Housing Authority
- Cook Medical
- Fairview Elementary School
- Tri-North Middle School
- Head Start
- Volunteers In Medicine
- 2nd Baptist Church
- Big Brothers Big Sisters
- Catholic Charities
- Sherwood Oaks Christian Church
- Habitat for Humanity
- B-Line Trail efforts along the edge of Crestmont area
- Monroe County United Ministries

In collaboration with the above-mentioned organizations, the following is a short, incomplete list of what types of programs/activities will be provided out of the new Crestmont clubhouse for residents of the Crestmont Community of all ages:

- Computer literacy programming
- Community theater
- Art classes
- Health Clinic Services
- Inter-generational social engagements/activities
- Family self-sufficiency classes
- Adult education
- Neighborhood celebrations

The second point the Club believes the Committee would find useful is the following set of Crestmont Community facts:

- Bloomington Housing Authority data indicates household income for a family with one to four children is less than \$8,000
- There are 500+ children in the immediate and surrounding area, and roughly 250 reside in BHA facilities with most coming from economically disadvantaged circumstances.
- 100% of households living in the BHA qualify for food stamps
- 95% of households live below the low- to extremely-low-median income level for our community
- 68% of Club members come from single parent households
- Data shows that 60% of youth living in this neighborhood will not graduate from high school

The net impact of this project will be transformative for children, transformative for adults, transformative for families and above all else transformative for the neighborhood and community.

New Crestmont Club Furnishings				
Item	Description	Quantity	Unit Price	Total Cost
Folding Chairs	Folding Chairs for the gym, snack room, game room, group viewing room, computer lab, teen center and teen library	441	\$ 47.00	\$ 20,727.00
Surface tech 42" square tables	Square tables for the Lirary	3	\$ 1,383.47	\$ 4,150.41
TOTAL JACK HOPKINS FUNDING REQUEST				\$ 24,877.41



Jeff Baldwin <jbaldwin@bgcbloomington.org>

Requesting a Ball Park Figure

Casey McPherson <mcphersonc@businessfurniture.net>
To: Jeff Baldwin <jbaldwin@bgcbloomington.org>
Cc: Casey McPherson <mcphersonc@businessfurniture.net>

Fri, Mar 17, 2017 at 2:39 PM

Hi Jeff. Happy St. Patty's Day to you!!

See a budgetary new furniture estimate attached for the Crestmont expansion. I have included the laminate flip top tables in the budget for now in place of the resin top tables we originally discussed, except in the Snack Room, to give us a little cushion and to give the tables a consistent look throughout the 2 levels. Tax will not apply to this order since Boys & Girls Club is tax exempt—you may disregard that at the end of the quote.

Next Tuesday at 3pm works well to review this together. We will not need Mary at this meeting unless you would like to invite her. I am able to send her follow up questions that we may come across. I do have the drawings now too so we will be able to really see the furniture in the spaces during our meeting so you can get a visual.

Thanks Jeff! Have a wonderful weekend!

Casey

CASEY MCPHERSON

Business Furniture, LLC | Workplace Specialist
• m: 317.371.7501
8421 Bearing Drive, Suite 200 East • Indianapolis, IN 46268

Facebook | Twitter | LinkedIn



PLATINUM PARTNERS
STEELCASE 2018

From: Jeff Baldwin [mailto:jbaldwin@bgcbloomington.org]
Sent: Tuesday, March 14, 2017 4:14 PM
To: Casey McPherson
Subject: Re: Requesting a Ball Park Figure

[Quoted text hidden]



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Business Furniture LLC
8421 Bearing Drive
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Quotation

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Page 2 / 11
(cont'd)

Quote	Quote Date	Customer Order	Customer	Account Representative	Project
243244	3/27/2017	BOYS & GIRLS CLUB	BOYSAG	CASEY McPHERSON	22501

Line	Quantity	Catalog Number / Description	Unit Price	Extended Amount
2	3	300 GYM 51 SNACK ROOM 12 GAME ROOM 38 GROUP VIEWING ROOM 21 COMPUTER LAB 8 TEEN CENTER 11 TEEN LIBRARY/ QUIET SPACE	652.61	1,957.83
		CRTTREE14 MITY-LITE FOLDING CHAIR TREE CART- LG HOLDS UP TO 96 SWIFTSET CHAIRS CARTS WILL HOUSE UP TO 288 WITH QTY 3 32"W X 86.06"L X 77.5"H 130 LBS Tag For GYM-300 SEATS		
3	4	CRTTREE2 MITY-LITE FOLDING CHAIR HALF TREE CART- SM HOLDS UP TO 48 SWIFTSET CHAIRS. 32"W X 43.75"L X 77.5"H 90LBS (2) FOR EACH FLOOR Tag For SNACK ROOM--51 SEATS COMPUTER LAB--21 SEATS GROUP VIEWING ROOM--38 SEATS GAME ROOM--12 SEATS GYM--12+ SEATS	515.41	2,061.64
		TER-T3072 DOANEKEY RESIN FOLDING TABLE CART HOUSES RECTANGULAR TABLES ONLY HOLDS 12-16 TABLES		
4	1	TER-T3072 DOANEKEY RESIN FOLDING TABLE CART HOUSES RECTANGULAR TABLES ONLY HOLDS 12-16 TABLES	258.13	258.13
5	2	02RD36X30 TABLEX TABLEX 36" ROUND TABLE SEATED HEIGHT WITH CASTERS STATIC BASE	348.27	696.54

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Page 1 / 11

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Quote To

ACCOUNTS PAYABLE
BOYS & GIRLS CLUBS OF
BLOOMINGTON
803 N. MONROE ST.
Bloomington, IN 47402

Ship To

JEFF BALDWIN
BOYS & GIRLS CLUBS OF
803 N. MONROE ST.
Bloomington, IN 47402

Phone 1.812.998.5311 - 212

Terms NET 30 DAYS

Sales Location BUSINESS FURNITURE INDIANA

Line	Quantity	Catalog Number / Description	Unit Price	Extended Amount
<p>BUDGET PRICING *****</p> <p>WE APPRECIATE THE OPPORTUNITY TO DO BUSINESS WITH YOU.</p> <p>QUOTE INCLUDES DELIVERY, INSTALLATION AND REMOVAL OF PACKAGING DURING NORMAL BUSINESS HOURS AND IS GOOD FOR 30 DAYS.</p> <p>ORDERS CANNOT BE CANCELED OR RETURNED.</p> <p>IF YOU HAVE ANY QUESTIONS, CONTACT CASEY MCPHERSON AT 317-371-7501.</p> <p>A PUNCH WALK THRU WILL BE COMPLETED ON DAY OF INSTALLATION. PLEASE HAVE A REPRESENTATIVE AVAILABLE TO ATTEND.</p>				
BEG	Subsection	ALL COMMON AREAS		
1	441	SWIFTSET MITY-LITE MITYLITE SWIFTSET FOLDING CHAIR GRADE 1 FINISH 300+	47.00	20,727.00
	Tag For	Qty Description		

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Page 3 / 11
(cont'd)

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243244	3/27/2017	BOYS & GIRLS CLUB	BOYSAG	CASEY McPHERSON	22501

Line	Quantity	Catalog Number / Description	Unit Price	Extended Amount
6	Tag For	FUNDAMENTAL SERIES Qty Description 2 TEEN LIBRARY/ QUIET AREA	326.93	653.86
	2	02RD36X30.SH41 TABLEX TABLEX 36" ROUND TABLE 41"H NO CASTERS STATIC BASE FUNDAMENTAL SERIES		
7	Tag For	Qty Description 2 TEEN CENTER	1,088.53	8,708.24
	8	88RD42X32NE TABLEX TABLEX SQUARE 48" TABLES (42" WOULD BE AA SPECIAL) STANDARD HEIGHT WITH LOCKING CASTERS NESTING/ FLIP TOP BASES NEXT SERIES		
8	Tag For	Qty Description 3 GAME ROOM 5 GROUP VIEWING ROOM	1,383.47	4,150.41
	3	1AHR942VWE1 SURFACETEC SURFACETECH 42" SQUARE TABLES. WOOD TOP & EDGE AVAILABLE IN LAMINATE WITH WOOD EDGE.		
9	Tag For	Qty Description 3 LIBRARY	1,700.00	1,700.00
	1	1AHP448VWE1 SURFACETEC SURFACE TECH 36X72 RECTANGULAR TABLE WOOD TOP & EDGE LAMINATE AVAILABLE WITH WOOD EDGE		
	Tag For	Qty Description 1 LIBRARY		

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Page 4 / 11
(cont'd)

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243244	3/27/2017	BOYS & GIRLS CLUB	BOYSAG	CASEY McPHERSON	22501

Line	Quantity	Catalog Number / Description	Unit Price	Extended Amount
10	24	6666SL SAFECOPRO SAFCO DIESEL ADJUSTABLE HEIGHT STOOL STEEL FRAME AND SILVER FINISH ADJUSTABLE SEAT HEIGHT (23"H TO 30"H) DURABLE RUBBER FEET PROTECT FLOORS Tag For Qty Description 24 ART ROOM	57.60	1,382.40
11	22	6621 GLOBAL I DUET, Armless, Wall Saver, Plastic Seat & Back, Std Sled Bas Polypropylene Back / Seat Selections ~DPLS Polypropylene Back / Seat Selections CRS 1-Caribbean Surf [CRS] Frame (Required) CH F-Chrome Frame [CH] Packaging Option ~ (STD) Fully Assembled duet stool Tag For Qty Description 22 LIBRARY	90.00	1,980.00
12	8	6631 GLOBAL I DUET, 29.5"h, Bar Height Stool, Armless, Wall Saver, Plastic Polypropylene Back / Seat Selections ~DPLS Polypropylene Back / Seat Selections CRS 1-Caribbean Surf [CRS] Frame (Required) CH F-Chrome Frame [CH] global duet with upholstered seat Tag For Qty Description 8 TEEN CENTER	165.00	1,320.00
13	2	6733 GLOBAL I	319.13	638.26

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Page 5 / 11
(cont'd)

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Line	Quantity	Catalog Number / Description	Unit Price	Extended Amount
		DUET, Stool, Upholstered Seat, Plastic Back, Armless, Std Mo Polypropylene Selections ~DPLS Polypropylene Back Selections CRS 1-Caribbean Surf [CRS] Single Fabric Upholstered Seat Selection (Duet) ~02 Grade 02 ~ARC Arc (Morbern) AC62 2-Nightingale Frame (Required) BK F-(STD) Black Frame [BLK] Caster / Glide Options C9R C-Black, 2.5" Dual-Wheel Urethane Caster Tag For Qty Description 2 STAFF CHECK IN AT FRONT		
14	5	TS30702 STEELCAS Scoop; Stool, Upholstered seat pad LEGS :4799 PLATINUM METALLIC PLASTIC :6618 WHITE UPHLSTRY:5632 CAYENNE OPTIONS ** OPTIONS ** GLIDES *OPT:GLIDES SOFT GLD SOFT GLIDES Tag For Qty Description 5 TEEN CENTER	236.27	1,181.35
15	2	TS34403 STEELCAS Alight; Ottoman-Bench UPHLSTRY:5631 LAVA OPTIONS ** OPTIONS ** LEG OPT *OPT:LEG OPTIONS ALUMINUM STD:ALUMINUM LEGS Tag For Qty Description 2 ENTRANCE	360.53	721.06
16	2	TS34401 STEELCAS Alight; Ottoman-Round UPHLSTRY:5746 MANGO	290.13	580.26

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Page 6 / 11
(cont'd)

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243244	3/27/2017	BOYS & GIRLS CLUB	BOYSAG	CASEY McPHERSON	22501

Line	Quantity	Catalog Number / Description	Unit Price	Extended Amount
		OPTIONS ** OPTIONS ** LEG OPT *OPT:LEG OPTIONS ALUMINUM STD:ALUMINUM LEGS Tag For Qty Description 2 ENTRANCE		
17	8	TS3HL STEELCAS Campfire; Seating-Half lounge UPHLSTRY:5632 CAYENNE	840.53	6,724.24
18	4	TS31401M STEELCAS Jenny; Chair, No arms, Multiple fabric INR BACK:5748 JUNIPER OUT BACK:5748 JUNIPER SEAT :5691 ORCA OPTIONS ** OPTIONS ** LEG OPT *OPT:LEG OPTIONS ALUMINUM ALUMINUM LEGS Tag For Qty Description 4 TEEN LIBRARY/QUIET AREA	744.53	2,978.12
19	2	TS31415L STEELCAS Jenny; Table-End, Low pressure laminate BASIC :25L9 WARM OAK (LPL) EDGE :6246 WARM OAK TOP-SURF:25L9 WARM OAK (LPL) OPTIONS ** OPTIONS ** LEG OPT *OPT:LEG OPTIONS ALUMINUM ALUMINUM LEGS Tag For Qty Description 2 TEEN LIBRARY	243.20	486.40
20	8	WS2454 STEELCAS Worksurface-Straight, Full depth, 24D x 54W EDGE :6009 ARCTIC WHITE TOP-SURF:2730 ARCTIC WHITE OPTIONS ** OPTIONS ** WKSF OPT *OPT:WORKSURFACE OPTION SCALLOP STD:SCALLOPS Tag For Qty Description	152.00	1,216.00

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243244	3/27/2017	BOYS & GIRLS CLUB	BOYSAG	CASEY McPHERSON	22501

Line	Quantity	Catalog Number / Description	Unit Price	Extended Amount
		2 TEEN LIBRARY 6 COMPUTER LAB		
21	6	WS2472 STEELCAS Worksurface-Straight, Full depth, 24D x 72W EDGE :6009 ARCTIC WHITE TOP-SURF:2730 ARCTIC WHITE OPTIONS ** OPTIONS ** WKSF OPT *OPT:WORKSURFACE OPTION SCALLOP STD:SCALLOPS	202.13	1,212.78
22	6	UCL STEELCAS C legs-Double post, Glides, 28 1/2H LEGS :7237 SLATE	210.13	1,260.78
	Tag For	Qty Description 1 TEEN LIBRARY 5 COMPUTER LAB		
23	8	UPL4 STEELCAS Post leg, Package quantity 4, Glides, 28 1/2H LEGS :7237 SLATE	262.40	2,099.20
	Tag For	Qty Description 1 TEEN LIBRARY 7 COMPUTER LAB		
24	8	TS7WKSPT39 STEELCAS Reinforcing channel, 39W	26.13	209.04
25	6	TS7WKSPT63 STEELCAS Reinforcing channel, 63W	26.13	156.78
26	14	98768 STEELCAS Tray-Cable storage, 2D x 24W x 2 1/2H	24.53	343.42
27	10	TS5LEGCLP STEELCAS turnstone; Wire manager kit-Leg clip / under worksurface, Package quantity 4 BASIC :6000 BLACK	26.13	261.30

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Page 8 / 11
(cont'd)

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243244	3/27/2017	BOYS & GIRLS CLUB	BOYSAG	CASEY McPHERSON	22501

Line	Quantity	Catalog Number / Description	Unit Price	Extended Amount
28	26	CPU600 HUMANSCLAE CPU Holder, CPU600 Holder	86.80	2,256.80
Subsection Sub Total				67,921.84
INDIANA SALES TAX EXEMPT				0.00
Subsection Total				67,921.84
END	Subsection			

BEG	Subsection	PRIVATE OFFICES		
29	2	TS4L27PG4 STEELCAS Leg-Post, Package quantity 4, 27H LEGS :7236 FOG OPTIONS ** OPTIONS ** LEGS OPT *OPT:LEGS OPTION FIXED STD:FIXED LEGS CAST OPT *OPT:OPTIONAL ON LEGS CASTERS CASTERS	225.60	451.20
30	2	TS4TLR2442 STEELCAS Top-Table, Rectangle, Low pressure laminate, 24D x 42W EDGE :6704 STORM WENGE TOP-SURF:2LSW STORM WENGE (LPL)	96.53	193.06
31	2	TS2PBBF22M STEELCAS Pedestal-Mobile, Box / box / file, 22D BASIC :7243 SEAGULL KEYS :SK PLUG OPTIONS ** OPTIONS ** TRIM OPT *OPT:TRIM STRIP PULL OPTION NO TRIM STD:NO TRIM PULLS *OPT:PULL OPTIONS CONTPULL CONTEMPORARY PULL PULL PULL STD PNT *PULL:STANDARD PAINT 0835 BLACK	334.93	669.86
	Tag For	BBF		
32	2	TS5HLD2472 STEELCAS Shell-Desk, High pressure laminate, 24D x 72W BASIC :2L85 DUNE	370.73	741.46

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Page 9 / 11
(cont'd)

Quote	Quote Date	Customer Order	Customer	Account Representative	Project
243244	3/27/2017	BOYS & GIRLS CLUB	BOYSAG	CASEY McPHERSON	22501

Line	Quantity	Catalog Number / Description	Unit Price	Extended Amount
		EDGE :6000 BLACK TOP-SURF:2870 BLONDE BRONZE PATINA OPTIONS ** OPTIONS ** MOD PNL *OPT:MODESTY PANEL OPTIONS FULL MOD STD:FULL HEIGHT MODESTY PANEL EP OPT *OPT:END PANEL OPTIONS 2FULLEPS STD:TWO FULL END PANELS Tag For 24/72		
33	2	TS5LTBO72 STEELCAS Tackboard-Overhead storage, 70W TKBD :P425 DENIM OPTIONS ** OPTIONS ** FAB DIR *OPT:FABRIC DIRECTION HORZ HORIZONTAL APPLICATION ONLY Tag For TB/72	229.08	458.16
34	2	TS5TLOD72 STEELCAS Overhead storage-Door, 72W BASIC :2L85 DUNE FRONT :2L85 DUNE TOP-SURF:2L85 DUNE OPTIONS ** OPTIONS ** LOCK OPT *OPT:LOCK OPTION NO LOCK STD:NO LOCK Tag For OC/72	586.53	1,173.06
35	2	LSM24K STEELCAS Light-Shelf, 17 watt, Electronic ballast, Lamp, 9 foot cord, 25W OPTIONS ** OPTIONS ** LGT OPTS *OPT:SHELF LIGHT COLOR OPTIONS BLKLIGHT STD:STD BLACK PAINTED HOUSING MNTG OPT *OPT:MOUNTING OPTIONS UNIV PKG STD:UNIVERSAL MOUNTING PKG	180.71	361.42
36	1	TS4TLDR42 STEELCAS	180.27	180.27

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Page 10 / 11
(cont'd)

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Line	Quantity	Catalog Number / Description	Unit Price	Extended Amount
	Tag For	Top-Table, Round, 42 dia, 1 1/8 thick, Low pressure laminate EDGE :6009 ARCTIC WHITE TOP-SURF:2L30 ARCTIC WHITE LPL Qty Description 1 CONFERENCE ROOM		
37	1	TS4TLDR30 STEELCAS Top-Table, Round, 30 dia, 1 1/8 thick, Low pressure laminate EDGE :6009 ARCTIC WHITE TOP-SURF:2L30 ARCTIC WHITE LPL	129.07	129.07
38	1	TS4TBASE285 STEELCAS Base, 28 dia base x 5 dia col BASE :7237 SLATE	377.60	377.60
39	1	TS4TBASE22 STEELCAS Base, 22 dia BASE :7237 SLATE	171.73	171.73
40	2	OTG2801 GLOBAL I GLOBAL OFFICE TO GO SEATING OTG2801 BLACK MESH BACK, UPHOLSTERED SEAT, AND BASE	288.89	577.78
41	6	OTG11761B GLOBAL I GLOBAL OFFICES TO GO SEATING SIDE CHAIRS FOR OFFICES BLACK MESH BACK, FRAME, AND UPHOLSTERED SEAT.	115.00	690.00
Subsection Sub Total				6,174.67
INDIANA SALES TAX EXEMPT				0.00
Subsection Total				6,174.67
END	Subsection			
42	1	DESIGN BFCDESIGN BUSINESS FURNITURE DESIGN SERVICES	2,500.00	2,500.00
43	1	INSTALLATION BFCINSTA BUSINESS FURNITURE INSTALLATION	11,098.00	11,098.00

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Page 11 / 11
(cont'd)

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Line	Quantity	Catalog Number / Description	Unit Price	Extended Amount
		SERVICES		

QUOTATION TOTALS

Sub Total 87,694.51

INDIANA SALES TAX EXEMPT 0.00

Grand Total 87,694.51

End of Quotation

Accepted by _____ Title _____ Date _____

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Boys & Girls Club of Bloomington

Profit & Loss

January through December 2016

	Jan - Dec 16
Ordinary Income/Expense	
Income	
Auxiliary Funding	66,745.71
Special Events	
Smart Girl, Strong Women	43,441.00
Man Up to Make a Difference	96,321.99
Cycle & Row	12,142.26
Lemonade Day	48,567.50
Butterfly Kisses	2,091.40
Beach Bash	30,487.00
Other Fundraising Events Income	14,626.80
Total Special Events	247,677.95
Contributions	
Big Hearts 2016	38,190.18
Big Hearts 2015	695.00
Our Kids 2017	2,175.00
Our Kids 2016	133,607.00
Our Kids 2015	13,233.80
Major Gift Initiative	10,000.00
Bequests/Memorials	14,595.00
Civic Groups	36,082.95
Individual Donations	123,721.88
Corporate Donations	163,873.83
Other Endowment	12,500.00
Contributions - Other	100.00
Total Contributions	548,774.64
Fees	
Camp Rock Fees	122,843.01
Camps-Clubs	73,692.00
Facility Rental	56,574.25
Memberships	18,655.09
Total Fees	271,764.35
Grants	
State	22,876.00
Local - City/County	126,181.85
Federal/National	21,453.66
Grants - Other	758.19
Total Grants	171,269.70
Other Income	
Income in Endowment Fund	4,200.08
Interest	243.55
Transportation Fee	27,222.16
Reimbursements	9,482.21
Total Other Income	41,148.00
Total Income	1,347,380.35

Boys & Girls Club of Bloomington

Profit & Loss

January through December 2016

	Jan - Dec 16
Gross Profit	1,347,380.35
Expense	
Resource Development	
Fundraising Special Events	
Man Up to Make Difference	264.19
Smart Girls Strong Women	2,040.12
Lemonade Day	8,974.32
Lemonade Day Old	6,654.63
Butterfly Kisses	877.01
Butterfly Kisses Old	932.73
Other Special Fundraise-Events	183.19
Fundraising Special Events - Other	14,273.85
Total Fundraising Special Events	34,200.04
Supplies Copier Printing Mail	
Our Kids & Big Heart-Supplies	673.81
Other Mailing, Postage, Supply	3,859.81
Total Supplies Copier Printing Mail	4,533.62
Cultivation/Stewardship	
Eat, Thank, Love	337.04
Food, Travel, Mailing, Supplies	4,599.92
Total Cultivation/Stewardship	4,936.96
Marketing, Advertising & Dues	3,138.86
Software, Licenses & Fees (RD)	2,459.18
Resource Development - Other	401.00
Total Resource Development	49,669.66
Club and Camp Expenses	
Camp Rock Expenses	
Contractual/Association Fees	1,116.00
Program Fees-Camp Rock	12,417.08
Program Supplies-Camp Rock	868.76
Food-Camp Rock	702.00
Equipment & Repair-Camp Rock	107.79
Facility Maint.-Camp Rock	3,114.07
Vehicle Expense-Camp Rock	95.80
RBBCSC Trans.-Camp Rock	12,659.63
Staff Food & Training-Camp Rock	309.20
Club Gear-Camp Rock	383.50
Awards/Recognition-Camp Rock	144.00
Supplies Copier Printing Mail	682.45
Software, Licenses & Fees Cam R	2,100.00
Advertising-Camp Rock	125.00
Total Camp Rock Expenses	34,825.28
Ellettsville Expenses	
Program Fees-Ellettsville	4,013.68
Program Supplies-Ellettsville	1,183.96

Boys & Girls Club of Bloomington

Profit & Loss

January through December 2016

	Jan - Dec 16
Food-Ellettsville	1,263.17
Snacks-Ellettsville	8,573.76
Equipment & Repair-Ellettsville	-41.00
Facility Maint.-Ellettsville	885.21
Vehicle Expense-Ellettsville	477.48
RBBCSC Trans.-Ellettsville	1,737.80
Staff Food & Training-Elletts	146.51
Club Gear-Ellettsville	445.50
Awards/Recognition-Ellettsville	156.00
Supplies Copier Printing Mail	1,264.22
Rent-Ellettsville	15,780.00
Ellettsville Expenses - Other	30.00
Total Ellettsville Expenses	35,916.29
Crestmont Expenses	
Program Fees-Crestmont	2,722.55
Programs Supplies-Crestmont	1,361.32
Food-Crestmont	2,301.74
Snacks-Crestmont	14.99
Facility Maint.-Crestmont	722.81
Vehicle Expense-Crestmont	883.20
RBBCSC Trans.-Crestmont	799.00
Club Gear-Crestmont	332.50
Awards/Recognition-Crestmont	14.00
Supplies Copier Printing Mail	1,038.48
Rent-Crestmont	4,125.00
Total Crestmont Expenses	14,315.59
Lincoln Expenses	
Programs Fees-Lincoln	5,438.07
Programs Supplies-Lincoln	1,956.63
Food-Lincoln	1,427.83
Facility Maint.-Lincoln	3,878.95
Vehicle Expense-Lincoln	9,302.59
RBBCSC Trans.-Lincoln	12,467.05
Staff Food & Training-Lincoln	1,060.42
Club Gear-Lincoln	413.25
Awards/Recognition-Lincoln	0.00
Supplies Copier Printing Mail	2,813.13
Lincoln Expenses - Other	95.00
Total Lincoln Expenses	38,852.92
Total Club and Camp Expenses	123,910.08
Kenworthy Admin Center	
Audit and Tax Return	9,000.00
Property Taxes	849.13
Facility Maint., Admin	6,225.98
Vehicle Expense	33.00

Boys & Girls Club of Bloomington

Profit & Loss

January through December 2016

	Jan - Dec 16
Supplies Copier Printing Mail	9,956.64
Staff Food & Training-Admin	431.35
Supplies Copier Printing, Mail	3,483.81
Office Equipment & Hardware-Adm	2.49
Software, License, Fees-Admin	2,345.18
Advertising-Admin	662.80
Board of Directors Expense	7,220.62
Payment Processing Fees	16,359.45
Payment Late Fees & Interest,Es	1,835.03
Criminal History Checks	1,759.62
Professional Dev. & Cult.-Admin	1,141.58
Total Kenworthy Admin Center	61,306.68
Dues	
State	2,600.00
Local	1,112.50
National	6,295.00
Total Dues	10,007.50
Communications	
Technology Charges	11,232.06
Advertising	3,089.21
Telephone	9,750.45
Total Communications	24,071.72
Insurance	
Director + Officers	1,612.00
Business Auto	3,460.50
Commercial Umbrella	2,937.00
Workers' Comp	10,223.00
Commercial Package	15,877.50
Total Insurance	34,110.00
Utilities	
Trash	1,845.92
Fire & Security	2,898.34
Electricity	16,747.05
Gas	2,905.23
Water/Sewer	2,321.02
Total Utilities	26,717.56
General Expenses	
General Credit Card Clearing	0.00
Postage	0.00
Supplies	
Misc. Supplies	0.00
Total Supplies	0.00
Total General Expenses	0.00
Payroll Taxes	
Payroll Back Taxes, Jan 1 Cash	-565.40

Boys & Girls Club of Bloomington

Profit & Loss

January through December 2016

	Jan - Dec 16
Social Security	47,953.72
Medicare	11,215.17
FUTA	90.46
Payroll Taxes - Other	885.27
Total Payroll Taxes	59,579.22
Staffing Expenses	
401K Admin Expenses	3,370.49
ADP Payroll Fees	4,480.56
Staffing IU Work Study	2,779.60
Staffing AmeriCorps & VISTA	19,399.25
Payroll	
Administrative Staff	34,238.57
Camp	57,453.52
Lincoln Street Unit	80,773.75
Ellettsville Unit	75,922.01
Crestmont Unit	31,566.25
Support Staff	11,970.10
Other Payroll Staff	24,746.34
Professional Staff.	473,857.87
Payroll - Other	6,700.00
Total Payroll	797,228.41
Benefits	
Healthy Lifestyle Reimbursement	1,250.00
Health & Life Insurance	35,129.03
Total Benefits	36,379.03
Staffing Expenses - Other	21,631.51
Total Staffing Expenses	885,268.85
Total Expense	1,274,641.27
Net Ordinary Income	72,739.08
Other Income/Expense	
Other Income	
Capital Campaign	
Big Futures	1,512,050.29
Capital Campaign Interest	87.03
Total Capital Campaign	1,512,137.32
Temporarily Restricted Income	
LOKPAP Income	10,000.00
Camping Expedition Funds	10,000.00
Lincoln Street Teens	162.00
Teen Tech Best Buy	4,000.00
Indiana First Lady's Chrt Fndtn	1,000.00
Art Show	0.00
Interest Income Restricted	0.85
Total Temporarily Restricted Income	25,162.85
Total Other Income	1,537,300.17

Boys & Girls Club of Bloomington

Profit & Loss

January through December 2016

	<u>Jan - Dec 16</u>
Other Expense	
Capital Campaign Expenses	
CC Consulting & Travel	57,009.25
CC Campaign Expenses Fundraisin	7,027.65
CC Miscellaneous Expense	3,979.89
Total Capital Campaign Expenses	68,016.79
Temporarily Restricted Expenses	
LOKPAP Expenses	2,775.00
Boston Scientific Computers	5,007.25
Carl Deal Endowment	38,520.46
Art Show	0.00
Total Temporarily Restricted Expenses	46,302.71
Total Other Expense	114,319.50
Net Other Income	1,422,980.67
Net Income	<u>1,495,719.75</u>

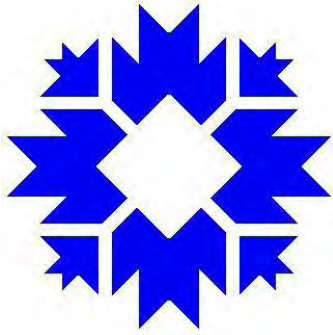
	<u>Dec 31, 16</u>
ASSETS	
Current Assets	
Checking/Savings	
Main Source Capital Campaign	1,043,030.63
MainSource Restricted	62,163.79
MainSource General Account	60,516.04
Total Checking/Savings	1,165,710.46
Other Current Assets	
Petty Cash	300.00
Prepaid Expenses	9,972.93
Interest in Endowment Fund	132,251.08
Interest - Community Foundation	68,243.00
Interest Boys & Girls Endow VG	12,500.00
Total Other Current Assets	223,267.01
Total Current Assets	1,388,977.47
Fixed Assets	
Building Kenworthy	669,073.00
Vehicles	110,356.00
Computers	15,799.00
Equipment	27,276.03
Office Equipment	11,913.99
Leasehold Improvement	371,366.79
Software	5,200.00
Construction in Progress	
Kenworthy CIP Complete	292,126.01
Lincoln CIP 2016	138,990.81
Crestmont CIP 2016	295,908.57

Boys & Girls Club of Bloomington

Profit & Loss

January through December 2016

	Jan - Dec 16
Total Construction in Progress	727,025.39
Accumulated Depreciation	-148,774.00
Total Fixed Assets	1,789,236.20
TOTAL ASSETS	3,178,213.67
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	123,559.32
Total Accounts Payable	123,559.32
Other Current Liabilities	
Deferred Revenue	12,704.00
Payroll Liabilities	
United Way Withholding	734.28
Payroll Liabilities - Other	-123.88
Total Payroll Liabilities	610.40
Accrued Retirement	1,507.86
Total Other Current Liabilities	14,822.26
Total Current Liabilities	138,381.58
Total Liabilities	138,381.58
Equity	
Unrestricted Net Assets	443,918.21
Temporarily Restricted	1,100,194.13
Net Income	1,495,719.75
Total Equity	3,039,832.09
TOTAL LIABILITIES & EQUITY	3,178,213.67



CITY OF BLOOMINGTON, COMMON COUNCIL
JACK HOPKINS SOCIAL SERVICES FUNDING COMMITTEE
2017 GRANT APPLICATION

AGENCY INFORMATION

Lead Agency Name: Catholic Charities Bloomington

Is Lead Agency a 501(c)(3)? ☒ Yes ☐ No

Number of Employees:

Full-Time	Part-Time	Volunteers
7	3	18

Address:

803 N. Monroe Street
Bloomington, IN

Zip Code: 47401

Phone: 812-332-1262

Agency E-Mail: occase@ccbin.org

Website: www.archindy.org/cc/bloomington

President of Board of Directors: Jenny Kincaid

Name of Executive Director: David Bethuram

Phone: 317-236-1530

E-Mail: DBethuram@archindy.org

Name and Title of Person to Present Proposal to the Committee:

O'Connell M. Case, LCSW, Clinical Director

Phone: 812-332-1262, Ext. 212

E-Mail: occase@ccbin.org

Name of Grant Writer: O'Connell M. Case, LCSW

Phone: 812-332-1262, ext. 212

E-Mail: occase@ccbin.org

Agency Mission Statement (*150 words or less*)

**Note: If your organization is a faith-based agency, please provide the mission statement of your proposed project, not your agency.*

Catholic Charities Bloomington's Family Service Expansion Grant seeks to increase therapeutic services for children and their families. This will be done by the following:

- 1) Increase access and capacity of play therapy services
- 2) Provide high quality play therapy services
- 3) Increase training and coaching of families

PROJECT INFORMATION

Project Name: Family Services Expansion Grant

Is this a collaborative project? ☐ Yes ☒ No. If yes:

List name(s) of agency partner(s):

N/A

Please indicate: how your missions, operations and services do or will complement each other; the existing relationship between your agencies and how the level of communication and coordination will change as a result of the project; any challenges and steps you plan to take to address those challenges.

N/A

Address where project will be housed: The Catholic Charities Bloomington Office, 803 N. Monroe Street, Bloomington, IN 47404

Total cost of project: \$8075

Requested amount of JHSSF funding: \$7,175

Other Funds Expected for this Project (*Please indicate source, amount, and whether confirmed or pending*):

Total Number of Clients Served by this project in 2017: 65

Total Number of City Residents Served by this project in 2017: 65

Is this request for operational funds? ☒ Yes ☐ No

If “yes,” indicate the nature of the operational request: One third of the grant is expanding a therapist part-time hours to increase the number of face-to-face client hours by 5 a week. One third is a pilot project (Positive Parenting Program).

☒ Pilot ☐ Bridge ☐ Collaborative ☒ None of the Preceding – General request for operational funds pursuant to 2017 funding guidelines.

Please describe when you plan to submit your claims for reimbursement and what steps precede a complete draw down of funds:

July – September 2017 – 6 supervision and 3 training sessions by Heather Maritano -	\$1200
1 6-wk Parenting Class and 6 Parent Coaching by B.Smith -	1200
5 Play Therapy hours	- <u>1313</u>
	Total-\$3713
October – December 2017- 6 supervision and 2 training session by HM	-\$ 950
1 6-wk Parenting Class and 6 Parent Coaching by B.Smith	1200
5 Play Therapy hours a week –	<u>1312</u>
	Total \$3462

If completion of your project depends on other anticipated funding, please describe when those funds are expected to be received:

N/A

Do you own or have site control of the property on which the project is to take place?

☒ Yes ☐ No ☐ N/A

Is the property zoned for your intended use?

☒ Yes ☐ No ☐ N/A

If “no,” please explain:

If permits, variances, or other forms of approval are required for your project, please indicate whether the approval has been received. If it has not been received, please indicate the entity from which the permitting or approval is sought and the length of time it takes to secure the permit or approval.

Note: Funds will not be disbursed until all requisite variances or approvals are obtained.

N/A

Due to limited funds, the Committee may recommend partial funding for a program. In the event the Committee is unable to meet your full request, will you be able to proceed with partial funding?
[x] Yes [] No

If “yes,” please provide an itemized list of program elements, ranked by priority and cost:

Priority #1 (Item & Cost)	Play Therapy Supervision and Training by Heather Maritano, LCSW, Certified Play Therapist Supervisor. – \$2150
Priority #2 (Item & Cost)	Expand therapeutic hours to provide 5 more play therapy hours per week - \$2625
Priority #3 (Item & Cost)	Positive Parenting Coaching Program - \$3000
Priority #4 (Item & Cost)	
Priority #5 (Item & Cost)	
Priority #6 (Item & Cost)	

Project Synopsis (250 words or less)

Please provide a brief overview of your project. This synopsis will be used in a summary of your proposal. Please begin your synopsis with the amount you are requesting and a concrete description of your proposed project. E.g., "We are requesting \$7,000 for an energy-efficient freezer to expand our emergency food service program."

Catholic Charities Bloomington (CCB) is seeking a one-time investment of \$7,175 to purchase specialized supervision and training for play therapy, increase available weekly play therapy hours, and purchase Positive Family Coaching to assist parents.

At Riley Physician pediatric practices' three locations, CCB provides evaluations, tools, and navigation to the community resources, including needed mental health services for almost 3 years. Since July 1, 2016 until March 31, 2017, we have provided 519 evaluations, 110 were in need of play therapy/parenting classes. Play Therapy is the preferred evidenced-based therapeutic modality for treating children with trauma, emotional regulation issues, and behavioral challenges. CCB has found it difficult to find available play therapists for the Medicaid and underinsured families, as Bloomington has lost 4 participating play therapists in 18 months. CCB is now the only play therapy provider in town accepting all Medicaid products and sliding fees without a cap. Utilizing providers in Martinsville and Bedford has been the only relief. To address the need, CCB wants to increase support and competency through Play Therapy Training and Supervision; increase capacity by adding 5 new therapy hours per week, reprioritizing existing therapy time as well as having parents get parenting skills from a Certified Parent Educator and Coach, instead of a therapist.

The immediate benefits of the project: Higher quality and increased therapy capacity. More children will have early intervention and resolution of trauma; improved emotional regulation and conduct. The sum result will be consistent childcare and school attendance and improved parent/child relationships.

CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Your responses will be used in a summary of your proposal.

NEED (200 words or less)

Explain how your project addresses a previously-identified priority for social services funding as documented in the [Service Community Assessment of Needs](#), the City of Bloomington, Housing and Neighborhood Development Department's [2015-2019 Consolidated Plan](#), or any other community-wide survey of social services needs.

The Community Survey in Bloomington's Housing and Neighborhood Development's 2015 – 2019 Consolidation Plan (p.54) ranked mental health and related services as the most critical need for our community. According to SCAN 2012, a significant number of households, particularly in the lower incomes report that stress, anxiety and depression negatively impact their life. (p.105). Additionally, the Client Challenges Survey in this report showed that a significant number of households cannot pay for counseling.

Since 2012, there has been an increase in Medicaid recipients, however, CCB is finding that there are not enough mental health providers, especially for young children. In addition, there has been a significant increase in large deductibles in commercial insurance, making mental health services unaffordable to those families. CCB is the only agency in Bloomington, providing play therapy, who takes all types of Medicaid and will provide services to insured and uninsured families with large deductibles with a sliding fee based on income. The lack of play therapy services was magnified when two agencies that took Medicaid and provided services for small children closed those services. Since CCB is providing assessments in the pediatricians' offices, families are often linked with services earlier before long lasting damage is done.

ONE-TIME INVESTMENT *(100 words or less)*

Jack Hopkins Funds are intended to be a one-time investment. Please explain how your project fits this criterion. If you are requesting operational funds (e.g., salaries, rent, vouchers, etc), please explain how your project satisfies an exception to the one-time funding rule (pilot, bridge, or collaborative). If you are requesting operational funds that do not satisfy one of the aforementioned exceptions, but your request is being made pursuant to the 2017 allowance for operational funds, please make that clear. If you are requesting operational funding, you must detail your plan for future funding.

Five therapists have some play therapy training, but need specialized play therapy supervision and training to address the complex needs of children in poverty. The outcome will be increased competency and number served. To have lasting change in families and to increase therapeutic time, Positive Parenting Classes and individual Family Coaching will be provided by a Certified Family Educator and Family Coach. Using outcomes, CCB will seek a corporate sponsor/donor to continue this program. Operational funding is requested to increase a part-time therapist's hours by 5 a week. Proven productivity will allow budget approval for the last 6 months.

FISCAL LEVERAGING *(100 words or less)*

Describe how your project will leverage other resources, e.g., other funds, in-kind contributions, or volunteers.

CCB has two fully equipped play therapy rooms and two portable play therapy kits. The therapists have had some training and supervision, but with the quantity and severity of children, more is needed. The Project is leveraging existing equipment and training.

Both trainers, Heather Maritano, LCSW, Certified Play Therapist Supervisor, and Brandi Smith, CFLE, are committed to increasing the quality of care for those with little resources. To that end, Heather Maritano, will be providing services at \$300 discount. Brandi Smith, CFLE, will also be providing services at a \$600 discount. The total in-kind contributions will be \$900.

LONG-TERM BENEFITS (200 words or less)

Explain how your program will have broad and long-lasting benefits for our community.

1. More parents will be able to obtain and maintain stable employment if their child's emotional and behavioral needs are met so that they have stable childcare and school placement.
2. Increases school readiness for children entering kindergarten
3. When emotional and social issues are addressed children have better academic success.
4. Parents trained and confident in their parenting skills create a stable family.

The community benefits from stable families with employed parents and children that are achieving academic success.

OUTCOME INDICATORS (100 words or less)

Please either list or describe the outcome indicators you intend to use to measure the success of your project.

The ultimate outcome of a project (e.g., reduced hunger, homelessness or addiction rates) are often not readily observable within the Jack Hopkins funding period. For that reason, we are asking agencies to provide us with *outcome indicators*. In contrast to program activities (what you bought or did with grant funds) and the long-term impacts of a program (the lasting social change effected by your initiative), the data we seek are the short-term indicators used to measure the change your program has created during the period of your funding agreement. Where possible, this information should be expressed in quantitative terms.

Examples: an agency providing a service might cite to the number of persons with new or improved access to a service. If funds were used to meet a quality standard, the agency might report the number of people who no longer have access to a substandard service. An agency seeking to purchase equipment or to make a physical improvement might cite to the number of residents with new or improved access to a service or facility. If funds were used to meet a quality standard or to improve quality of a service or facility, an agency might report the number of people who have access to the improved service or facility

- A. There will be an increase in available play therapy appointments. We anticipate providing 50 play therapy sessions per week, an increase from present 20 sessions per week.
- B. Through monthly surveys the following outcomes will be measured:
 - Parents will report an improvement in their child's emotional regulation.
 - Parents will report an improvement in their child's conduct issues.
 - Parents will report improved child/parent relationship.
 - Parents will report more stable childcare and school placement.

OTHER COMMENTS *(500 words or less)*

Use this space to provide other information you think the Committee would find useful. Any additional comments should supplement, not restate, information provided in the foregoing.

1. What is Play Therapy? Play Therapy is a developmentally-appropriate therapeutic service provided by a trained mental health professional. Children have not yet developed the language or mental skills to talk about what impacts them, so play is their language. Toys are their words. Through this modality, therapists help children address and solve their concerns. Research supports the effectiveness of play therapy with 3-12 year old children experiencing a wide variety of social, emotional, behavioral, and learning problems, including life stressors, i.e. Divorce, death, abuse. Waiting until a child can express their concerns by talking, much damage has been done.
2. Future vision for Catholic Charities Bloomington: We would like to develop a Family Center providing through collaboration comprehensive supportive and mental health services. We have started with developing a contract with a person who can provide affordable academic testing for early intervention of learning differences. We are providing space for a mother's support group for 0-3. The positive parenting program is another area that is needed and hopefully, will begin with this grant. Lastly, the expansion of the play therapy services where we intervene early with the family will be key.
3. CCB has shown a strong commitment to reducing barriers to service, especially families in poverty through two outreach projects. One, is bringing our clinic to Fairview Elementary School, where we provide services to 22 students a year. Another is the Riley Physicians Project, an Integrated Behavioral Health Project, where we have 20 slots available a week. Parents often tell their pediatrician when they have initial concerns about their child. The pediatrician has the ability to schedule an appointment in their office with a CCB Therapist for evaluation before they leave or on the phone. The therapist can provide guidance and parenting strategies, link with resources they need, schedule a follow-up appointment and/or link with an appropriate therapist. Due to this service, CCB is very intentional about creating strong relationships with the other providers in town.

Jack Hopkins Social Services Funding Application 2017
Catholic Charities Bloomington - Family Services Expansion Project

Item	Price	Quantity	Total
I. Play Therapy Supervision and Training			
Supervision Sessions (2 sessions per month)	\$100.00	12	\$ 1,200.00
2-hour focused trainings	\$250.00	5	\$ 1,250.00
		Sub-total	\$ 2,450.00
II. Expand Part Time Therapist			
5 hours for Play Therapy (\$21 per hour x 5 hours = \$105/wk)	\$105.00	25	\$ 2,625.00
		Sub-total	\$ 2,625.00
III. Positive Parenting Program			
Posture Parenting Classes (2 therapists x 6 sessions)	\$100.00	12	\$ 1,200.00
Individual Parent Coaching Sessions	\$150.00	12	\$ 1,800.00
		Sub-total	\$ 3,000.00
IV. Leveraged Funds			
Play Therapy supervision discount (\$25 discount per session)	\$25.00	12	\$ 300.00
Positive Parenting discount (\$25 discount per session)	\$25.00	24	\$ 600.00
		Sub-total	\$ 900.00
Total Project			\$ 8,075.00
TOTAL REQUESTED			\$ 7,175.00

CHANCERY AND CERTAIN ENTITIES OF THE ARCHDIOCESE OF INDIANAPOLIS

CERTAIN ENTITIES OF THE ARCHDIOCESE OF INDIANAPOLIS STATEMENT OF FINANCIAL POSITION INFORMATION AS OF JUNE 30, 2016

	Catholic Charities Indianapolis, Inc.	Catholic Charities Bloomington, Inc.	St. Elizabeth Catholic Charities, Inc.	Catholic Charities Tell City, Inc.	Catholic Charities Terre Haute, Inc.	Terre Haute Catholic Charities Foodbank, Inc.
ASSETS						
CASH AND CASH EQUIVALENTS	\$ 1,068,116	\$ (6,254)	\$ 429,065	\$ 49,682	\$ (52,294)	\$ 1,539,271
ACCOUNTS RECEIVABLE—Net	978,969	51,891	86,707			12,513
CONTRIBUTIONS RECEIVABLE—Net	12,300		34,901			325,947
OTHER ASSETS	9,434	4,397	690			
PROPERTY AND EQUIPMENT—Net	3,425,313	142,054	1,439,021		1,173,583	28,364
INVESTMENTS	<u>122,357</u>	<u></u>	<u>24,705</u>	<u></u>	<u>49,871</u>	<u>229,911</u>
TOTAL	<u>\$ 5,616,489</u>	<u>\$ 192,088</u>	<u>\$ 2,015,090</u>	<u>\$ 49,682</u>	<u>\$ 1,171,160</u>	<u>\$ 2,136,006</u>
LIABILITIES AND NET ASSETS						
LIABILITIES:						
Accounts payable and accrued expenses	\$ 434,627	\$ 410,359	\$ 69,295	\$ 2,589	\$ 22,395	\$ -
Other liabilities	<u>84,012</u>	<u>103,600</u>	<u>55,554</u>	<u></u>	<u>139,883</u>	<u></u>
Total liabilities	<u>518,639</u>	<u>513,959</u>	<u>124,849</u>	<u>2,589</u>	<u>162,278</u>	<u>-</u>
NET ASSETS:						
Unrestricted	5,028,019	(326,871)	1,875,454	37,702	992,564	574,238
Temporarily restricted	69,831	5,000	14,787	9,391	15,118	1,561,768
Permanently restricted	<u></u>	<u></u>	<u></u>	<u></u>	<u>1,200</u>	<u></u>
Total net assets	<u>5,097,850</u>	<u>(321,871)</u>	<u>1,890,241</u>	<u>47,093</u>	<u>1,008,882</u>	<u>2,136,006</u>
TOTAL	<u>\$ 5,616,489</u>	<u>\$ 192,088</u>	<u>\$ 2,015,090</u>	<u>\$ 49,682</u>	<u>\$ 1,171,160</u>	<u>\$ 2,136,006</u>

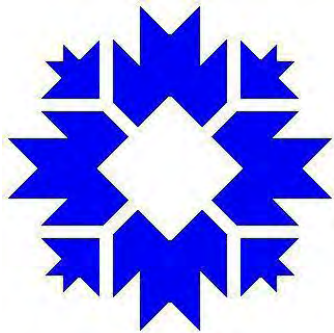
See independent auditors' report.

CHANCERY AND CERTAIN ENTITIES OF THE ARCHDIOCESE OF INDIANAPOLIS

CERTAIN ENTITIES OF THE ARCHDIOCESE OF INDIANAPOLIS STATEMENT OF ACTIVITIES INFORMATION FOR THE YEAR ENDED JUNE 30, 2016

	Catholic Charities Indianapolis, Inc.	Catholic Charities Bloomington, Inc.	St. Elizabeth Catholic Charities, Inc.	Catholic Charities Tell City, Inc.	Catholic Charities Terre Haute, Inc.	Terre Haute Catholic Charities Foodbank, Inc.
SUPPORT AND REVENUES:						
Contributions	\$ 1,353,158	\$ 153,597	\$ 512,217	\$ 63,126	\$ 147,478	\$ 645,791
Special events (net of direct costs of \$175,658)	101,018	60,252	200,505	1,613	26,799	35,171
Archdiocesan support	592,723	100,401	183,658	56,520	86,480	26,879
United Way operating support	688,994	28,901		19,237	121,952	19,412
Government grants, federal	3,437,731	21,250	145,271		190,358	44,652
Government grants, state and local	19,000		104,884			26,981
Program service fees	1,534,461	280,514	866,707			134,043
Investment return	(25,931)		(1,401)	98	2,250	12,476
Miscellaneous	45,736	1,978	3,782		9,832	
Total support and revenues	7,746,890	646,893	2,015,623	140,594	585,149	945,405
EXPENSES:						
Salaries and wages	3,604,822	452,839	698,387	53,090	352,076	245,597
Employee benefits and taxes	889,378	82,210	159,905	13,201	78,583	90,189
Professional services	390,778	77,747	429,788	14,694	19,635	31,697
Supplies	551,632	46,723	166,058	11,634	24,063	152,696
Occupancy	471,366	62,269	85,824		164,988	48,264
Transportation	159,529	2,754	27,027	1,418	4,898	34,950
Specific assistance	1,528,079	1,046	713	30,549	22,734	1,540
Other	1,919,825	39,161	248,484	17,273	43,655	7,240
Depreciation	272,062	9,749	89,647		80,087	3,000
Total expenses	9,787,471	774,498	1,905,833	141,859	790,719	615,173
CHANGE IN NET ASSETS	(2,040,581)	(127,605)	109,790	(1,265)	(205,570)	330,232
NET ASSETS—Beginning of year	7,138,431	(194,266)	1,780,451	48,358	1,214,452	1,805,774
NET ASSETS—End of year	\$ 5,097,850	\$ (321,871)	\$ 1,890,241	\$ 47,093	\$ 1,008,882	\$ 2,136,006

See independent auditors' report.



CITY OF BLOOMINGTON, COMMON COUNCIL
JACK HOPKINS SOCIAL SERVICES FUNDING COMMITTEE
2017 GRANT APPLICATION

AGENCY INFORMATION

Lead Agency Name: Centerstone

Is Lead Agency a 501(c)(3)? ☒ Yes ☐ No

Number of Employees:

Full-Time	Part-Time	Volunteers	
4	7	1	Stepping Stones
942	123	150	Centerstone

Address:

645 South Rogers Street

Zip Code: 47403

Phone: 812-339-1691

Agency E-Mail: beth.rodriguez@centerstone.org

Website: www.centerstone.org

President of Board of Directors: Brad Smith

Name of Executive Director: Suzanne Koesel

Phone: 812-337-2350

E-Mail: suzanne.koesel@centerstone.org

Name and Title of Person to Present Proposal to the Committee:

Phone: 812-355-6355

E-Mail: beth.rodriguez@centerstone.org

Name of Grant Writer: Beth Rodriguez

Phone: 812-355-6355

E-Mail: beth.rodriguez@centerstone.org

Agency Mission Statement *(150 words or less)*

**Note: If your organization is a faith-based agency, please provide the mission statement of your proposed project, not your agency.*

Centerstone's Noble Purpose is delivering care that changes people's lives. For more than 50 years, we have been the core provider of behavioral health and addiction services available to all citizens of all ages, levels of need and walks of life in Monroe County and the surrounding communities. In 2008-09, Indiana-based Center for Behavioral Health (based in Bloomington), Quinco Behavioral Health Systems (Columbus) and Dunn Mental Health Centers (Richmond) affiliated with Centerstone to provide financial stability and sustainability. In October 2016, Stepping Stones integrated with Centerstone to ensure the transitional housing and supportive services to homeless youth ages 16-20 remain available and robust. The integration has fueled the available supportive services to Stepping Stones youth, providing a more diverse array of mental health services to our vulnerable youth. Stepping Stones, as a program of Centerstone, build's futures of homeless youth in our community.

PROJECT INFORMATION

Project Name: Stepping Stones

Is this a collaborative project? ☐ Yes ☒ No. If yes:

List name(s) of agency partner(s):

Please indicate: how your missions, operations and services do or will complement each other; the existing relationship between your agencies and how the level of communication and coordination will change as a result of the project; any challenges and steps you plan to take to address those challenges.

N/A

Address where project will be housed: 2615 East 2nd street, apt 4, Bloomington, IN, 47401

Total cost of project: \$67,333

Requested amount of JHSSF funding: \$25,663

Other Funds Expected for this Project (*Please indicate source, amount, and whether confirmed or pending*): Pending accumulated Medicaid revenue after 12 months to sustain project in subsequent years. Projected to earn \$27,957 after 12 months, which will cover the cost of staff, rent, and other on-going expenses.

Total Number of Clients Served by this project in 2017: 23

Total Number of City Residents Served by this project in 2017: 23

Is this request for operational funds? ☒ Yes ☐ No
If “yes,” indicate the nature of the operational request:

☒ Pilot ☐ Bridge ☐ Collaborative ☐ None of the Preceding – General request for operational funds pursuant to 2017 funding guidelines.

Please describe when you plan to submit your claims for reimbursement and what steps precede a complete draw down of funds:

July 2017 - Furniture items ordered and one-time reimbursement claim made for these purchases (see attached budget breakdown for itemized costs).

August 2017 – July 2018 – Rent for overnight staff apartment (lease signed for one year). Monthly reimbursement claims of \$600 per month for rent, or one claim for rent paid for a whole year in advance.

Centerstone is familiar with the City’s grant reimbursement processes and have the systems in place to start the claims process as soon as funds are made available. We don’t foresee any issues in drawing down funds.

If completion of your project depends on other anticipated funding, please describe when those funds are expected to be received:

In August of 2017, we will receive funding from Housing and Urban Development to cover the annual cost of rent for an additional resident apartment. Although, to effectively serve more youth an on-site staff apartment is needed. Pilot funds are required to cover the startup of this, but we will be using Medicaid reimbursement funds generated from the additional youth in subsequent years. We calculate generating \$27,957 after 12 months of service to the additional youth served. Startup funds from JHSSF will ensure overnight program safety and adequate furnishings for the increased number of homeless youth served.

Do you own or have site control of the property on which the project is to take place?

☒ Yes ☐ No ☐ N/A

Is the property zoned for your intended use?

☒ Yes ☐ No ☐ N/A

If “no,” please explain:

If permits, variances, or other forms of approval are required for your project, please indicate whether the approval has been received. If it has not been received, please indicate the entity from which the permitting or approval is sought and the length of time it takes to secure the permit or approval.

Note: *Funds will not be disbursed until all requisite variances or approvals are obtained.*

Permits, variances, or other forms of approval are not required for this project. In order to secure the additional apartment that will be used for the overnight staff apartment starting August of 2017, Centerstone was required to sign an agreement with the property management company in January of 2017, as is typical for the Bloomington rental market.

Due to limited funds, the Committee may recommend partial funding for a program. In the event the Committee is unable to meet your full request, will you be able to proceed with partial funding?
[x] Yes [] No

If “yes,” please provide an itemized list of program elements, ranked by priority and cost:

Priority #1 (Item & Cost)	Bed Bug Resistant Bedroom Furniture Items (includes \$877.53 delivery fee): 12 bed frames: \$4,412.88 6 sofas - \$9,000.72 12 mattresses - \$2,935.44 1 loveseat - \$1,236.87
Priority #2 (Item & Cost)	Rent for Overnight Staff Apartment for One Year: \$7,200 annual, \$600 per month
Priority #3 (Item & Cost)	
Priority #4 (Item & Cost)	
Priority #5 (Item & Cost)	
Priority #6 (Item & Cost)	

Project Synopsis *(250 words or less)*

Please provide a brief overview of your project. This synopsis will be used in a summary of your proposal. Please begin your synopsis with the amount you are requesting and a concrete description of your proposed project. E.g., "We are requesting \$7,000 for an energy-efficient freezer to expand our emergency food service program."

Centerstone is respectfully requesting a one-time gift of \$25,663 for our Stepping Stones program to purchase durable and bed bug resistant furniture for 12 residents and cover rent costs for a new on-site staff apartment.

Stepping Stones has historically relied on donations and charitable organizations to supply furniture for the resident apartments. While this practice is cost effective, the furniture is used and has a short life once installed in our program, requiring annual replacement. These durability issues have compounded with the fact that older furniture is conducive to bed bug infestation. By purchasing high quality, bed bug resistant furniture we will effectively be taken out of the consumption stream, freeing up donations for others in need. New furniture will provide stability and dignity for our residents, as it will provide a hygienic sleeping environment and eliminate the uprooting involved in replacement.

A substantial and persistent need of additional homeless youth housing exists in our community, as is reflected in our waitlist and increased outreach services. Because of this, we have secured an additional resident apartment, which will be funded through HUD. While HUD cannot cover the cost of a staff apartment, it is essential to have an on-site, overnight staff apartment with the expansion of these services, to provide safety and security. This was a previously included program component, but had to be cut due to previous funding reductions. Centerstone has a substantiated plan for the coverage of these rent costs after the initial pilot year.

CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Your responses will be used in a summary of your proposal.

NEED (200 words or less)

Explain how your project addresses a previously-identified priority for social services funding as documented in the [Service Community Assessment of Needs](#), the City of Bloomington, Housing and Neighborhood Development Department's [2015-2019 Consolidated Plan](#), or any other community-wide survey of social services needs.

The 2015-2019 Con Plan notes on page 50 that it is a priority over the next five years to continue to provide financial assistance to emergency service providers such as Stepping Stones. Stepping Stones is listed as a transitional housing provider in the Con Plan, and has consistently been known as a reputable service provider in our community. Stepping Stones has a recorded persistent need of homeless youth in our community through our on-going waitlist numbers, and local data also reflects a persistent need of homeless youth. In 2015, 80 eligible homeless youth applied to our program and 305 homeless youth were recorded in our school district; both of those numbers continue to rise year after year.

The 2012 SCAN report states “that obtaining an accurate count of youth experiencing homelessness is difficult to determine [...]” (pg 141). Stepping Stones, the sole provider of dedicated youth homelessness services in our region, has been a substantial contributor to our understanding of the scope of youth homelessness in our community. The Outreach Pilot Program, funded by JHSS, has allowed us to collect more data about the status of homeless youth in our community, which prioritized our recent expansion of available beds.

ONE-TIME INVESTMENT *(100 words or less)*

Jack Hopkins Funds are intended to be a one-time investment. Please explain how your project fits this criterion. If you are requesting operational funds (e.g., salaries, rent, vouchers, etc), please explain how your project satisfies an exception to the one-time funding rule (pilot, bridge, or collaborative). If you are requesting operational funds that do not satisfy one of the aforementioned exceptions, but your request is being made pursuant to the 2017 allowance for operational funds, please make that clear. If you are requesting operational funding, you must detail your plan for future funding.

Furniture for the Stepping Stones program is a one-time investment. Centerstone has utilized Butler Human Service Furniture for other residential facilities due to their durability and guarantee of their products, which are warrantied up to 10 years.

The piloting of an overnight staff apartment is also a one-time investment, as Centerstone has an already substantiated plan to offset these costs after the initial year with Medicaid revenue reimbursement from the services provided to residents in our additional apartment.

FISCAL LEVERAGING *(100 words or less)*

Describe how your project will leverage other resources, e.g., other funds, in-kind contributions, or volunteers.

Furniture: The existing Centerstone Facilities Department Staff will install the furniture, saving \$450 in installation fees. Additionally, Stepping Stones will continue to leverage in-kind donations of bedding and small furnishings such as lamps.

Staff Apartment: The eligible expense of an additional youth apartment within the HUD budget produces an on-going funding source that will be matched by pilot funds and subsequently Medicaid reimbursement dollars. Additionally, Centerstone will be leveraging the monthly stipend for overnight staff and utilities used.

All fiscal leveraging can be found in the attached budget.

LONG-TERM BENEFITS (200 words or less)

Explain how your program will have broad and long-lasting benefits for our community.

Stepping Stones transitional housing program outcomes include an overall reduction in the number of homeless youth in the South Central Indiana region, improved outcomes for youth identified as homeless (housing, education, mental and physical health, and financial resources), youth connected to mainstream resources, and youth assessed and placed in permanent housing through the private market or through housing assistance agencies. The addition of the staff apartment will provide a more secure environment for the residents in our program, creating an environment more conducive to life skills development and attainment of aforementioned outcomes. Additionally, the less time staff has to devote to procuring the replacement of furniture or dealing with costly bed bug treatments, the more time they are able to devote to providing a wide array of intensive supportive services to the residents.

OUTCOME INDICATORS (100 words or less)

Please either list or describe the outcome indicators you intend to use to measure the success of your project.

The ultimate outcome of a project (e.g., reduced hunger, homelessness or addiction rates) are often not readily observable within the Jack Hopkins funding period. For that reason, we are asking agencies to provide us with *outcome indicators*. In contrast to program activities (what you bought or did with grant funds) and the long-term impacts of a program (the lasting social change effected by your initiative), the data we seek are the short-term indicators used to measure the change your program has created during the period of your funding agreement. Where possible, this information should be expressed in quantitative terms.

Examples: an agency providing a service might cite to the number of persons with new or improved access to a service. If funds were used to meet a quality standard, the agency might report the number of people who no longer have access to a substandard service. An agency seeking to purchase equipment or to make a physical improvement might cite to the number of residents with new or improved access to a service or facility. If funds were used to meet a quality standard or to improve quality of a service or facility, an agency might report the number of people who have access to the improved service or facility

Services:

Available beds increased by 33% by end of grant year, serving at least three additional youth.

Furniture Warranty:

Butler guarantees its furniture up to 10 years.

Zero beds or couches will require replacement during this grant year, and their condition will be reported at close of grant.

Resident Satisfaction Survey:

Distributed to the residents bi-annually with questions regarding safety, security and staff response to after-hours issues.

80% of surveyed residents will feel safe and secure while in the program.

Staff apartment:

Having staff onsite will increase our total hours of coverage by 50%, providing coverage 24/7.

OTHER COMMENTS *(500 words or less)*

Use this space to provide other information you think the Committee would find useful. Any additional comments should supplement, not restate, information provided in the foregoing.

While Centerstone provides care coordination for individuals of all ages, Stepping Stones' transition to Centerstone represents our commitment to expanding access and services to our community's most vulnerable citizens- children and youth affected by homelessness, mental illness, addiction and trauma caused by parental abuse and/or neglect.

While our integration did provide much needed stability to Stepping Stones in the form of clinicians being able to provide billable services to Medicaid and other insurance providers, our coffers are not equipped to supply funds for expenses like furniture replacement and rent for an overnight staff apartment, which is why we seek funding for these types of expenses through fundraising and philanthropy, such as Jack Hopkins.

We understand that Centerstone seems like a very large organization with multiple funding streams. However, like all non-profit human service organizations, we operate on razor thin margins with minimal funds available for extra resources, as you can see on our attached audited financial statements. 100% of philanthropic funds raised go directly to support the work we do with and for our clients. By providing a one-time investment in furniture and the start-up funding for the overnight staff apartment, we can leverage your support to make the case to other donors for other expenses.

Note: Attached quote from Butler Human Services Furniture includes quotes for comparison items. Highlighted items in green are what we have decided to order. Additionally, installation fees will not be paid to Butler, as Centerstone Facilities Staff will be installing the furniture.

Centerstone - Stepping Stones 2017 Pilot Project Budget

<u>Expenses</u>	
Furniture - 12 bed frames & mattresses, 6 sofas, and 1 love seat	\$17,586
Rent for Overnight Staff Apartment - 12 months @\$600 per month	\$7,200
TOTAL (JHSS Request for Funding)	\$24,786
<u>Leverage</u>	
HUD Transitional Housing CoC Funds for four Resident Apartments	\$28,800
Centerstone Facilities staff furniture installation	\$450
In-kind donations of bedding and small furniture	\$2,340
Utilities for overnight staff apartment	\$1,680
Stipend for overnight staff	\$8,400
LEVERAGE TOTAL	\$41,670
TOTAL PROJECT COST	\$66,456
<u>Anticipated Revenue\ Sustainability plan</u>	
Projected Medicaid Reimbursement After the Initial 12 Month Pilot	\$27,987
TOTAL	\$27,987



Corporate Office
413-A Branchway Road
N. Chesterfield, VA 23236
PH: 877-852-0784
FX: 804-897-0053
sales@butlerhumanservices.com

Regional Sales Manager
Cory Bexfield
cbexfield@butlerhumanservices.com
(740) 908-3050

QUOTE

QUOTE #: 00009202
OFFER #: 1
DATE: 3/29/2017

Buyer:
CENTERSTONE INDIANA
Alysia Elwood
653 S Rogers

Bloomington, IN 47403

Tax Exempt#: 0001973630
alysia.elwood@centerstone.org

Ship To:
CENTERSTONE INDIANA
653 S Rogers
Bloomington, IN 47403

Alysia Elwood
(317) 408-8093
alysia.elwood@centerstone.org

TELEPHONE	FAX	CUSTOMER # / PO#	BUYING GROUP/CONTRACT	ORG. QUOTE DATE
(317) 408-8093		0003591/		3/20/2017

ITEM #	ITEM DESCRIPTION	QTY	UNIT PRICE	EXT. PRICE
6063-16	Bed with Springbase MASON TWIN BED:XL-HDBD- FOOTRAIL-W/SPRING BASE	12	368.5500	4,422.60
6062-16	Bed with sealed wood platform MASON TWIN BED:XL-HDBD- FOOTRAIL-W/SIDERAILS	12	276.2100	3,314.52
6603	TWIN XL SEALED BED PLATFORM 78 3/4" x 38 1/4"	12	91.5300	1,098.36
6685	Mattress TWIN XL 38X80 DUAL FIRM MATT (FOAM ENCSO) XP PLUS TB 129	12	244.6200	2,935.44
7091	Seating in F Grade Fabric/Vinyl 7091 RIO SOFA HUNTINGTON MAPLE LACQUER FINISH FABRIC/VINYL F N/A VENT TYPE TO BE DETERMINED WHEN FABRIC SEL.	5 +1	1500.1200	7,500.60 9,000.72
7092	Seating in F Grade Fabric/Vinyl 7092 RIO LOVESEAT HUNTINGTON MAPLE LACQUER FINISH FABRIC/VINYL F N/A VENT TYPE TO BE DETERMINED WHEN FABRIC SEL.	1	1236.8700	1,236.87
7091	Seating in C Grade Fabric/Vinyl 7091 RIO SOFA HUNTINGTON MAPLE LACQUER FINISH FABRIC/VINYL C N/A VENT TYPE TO BE DETERMINED WHEN FABRIC SEL.	5	1185.8400	5,929.20
7092	Seating in C Grade Fabric/Vinyl 7092 RIO LOVESEAT HUNTINGTON MAPLE LACQUER FINISH FABRIC/VINYL C N/A VENT TYPE TO BE DETERMINED WHEN FABRIC SEL.	1	986.5800	986.58

Net Order: **17,585.91**
Leveraged Installation: **27,424.17**
Tailgate Curbside Delivery - 53' Trailer Access Req'd.: **450.00**
Sales Tax: **877.53**
0.00

Order Total: **28,751.70**

This document serves to confirm the accuracy of your order and authorizes Butler Human Services to manufacture and deliver these items, and agrees to our terms of sale. Please read attached Terms of Sale and sign and date and fax ALL PAGES OF QUOTE to (804) 897-0053. This quote is valid for 30 days from quote date.





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PH: 877-852-0784
FX: 804-897-0053
sales@butlerhumanservices.com

Regional Sales Manager
Cory Bexfield
cbexfield@butlerhumanservices.com
(740) 908-3050

QUOTE

QUOTE #: 00009202
OFFER #: 1
DATE: 3/29/2017

Buyer:
CENTERSTONE INDIANA
Alysia Elwood
653 S Rogers

Bloomington, IN 47403

Tax Exempt#: 0001973630
alysia.elwood@centerstone.org

Ship To:
CENTERSTONE INDIANA
653 S Rogers
Bloomington, IN 47403

Alysia Elwood
(317) 408-8093
alysia.elwood@centerstone.org

TELEPHONE	FAX	CUSTOMER # / PO#	BUYING GROUP/CONTRACT	ORG. QUOTE DATE
(317) 408-8093		0003591/		3/20/2017

Terms of Sale

Postponed Delivery/Installation: Any order postponed 30 days or longer from the original estimated ship date listed on your order acknowledgement, without 60 days written notice will be subject to storage charges of \$300 per trailer/container per month and a onetime handling charge of \$360 per trailer/container. Any order postponed with less than 14 days notice will be subject to additional shipping, handling, and storage charges of up to \$1,000 per trailer/container per week. Payment will be due per the original terms. We will make every effort to reschedule postponed deliveries on customer's requested date. Due to other delivery commitments, we cannot guarantee delivery on the date you requested.

Delivery/Installation: Facilities must be ready to receive furniture. All construction must be complete before we can start delivery and installation. There must be free and clear easy access to the building where the furniture will be installed. Rooms, hallways, lobby, and entrance way must be empty and free and clear of all obstructions. All buildings with 3 or more floors must have working elevators free and clear of all obstructions and dedicated for the sole use of our installers during our installation. If upon arrival for delivery and installation, the conditions described in this paragraph are not met, Butler will not start the installation. Butler will charge customer any storage, additional labor, trucking, and expenses incurred due to the site not being ready to receive furniture as described in this paragraph.

Cancellations: No cancellations will be accepted after parts, fabrics, and or materials have been ordered for your order.

Returns: All returns must be pre authorized by Butler Woodcrafters. Returns will be subject to a restocking fee.

Payment Terms: Payment is due upon receipt of invoice.

Collection Costs: Customer agrees to pay all costs of collection, including reasonable attorney fees, collection fees and court costs in the event customer fails to pay any charges when due.

Warranty: Butler Woodcrafters, Inc. warranty is extended to the initial Purchaser for a 10 year period from the date of delivery. Proof of delivery is required for any claim. Butler Woodcrafters, Inc. (BWI) warrants that its manufactured products are free of defects in material and workmanship. Fully upholstered products: Fabric manufacturer warranty will apply for selected fabric. Foam is warranted to be free from defects in materials and workmanship for one (1) year. Wooden frames are guaranteed for a period of 10 years. The tempered steel mainframe deck is covered for one (1) year. Mattresses are not manufactured by BWI and therefore are covered by the manufacturer's standard warranty. Under no circumstances shall BWI be liable for incidental or consequential damages Please see Butler Woodcrafters Warranty Statement for additional information.

Deposits: A 50% deposit is required with the order for: COM fabrics, modifications of standard items, custom items, and any non-standard item.

COM and Special Ordered Fabric: All COM and Special Order fabrics carry no warranty from Butler Woodcrafters, Inc. No changes or cancellations accepted after fabric ordered. Butler Woodcrafters cannot control COM and Special Order fabric vendors' deliver therefore delivery dates will be quoted once fabric is received.

This quote is valid for 30 days from quote date.

Order Acknowledgement: Any changes to this order must be received by Butler Woodcrafters in writing within 3 business days of receipt of original signed quote/order. No changes or cancellations will be accepted after BWI has ordered parts, fabrics, materials, etc. for your order. If you do not receive an order acknowledgement within 10 days, contact BWI immediately as your order may not be placed.

Designate Contact to Receive Order Acknowledgement (CHOOSE ONE ONLY):

☒ Email: alysia.elwood@centerstone.org

☐ Fax: _____

☐ Mailing Address: _____

645 S. Rogers St.
Bloomington, IN 47403

x Alysia Elwood

Please sign and date above and fax ALL PAGES OF QUOTE to 804-897-0053 along with a copy of your tax exempt form.



CENTERSTONE

CENTERSTONE OF INDIANA, INC.

CONSOLIDATED FINANCIAL STATEMENTS

AND

SUPPLEMENTARY INFORMATION

JUNE 30, 2016 AND 2015

CENTERSTONE OF INDIANA, INC.

TABLE OF CONTENTS JUNE 30, 2016 AND 2015

	Page
Report of Independent Auditors	1
Financial Statements	
Consolidated Statements of Financial Position	4
Consolidated Statements of Activities and Changes in Net Assets	5
Consolidated Statements of Cash Flows	7
Notes to Consolidated Financial Statements	8
Supplementary Information	
Consolidating Statement of Financial Position – June 30, 2016	34
Consolidating Statement of Activities and Changes in Net Assets – Year Ended June 30, 2016	35
Consolidating Statement of Financial Position – June 30, 2015	37
Consolidating Statement of Activities and Changes in Net Assets – Year Ended June 30, 2015	38
Schedule of Expenditures of Federal Awards – Year Ended June 30, 2016.....	40
Schedule of Expenditures of State and Local Awards – Year Ended June 30, 2016.....	42
Report of Independent Auditors on Internal Control Over Financial Reporting and on Compliance and Other Matters Based on an Audit of Financial Statements Performed in Accordance with <i>Government Auditing Standards</i>	43
Report of Independent Auditors on Compliance with Requirements That Could Have a Direct and Material Effect on Each Major Program and on Internal Control over Compliance Required by OMB the Uniform Guidance	45
Schedule of Findings and Questioned Costs – Year Ended June 30, 2016.....	48

REPORT OF INDEPENDENT AUDITORS

Board of Directors
Centerstone of America, Inc.
Nashville, Tennessee

Report on the Consolidated Financial Statements

We have audited the accompanying consolidated financial statements of Centerstone of Indiana, Inc. and its subsidiaries (the Center), which comprise the consolidated statements of financial position as of June 30, 2016 and 2015, and the related consolidated statements of activities and changes in net assets, and cash flows for the years then ended, and the related notes to the consolidated financial statements.

Management's Responsibility for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We did not audit the financial statements of Independent Living Alternatives, Inc. d/b/a Cumberland Apartments and Centerstone Supportive Housing, LLC d/b/a Redwood Terrace included in the consolidated statements, whose statements reflect total assets of approximately \$8,658,000 and \$8,887,000 as of June 30, 2016 and 2015, and total revenues of approximately \$987,000 and \$996,000 for the years then ended. Those statements were audited by other auditors, whose reports have been furnished to us, and our opinion, insofar as it relates to the amounts included for those identified, is based solely on the reports of the other auditors. We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General in the United States and Guidelines for Examination of Entities Receiving Financial Assistance from Governmental Sources, issued by the Indiana State Board of Accounts. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, based on our audits and the reports of the other auditors, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of the Center as of June 30, 2016 and 2015, and the changes in their net assets and their cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Emphasis of Matter

As explained in Note 1 to the consolidated financial statements, the Center is part of an affiliated group of entities. The Center is included in the reporting entity, Centerstone of America, and these consolidated financial statements include only the financial position, changes in net assets and cash flows of the Center. Our opinion is not modified with respect to this matter.

Report on Supplementary Information

Our audits were conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The supplementary information listed in the table of contents is presented for purposes of additional analysis and is not a required part of the consolidated financial statements. The consolidating information on pages 34 through 39 is presented for purposes of additional analysis rather than to present the financial position, results of operations, and cash flows of the individual companies. The accompanying schedule of expenditures of federal awards, as required by Title 2 U.S. *Code of Federal Regulations* (CFR) Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* is presented for purposes of additional analysis and is also not a required part of the consolidated financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the consolidated financial statements. The information has been subjected to the auditing procedures applied in the audits of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, which insofar as it relates to the financial statements audited by other auditors is based on the reports of the other auditors, the information is fairly stated, in all material respects, in relation to the consolidated financial statements as a whole.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated November 29, 2016 on our consideration of the Center's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Center's internal control over financial reporting and compliance.

Blue & Co., LLC

Indianapolis, Indiana
November 29, 2016

ASSETS		
	2016	2015
Current assets		
Cash and cash equivalents	\$ 7,239,298	\$ 13,381,620
Accounts receivable, net	4,387,730	1,594,892
Other receivables	4,333,093	4,011,794
Due from affiliated entities	4,093,859	2,998,879
Unconditional promises to give, net	225,280	372,818
Prepaid expenses and other current assets	154,778	143,285
Total current assets	20,434,038	22,503,288
Property and equipment, net	24,223,026	25,678,212
Other assets	88,184	58,643
Unconditional promises to give, net	81,840	207,572
Beneficial interest	1,230,716	1,324,448
Assets whose use is limited	8,217,164	8,454,979
Total assets	\$ 54,274,968	\$ 58,227,142
LIABILITIES AND NET ASSETS		
Current liabilities		
Current portion of long term debt	\$ 950,248	\$ 945,638
Accounts payable and accrued expenses	765,280	876,391
Estimated third party settlements	1,009,193	1,518,845
Due to affiliated entities	3,061	1,104,935
Accrued payroll, benefits and taxes	4,250,806	4,200,099
Total current liabilities	6,978,588	8,645,908
Long term debt		
Revenue bonds, net of current portion	2,384,494	2,806,974
Other long term debt, net of current portion	6,950,632	7,477,337
Total long term debt	9,335,126	10,284,311
Other liabilities	401,000	401,000
Agency liabilities	35,953	255,286
Total liabilities	16,750,667	19,586,505
Total net assets		
Unrestricted	29,699,319	31,240,113
Temporarily restricted	2,179,875	1,755,417
Permanently restricted	5,645,107	5,645,107
Total net assets	37,524,301	38,640,637
Total liabilities and net assets	\$ 54,274,968	\$ 58,227,142

	2016	2015
Revenue, gains and other support		
Net client service revenue	\$ 30,999,155	\$ 29,800,489
Less provision for bad debts	1,839,506	1,033,658
Net client service revenue less provision for bad debts	29,159,649	28,766,831
Public support	24,325,517	23,995,637
Other	4,669,251	4,474,918
Net assets released from restrictions	1,113,491	622,291
Total revenue and other support	59,267,908	57,859,677
Expenses		
Salary and fringe benefits	39,258,320	35,664,077
Telephone	846,373	804,564
Travel	2,220,081	2,038,902
Drugs and supplies	1,014,747	973,077
Contracted services	1,438,675	1,312,109
Purchased services	516,209	399,727
Utilities	700,029	756,732
Repairs and maintenance	773,078	809,270
Affiliated management fees	7,315,558	7,330,058
Rents and leases	2,016,831	1,843,608
Depreciation and amortization	1,267,388	1,313,870
Insurance	398,470	429,634
Interest	138,400	190,580
Miscellaneous	1,532,964	733,950
Total expenses	59,437,123	54,600,158
Operating gain (loss)	\$ (169,215)	\$ 3,259,519

	2016	2015
Nonoperating revenues (expenses)		
Foundation related expenses	\$ (723,406)	\$ (437,386)
Contributions and pledges	484,827	565,493
Other	266,767	185,963
Interest and dividends	133,985	130,357
Realized gain (loss) on investments	(143,257)	1,031,741
Unrealized loss on investments	(209,234)	(967,927)
Total nonoperating revenues and expenses	(190,318)	508,241
Excess of revenue over (under) expenses	(359,533)	3,767,760
Other changes in unrestricted net assets		
Contributions to supported entities	(1,416,788)	(1,393,469)
Net assets released from restriction	303,297	771,178
Equity transfer with Centerstone of America	(67,770)	-0-
Change in unrestricted net assets	(1,540,794)	3,145,469
Temporarily restricted net assets		
Contributions and pledges	1,934,978	1,760,253
Net assets released from restrictions	(1,416,788)	(1,393,469)
Equity transfer with Centerstone of Illinois	-0-	52,570
Change in beneficial interest	(93,732)	(55,368)
Change in temporarily restricted net assets	424,458	363,986
Change in net assets	(1,116,336)	3,509,455
Net assets, beginning of year	38,640,637	35,131,182
Net assets, end of year	\$ 37,524,301	\$ 38,640,637

	2016	2015
Operating activities		
Change in net assets	\$ (1,116,336)	\$ 3,509,455
Adjustments to reconcile change in net assets to net cash flows from operating activities		
Gain on disposal of assets	(60,005)	(4,000)
Public support - debt forgiveness	(499,083)	(499,083)
Depreciation and amortization	1,267,388	1,313,870
Unrealized gain on derivative	-0-	(34,303)
Bad debt	1,839,506	1,033,658
Unrealized loss on investments	209,234	967,927
Realized (gain) loss on sale of investments	143,257	(1,031,741)
Change in beneficial Interest	93,732	55,368
Provisions for uncollectible and discount to net present value on promises to give	40,889	(14,213)
Restricted contributions and pledges	(1,934,978)	(1,760,253)
Changes in operating assets and liabilities		
Accounts receivable, net	(4,632,344)	(526,820)
Due to/from affiliates	(964,227)	(1,782,461)
Other receivables	(321,299)	(825,259)
Unconditional promises to give, net	266,017	379,490
Prepaid expenses and other current assets	(11,493)	168
Accounts payable and accrued expenses	(111,111)	(212,816)
Estimated third party settlements	(509,652)	271,028
Accrued payroll, benefits and taxes	50,707	745,200
Other liabilities	-0-	(16,000)
Net cash flows from operating activities	(6,249,798)	1,569,215
Investing activities		
Purchase of property and equipment	(1,111,403)	(1,315,614)
Proceeds from the sale of property and equipment	131,172	4,000
Proceeds from the sale or maturity of investments	2,852,977	5,371,769
Purchases of investments	(2,967,653)	(5,376,190)
Change in agency liabilities	(219,333)	13,068
Net cash flows from investing activities	(1,314,240)	(1,302,967)
Financing activities		
Restricted contributions and pledges	1,934,978	1,760,253
Proceeds on long term debt	-0-	1,625,000
Principal payments on long term debt	(445,492)	(1,882,214)
Equity transfer with Centerstone of America	(67,770)	-0-
Net cash flows from financing activities	1,421,716	1,503,039
Net change in cash and cash equivalents	(6,142,322)	1,769,287
Cash and cash equivalents, beginning of year	13,381,620	11,612,333
Cash and cash equivalents, end of year	<u>\$ 7,239,298</u>	<u>\$ 13,381,620</u>
Supplemental cash flows information		
Cash paid for interest	<u>\$ 138,400</u>	<u>\$ 190,580</u>
Noncash financing activities		
Indiana Housing and Community Development Authority debt forgiveness	<u>\$ 499,083</u>	<u>\$ 499,083</u>
Noncash investing activities		
Property and equipment included in accounts payable	\$ -0-	\$ 2,000
Net property transfers to/from affiliated entities	\$ 1,232,627	\$ -0-

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Organization

Centerstone of Indiana, Inc. (the Center) was incorporated as a not-for-profit organization in June 1967 under the laws of the State of Indiana and commenced operations in August 1968. The Center is responsible for the establishment, operation and maintenance of a comprehensive mental health center which focuses on the treatment and prevention of mental illness and emotional disturbances of individuals. These services are provided to children and adults upon application or referral. The Center employs qualified psychiatrists, psychologists, social workers and others to consult with and treat individuals using the facilities of the Center. These services are currently delivered through community clinics located throughout many counties in Indiana and include outpatient care, consultation, screening, 24-hour emergency services, community education, a detoxification program with inpatient treatment and residential services to area residents. The Center received a majority of its revenue from client services and federal, state and county grants.

Principles of Consolidation

The consolidated financial statements include the accounts of Centerstone of Indiana, Inc., Centerstone Foundation, Inc. (the Foundation), Johnson Nichols, Inc., Independent Living Alternatives, Inc. (Cumberland), and Centerstone Supportive Housing, LLC d/b/a Redwood Terrace (Supportive Housing).

The Center is the sole member of the Foundation. The Foundation is a not-for-profit organization that receives contribution and support for the affiliated entities of Centerstone of America, Inc. The Foundation received an equity transfer from Centerstone Endowment Trust, an affiliate presented within Centerstone of Tennessee, Inc., in the form of permanently restricted, temporarily restricted, and unrestricted net assets during 2013. In addition, the Foundation received oversight and agency duties from Centerstone of Illinois, Inc. during 2015.

Johnson Nichols Health Clinic, Inc. (Johnson Nichols, Inc.) is a health clinic located in Indiana in which Centerstone of Indiana, Inc. pays the salaries generated at Johnson Nichols, Inc. and is reimbursed accordingly. During 2016, the Center became sole member of Johnson Nichols, Inc. as its communities served aligned with the Center's operations. Previously, Johnson Nichols was reported within Centerstone of America, Inc. As of June 30, 2015, Johnson Nichols, Inc. had assets, liabilities, and net assets of approximately \$88,000, \$156,000, and \$(68,000), respectively. A related equity transfer of approximately \$(68,000) was recorded within the year ending June 30, 2016. All material intercompany accounts and transactions have been eliminated.

Supportive Housing was incorporated in the State of Indiana and may conduct any and all lawful business and activities as long as they are consistent with the charitable purposes or status of the sole member, Centerstone of Indiana, Inc. Supportive Housing was formed to develop, own and operate a 60-unit affordable housing rental project (Project) and participates in the 1602 Tax Credit Exchange Program mortgage administered through the Indiana Housing Community Development Authority.

Cumberland was incorporated to construct, own and operate a 21-unit apartment community in Richmond, Indiana, known as Cumberland Apartments. They have entered into the standard Federal Housing Administration (FHA) regulatory agreements governing the operation of the apartment project with the FHA Section of the Department of Housing and Urban Development (HUD).

Cumberland and Supporting Housing are consolidated as the Center is the sole corporate member.

All material intercompany accounts and transactions have been eliminated.

Use of Estimates

The preparation of consolidated financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenues, expenses, gains, losses and other changes in net assets during the reporting period. Actual results could differ from those estimates.

Significant estimates sensitive to change in the near term include the allowance on accounts receivable, contractual allowances, estimated third party settlements, and self-insurance for employee health claims incurred but not reported.

Basis of Presentation

Financial statement presentation follows the recommendations outlined in the Financial Accounting Standards Board Accounting Standards Codification (FASB ASC) for Non-Profit Entities.

Net Asset Classifications

A summary of the net asset categories included in the accompanying consolidated financial statements is as follows:

Unrestricted Net Assets

Unrestricted net assets are resources available to support operations. The only limits on the use of unrestricted net assets are the broad limits resulting from the nature of the Center, the environment in which it operates, the purposes specified in its corporate documents and its application for tax-exempt status, and any limits resulting from contractual agreements with creditors and others that are entered into in the course of its operations.

Temporarily Restricted Net Assets

Net assets subject to donor-imposed restrictions that may or will be met either by action of the Center and/or the passage of time. In addition, unrestricted earnings on donor restricted endowment funds are considered to be time restricted and are classified as temporarily restricted until those amounts are appropriated for expenditure. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statements of activities and changes in net assets as net assets released from restrictions. The Center's temporarily restricted net assets consist of contributions and pledges received by Centerstone Foundation, Inc.

Permanently Restricted Net Assets

Net assets subject to donor-imposed restrictions that neither expire by the passage of time nor can be fulfilled or otherwise removed by actions of the Center. Included in this classification are endowment funds, which are subject to the restrictions of gift instruments requiring that the principal be maintained in perpetuity, and invested for the purpose of producing present and future income.

Affiliated Entities and Related Parties

The Center is part of an affiliated group of entities. The Center is included in the reporting entity, Centerstone of America (Parent), and these consolidated financial statements include only the financial position, changes in net assets and cash flows of the Center and its subsidiaries.

The Parent is the holding company and sole corporate member of the Center. Centerstone of America has the following additional entities under common control: Centerstone Military Services, Inc., Centerstone of Tennessee Inc., Centerstone of Illinois, Inc., Centerstone Research Institute, Inc. and Centerstone of Florida, Inc.

Centerstone Military Services, Inc. provides counseling services to returning members of the armed forces. Centerstone Military Services, Inc. is a Sister Center of the Center.

Centerstone of Tennessee, Inc. is a community mental health center with locations in various counties in Tennessee. Included within Centerstone of Tennessee, Inc. are its subsidiaries which include Advantage Behavioral Health and Cumberland Holding Corp. Centerstone of Tennessee, Inc. is a Sister Center of the Center. Advantage Behavioral Health is a not-for-profit organization that provides administrative services and support to behavioral health organizations.

Centerstone of Illinois, Inc. is a not-for-profit community mental health center with locations in various counties in Illinois. Included within Centerstone of Illinois, Inc. are its subsidiaries, WellSpring Resources, Franklin-Williamson Properties, Inc. and F-W Residential Properties, Inc. Centerstone of Illinois, Inc. is a Sister Center of the Center. WellSpring Resources is a not-for-profit community mental health center with locations in Illinois. Franklin-Williamson Properties, Inc. and F-W Residential Properties, Inc. are organizations designed to lease and manage properties for Centerstone of Illinois, Inc.

Centerstone Research Institute, Inc. is a research, benchmarking and information technology consulting center dedicated to improving health care delivery through the marriage of research and information technology. Centerstone Research Institute, Inc. is a Sister Center of the Center.

Centerstone of Florida, Inc. is a not-for-profit community mental health center with locations in various counties in Florida.

The Center is a management agent and sponsor of six multifamily residential apartments and two supervised living group homes for the mentally ill. The associated not-for-profit entities are related parties to the Center and are not consolidated within the accompanying financial statements.

Red Oak Industries, Inc. (Red Oak) is a not-for-profit organization that provides cleaning services. Certain members of management serve on the board of directors for Red Oak and as such it is a related party to the Center. It is not consolidated within the accompanying financial statements.

Cash and Cash Equivalents

For purposes of reporting cash flows, the Center considers all liquid investments with an original maturity of three months or less to be cash equivalents. The Center maintains these deposits with banks. At times, these deposits may exceed federally insured limits. The Center believes it is not exposed to any significant credit risk on cash and cash equivalents.

Assets Whose Use Is Limited

Assets whose use is limited consists of funds that have been designated by the board to be used to acquire buildings, property and equipment, funds held by the trustee for debt service, and donor restricted funds.

The fair value of the related assets whose use is limited set aside for debt service as of June 30, 2016 and 2015 was approximately \$201,000 and \$214,000, respectively. The funds consist of cash, common stocks, mutual funds and exchange traded funds.

During fiscal year 2013, the Foundation received trust assets from Centerstone Endowment Trust through an equity transfer, to provide oversight functions after receiving approval from the Tennessee Attorney General. The fair value of the related assets whose use is limited as of June 30, 2016 and 2015 was approximately \$8,016,000 and \$8,241,000, respectively.

The underlying net assets consist of a portion of unrestricted net assets, which are board designated for future capital projects, temporarily restricted net assets, and permanently restricted net assets.

Unconditional Promises to Give

Contributions are recognized when the donor makes a promise to give to the Center that is, in substance, unconditional. Contributions that are restricted by the donor are reported as increases in unrestricted net assets if the restrictions expire in the fiscal year in which the contributions are recognized. All other donor-restricted contributions are reported as increases in temporarily restricted net assets depending on the nature of the restrictions. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets.

The Center uses the allowance method to determine uncollectible promises receivable. The allowance is based on prior years' experience and management's analysis of specific promises made.

Donor Support

The Center reports gifts of land, buildings, and equipment as unrestricted support unless explicit donor stipulations specify how the donated assets must be used. Gifts of long-lived assets with explicit restrictions that specify how the assets are to be used and gifts of cash or other assets that must be used to acquire long-lived assets are reported as restricted support.

Absent explicit donor stipulations regarding how long those long-lived assets must be maintained, the Center reports expirations of donor restrictions when the donated or acquired long-lived assets are placed in service, as instructed by the donor. The Center reclassifies temporarily restricted net assets to unrestricted net assets at that time.

Other Receivables

The Center has recorded receivables from federal and state agencies related to grants under contract. The Center expects full collection of these receivables.

Investments and Investment Income

Investments in equity securities and debt securities are measured at fair value in the consolidated statements of financial position. Fair values are based on quoted market prices, if available, or estimated using quoted market prices for similar securities.

Unrealized and realized gains and losses on investments, interest, and dividends from all investments are reported as a component of the performance indicator unless the income is restricted by donor or law.

Performance Indicator and Operating Indicator

The consolidated statements of activities and changes in net assets include a performance indicator, excess of revenue over (under) expenses. Changes in unrestricted net assets which would be excluded from the performance indicator, consistent with industry practice, include net assets released from restriction for long-lived assets, contributions to supported entities and equity transfers. The consolidated statements of activities and changes in net assets also include an operating indicator, operating gain (loss). Certain nonoperating items are excluded from the operating indicator including Centerstone Foundation, Inc. expenses, contributions and pledges, other income, interest and dividends, investment income, realized gain (loss) on investments, and unrealized gain (loss) on investments.

Advertising Costs

The Center uses advertising to promote its programs and services among the clients it serves. The advertising costs are expensed as incurred. Advertising costs totaled approximately \$139,000 and \$141,000 for June 30, 2016 and 2015, respectively, and recognized as miscellaneous expense within the consolidated statements of activities and changes in net assets.

Property and Equipment

Expenditures for property and equipment and items which substantially increase the useful lives of existing assets are capitalized at cost. The Center provides for depreciation on the straight-line method at rates designed to depreciate the costs of assets over estimated useful lives as follows:

	<u>Years</u>
Furniture and equipment	3-10
Buildings	18-30
Building and land improvements	5-20

Gifts of long-lived assets such as land, buildings, or equipment are reported as unrestricted support, and are excluded from the performance indicator, unless explicit donor stipulations specify how the donated assets must be used. Gifts of long-lived assets with explicit restrictions that specify how the assets are to be used and gifts of cash or other assets that must be used to acquire long-lived assets are reported as restricted support. Absent explicit donor stipulations about how long those long-lived assets must be maintained; expirations of donor restrictions are reported when the donated or acquired long-lived assets are placed in service.

Net Client Service Revenue and Accounts Receivable

The Center recognizes net patient service revenues on the accrual basis of accounting in the reporting period in which services are performed based on the current gross charge structure, less actual adjustments and estimated discounts for contractual allowances, principally for patients covered by Medicare, Medicaid, and managed care and other health plans. Gross patient service revenue is recorded in the accounting records using the established rates for the type of service provided to the patient. The Center recognizes an estimated contractual allowance to reduce gross patient charges to the estimated net realizable amount for services rendered based upon previously agreed-to rates with a payor. The Center utilizes the patient accounting system to calculate contractual allowances on a payor-by-payor basis based on the rates in effect for each primary third-party payor. The management of the Center continually reviews the contractual estimation process to consider and incorporate updates to laws and regulations and the frequent changes in managed care contractual terms that result from contract renegotiations and renewals.

Payors include federal and state agencies, including Medicare and Medicaid, managed care health plans, commercial insurance companies, employers, and patients. These third-party payors provide payments to the Center at amounts different from its established rates based on negotiated reimbursement agreements. Payment arrangements include prospectively determined rates per discharge, reimbursed costs, discounted charges, and fee schedule payments. Retroactive adjustments under reimbursement agreements with third-party payors are accrued on an estimated basis in the period the related services are rendered and adjusted in future periods as final settlements are determined.

Given the current regulatory and reimbursement environment, there can be no assurances that adequate reimbursement levels will continue to be available for the services provided by the Center. Significant limits on the scope of services reimbursed and on reimbursement rates and fees could have a material adverse effect on the Center's liquidity, financial condition, results of operations, and cash flows.

Included in net patient service revenue are reimbursements from Medicare, Medicaid, Commercial payors and self-pay patients. As part of the Medicaid program, the Center participates in the Medicaid Rehabilitation Option (MRO). The MRO program includes a Federal portion and a State portion. As part of the State plan, the Center pays the State portion.

Laws and regulations governing the Medicare and Medicaid programs are extremely complex and subject to interpretation. As a result, there is at least a reasonable possibility that recorded estimates will change by a material amount in the near term.

Allowance for Doubtful Accounts

Patient accounts receivable are reduced by an allowance for doubtful accounts based on the Center's evaluation of its major payor sources of revenue, the aging of the accounts, historical losses, current economic conditions, and other factors unique to its service area and the healthcare industry. Management regularly reviews data about the major payor sources of revenue in evaluating the sufficiency of the allowance for uncollectible accounts. For receivables associated with services provided to patients who have third-party coverage, the Center analyzes contractually due amounts and provides an allowance for uncollectible accounts and a provision for bad debts, if necessary. For receivables associated with self-pay payments, which includes both patients without insurance and patients with deductible and copayment balances due for which third-party coverage exists for part of the bill, the Center records a significant provision for bad debts in the period of service on the basis of its past experience, which indicates that many patients are unable or unwilling to pay the portion of their bill for which they are financially responsible. The difference between the standard rates (or the discounted rates if negotiated) and the amounts actually collected after all reasonable collection efforts have been exhausted is charged off against the allowance for doubtful accounts.

For the years ended June 30, 2016 and 2015, the Center estimates an allowance for doubtful accounts based on an evaluation of historical adjustments and losses, current economic conditions and factors unique to payor situations. The allowance methodology was generally consistent between years. The Center's allowance for doubtful accounts as of June 30, 2016 and 2015 were approximately \$1,327,000 and \$1,586,000, respectively. This decrease of approximately \$259,000 relates to a change in the charging structure made during the current year, corresponding to the change in billing systems.

Charity Care

The Center provides care to patients who meet certain criteria under its charity care policy without charge or at amounts less than its established rates. The charity care amounts are not reported as net client service revenue as the Center does not pursue collection. Amounts for foregone charges related to charity care were approximately \$1,980,000 and \$2,150,000 as of June 30, 2016 and 2015, respectively.

Of the Center's total operating expenses reported, an estimated \$1,340,000 and \$2,140,000 arose from providing services to charity patients during the years ended June 30, 2016 and 2015, respectively. The estimated costs of providing charity services are based on a calculation which applies a ratio of costs to charges to the gross uncompensated charges associated with providing care to charity patients. The ratio of cost to charges is calculated based on the Center's total expenses divided by gross patient service revenue.

Medicaid Funds Recovery

The Center participates in the Medicaid Funds Recovery Program. Funding for the Medicaid Funds Recovery Program is available through the Medicaid Program for certain administrative activities. Funding under the Medicaid Funds Recovery Program is available only to those providers who are certified as Managed Care Providers or Community Mental Health Centers by the Division of Mental Health and Addiction.

Public Support

The Center receives federal and state grants for providing services in specific program areas. Receipt of these funds is subject to the fulfillment of certain obligations by the Center as prescribed by these programs and funds may be subject to repayment upon a determination of noncompliance made by a funding agency.

Indiana state law stipulates that the counties served by comprehensive community mental health centers provide the centers with a minimum designated amount. Tax receipts are designated to be remitted to the centers by June and December of each year. The Center recognizes the county tax receipts as income in the period the funds are due from the counties. Accordingly, amounts are recorded as other receivables or deferred revenue based upon the timing of the actual receipts.

The Center receives federal, state and other grants for providing services in specific program areas. Receipt of these funds is subject to the fulfillment of certain obligations by the Center as prescribed by these programs and funds may be subject to repayment upon a determination of noncompliance made by a funding agency. These amounts are also recorded as public support. Any amounts due to the Center for these funds and programs are included in other receivables in the statements of financial position.

The Center derives a significant portion of its revenue from third-party payors and federal and state funding programs. The receipt of future revenues by the Center is subject to among other factors, Federal and state policies affecting the health care industry, economic conditions that may include an inability to control expenses in periods of inflation, increased competition, market pressures on premium rates and other conditions which are impossible to predict.

Contributions to Supported Entities

The Foundation sends contribution support to affiliated entities to help further the mission of those organizations. Amounts will be eliminated upon consolidation of these financial statements.

Estimated Third Party Settlements

Estimated third party liabilities for Medicare, Medicaid, Medicaid Rehabilitation Option (MRO), grants and other programs reflect the difference between interim reimbursement and reimbursement as determined by contractual agreements and third-party audits. Based upon payments received from Medicare, Medicaid, MRO, grants and other programs, the Center has estimated and recorded an approximate liability of \$1,009,000 and \$1,519,000 as of June 30, 2016 and 2015, respectively.

Agency Liabilities

The Foundation serves as an agent, primarily on behalf of Centerstone of Tennessee, Inc., Centerstone Research Institute, Inc. and Centerstone of Illinois, Inc. for certain donor restricted and board designated funds which were transferred during 2011 and 2015. The Foundation transfers assets to these related parties in accordance with the stipulated donor restrictions and board designations.

Other Liabilities

Other liabilities relate to deferred revenue from project development fees which are being recognized as earned based on an approved contract with the Indiana Housing Community Development Authority.

Federal and State Income Taxes

The Center and its subsidiaries, except for Supportive Housing, are organized as a not-for-profit center under Section 501(c)(3) of the United States Internal Revenue Code. The exemption is on all income except unrelated business income as noted under Section 511 of the Internal Revenue Code. Internal Revenue Code Section 513(a) defines an unrelated trade or business of an exempt organization as any trade or business which is not substantially related to the exercise or performance of its exempt purpose.

Supportive Housing is organized as a limited liability company, whereby net taxable income is taxed directly to the members and not Supportive Housing. Accordingly, no current or deferred provision for income taxes was made for 2016 and 2015. As such, these organizations are generally exempt from income taxes. However, the Center and its subsidiaries are required to file Federal Form 990 – Return of Organization Exempt from Income Tax which is an informational return only.

Accounting principles generally accepted in the United States of America require management to evaluate tax positions taken by the Center and recognize a tax liability if it is more likely than not that an uncertain tax position would not be sustained upon examination by various federal and state taxing authorities.

Management has analyzed the tax positions taken by the Center and has concluded that as of June 30, 2016 and 2015, there are no uncertain positions taken or expected to be taken that would require recognition of a liability or disclosure in the accompanying financial statements. The Center is subject to routine audits by taxing jurisdictions; however, there are currently no audits for any tax periods in progress.

The Center and its subsidiaries filed the federal and state income tax returns for periods through June 30, 2015. These income tax returns are generally open to examination by the relevant taxing authorities for a period of three years from the later of the date the return was filed or its due date (including approved extensions).

Reclassifications

Certain information from 2015 has been reclassified to conform to the current year presentation. There is no effect on the consolidated change in net assets as a result of these reclassifications.

Subsequent Events

The Center evaluated events or transactions occurring subsequent to the consolidated statement of financial position date for recognition and disclosure in the accompanying consolidated financial statements through the date the consolidated financial statements are issued which is November 29, 2016.

Recently Issued Accounting Standards

On May 28, 2014, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) No. 2014-09, *Revenue from Contracts with Customers (Topic 606)*. The core principle of this new guidance is that “an entity should recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services”. On August 12, 2015, the FASB further amended this guidance and issued ASU 2015-14, *Revenue from Contracts with Customers (Topic 606)*, which deferred the effective date for all entities by one year. These new standards, which the Center is not required to adopt until its fiscal year ending June 30, 2019, deal with the timing of reporting revenues from contracts with customers, and disclosures related thereto.

In April 2015, the FASB issued ASU 2015-03, *Interest – Imputation of Interest (Topic 835)*, was issued to simplify the presentation of debt issuance costs. After the implementation of this ASU, debt issuance costs will be required to be presented as a direct deduction of the debt liability with the related amortization reported as interest expense. This treatment is similar to that of a bond discount or bond premium. This ASU is effective for the Center’s year ending June 30, 2017.

On February 25, 2016, the FASB issued ASU No. 2016-02, *Leases (Topic 842)*. This new standard, which the Center is not required to adopt until its fiscal year ending June 30, 2020, is intended to improve financial reporting about leasing transactions by requiring entities that lease assets to recognize on their statement of financial position the assets and liabilities for the rights and obligations created by those leases, and to provide additional disclosures regarding the leases. Leases with terms (as defined in the ASU) of twelve months or less are not required to be reflected on an entity’s statement of financial position.

On August 18, 2016, the Financial Accounting Standards Board (FASB) issued an Accounting Standards Update (ASU) No. 2016-14 *Presentation of Financial Statements of Not-for-Profit Entities (Topic 958)* that amends how a not-for-profit organization classifies its net assets, as well as the information it presents in financial statements and notes about its liquidity, financial performance, and cash flows. This new standard, which the Center is not required to adopt until its year ending June 30, 2019, requires improved presentation and disclosures to help not-for-profits provide more relevant information about their resources (and the changes in those resources) to donors, grantors, creditors, and other users. This ASU completes the first phase of a two phase project to amend not-for-profit financial reporting requirements.

The Center is presently evaluating the effects that these ASUs will have on its future financial statements, including related disclosures.

2. AFFILIATED ENTITIES AND RELATED PARTY TRANSACTIONS

The Center entered into certain working capital, administrative and general transactions with its Parent and Sister Centers as are disclosed in Note 1. The Center has recorded a net related party receivable of approximately \$4,094,000 and \$2,999,000 as of June 30, 2016 and 2015, respectively. For the years ended June 30, 2016 and 2015, the Center incurred affiliated management fees of approximately \$7,316,000 and \$7,330,000, respectively, for services provided by its Parent. For the years ended June 30, 2016 and 2015, the Center incurred malpractice and liability insurance coverage of approximately \$377,000 and \$403,000, respectively, which is paid by the Parent and then reimbursed by the Center.

The Foundation is a supporting organization to the affiliated entities. The associated balance in the related agency liability as of June 30, 2016 and 2015 is approximately \$36,000 and \$255,000, respectively. The Foundation has a related party payable in the amount of approximately \$3,000 and \$1,105,000 as of June 30, 2016 and 2015, respectively. During 2016 and 2015, the Foundation contributed approximately \$1,803,000 and \$1,393,000, respectively, to supported entities. For the years ended June 30, 2016 and 2015, the Foundation received affiliated management fees in the amounts of approximately \$100,000 and \$43,000, respectively, for services provided to its affiliates. This revenue is included within other nonoperating revenue and expenses within the consolidated statement of activities and changes in net assets.

The Center is a management agent and sponsor of six multifamily residential apartments and two supervised living group homes for the mentally ill. Each of these eight communities is a separate not-for-profit center. Management revenue of approximately \$26,000 and \$42,000 was recorded during June 30, 2016 and 2015, respectively.

The Center contracts with Red Oak Industries to provide cleaning services and has recorded associated fees in the approximate amount of \$412,000 and \$415,000 during June 30, 2016 and 2015, respectively. The Center has recorded a related, immaterial receivable as of June 30, 2016 and 2015, respectively, which is included in other receivables in the accompanying consolidated financial statements.

3. BENEFICIAL INTEREST

During the fiscal year ending June 30, 2005, Centerstone of Tennessee, Inc. (Tennessee) transferred \$1,000,000 to the Community Foundation of Middle Tennessee (Community Foundation) to establish an investment in an Agency Endowment Fund that specifies Tennessee as the beneficiary. On July 1, 2012, Tennessee transferred the Agency Endowment Fund to Centerstone Foundation, Inc. for additional oversight function. Tennessee remains the trustee of the beneficial interest in the Community Foundation of Middle Tennessee subsequent to the transfer. The intended use of the Agency Endowment Fund is to support Tennessee's mission of serving the needy. Variance power has been granted to the Community Foundation to make distributions from the fund in accordance with the Community Foundation's Articles of Incorporation and in accordance with Tennessee's expressed intent. Tennessee has the right and responsibility to recommend distributions of principal and income, but those recommendations are advisory in nature. The beneficial interest is reported at fair value for the year ended June 30, 2016 and 2015.

The following schedule summarizes the investment expenses and earnings and its classification in the consolidated statement of activities and changes in net assets.

	2016	2015
Beneficial interest in Community Foundation of Middle Tennessee, beginning of year	\$ 1,324,448	\$ 1,379,816
Investment expenses	(5,073)	(5,171)
Investment gain (loss)	(23,259)	18,503
Grants paid out	(65,400)	(68,700)
Beneficial interest in Community Foundation of Middle Tennessee, end of year	<u>\$ 1,230,716</u>	<u>\$ 1,324,448</u>

Fair value of the beneficial interest is estimated as the net asset value of the underlying shares in the Community Foundation's investment pool. Fair value is determined in this manner because there are no observable market transactions for assets similar to the beneficial interest in the Agency Endowment Fund. Because there are no observable market transactions and because the Center can only redeem the resources at net asset value for its own use, subject to the approval of the governing board of the Community Foundation, this fair value measurement is a Level 3 measurement as defined in FASB ASC 820, Fair Value Measurement.

4. ASSETS WHOSE USE IS LIMITED

The composition of assets limited as to use at June 30, 2016 and 2015 is set forth in the following table. Investments are stated at fair value.

	2016	2015
Cash	\$ 1,368,487	\$ 158,483
Common stocks	1,357,726	1,337,660
Exchange traded funds	1,451,853	1,214,652
Mutual funds	4,039,098	5,744,184
	<u>\$ 8,217,164</u>	<u>\$ 8,454,979</u>

Investment income included on the consolidated statements of activities and changes in net assets consists of the following for 2016 and 2015:

	2016	2015
Interest and dividends	\$ 133,985	\$ 130,357
Realized gain (loss) on investments	(143,257)	1,031,741
Unrealized loss on investments	(209,234)	(967,927)
	<u>\$ (218,506)</u>	<u>\$ 194,171</u>

5. FAIR VALUE OF FINANCIAL INSTRUMENTS

The framework for measuring fair value provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (level 1) and the lowest priority to unobservable inputs (level 3). The three levels of the fair value hierarchy are described as follows:

- Level 1: Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets that the Center has the ability to access.
- Level 2: Inputs to the valuation methodology include quoted prices for similar assets or liabilities in active markets; quoted prices for identical or similar assets or liabilities in inactive markets; inputs other than quoted prices that are observable for the asset or liability; inputs that are derived principally from or corroborated by observable market data by correlation or other means. If the asset or liability has a specified (contractual) term, the level 2 input must be observable for substantially the full term of the asset or liability.
- Level 3: Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

The asset or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques maximize the use of relevant observable inputs and minimize the use of unobservable inputs. Following is a description of the valuation methodologies used for assets measured at fair value. There have been no changes in the methodologies used at June 30, 2016 and 2015.

- *Common stocks*: Valued at the closing price reported on the active market on which the individual securities are traded.
- *Exchange traded funds*: Valued at the daily closing price as reported by the fund on an active market on which the exchange-traded funds are traded. Exchange-traded funds are generally valued at their net asset value (NAV), although shares may trade at a premium or discount to the NAV depending on the liquidity of the underlying securities, market volatility, and other factors.
- *Mutual funds*: Valued at the daily closing price as reported by the fund. Mutual funds held by the Center are open-end mutual funds that are registered with the Securities and Exchange Commission. These funds are required to publish their daily net asset value (NAV) and to transact at that price. The mutual funds held by the Center are deemed to be actively traded.
- *Money market mutual funds*: Generally transact subscription and redemption activity at a \$1 stable net asset value (NAV), however, on a daily basis the funds are valued at their daily NAV calculated using the amortized cost of the securities held in the fund
- *Beneficial interest in outside trust*: Valued at fair value as reported by the trustee, which represents the Foundation's *pro rata* interest in the net assets of the trust, substantially all of which are valued on a mark-to-market basis.

If the inputs used fall within different levels of the hierarchy, the categorization is based upon the lowest level input that is significant to the fair value measurement. Assets and liabilities measured at fair value on a recurring basis as of June 30, 2016 and 2015 are as follows:

	June 30, 2016			
	Total	Level 1	Level 2	Level 3
Assets whose use is limited				
Common stocks				
Energy	\$ 88,766	\$ 88,766	\$ -0-	\$ -0-
Industry	167,708	167,708	-0-	-0-
Consumer discretionary	223,496	223,496	-0-	-0-
Consumer staples	209,897	209,897	-0-	-0-
Healthcare	141,476	141,476	-0-	-0-
Financials	57,916	57,916	-0-	-0-
Information technology	198,684	198,684	-0-	-0-
Telecommunication	51,490	51,490	-0-	-0-
Foreign common	218,293	218,293	-0-	-0-
Exchange traded funds				
Bond	283,710	283,710	-0-	-0-
Growth	215,234	215,234	-0-	-0-
Index	505,200	505,200	-0-	-0-
Value	447,709	447,709	-0-	-0-
Mutual funds				
Growth	1,509,263	1,509,263	-0-	-0-
Value	750,174	750,174	-0-	-0-
International	49,028	49,028	-0-	-0-
Real estate investment trusts	426,901	426,901	-0-	-0-
Fixed income	1,303,732	1,303,732	-0-	-0-
	<u>6,848,677</u>	<u>\$ 6,848,677</u>	<u>\$ -0-</u>	<u>\$ -0-</u>
Cash	<u>1,368,487</u>			
	<u>\$ 8,217,164</u>			
Beneficial interest - funds held by Community Foundation	<u>\$ 1,230,716</u>	<u>\$ -0-</u>	<u>\$ -0-</u>	<u>\$ 1,230,716</u>

June 30, 2015				
	Total	Level 1	Level 2	Level 3
Assets whose use is limited				
Common stocks				
Energy	\$ 104,118	\$ 104,118	\$ -0-	\$ -0-
Industry	163,272	163,272	-0-	-0-
Consumer discretionary	194,719	194,719	-0-	-0-
Consumer staples	146,375	146,375	-0-	-0-
Healthcare	181,669	181,669	-0-	-0-
Financials	88,719	88,719	-0-	-0-
Information technology	172,500	172,500	-0-	-0-
Telecommunication	57,937	57,937	-0-	-0-
Foreign common	228,351	228,351	-0-	-0-
Exchange traded funds				
Bond	280,665	280,665	-0-	-0-
Growth	222,755	222,755	-0-	-0-
Index	497,328	497,328	-0-	-0-
Value	213,904	213,904	-0-	-0-
Mutual funds				
Blend	1,167,085	1,167,085	-0-	-0-
Growth	1,598,452	1,598,452	-0-	-0-
Value	740,503	740,503	-0-	-0-
International	432,979	432,979	-0-	-0-
Real estate investment trusts	40,117	40,117	-0-	-0-
Fixed income	1,657,010	1,657,010	-0-	-0-
Mutual funds - money market	108,038	-0-	108,038	-0-
	<u>8,296,496</u>	<u>\$ 8,188,458</u>	<u>\$ 108,038</u>	<u>\$ -0-</u>
Cash	<u>158,483</u>			
	<u>\$ 8,454,979</u>			
Beneficial interest - funds held by Community Foundation	<u>\$ 1,324,448</u>	<u>\$ -0-</u>	<u>\$ -0-</u>	<u>\$ 1,324,448</u>

The Center's policy is to recognize transfers between levels as of the actual date of the event or change in circumstances. There were no transfers during 2016 or 2015.

The following methods and assumptions were used by the Center in estimating the fair value of its financial instruments:

- Cash and cash equivalents, accounts receivable, other receivables, accounts payable, estimated third party settlements and accrued expenses: The carrying amount reported in the consolidated statements of financial position for cash and cash equivalents, accounts receivable, other receivables, accounts payable, accrued expenses and estimated third party settlements approximate fair value based on short-term maturity.
- Long-term debt: The fair value of the Center's variable rate debt approximates its carrying value based on the variable nature of the interest rate. The fair value of its fixed rate debt approximates carrying value based on the credit ratings for similar entities for loans with similar features. It is not practical to estimate the fair value of the loans that bear no interest that are forgiven over time as the ultimate repayment is unlikely as long as the underlying property is used for the intended purpose.

See note 3, Beneficial Interest, for progression of the level 3 assets.

6. PROPERTY AND EQUIPMENT

Property and equipment consist of the following as of June 30:

	2016	2015
Land	\$ 2,142,748	\$ 2,142,748
Buildings and improvements	33,443,652	33,497,968
Furnishings and equipment	3,339,456	3,299,595
Construction in progress	379,632	721,354
	<u>39,305,488</u>	<u>39,661,665</u>
Accumulated depreciation and amortization	(15,082,462)	(13,983,453)
	<u>\$ 24,223,026</u>	<u>\$ 25,678,212</u>

During 2016, approximately \$1,230,000 of property and equipment was transferred to affiliated entities.

7. PROMISES TO GIVE

Promises to give consist of pledges restricted to the support of the Centerstone Foundation, Inc., which supports all the organizations within Centerstone of America, Inc. Promises to give are discounted to the present value of the estimated future cash flows, using a rate of 2.16% as of June 30, 2016 and 2015, and also include an allowance for estimated uncollectable pledges.

	2016	2015
Promises receivable in less than one year	\$ 479,486	\$ 561,281
Promises receivable in one to five years	245,805	396,390
Less: net present value discount	(19,715)	(29,892)
Less: allowance for uncollectible pledges	(398,456)	(347,389)
	<u>\$ 307,120</u>	<u>\$ 580,390</u>

8. LONG TERM DEBT

Long term debt consists of the following with specified instruments using the London Interbank Offered Rate (LIBOR):

	2016	2015
Indiana Department Finance Authority Series (IDFA) 2002 variable rate demand economic development revenue bonds, variable interest rate of 1 month LIBOR, .47% at June 30, 2016, \$200,000 redeemed on December 1st each year, final payment due December 2022, collateralized accounts receivable, and property and equipment with a net book value of approximately \$1,705,000.	\$ 1,400,000	\$ 1,600,000
Mortgage loan with U.S. Department of Housing and Urban Development. Monthly installments of principal and interest are \$5,000 with a maturity date of July 1, 2031. Interest is being charged at 9.25%. Collateralized by certain real estate with a net book value of approximately \$240,000.	479,674	495,895
Note payable, 7% fixed interest rate, payable in monthly installments of \$3,076 due September 2032, collateralized by real estate with a net book value of approximately \$1,185,000.	395,703	406,074
Mortgage payable to Indiana Housing & Community Development Authority, 0% interest, due 2026, forgiven over a 15 year period, collateralized by real estate with a net book value of approximately \$7,920,000.	6,639,916	7,138,999
Note payable, variable interest rate of one month LIBOR plus 1.85%, 2.3% as of June 30, 2016, payable in monthly principal and interest payments of \$20,810 through April 9, 2022, collateralized by certain real estate with a net book value of approximately \$2,285,000 and bank accounts with a balance of \$200,000.	1,370,081	1,588,981
	10,285,374	11,229,949
Current portion	(950,248)	(945,638)
Total long term debt	<u>\$ 9,335,126</u>	<u>\$ 10,284,311</u>

The 2002 bonds are secured by a letter of credit. Under the terms of the letter of credit and reimbursement agreement, the Center is required to maintain certain financial covenants. In the event of a failed remarketing, the letter of credit is due in 367 days. The letter of credit has a maturity date of December 15, 2019.

The note payable is secured by real estate and was used to secure payment of the 2001 bonds that were called during 2015. This note is payable in monthly principal and interest payments through April 9, 2022.

The mortgage loan with the Indiana Housing & Community Development Authority is interest free and forgivable over a 15-year period, commencing when the associated property is placed into operation, so long as Supportive Housing manages and operates the Project for its intended purpose.

The future maturities of long-term debt are as follows for the years ending June 30:

2017	\$	950,248
2018		957,275
2019		964,606
2020		972,321
2021		980,263
Thereafter		5,460,661
	\$	<u>10,285,374</u>

The Center is required to maintain certain financial ratios and comply with various other restrictive covenants. As of June 30, 2016, the Center was not in compliance with the certain financial ratios. The Center obtained a waiver from the financial institution regarding this noncompliance.

9. TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets are available for the following purposes as of June 30, 2016 and 2015, respectively:

	<u>2016</u>	<u>2015</u>
Dede Wallace Campus	\$ 435,377	\$ 475,707
Capital Campaign for Research	1,590,260	1,050,186
Centerstone Military Services		
Executive Director Position	154,238	229,524
	<u>\$ 2,179,875</u>	<u>\$ 1,755,417</u>

10. PERMANENTLY RESTRICTED NET ASSETS

The Center's permanently restricted net assets were comprised of the following as of June 30, 2016 and 2015:

Permanent Endowments	\$ 4,645,107
Beneficial Interest in Community Foundation of Middle Tennessee	1,000,000
	<u>\$ 5,645,107</u>

The earnings on the permanently restricted endowment assets can be used for general purposes.

11. ENDOWMENT FUNDS

The Center's endowment consists of a fund established for a specific purpose. The endowment includes only donor-restricted funds to function as an endowment. Net assets associated with the endowment fund are classified and reported based on the existence or absence of donor-imposed restrictions.

The objective is to meet or exceed the market index, or blended market index, selected and agreed upon by the Center or provide an acceptable return with lower volatility or credit risk. In order to meet its needs, the investment strategy of the Center is to emphasize total return; that is, the aggregate return from capital appreciation and dividend and interest income.

Specifically, the primary objective in the investment management for endowment fund assets shall be long-term growth of capital and to emphasize long-term growth of principal while avoiding excessive risk. Short-term volatility will be tolerated in as much as it is consistent with the volatility of a comparable market index.

The board of directors has interpreted the relevant law as requiring prudent preservation of the fund and evaluates the amounts of unrestricted income and the unrealized gains and losses periodically. The Center has a policy of appropriating for distribution an amount of earned income based upon a stipulated formula.

The endowment net assets composition by type of fund as of June 30, 2016 and 2015:

Permanently restricted net assets	
Donor-restricted endowment funds	\$ 4,645,107
Beneficial Interest	1,000,000
Total endowment funds	<u>\$ 5,645,107</u>

The Center incurred no changes in endowment net assets for the years ended June 30, 2016 and 2015, respectively.

The Center has interpreted the Uniform Prudent Management of Institutional Funds Act (UPMIFA) as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary. As a result of this interpretation, the Center classifies as permanently restricted net assets (a) the original value of gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment, and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund.

In accordance with the law, the Center considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds: (1) the duration and preservation of the various funds, (2) the purposes of the donor-restricted endowment funds, (3) general economic conditions, (4) the possible effect of inflation and deflation, (5) the expected total return from income and the appreciation of investments, (6) other resources of the Center, and (7) the Center's investment policies.

12. FUNCTIONAL EXPENSES

The Center provides behavioral health care services to residents within its geographic location. Expenses related to these services are as follows:

	2016	2015
Behavioral health care services	\$ 51,983,165	\$ 47,079,520
General and administrative	7,453,958	7,520,638
	<u>\$ 59,437,123</u>	<u>\$ 54,600,158</u>

The Center incurred fundraising expenses which are incorporated in nonoperating revenues and expenses in the accompanying consolidated financial statements of approximately \$723,000 and \$437,000 for the years ended June 30, 2016 and 2015, respectively.

13. DEFINED CONTRIBUTION PLAN

The Center has a defined-contribution plan. Contributions to the plan are made for substantially all of its employees who meet eligibility requirements. The Center contributed 3% of each eligible employee's gross wage during 2016 and 2015. Expense under the plan was approximately \$675,000 and \$533,000 for 2016 and 2015, respectively.

14. COMMITMENTS AND CONTINGENCIES

Operating Leases

The Center has several non-cancelable operating leases, for certain operating facilities and equipment through 2020. The Center also has several operating leases that are on a month-to-month basis.

Future minimum lease payments under operating leases are as follows for the years ending June 30:

2017	\$ 42,000
2018	42,000
2019	42,000
2020	31,500
Total minimum lease payments	<u>\$ 157,500</u>

Total rent expense was approximately \$2,020,000 and \$1,840,000 for the years ended June 30, 2016 and 2015, respectively.

Monroe County constructed the Bloomington facility, which was completed in July 1982, and entered into lease agreement with the Center for \$1 per year. The property reverts to the County if the Center ceases to use it for certain specified purposes. The fair market value of the facility space provided by the lease is included as in-kind revenue within other revenue and expense within rent and leases in the accompanying financial statements in the approximate amount of \$1,038,000 for years ended June 30, 2016 and 2015, respectively.

Medical Malpractice Claims

The Center purchases professional and general liability insurance to cover medical malpractice claims. There are known claims and incidents that may result in the assertion of additional claims, as well as claims from unknown incidents that may be asserted arising from services provided to patients. The State of Indiana puts a judgment cap of \$1,250,000 on malpractice claims for those institutions and individual physicians willing to participate in the state funded insurance "pool." The "pool" requires that an institution/physician be responsible for the first \$250,000 of every claim and the State will fund the remaining balance of each claim.

Self-Insurance

The Center has elected to act as a self-insurer for certain costs related to employee health, dental and accident benefit programs. Expenses resulting from claims experience are recorded as incurred including an estimate of claims incurred but not reported. The approximate related expense for the years ended June 30, 2016 and 2015 aggregated \$4,167,000 and \$4,067,000, respectively. The Center has purchased insurance, which limits its exposure on a per individual basis of \$175,000 and no aggregate basis.

Litigation

A contractor of the State of Indiana previously conducted certain audits related to documentation supporting claims billed under the Medicaid Rehabilitation Option. The Center has engaged legal counsel and has filed a request for an administrative appeal for the audit findings. Management has included a related provision as part of Estimated Third Party Settlements.

The Center is involved in certain other litigation arising in the ordinary course of business. After consultation with legal counsel, it is management's opinion that these matters will be resolved without material adverse effect on the Center's financial condition, results of operations, and cash flows.

Guarantee

The Center is a guarantor along with certain other Sister centers to a loan payable issued to the Parent center in the original amount of approximately \$6,265,000 maturing on August 15, 2017, approximate monthly payments of \$26,102, with interest rate of LIBOR plus 2.5%. The balance outstanding was approximately \$5,065,000 and \$5,380,000 as of June 30, 2016 and 2015, respectively. This loan is collateralized with buildings and real estate with a net book value of approximately \$12,470,000 as of June 30, 2016.

The Center is also a guarantor with certain other Sister centers to a revolving promissory note issued to the Parent corporation in the amount of \$5,000,000 which matures on December 31, 2016. The Parent corporation had no borrowings outstanding on the line of credit as of June 30, 2016 and 2015, respectively. The line of credit is collateralized with buildings, real estate, and accounts receivable with a net book value of \$12,480,000.

Should the Center be required to pay any portion of the total amount of the loans it has guaranteed, the Center could attempt to recover some or the entire amount from guaranteed parties. The Center holds certain identified properties as collateral in respect of the guarantees.

Property and Equipment

As of June 30, 2016, the Center had commitments for various property and equipment projects that approximated \$128,000, which are expected to be completed in 2017.

15. NET SERVICE REVENUE

The Center has agreements with third-party payors including Medicare, Medicaid and the State of Indiana and other commercial insurance carriers that provide for payments to the Center at amounts different from its established rates. The following is a schedule of gross service charges by category, charity care, subsidized and contractual adjustments incurred during 2016 and 2015:

	2016	2015
Gross client service revenue	\$ 86,567,558	\$ 54,127,640
Less deductions		
Charity care	(1,984,303)	(2,149,150)
Contractuals	(53,584,100)	(22,178,001)
Net client service revenue	30,999,155	29,800,489
Less provision for bad debt	(1,839,506)	(1,033,658)
Net client service revenue less provision for bad debt	\$ 29,159,649	\$ 28,766,831

In accordance with its grant requirements and state regulations, the Center provides services to patients and charges them based on their ability to pay according to a co-pay schedule. The Center also adjusts charges based on contractual agreements with third-party payors. The Center maintains records to identify and monitor the level of charges foregone for services furnished under charity care policy and contractual adjustments.

16. PUBLIC SUPPORT

The composition of public support during June 30, 2016 and 2015 is set forth in the following table.

	2016	2015
Public Support		
U.S. Department of Housing and Urban Development	\$ 173,124	\$ 224,709
Medicaid administrative outreach	2,191,188	2,022,402
Division of Mental Health	14,317,336	15,391,545
County funds	3,358,776	3,445,574
Vocational Rehab	305,702	723,864
State Women Infant Children	497,188	490,816
Other public support	3,482,203	1,696,727
	\$ 24,325,517	\$ 23,995,637

17. CONCENTRATIONS OF CREDIT RISK

The Center's main offices are located in Bloomington, Richmond and Columbus, Indiana. The Center grants credit without collateral to its clients, most of who are local residents and are insured under third-party payor agreements. Accounts receivable (net of certain contractual allowances) and gross revenues from clients and third-party payors were as follows:

	Receivables		Revenue	
	2016	2015	2016	2015
Medicare	2%	3%	2%	6%
Medicaid	56%	56%	88%	73%
Self pay	7%	7%	3%	7%
Other third-party payors	35%	34%	7%	14%
	100%	100%	100%	100%

SUPPLEMENTARY INFORMATION

	Centerstone of Indiana, Inc.	Centerstone Foundation, Inc.	Johnson Nichols Health Clinic, Inc.	Independent Living Alternatives	Supportive Housing	Eliminations	Total
ASSETS							
Current assets							
Cash and cash equivalents	\$ 6,049,711	\$ 680,660	\$ 20,850	\$ 120,286	\$ 367,791	\$ -0-	\$ 7,239,298
Accounts receivable, net	4,387,555	-0-	-0-	175	-0-	-0-	4,387,730
Other receivables	4,436,303	-0-	71,868	-0-	-0-	(175,078)	4,333,093
Due from affiliated entities	4,100,385	-0-	-0-	-0-	-0-	(6,526)	4,093,859
Unconditional promises to give, net	-0-	225,280	-0-	-0-	-0-	-0-	225,280
Prepaid expenses and other current assets	140,611	-0-	-0-	-0-	14,167	-0-	154,778
Total current assets	19,114,565	905,940	92,718	120,461	381,958	(181,604)	20,434,038
Property and equipment, net	16,056,600	10,500	-0-	238,829	7,917,097	-0-	24,223,026
Other assets	88,184	-0-	-0-	-0-	-0-	-0-	88,184
Unconditional promises to give, net	-0-	81,840	-0-	-0-	-0-	-0-	81,840
Beneficial interest	-0-	1,230,716	-0-	-0-	-0-	-0-	1,230,716
Assets whose use is limited	200,870	8,016,294	-0-	-0-	-0-	-0-	8,217,164
Total assets	\$ 35,460,219	\$ 10,245,290	\$ 92,718	\$ 359,290	\$ 8,299,055	\$ (181,604)	\$ 54,274,968
LIABILITIES AND NET ASSETS							
Current liabilities							
Current portion of long term debt	\$ 435,804	\$ -0-	\$ -0-	\$ 15,361	\$ 499,083	\$ -0-	\$ 950,248
Accounts payable and accrued expenses	761,993	26,124	119,114	14,504	18,623	(175,078)	765,280
Due to affiliated entities	-0-	3,061	6,526	-0-	-0-	(6,526)	3,061
Estimated third party settlements	1,009,193	-0-	-0-	-0-	-0-	-0-	1,009,193
Accrued payroll, benefits and taxes	4,243,571	7,235	-0-	-0-	-0-	-0-	4,250,806
Total current liabilities	6,450,561	36,420	125,640	29,865	517,706	(181,604)	6,978,588
Long term debt							
Revenue bonds, net of current portion	2,384,494	-0-	-0-	-0-	-0-	-0-	2,384,494
Other long term debt, net of current portion	345,486	-0-	-0-	464,313	6,140,833	-0-	6,950,632
Total long term debt	2,729,980	-0-	-0-	464,313	6,140,833	-0-	9,335,126
Other liabilities	-0-	-0-	-0-	-0-	401,000	-0-	401,000
Agency liabilities	-0-	35,953	-0-	-0-	-0-	-0-	35,953
Total liabilities	9,180,541	72,373	125,640	494,178	7,059,539	(181,604)	16,750,667
Total net assets							
Unrestricted	26,279,678	2,347,935	(32,922)	(134,888)	1,239,516	-0-	29,699,319
Temporarily restricted	-0-	2,179,875	-0-	-0-	-0-	-0-	2,179,875
Permanently restricted	-0-	5,645,107	-0-	-0-	-0-	-0-	5,645,107
Total net assets	26,279,678	10,172,917	(32,922)	(134,888)	1,239,516	-0-	37,524,301
Total liabilities and net assets	\$ 35,460,219	\$ 10,245,290	\$ 92,718	\$ 359,290	\$ 8,299,055	\$ (181,604)	\$ 54,274,968

	Centerstone of Indiana, Inc.	Centerstone Foundation, Inc.	Johnson Nichols Health Clinic, Inc.	Independent Living Alternatives	Supportive Housing	Eliminations	Total
Revenue, gains and other support							
Net client service revenue	\$ 30,999,155	\$ -0-	\$ -0-	\$ -0-	\$ -0-	\$ -0-	\$ 30,999,155
Less provision for bad debts	1,839,506	-0-	-0-	-0-	-0-	-0-	1,839,506
Net client service revenue less provision for bad debts	29,159,649	-0-	-0-	-0-	-0-	-0-	29,159,649
Public support	23,211,589	-0-	612,527	-0-	501,401	-0-	24,325,517
Other revenue	4,209,603	-0-	-0-	153,514	331,739	(25,605)	4,669,251
Net assets released from restrictions	-0-	1,113,491	-0-	-0-	-0-	-0-	1,113,491
Total revenue, gains and other support	56,580,841	1,113,491	612,527	153,514	833,140	(25,605)	59,267,908
Expenses							
Salary and fringe benefits	38,809,465	-0-	448,855	-0-	-0-	-0-	39,258,320
Telephone	846,373	-0-	-0-	-0-	-0-	-0-	846,373
Travel	2,220,081	-0-	-0-	-0-	-0-	-0-	2,220,081
Drugs and supplies	1,014,747	-0-	-0-	-0-	-0-	-0-	1,014,747
Contracted services	1,438,675	-0-	-0-	-0-	-0-	-0-	1,438,675
Purchased services	442,560	-0-	-0-	25,605	73,649	(25,605)	516,209
Utilities	584,736	-0-	-0-	12,962	102,331	-0-	700,029
Repairs and maintenance	655,865	-0-	-0-	31,686	85,527	-0-	773,078
Affiliated management fees	7,324,548	-0-	-0-	-0-	19,784	(28,774)	7,315,558
Rents and leases	2,016,831	-0-	-0-	-0-	-0-	-0-	2,016,831
Depreciation and amortization	1,016,435	-0-	-0-	22,040	228,913	-0-	1,267,388
Insurance	376,509	-0-	-0-	6,972	14,989	-0-	398,470
Interest	91,411	-0-	-0-	46,989	-0-	-0-	138,400
Miscellaneous	1,460,488	-0-	128,824	-0-	-0-	(56,348)	1,532,964
Total expenses	58,298,724	-0-	577,679	146,254	525,193	(110,727)	59,437,123
Operating gain (loss)	\$ (1,717,883)	\$ 1,113,491	\$ 34,848	\$ 7,260	\$ 307,947	\$ 85,122	\$ (169,215)

	Centerstone of Indiana, Inc.	Centerstone Foundation, Inc.	Johnson Nichols Health Clinic, Inc.	Independent Living Alternatives	Supportive Housing	Eliminations	Total
Nonoperating revenues and expenses							
Foundation related expenses	\$ -0-	\$ (723,406)	\$ -0-	\$ -0-	\$ -0-	\$ -0-	\$ (723,406)
Contributions and pledges	-0-	541,175	-0-	-0-	-0-	(56,348)	484,827
Other	83,135	212,406	-0-	-0-	-0-	(28,774)	266,767
Interest and dividends	5,012	127,369	-0-	-0-	1,604	-0-	133,985
Realized losses on investments	-0-	(143,257)	-0-	-0-	-0-	-0-	(143,257)
Unrealized losses on investment	-0-	(209,234)	-0-	-0-	-0-	-0-	(209,234)
	<u>88,147</u>	<u>(194,947)</u>	<u>-0-</u>	<u>-0-</u>	<u>1,604</u>	<u>(85,122)</u>	<u>(190,318)</u>
Excess of revenue over expenses	(1,629,736)	918,544	34,848	7,260	309,551	-0-	(359,533)
Other changes in unrestricted net assets							
Contributions to supported entities	-0-	(1,416,788)	-0-	-0-	-0-	-0-	(1,416,788)
Net assets released from restriction	-0-	303,297	-0-	-0-	-0-	-0-	303,297
Equity transfer with Centerstone of America	-0-	-0-	(67,770)	-0-	-0-	-0-	(67,770)
Change in unrestricted net assets	(1,629,736)	(194,947)	(32,922)	7,260	309,551	-0-	(1,540,794)
Temporarily restricted							
Contributions and pledges	-0-	1,934,978	-0-	-0-	-0-	-0-	1,934,978
Net assets released from restrictions	-0-	(1,416,788)	-0-	-0-	-0-	-0-	(1,416,788)
Change in value of beneficial interest	-0-	(93,732)	-0-	-0-	-0-	-0-	(93,732)
Change in temporarily restricted net assets	-0-	424,458	-0-	-0-	-0-	-0-	424,458
Change in net assets	(1,629,736)	229,511	(32,922)	7,260	309,551	-0-	(1,116,336)
Net assets, beginning of year	27,909,414	9,943,406	-0-	(142,148)	929,965	-0-	38,640,637
Net assets, end of year	<u>\$ 26,279,678</u>	<u>\$ 10,172,917</u>	<u>\$ (32,922)</u>	<u>\$ (134,888)</u>	<u>\$ 1,239,516</u>	<u>\$ -0-</u>	<u>\$ 37,524,301</u>

ASSETS	Centerstone of Indiana, Inc.	Centerstone Foundation, Inc.	Independent Living Alternatives	Supportive Housing	Eliminations	Total
Current assets						
Cash and cash equivalents	\$ 11,764,450	\$ 1,162,520	\$ 103,841	\$ 350,809	\$ -0-	\$ 13,381,620
Accounts receivable, net	1,579,635	-0-	15,257	-0-	-0-	1,594,892
Other receivables	4,011,794	-0-	-0-	-0-	-0-	4,011,794
Due from affiliated entities	2,998,879	-0-	-0-	-0-	-0-	2,998,879
Unconditional promises to give, net	-0-	372,818	-0-	-0-	-0-	372,818
Prepaid expenses and other current assets	133,108	-0-	-0-	10,177	-0-	143,285
Total current assets	20,487,866	1,535,338	119,098	360,986	-0-	22,503,288
Property and equipment, net	17,260,544	10,789	260,869	8,146,010	-0-	25,678,212
Other assets	58,643	-0-	-0-	-0-	-0-	58,643
Unconditional promises to give, net	-0-	207,572	-0-	-0-	-0-	207,572
Beneficial interest	-0-	1,324,448	-0-	-0-	-0-	1,324,448
Assets whose use is limited	213,561	8,241,418	-0-	-0-	-0-	8,454,979
Total assets	<u>\$ 38,020,614</u>	<u>\$ 11,319,565</u>	<u>\$ 379,967</u>	<u>\$ 8,506,996</u>	<u>\$ -0-</u>	<u>\$ 58,227,142</u>
LIABILITIES AND NET ASSETS						
Current liabilities						
Current portion of long term debt	\$ 430,334	\$ -0-	\$ 16,221	\$ 499,083	\$ -0-	\$ 945,638
Accounts payable and accrued expenses	803,135	10,004	26,220	37,032	-0-	876,391
Due to affiliated entities	-0-	1,104,935	-0-	-0-	-0-	1,104,935
Estimated third party settlements	1,518,845	-0-	-0-	-0-	-0-	1,518,845
Accrued payroll, benefits and taxes	4,194,165	5,934	-0-	-0-	-0-	4,200,099
Total current liabilities	6,946,479	1,120,873	42,441	536,115	-0-	8,645,908
Long term debt						
Revenue bonds, net of current portion	2,806,974	-0-	-0-	-0-	-0-	2,806,974
Other long term debt, net of current portion	357,747	-0-	479,674	6,639,916	-0-	7,477,337
Total long term debt	3,164,721	-0-	479,674	6,639,916	-0-	10,284,311
Other liabilities	-0-	-0-	-0-	401,000	-0-	401,000
Agency liabilities	-0-	255,286	-0-	-0-	-0-	255,286
Total liabilities	10,111,200	1,376,159	522,115	7,577,031	-0-	19,586,505
Total net assets						
Unrestricted	27,909,414	2,542,882	(142,148)	929,965	-0-	31,240,113
Temporarily restricted	-0-	1,755,417	-0-	-0-	-0-	1,755,417
Permanently restricted	-0-	5,645,107	-0-	-0-	-0-	5,645,107
Total net assets	27,909,414	9,943,406	(142,148)	929,965	-0-	38,640,637
Total liabilities and net assets	<u>\$ 38,020,614</u>	<u>\$ 11,319,565</u>	<u>\$ 379,967</u>	<u>\$ 8,506,996</u>	<u>\$ -0-</u>	<u>\$ 58,227,142</u>

	Centerstone of Indiana, Inc.	Centerstone Foundation, Inc.	Independent Living Alternatives	Supportive Housing	Eliminations	Total
Revenue, gains and other support						
Net client service revenue	\$ 29,800,489	\$ -0-	\$ -0-	\$ -0-	\$ -0-	\$ 29,800,489
Less provision for bad debts	1,033,658	-0-	-0-	-0-	-0-	1,033,658
Net client service revenue less provision for bad debts	28,766,831	-0-	-0-	-0-	-0-	28,766,831
Public support	23,492,865	-0-	-0-	502,772	-0-	23,995,637
Other revenue	4,023,826	-0-	153,293	340,088	(42,289)	4,474,918
Net assets released from restrictions	-0-	622,291	-0-	-0-	-0-	622,291
Total revenue, gains and other support	56,283,522	622,291	153,293	842,860	(42,289)	57,859,677
Expenses						
Salary and fringe benefits	35,664,077	-0-	-0-	-0-	-0-	35,664,077
Telephone	804,564	-0-	-0-	-0-	-0-	804,564
Travel	2,038,902	-0-	-0-	-0-	-0-	2,038,902
Drugs and supplies	973,077	-0-	-0-	-0-	-0-	973,077
Contracted services	1,312,109	-0-	-0-	-0-	-0-	1,312,109
Purchased services	318,631	-0-	42,289	81,096	(42,289)	399,727
Utilities	628,202	-0-	17,849	110,681	-0-	756,732
Repairs and maintenance	673,403	-0-	48,914	86,953	-0-	809,270
Affiliated management fees	7,310,374	-0-	-0-	19,684	-0-	7,330,058
Rents and leases	1,843,608	-0-	-0-	-0-	-0-	1,843,608
Depreciation and amortization	1,062,916	-0-	22,040	228,914	-0-	1,313,870
Insurance	402,582	-0-	10,549	16,503	-0-	429,634
Interest	144,364	-0-	46,216	-0-	-0-	190,580
Miscellaneous	781,743	-0-	-0-	-0-	(47,793)	733,950
Total expenses	53,958,552	-0-	187,857	543,831	(90,082)	54,600,158
Operating gain (loss)	\$ 2,324,970	\$ 622,291	\$ (34,564)	\$ 299,029	\$ 47,793	\$ 3,259,519

	Centerstone of Indiana, Inc.	Centerstone Foundation, Inc.	Independent Living Alternatives	Supportive Housing	Eliminations	Total
Nonoperating revenues and expenses						
Foundation related expenses	\$ -0-	\$ (437,386)	\$ -0-	\$ -0-	\$ -0-	\$ (437,386)
Contributions and pledges	-0-	613,286	-0-	-0-	(47,793)	565,493
Other	38,303	147,660	-0-	-0-	-0-	185,963
Interest and dividends	5,150	123,890	-0-	1,317	-0-	130,357
Realized gains on investments	-0-	1,031,741	-0-	-0-	-0-	1,031,741
Unrealized loss on investment	-0-	(967,927)	-0-	-0-	-0-	(967,927)
	<u>43,453</u>	<u>511,264</u>	<u>-0-</u>	<u>1,317</u>	<u>(47,793)</u>	<u>508,241</u>
Excess of revenue over expenses	2,368,423	1,133,555	(34,564)	300,346	-0-	3,767,760
Other changes in unrestricted net assets						
Contributions to supported entities	-0-	(1,393,469)	-0-	-0-	-0-	(1,393,469)
Net assets released from restriction	-0-	771,178	-0-	-0-	-0-	771,178
Change in unrestricted net assets	2,368,423	511,264	(34,564)	300,346	-0-	3,145,469
Temporarily restricted						
Contributions and pledges	-0-	1,760,253	-0-	-0-	-0-	1,760,253
Net assets released from restrictions	-0-	(1,393,469)	-0-	-0-	-0-	(1,393,469)
Equity transfer with Centerstone of Illinois	-0-	52,570	-0-	-0-	-0-	52,570
Change in value of beneficial interest	-0-	(55,368)	-0-	-0-	-0-	(55,368)
Change in temporarily restricted net assets	-0-	363,986	-0-	-0-	-0-	363,986
Change in net assets	2,368,423	875,250	(34,564)	300,346	-0-	3,509,455
Net assets, beginning of year	25,540,991	9,068,156	(107,584)	629,619	-0-	35,131,182
Net assets, end of year	<u>\$ 27,909,414</u>	<u>\$ 9,943,406</u>	<u>\$ (142,148)</u>	<u>\$ 929,965</u>	<u>\$ -0-</u>	<u>\$ 38,640,637</u>

<u>Federal Grantor/Program Title/Pass-through</u>	<u>Grantor</u>	<u>CFDA #</u>	<u>Expenditures</u>
Major Program			
Substance Abuse, Prevention, and Treatment Block Grant - Passed through the Indiana Division of Mental Health	DHHS	93.959	\$ 2,216,689
Non-Major Programs			
Community Mental Health Services Block Grant - Passed through the Indiana Division of Mental Health	DHHS	93.958	577,813
Social Services Block Grant - Passed through the Indiana Division of Mental Health	DHHS	93.667	319,424
Administration for Children and Families Grant - Passed through the Indiana Division of Mental Health	DHHS	93.086	267,905
Special Supplemental Nutrition Program for Women, Infants and Children (WIC) - Passed through the Indiana State Department of Health	FNS	10.557	497,188
Supportive Housing Program	DHUD	14.235	173,122
Shelter Plus Care - Passed through the Indiana Housing and Community Development Authority	DHUD	14.238	93,842
Projects for Assistance in Transition from Homelessness (PATH) - Passed through the Indiana Division of Mental Health	DHHS	93.150	73,642
Substance Abuse Treatment and HIV Services TCE - Substance Abuse and Mental Health Services Administration (SAMHSA) - Passed through the Indiana Division of Mental Health	DHHS	93.243	552,922
Total non-major programs			<u>2,555,858</u>
Total federal expenditures			<u>\$ 4,772,547</u>

Note A – Basis of Presentation

The accompanying schedule of expenditures of federal awards for the year ended June 30, 2016 includes the federal grant activity of Centerstone of Indiana, Inc. only and not the consolidated affiliates and is presented on the accrual basis of accounting. The information in this schedule is presented in accordance with the requirements of Title 2 U.S. *Code of Federal Regulations* (CFR) Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards, Audits of States, Local Governments, and Non-Profit Organizations*. Johnson Nichols Inc. received approximately \$663,000, for the year ended September 30, 2015, in federal awards which are not included in Centerstone of Indiana's accompanying schedule of expenditures of federal awards for 2016.

The basic consolidated financial statement classifications may include other financial activity for reporting purposes. Therefore, some of the amounts presented in this schedule may differ from amounts presented in, or used in the preparation of, the basic consolidated financial statements.

Note B – Summary of Significant Accounting Policies

Expenditures reported on the Schedule are reported on the accrual basis of accounting. Such expenditures are recognized following the cost principles contained in the Uniform Guidance, wherein certain types of expenditures are not allowable or are limited as to reimbursement. The Center has elected not to use the 10% de minimis indirect cost rate as allowed under the Uniform Guidance.

Grantor	Center Expenditures
State	
Indiana Division of Mental Health and Addiction	\$ 11,319,972
Other	632,630
Total state awards	11,952,602
Local	
Bartholomew County Funds	586,932
Brown County Funds	43,462
Decatur County Funds	178,825
Fayette County Funds	87,531
Jackson County Funds	307,357
Jefferson County Funds	109,309
Jennings County Funds	133,559
Lawrence County Funds	180,066
Marion County Funds	103,381
Monroe County Funds	641,477
Morgan County Funds	353,655
Owen County Funds	78,743
Rush County Funds	173,349
Randolph County Funds	161,288
Union County Funds	43,722
Wayne County Funds	426,247
Other	395,405
Total local awards	4,004,308
Total state and local awards	\$ 15,956,910

Note – The accompanying schedule of expenditures of state and local awards for the year ended June 30, 2016, includes the state award activity of the Centerstone of Indiana presented on the accrual basis of accounting. The basic financial statement classifications may include other financial activity for reporting purposes. Therefore, some of the amounts presented in this schedule may differ from amounts presented in or used in the preparation of the basic financial statements. Johnson Nichols Inc. received approximately \$242,000, for the year ended September 30, 2015, in state and local awards which are not included above.

**REPORT OF INDEPENDENT AUDITORS ON INTERNAL CONTROL OVER FINANCIAL
REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF
FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH GOVERNMENT AUDITING
STANDARDS**

Board of Directors
Centerstone of America, Inc.
Nashville, Tennessee

Report on the Consolidated Financial Statements

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States and Guidelines for Examination of Entities Receiving Financial Assistance, issued by the Indiana State Board of Accounts, the consolidated financial statements of Centerstone of Indiana, Inc. (the Center), which comprise the consolidated statement of financial position as of June 30, 2016, and the related consolidated statements of activities and changes in net assets, and cash flows for the year then ended, and the related notes to the consolidated financial statements, and have issued our report thereon dated November 29, 2016. Our report included an explanatory paragraph stating that the Center is part of an affiliated group of entities that has been consolidated into the reporting entity Centerstone of America, and that these financial statements include only the financial position changes in net assets and cash flows of Center. Our report includes a reference to other auditors who audited the financial statements of Independent Living Alternatives, Inc. d/b/a Cumberland Apartments and Centerstone Supportive Housing, LLC d/b/a Redwood Terrace, as described in our report on the Center's financial statements. This report does not include the results of the other auditors' testing of internal control over financial reporting or compliance and other matters that are reported on separately by those auditors. The financial statements of Independent Living Alternatives, Inc. d/b/a Cumberland Apartments and Centerstone Supportive Housing, LLC d/b/a Redwood Terrace were not audited in accordance with *Government Audit Standards*.

Internal Control Over Financial Reporting

In planning and performing our audit of the consolidated financial statements, we considered the Center's internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the consolidated financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Center's internal control. Accordingly, we do not express an opinion on the effectiveness of the Center's internal control

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A material weakness is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the Center's consolidated financial statements will not be prevented, or detected and corrected on a timely basis. A significant deficiency is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Center's consolidated financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the entity's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Center's internal control and compliance. Accordingly, this communication is not suitable for any other purpose

Blue & Co., LLC

Indianapolis, Indiana
November 29, 2016

**REPORT OF INDEPENDENT AUDITORS ON COMPLIANCE FOR EACH MAJOR FEDERAL
PROGRAM AND ON INTERNAL CONTROL OVER COMPLIANCE REQUIRED BY THE UNIFORM
GUIDANCE**

Board of Directors
Centerstone of America, Inc.
Nashville, Tennessee

Report on Compliance for Each Major Federal Program

We have audited Centerstone of Indiana, Inc. (the Center) compliance with the types of compliance requirements described in the *OMB Compliance Supplement* that could have a direct and material effect on each of the Center's major federal programs for the year ended June 30, 2016. The Center's major federal programs are identified in the summary of auditor's results section of the accompanying schedule of findings and questioned costs.

The Center's consolidated financial statements include the operations of Johnson Nichols, Inc., which received approximately \$663,000 in federal awards for the year ended September 30, 2015 which is not included in the Center's schedule of expenditures of federal awards during the year ended June 30, 2016. Our audit, described below, did not include the operations of Johnson Nichols, Inc. because they engaged other auditors to perform an audit of compliance.

Management's Responsibility

Management is responsible for compliance with the requirements of laws, regulations, contracts, and grants applicable to its federal programs.

Auditor's Responsibility

Our responsibility is to express an opinion on compliance for each of the Center's major federal programs based on our audit of the types of compliance requirements referred to above. We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; and Title 2 U.S. *Code of Federal Regulations* Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* ("Uniform Guidance"). Those standards and the Uniform Guidance require that we plan and perform the audit to obtain reasonable assurance about whether noncompliance with the types of compliance requirements referred to above that could have a direct and material effect on a major federal program occurred. An audit includes examining, on a test basis, evidence about the Center's compliance with those requirements and performing such other procedures as we considered necessary in the circumstances.

We believe that our audit provides a reasonable basis for our opinion on compliance for each major federal program. However, our audit does not provide a legal determination of the Center's compliance.

Opinion on Each Major Federal Program

In our opinion, the Center complied, in all material respects, with the types of compliance requirements referred to above that could have a direct and material effect on each of its major federal programs for the year ended June 30, 2016.

Report on Internal Control Over Compliance

Management of the Center is responsible for establishing and maintaining effective internal control over compliance with the types of compliance requirements referred to above. In planning and performing our audit of compliance, we considered the Center's internal control over compliance with the types of requirements that could have a direct and material effect on each major federal program to determine the auditing procedures that are appropriate in the circumstances for the purpose of expressing an opinion on compliance for each major federal program and to test and report on internal control over compliance in accordance with the Uniform Guidance, but not for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, we do not express an opinion on the effectiveness of the Center's internal control over compliance.

A deficiency in internal control over compliance exists when the design or operation of a control over compliance does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, noncompliance with a type of compliance requirement of a federal program on a timely basis. *A material weakness in internal control over compliance* is a deficiency, or combination of deficiencies, in internal control over compliance, such that there is a reasonable possibility that material noncompliance with a type of compliance requirement of a federal program will not be prevented, or detected and corrected, on a timely basis. *A significant deficiency in internal control over compliance* is a deficiency, or a combination of deficiencies, in internal control over compliance with a type of compliance requirement of a federal program that is less severe than a material weakness in internal control over compliance, yet important enough to merit attention by those charged with governance.

Our consideration of internal control over compliance was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control over compliance that might be material weaknesses or significant deficiencies. We did not identify any deficiencies in internal control over compliance that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

The purpose of this report on internal control over compliance is solely to describe the scope of our testing of internal control over compliance and the results of that testing based on the requirements the Uniform Guidance. Accordingly, this report is not suitable for any other purpose.

Blue & Co., LLC

Indianapolis, Indiana
November 29, 2016

Section I – Summary of Audit Results:

Financial Statements

Type of auditor's report issued:

Unmodified

Internal control over financial reporting:

Material weakness(es) identified?

_____ yes X none reported

Significant deficiency(s) identified that are
not considered to be material weakness(es) noted?

_____ yes X none reported

Noncompliance material to financial statements noted?

_____ yes X no

Federal Awards

Internal controls over major programs:

Material weakness(es) identified?

_____ yes X none reported

Significant deficiency(s) identified that are
not considered to be material weakness(es) noted?

_____ yes X none reported

Type of auditor's report issued on compliance for
major programs:

Unmodified

Any audit findings disclosed that are required to be
reported in accordance with 2 CFR section 200.516(a)?

_____ yes X no

Identification of major programs:

CFDA Number

93.959

Name of Federal Program or Cluster

Substance Abuse, Prevention, and Treatment Block
Grant - Passed through the Indiana Division of
Mental Health

Dollar threshold used to distinguish between
type A and B programs:

\$750,000

Auditee qualified as low-risk auditee?

 X yes _____ no

**Section II - Findings Related to Financial Statements Reported in Accordance With
Government Auditing Standards:**

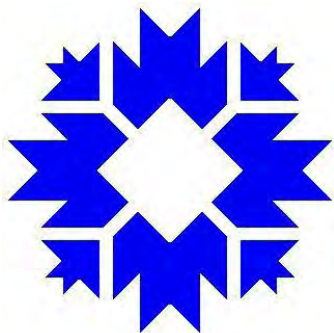
No matters reported

Section III - Findings and Questioned Costs Relating to Federal Awards:

No matters reported

Section IV - Summary Schedule of Prior Audit Findings:

No matters reported



CITY OF BLOOMINGTON, COMMON COUNCIL
JACK HOPKINS SOCIAL SERVICES FUNDING COMMITTEE
2017 GRANT APPLICATION

AGENCY INFORMATION

Lead Agency Name: Community Kitchen of Monroe County, Inc.

Is Lead Agency a 501(c)(3)? ☒ Yes ☐ No

Number of Employees:

Full-Time	Part-Time	Volunteers
6	9	Over 100/wk

Address:

(Physical) 1515 S Rogers St Bloomington

(Mailing) PO Box 3286 Bloomington

Zip Code: 47402

Phone: 812-332-0999

Agency E-Mail: director@monroecommunitykitchen.com

Website: www.monroecommunitykitchen.com

President of Board of Directors: Elizabeth Gentry

Name of Executive Director: Vicki Pierce

Phone: 812-332-0999

E-Mail: director@monroecommunitykitchen.com

Name and Title of Person to Present Proposal to the Committee: Vicki Pierce

Phone: 812-332-0999

E-Mail: director@monroecommunitykitchen.com

Name of Grant Writer: Vicki Pierce

Phone: 812-332-0999

E-Mail: director@monroecommunitykitchen.com

Agency Mission Statement *(150 words or less)*

**Note: If your organization is a faith-based agency, please provide the mission statement of your proposed project, not your agency.*

Community Kitchen's mission is to work alone and in collaboration with others, to eliminate hunger in Monroe County and surrounding areas through direct service, education and advocacy.

PROJECT INFORMATION

Project Name:

Equipment Purchase

Is this a collaborative project? ☐ Yes ☒ No. If yes:

List name(s) of agency partner(s):

Please indicate: how your missions, operations and services do or will complement each other; the existing relationship between your agencies and how the level of communication and coordination will change as a result of the project; any challenges and steps you plan to take to address those challenges.

Address where project will be housed: 1515 S Rogers St

Total cost of project: \$2,174.11

Requested amount of JHSSF funding: \$2,174.11

Other Funds Expected for this Project (*Please indicate source, amount, and whether confirmed or pending*):

Total Number of Clients Served by this project in 2017: 2,900

Total Number of City Residents Served by this project in 2017: 2,378

Is this request for operational funds? ☐ Yes ☒ No

If “yes,” indicate the nature of the operational request:

☐ Pilot ☐ Bridge ☐ Collaborative ☐ None of the Preceding – General request for operational funds pursuant to 2017 funding guidelines.

Please describe when you plan to submit your claims for reimbursement and what steps precede a complete draw down of funds:

If awarded, we would purchase the desired equipment, as soon as possible. Upon receipt, we would submit a claim to draw down the appropriate amount of funding as soon as allowed.

If completion of your project depends on other anticipated funding, please describe when those funds are expected to be received:

We do not have other anticipated funding to purchase these items. A few of those requested are pieces that we did not receive funding for in 2016. We hoped to sell an old oven/range and use those funds to purchase some smaller pieces. We have thus far been unable to sell that piece and acquire the new equipment.

Do you own or have site control of the property on which the project is to take place?

☒ Yes ☐ No ☐ N/A

Is the property zoned for your intended use?

☒ Yes ☐ No ☐ N/A

If "no," please explain:

If permits, variances, or other forms of approval are required for your project, please indicate whether the approval has been received. If it has not been received, please indicate the entity from which the permitting or approval is sought and the length of time it takes to secure the permit or approval.

Note: *Funds will not be disbursed until all requisite variances or approvals are obtained.*

None required.

Due to limited funds, the Committee may recommend partial funding for a program. In the event the Committee is unable to meet your full request, will you be able to proceed with partial funding?

☒ Yes ☐ No

If “yes,” please provide an itemized list of program elements, ranked by priority and cost:

Priority #1
(Item & Cost)

Immersion blender attachment - \$320

Priority #2
(Item & Cost)

Sheet pan & can racks – \$895.23

Priority #3
(Item & Cost)

Fish tubs - \$459.88

Priority #4
(Item & Cost)

Pressure washer - \$499

Priority #5
(Item & Cost)

Priority #6
(Item & Cost)

Project Synopsis *(250 words or less)*

Please provide a brief overview of your project. This synopsis will be used in a summary of your proposal. Please begin your synopsis with the amount you are requesting and a concrete description of your proposed project. E.g., "We are requesting \$7,000 for an energy-efficient freezer to expand our emergency food service program."

Community Kitchen is requesting \$2,174.11 for the purchase of equipment to aid in the operation and upkeep of our programs and facility. We request funds to purchase an immersion blender shaft and attachment for our Robot Coupe hand mixer. This will allow staff to use the blender function when necessary without having to have and maintain the many parts of a traditional blender. Our request also includes the purchase of some racking for sheet pans and #10 cans. This would streamline our pantry and refrigeration storage. In addition, our request would fund the purchase of fish tubs and a pressure washer. The fish tubs are durable, plastic, rectangular tubs with lids that we use for a variety of purposes at Community Kitchen. We use them for storing leftovers, prepped or portioned food for later use. We also use them for non-kitchen uses (storing machine parts, office supplies, etc.). The pressure washer would help us keep the exterior of our building cleaner. We would be able to clean off the block, underside of gutters, windows that are up high and the parking lot stains. We definitely have the car traffic in our parking lot that leaves many oil and other auto fluid stains. In order to maintain the concrete of our parking lot, we need to be able to clean it more regularly.

CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Your responses will be used in a summary of your proposal.

NEED (200 words or less)

Explain how your project addresses a previously-identified priority for social services funding as documented in the [Service Community Assessment of Needs](#), the City of Bloomington, Housing and Neighborhood Development Department's [2015-2019 Consolidated Plan](#), or any other community-wide survey of social services needs.

Community Kitchen addresses Strategy #5 (Public Service Assistance) of the City's Consolidated Plan 2015-19. Strategy #5 states "Provide funding to non-profit organizations that serve low income individuals/families with their basic emergency needs: food, shelter and health care." (p. 6 & 91). Within the section NA-40 Homeless Needs Assessment, funding for service providers (like Community Kitchen) is listed as the second of five priorities for the next five years (p. 50).

According to Section 504 Needs Assessment, Community Kitchen was among the top four most highly utilized Community Resources or Programs (Consolidated Plan, p.44). In addition, 53% of those Housing Choice voucher and public housing tenants responding indicated that food was the largest strain on their budget (p. 44). Not only is Community Kitchen a vital agency functioning in accordance with the City's Consolidated Plan, but we also fit into the City of Bloomington's Anti-Poverty Strategy (Consolidated Plan p.108). According to items 2 and 4, part of the plan is to 2. "provide access to emergency assistance by providing funding...to agencies that provide said services" and 4. C. "continue to cooperate with other local funders on anti-poverty strategies".

ONE-TIME INVESTMENT (100 words or less)

Jack Hopkins Funds are intended to be a one-time investment. Please explain how your project fits this criterion. If you are requesting operational funds (e.g., salaries, rent, vouchers, etc), please explain how your project satisfies an exception to the one-time funding rule (pilot, bridge, or collaborative). If you are requesting operational funds that do not satisfy one of the aforementioned exceptions, but your request is being made pursuant to the 2017 allowance for operational funds, please make that clear. If you are requesting operational funding, you must detail your plan for future funding.

Community Kitchen is seeking funding for one-time investment in equipment. The equipment requested provides an investment in our efficiency and facility that will pay long-term dividends in our service provision.

FISCAL LEVERAGING *(100 words or less)*

Describe how your project will leverage other resources, e.g., other funds, in-kind contributions, or volunteers.

With the continued need for our services and the importance of access to basic food resources for all, CK has worked to minimize operating costs and provide our services in the most efficient manner possible. By investing in our cooking efficiency and maintenance of our facility, we are able to leverage operating dollars for meeting the food needs around us.

LONG-TERM BENEFITS *(200 words or less)*

Explain how your program will have broad and long-lasting benefits for our community.

Our 1515 S Rogers St facility has improved operations, efficiency and the cost effectiveness of what we do. We are always still looking to improve efficiencies and want to maintain the longevity of our facility and operations. These one-time investments in our operations and facility help preserve the ability of Community Kitchen to be able to help the community. Access to food and nutrition are commonly accepted necessities for healthy individuals and families. Proper nutrition helps ensure success in school and work, and better physical and mental health. As the need for Kitchen services continues and we continue to reach out to more and more children, the benefits to the community are long lasting and take the form of more healthy children, better learners, lower dropout rates, lower incarceration rates and more productive citizens.

The funds requested through Common Council Social Services funding would provide a long-term investment in equipment and property maintenance at CK and will have a lasting impact on our operations and ability to meet community needs.

OUTCOME INDICATORS (100 words or less)

Please either list or describe the outcome indicators you intend to use to measure the success of your project.

The ultimate outcome of a project (e.g., reduced hunger, homelessness or addiction rates) are often not readily observable within the Jack Hopkins funding period. For that reason, we are asking agencies to provide us with *outcome indicators*. In contrast to program activities (what you bought or did with grant funds) and the long-term impacts of a program (the lasting social change effected by your initiative), the data we seek are the short-term indicators used to measure the change your program has created during the period of your funding agreement. Where possible, this information should be expressed in quantitative terms.

Examples: an agency providing a service might cite to the number of persons with new or improved access to a service. If funds were used to meet a quality standard, the agency might report the number of people who no longer have access to a substandard service. An agency seeking to purchase equipment or to make a physical improvement might cite to the number of residents with new or improved access to a service or facility. If funds were used to meet a quality standard or to improve quality of a service or facility, an agency might report the number of people who have access to the improved service or facility

The 2,378 city residents who will benefit from Kitchen programs in 2017 will not necessarily ever notice the improved efficiency or better utilization of storage space. However, making the best use of storage space will allow us better use of food resources for the highest quality meals possible. As we save money in other areas, we are happy to invest that in the quality, quantity and variety of food we provide. That means that more of the 2,378 residents who utilize our services will have access to healthy foods, including local foods that are often not readily available to them.

OTHER COMMENTS *(500 words or less)*

Use this space to provide other information you think the Committee would find useful. Any additional comments should supplement, not restate, information provided in the foregoing.

Community Kitchen provides a vital service to some of the community's most vulnerable residents. In 2017, we provided 297,373 meals and snacks to community members in need. 57% of those individuals we served were children; 14% were seniors and 17% had experienced homelessness in the previous six months. Of those patrons surveyed, 94% had income levels of extremely low- or low-income. Kitchen services really do meet a basic need of some of our most vulnerable. Every effort we make toward efficiency and longevity makes a long-term impact on our ability to meet food needs in our community.

Item	Cost
<u>1. Robot Coupe Immersion Blender attachment</u>	\$320
Shaft \$135	
Bottom bell & blade \$170	
Freight \$15	
 <u>2. Sheet Pan & Can Racks</u>	 \$895.23
Sheet Pan Racks 99.99 each * 2	
#10 Can Flow Rack \$426.99	
Freight for above racks \$268.26	
 <u>3. Fish Tubs</u>	 \$459.88
(100) 25# rectangular set with lids \$320.80	
Freight \$139.08	
 <u>4. Simpson Powershot Pressure Washer</u>	 \$499
 Total	 \$2,174.11

Proposal

GOOLDY & SONS, INC.

926 West 17th Street
BLOOMINGTON, INDIANA 47404
(812) 332-1682
FAX (812) 332-2610

1113

PROPOSAL SUBMITTED TO <i>Community Hospital</i>		PHONE <i>332-0999</i>	DATE <i>3-20-2017</i>
STREET		JOB NAME <i>Mr. Vidy C.</i>	
CITY, STATE and ZIP CODE		JOB LOCATION <i>Fax 332-1937</i>	
ARCHITECT	DATE OF PLANS	JOB PHONE	

We hereby submit specifications and estimates for:

** Robot Coupe mini power mixer MAMMP270VV
Int# 14801551038-08 (120V/110V)*

*1-# 89659 Shaft Aug = 135.00
1-# 89053 Bottom bell aug + h/c = 170.00
1- Estel Sargent 1/2 hp = 15.00
320.00*

(Two eyes)

Lead Time = 3-5 working days

We Propose hereby to furnish material and labor — complete in accordance with above specifications, for the sum of:

Payment to be made as follows:

dollars (\$ _____).

Net 30 days

All material is guaranteed to be as specified. All work to be completed in a workmanlike manner according to standard practices. Any alteration or deviation from above specifications involving extra costs will be executed only upon written orders, and will become an extra charge over and above the estimate. All agreements contingent upon strikes, accidents or delays beyond our control. Owner to carry fire, tornado and other necessary insurance. Our work is fully covered by Workman's Compensation Insurance.

Authorized Signature

[Signature]

Note: This proposal may be withdrawn by us if not accepted within *30* days.

Acceptance of Proposal — The above prices, specifications, and conditions are satisfactory and are hereby accepted. You are authorized to do the work as specified. Payment will be made as outlined above.

Date of Acceptance:

Signature

SHIPPING
& BILLING

REVIEW
& PAYMENT

ORDER
COMPLETE

Review & Payment

Billing Address

Vicki Pierce
Community Kitchen of Monroe County, Inc.
PO Box 3286
Bloomington, IN 47402-3286
United States
(812) 332-0999

Shipping Address

Vicki Pierce
Community Kitchen of Monroe Co
1515 S Rogers St
Bloomington, IN 47403
United States
(812) 332-0999



Regency 20 Pan End Load Bun / Sheet Pan Rack with Non-Marking Casters - Unassembled

TOTAL:
Qty: **\$199.98**
QTY:
2



Channel CSR-4M Half Size Mobile Aluminum Can Rack for #10 and #5 Cans with Aluminum Top

Ships via Common Carrier

TOTAL:
Qty: **\$426.99**
QTY:
1

Subtotal **\$626.97**

Shipping ⓘ \$268.26: Common Carrier w/ Liftgate


Call Before Delivery ⓘ




Comments for Customer Solutions

Comments

By placing your order, you have read and agree to
WebstaurantStore's [Returns Policy](#) & [Shipping Policy](#)

Blind Shipment 

☐

Using A Freight Forwarder? 

☐

Total (USD)

\$895.23

Credit Card

Card Number

CSC 

Expiration Date

03 - March

2017

☒ Remember this card for quick reordering?

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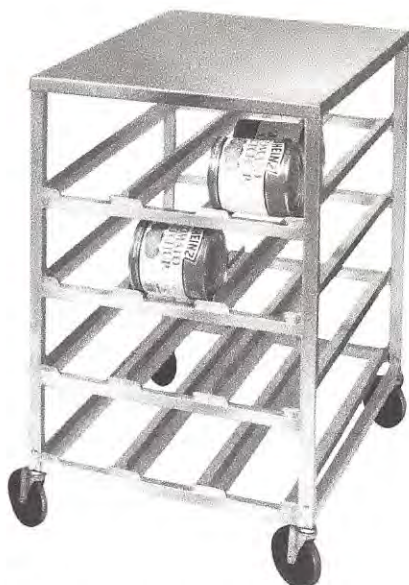


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Channel CSR-4M Half Size Mobile Aluminum Can Rack for #10 and #5 Cans with Aluminum Top

Item #: 240CSR4M MFR #: CSR-4M



Only

\$426.99/Each

- ✓ Holds up to (72) #10 cans
- ✓ Made of heavy-duty all-welded aluminum
- ✓ Aluminum work top
- ✓ Includes 5" non-marking casters for mobility
- ✓ Can be used with either #10 or #5 cans
- ✓ May be loaded from the front or the rear
- ✓ Ships assembled for immediate use
- ✓ Lifetime guarantee against rust

400012029493

New

Shipping:

Usually Ships in 11-12 Business Days

Not Eligible for Expedited Shipping

UPC Code:

Condition:



SPECS

Length 35 1/4 Inches

Width 25 3/4 Inches



Regency 20 Pan End Load Bun / Sheet Pan Rack with Non-Marking Casters - Unassembled

Item #: 109APR1820L



Buy 3 or more

\$94.10/Each

Buy 1 - 2

\$99.99/Each

2 items added to your cart

- ✓ 5" non-marking polyurethane swivel casters
- ✓ Unassembled for savings on shipping costs
- ✓ 3" spacing between shelves
- ✓ 400 lb. total capacity

Quality Rating:

UPC Code:

Condition:

109APR1820L

New

Shipping:

Usually Ships in 1 Business Day

When will I receive my item?

REGENCY
Space Solutions



**Baker's Mark 18" x 26"
Full Size 19 Gauge Wire
in Rim Aluminum Bun**
\$4.99/Each



**Regency 5"
Polyurethane Swivel
Stem Caster With**
\$9.39/Each



**Marko 5675CL018 Bun
Pan Rack Cover - 8 Mil**
\$53.99/Each



**Rege
Mil F
Bun I**
\$16.4

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ORDER
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AN INVOICE**

Bill To:

MONROE COMMUNITY KITCHEN
ATTN: VICKI PIERCE, DIRECTOR
1515 S ROGERS ST
BLOOMINGTON IN 47403

Ship To:

MONROE COMMUNITY KITCHEN
ATTN: VICKI PIERCE, DIRECTOR
1515 S ROGERS ST
BLOOMINGTON IN 47403

	Order #	Customer #	Customer P.O.	Terms	Ship Via
	Date	Comment			Salesperson
	253919	5360	VICKI PIERCE	IN ADVANCE	UPS-PREP&ADD
	03/21/17				900
Quantity	U/M	Description	DSC	Unit Price	Amount
10	CS B/O	41C025 LOC 001 CONT FILLET 25# RECT SET W/LID 10 Sets/Cases; 40 Cases/Pallet Order Subtotal FREIGHT CHARGES Order Total		32.08000	320.80 320.80 139.08 459.88

**This order is accepted and entered at Packaging Products Corporation's Office in Massachusetts as of the order date shown above.
All merchandise is billed at the price in effect at the time of shipment including back orders or make-up shipments.**

LIMITED WARRANTY Packaging Products Corporation warrants its packaging products to be free from defects in materials and workmanship. Packaging Products Corporation will replace goods that it determines to be defective if the goods are returned for inspection at the buyer's expense within 30 days of delivery. ALL OTHER WARRANTIES, EXPRESSED OR IMPLIED, INCLUDING IMPLIED WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE, ARE HEREBY EXCLUDED. THE FOREGOING REMEDY OF REPLACEMENT IS THE BUYER'S SOLE AND EXCLUSIVE REMEDY, AND PACKAGING PRODUCTS CORPORATION WILL IN NO EVENT BE LIABLE FOR ANY INCIDENTAL OR CONSEQUENTIAL DAMAGES

Ordered by: _____

Date: _____

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SIMPSON Powershot 3300-PSI 2.5 Gallons-Gpm Cold Water Gas Pressure Washer Carb Compliant

Item # 806889 Model #
PS60841

★★★★★ (3
Reviews)



\$499.00

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4 YEAR: \$99.97

3 YEAR: \$59.97

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Aisle 27 , Bay 10

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CHAT WITH LOWE'S

Community Kitchen of Monroe County, Inc.
Profit & Loss by Class
January through December 2016

	Building Fund		General		TOTAL	
	Jan - Dec 16	Jan - Dec 15	Jan - Dec 16	Jan - Dec 15	Jan - Dec 16	Jan - Dec 15
Ordinary Income/Expense						
Income						
Head Start	0.00	0.00	167,586.80	42,417.40	167,586.80	42,417.40
Sale of Equipment	0.00	0.00	0.00	2,300.00	0.00	2,300.00
INCOME						
Business/Professional	0.00	0.00	26,307.81	18,730.22	26,307.81	18,730.22
Church	0.00	0.00	19,692.40	13,781.77	19,692.40	13,781.77
Civic	0.00	0.00	1,143.35	3,979.77	1,143.35	3,979.77
Collection Cans	218.35	0.00	1,788.36	2,888.92	2,006.71	2,888.92
Individual Contributions	6,892.29	9,990.61	246,111.17	213,398.73	253,003.46	223,389.34
Interest	0.00	0.00	10.55	29.47	10.55	29.47
Special Events Income						
Brunch	0.00	0.00	0.00	43.71	0.00	43.71
Trivia Night	0.00	0.00	0.00	407.00	0.00	407.00
Mardi Gras	0.00	0.00	2,311.76	7,095.04	2,311.76	7,095.04
Chef's Challenge	0.00	0.00	24,481.88	23,848.14	24,481.88	23,848.14
Misc Events	0.00	0.00	0.00	500.00	0.00	500.00
Taste of Bloomington	0.00	0.00	2,500.00	5,600.00	2,500.00	5,600.00
Special Events Income - Other	0.00	0.00	17,070.74	11,902.79	17,070.74	11,902.79
Total Special Events Income	0.00	0.00	46,364.38	49,396.68	46,364.38	49,396.68
Total INCOME	7,110.64	9,990.61	341,418.02	302,205.56	348,528.66	312,196.17
Grant Income						
CACFP	0.00	0.00	52,840.06	57,094.00	52,840.06	57,094.00
CDBG Grant	0.00	0.00	22,909.34	20,122.92	22,909.34	20,122.92
EFSP Grant	0.00	0.00	2,500.00	5,000.00	2,500.00	5,000.00
Local Govt./Townships	0.00	0.00	19,993.00	19,400.00	19,993.00	19,400.00
Misc. Grants/Other	0.00	0.00	63,223.52	81,987.63	63,223.52	81,987.63
SFSP	0.00	0.00	49,484.74	29,079.82	49,484.74	29,079.82
United Way Grant	0.00	0.00	37,770.44	41,067.48	37,770.44	41,067.48
Grant Income - Other	0.00	0.00	30,000.00	0.00	30,000.00	0.00
Total Grant Income	0.00	0.00	278,721.10	253,751.85	278,721.10	253,751.85
Area 10 Reimburse	0.00	0.00	529.00	5,130.00	529.00	5,130.00
BOBPAN-Perry Twp. Pantry	0.00	0.00	2,816.80	3,569.22	2,816.80	3,569.22
CK Express Pantry-Blmtn Twp.	0.00	0.00	2,000.00	2,000.00	2,000.00	2,000.00
In-Kind Income						
Food Donations						
Food Bank In-Kind	0.00	0.00	322,523.55	304,795.14	322,523.55	304,795.14
Food Donations - Other	0.00	0.00	75,312.04	78,075.88	75,312.04	78,075.88
Total Food Donations	0.00	0.00	397,835.59	382,871.02	397,835.59	382,871.02
Labor	0.00	0.00	225,208.71	212,456.98	225,208.71	212,456.98
Non-Food Donations	0.00	0.00	4,271.71	10,633.46	4,271.71	10,633.46
Rent & Utilities	0.00	0.00	7,320.00	7,320.00	7,320.00	7,320.00
Total In-Kind Income	0.00	0.00	634,636.01	613,281.46	634,636.01	613,281.46
Total Income	7,110.64	9,990.61	1,427,707.73	1,224,655.49	1,434,818.37	1,234,646.10
Expense						
Depreciation	0.00	0.00	0.00	55,733.79	0.00	55,733.79
EXPENSES						
Automobile Expense						
Gas Expense	0.00	0.00	1,970.95	1,518.22	1,970.95	1,518.22
Registration & Plates	0.00	0.00	787.05	936.16	787.05	936.16
Vehicle Insurance	0.00	0.00	1,480.16	1,689.93	1,480.16	1,689.93
Automobile Expense - Other	0.00	0.00	432.41	858.15	432.41	858.15
Total Automobile Expense	0.00	0.00	4,670.57	5,002.46	4,670.57	5,002.46
Bank Service Fees	0.00	27.00	687.07	921.31	687.07	948.31
Board Development	0.00	0.00	141.90	88.30	141.90	88.30
BOBPAN-Perry Twp Pantry	0.00	0.00	2,638.72	3,173.76	2,638.72	3,173.76
CK Express Pantry-Blmtn. Twp.	0.00	0.00	457.44	2,682.40	457.44	2,682.40
Classified Advertising	0.00	0.00	628.43	111.71	628.43	111.71
Food & Beverage Expense						
Head Start	0.00	0.00	38,870.94	11,349.57	38,870.94	11,349.57
Backpack Buddies	0.00	0.00	17,092.70	16,210.39	17,092.70	16,210.39
CACFP	0.00	0.00	28,526.10	35,125.85	28,526.10	35,125.85
SFSP	0.00	0.00	18,714.22	13,890.64	18,714.22	13,890.64
Food & Beverage Expense - Other	0.00	0.00	18,243.89	14,919.85	18,243.89	14,919.85
Total Food & Beverage Expense	0.00	0.00	121,447.85	91,496.30	121,447.85	91,496.30
Fundraising	0.00	0.00	10,548.23	14,724.89	10,548.23	14,724.89

2:24 PM

01/09/17

Accrual Basis

Community Kitchen of Monroe County, Inc.
Profit & Loss by Class
January through December 2016

	Building Fund		General		TOTAL	
	Jan - Dec 16	Jan - Dec 15	Jan - Dec 16	Jan - Dec 15	Jan - Dec 16	Jan - Dec 15
Gen. Repairs/Maint. Svcs.						
Building Repairs	0.00	0.00	697.98	116.50	697.98	116.50
Equipment Repairs	0.00	0.00	2,036.37	2,239.37	2,036.37	2,239.37
Trash	0.00	0.00	1,318.14	929.28	1,318.14	929.28
Gen. Repairs/Maint. Svcs. - Other	0.00	0.00	14,352.73	7,202.32	14,352.73	7,202.32
Total Gen. Repairs/Maint. Svcs.	0.00	0.00	18,405.22	10,487.47	18,405.22	10,487.47
Insurance						
Directors & Officers	0.00	0.00	826.56	590.40	826.56	590.40
Health Insurance	0.00	0.00	36,629.88	34,807.89	36,629.88	34,807.89
Liability & Worker's Comp	0.00	0.00	-401.28	-283.53	-401.28	-283.53
Life Insurance	0.00	0.00	1,977.68	1,576.80	1,977.68	1,576.80
Insurance - Other	0.00	0.00	-363.28	7,030.00	-363.28	7,030.00
Total Insurance	0.00	0.00	38,669.56	43,721.56	38,669.56	43,721.56
Kitchen						
Physical Plant Equipment	0.00	0.00	20,205.12	2,907.52	20,205.12	2,907.52
Physical Plant Supplies	0.00	0.00	26,130.51	27,610.72	26,130.51	27,610.72
Total Kitchen	0.00	0.00	46,335.63	30,518.24	46,335.63	30,518.24
Office Equipment						
Computer & Software	0.00	0.00	4,023.00	1,506.27	4,023.00	1,506.27
Office Equipment - Other	0.00	0.00	912.79	431.80	912.79	431.80
Total Office Equipment	0.00	0.00	4,935.79	1,938.07	4,935.79	1,938.07
Office Supplies	0.00	0.00	1,669.04	2,255.46	1,669.04	2,255.46
Organiz. Memberships/Filing Fee	0.00	0.00	197.00	197.14	197.00	197.14
Other/Contingency	0.00	0.00	935.78	1,322.59	935.78	1,322.59
Payroll Expenses	0.00	0.00	355,497.59	309,400.65	355,497.59	309,400.65
Payroll Taxes						
FICA-Company	0.00	0.00	19,991.36	17,831.57	19,991.36	17,831.57
FUTA	0.00	0.00	84.00	-128.15	84.00	-128.15
Medicare-Company	0.00	0.00	4,675.41	4,170.31	4,675.41	4,170.31
SUTA	0.00	0.00	983.65	899.07	983.65	899.07
Payroll Taxes - Other	0.00	0.00	-241.76	0.00	-241.76	0.00
Total Payroll Taxes	0.00	0.00	25,492.66	22,772.80	25,492.66	22,772.80
Postage	0.00	0.00	4,151.74	3,817.26	4,151.74	3,817.26
Printing	0.00	0.00	5,458.83	10,542.75	5,458.83	10,542.75
Professional Audit	0.00	0.00	8,145.00	7,905.00	8,145.00	7,905.00
Staff Training	0.00	0.00	300.00	0.00	300.00	0.00
Subscriptions	0.00	0.00	181.35	167.40	181.35	167.40
Telephone & internet	0.00	0.00	2,433.69	2,502.60	2,433.69	2,502.60
Utilities	0.00	0.00	13,914.53	13,679.88	13,914.53	13,679.88
Volunteer Recognition	0.00	0.00	1,799.25	1,395.20	1,799.25	1,395.20
Total EXPENSES	0.00	27.00	669,742.87	580,825.20	669,742.87	580,852.20
In-Kind Expenses						
Food Donations						
Food Bank In-Kind	0.00	0.00	322,523.55	304,795.14	322,523.55	304,795.14
Food Donations - Other	0.00	0.00	77,256.64	84,844.85	77,256.64	84,844.85
Total Food Donations	0.00	0.00	399,780.19	389,639.99	399,780.19	389,639.99
Labor	0.00	0.00	225,208.71	212,456.98	225,208.71	212,456.98
Non-Food Donations	0.00	0.00	4,271.71	13,832.46	4,271.71	13,832.46
Rent & Utilities	0.00	0.00	7,320.00	7,320.00	7,320.00	7,320.00
Total In-Kind Expenses	0.00	0.00	636,580.61	623,249.43	636,580.61	623,249.43
Interest Expense	0.00	0.00	11,331.36	12,886.34	11,331.36	12,886.34
Total Expense	0.00	27.00	1,317,654.84	1,272,694.76	1,317,654.84	1,272,721.76
Net Ordinary Income	7,110.64	9,963.61	110,052.89	-48,039.27	117,163.53	-38,075.66
Net Income	7,110.64	9,963.61	110,052.89	-48,039.27	117,163.53	-38,075.66



CITY OF BLOOMINGTON, COMMON COUNCIL
JACK HOPKINS SOCIAL SERVICES FUNDING COMMITTEE
2017 GRANT APPLICATION

AGENCY INFORMATION

Lead Agency Name:

Is Lead Agency a 501(c)(3)? ☐ Yes ☐ No

Number of Employees:

Full-Time	Part-Time	Volunteers
0	1	30

Address:

El Centro Comunal Latino
303 E. Kirkwood Ave.
Bloomington, IN

Zip Code: 47408

Phone: (812) 355-7513

Agency E-Mail: elcentrocomunal@gmail.com

Website: <http://www.elcentrocomunal.com/>

President of Board of Directors: Esther Fuentes

Name of Executive Director: Jane Walter

Phone: (812) 355-7513

E-Mail: elcentrocomunal@gmail.com

Name and Title of Person to Present Proposal to the Committee:

Phone: Jane Walter, Health Projects Coordinator

E-Mail: elcentrocomunal@gmail.com

Name of Grant Writer: Jane Walter and Meg Weigel

Phone: (812) 355-7513

E-Mail: elcentrocomunal@gmail.com

Agency Mission Statement *(150 words or less)*

**Note: If your organization is a faith-based agency, please provide the mission statement of your proposed project, not your agency.*

El Centro Comunal Latino is a community-based organization that provides an accessible and safe space for all Latinos, with a focus on Spanish speakers, to find information, access to resources, and a place to hold community events. El Centro Comunal Latino also seeks to promote communication and understanding between service agencies and Latino residents in order to facilitate integration and encourage active participation in the greater Bloomington.

PROJECT INFORMATION

Project Name: El Centro's Interpreter Network

Is this a collaborative project? ☐ Yes ☒ No. If yes:

List name(s) of agency partner(s):

NA

Please indicate: how your missions, operations and services do or will complement each other; the existing relationship between your agencies and how the level of communication and coordination will change as a result of the project; any challenges and steps you plan to take to address those challenges.

NA

Address where project will be housed: El Centro, 303 E. Kirkwood Ave., Bloomington IN 47408

Total cost of project: \$ 3,000

Requested amount of JHSSF funding: \$ 1,500

Other Funds Expected for this Project (*Please indicate source, amount, and whether confirmed or pending*):
El Centro will draw on its limited savings to try to cover gaps in interpreting support with trained interpreters.

Total Number of Clients Served by this project in 2017: 75-100

Total Number of City Residents Served by this project in 2017: 75-100

Is this request for operational funds? ☒ Yes ☐ No
If "yes," indicate the nature of the operational request:

☐ Pilot ☐ Bridge ☐ Collaborative ☒ None of the Preceding – General request for operational funds pursuant to 2017 funding guidelines.

Please describe when you plan to submit your claims for reimbursement and what steps precede a complete draw down of funds:

Reimbursement Period 1: Use \$ 1,125 of funds to cover otherwise unfunded interpreting services for medical and community interactions using professionally-trained interpreters during July-December 2017.

Reimbursement Period 2: Use \$ 375 of funds to cover otherwise unfunded interpreting services for medical and community interactions using professionally-trained interpreters during January-February 2018.

If completion of your project depends on other anticipated funding, please describe when those funds are expected to be received:

NA

Do you own or have site control of the property on which the project is to take place?

☒ Yes ☐ No ☐ N/A

Is the property zoned for your intended use?

☒ Yes ☐ No ☐ N/A

If “no,” please explain:

NA

If permits, variances, or other forms of approval are required for your project, please indicate whether the approval has been received. If it has not been received, please indicate the entity from which the permitting or approval is sought and the length of time it takes to secure the permit or approval.

Note: Funds will not be disbursed until all requisite variances or approvals are obtained.

NA

Due to limited funds, the Committee may recommend partial funding for a program. In the event the Committee is unable to meet your full request, will you be able to proceed with partial funding?

☒ Yes ☐ No

If “yes,” please provide an itemized list of program elements, ranked by priority and cost:

Priority #1
(Item & Cost)

All funds received will be used for interpreting services.

Priority #2
(Item & Cost)

Priority #3
(Item & Cost)

Priority #4
(Item & Cost)

Priority #5
(Item & Cost)

Priority #6
(Item & Cost)

Project Synopsis *(250 words or less)*

Please provide a brief overview of your project. This synopsis will be used in a summary of your proposal. Please begin your synopsis with the amount you are requesting and a concrete description of your proposed project. E.g., "We are requesting \$7,000 for an energy-efficient freezer to expand our emergency food service program."

El Centro requests \$ 1,500 to fund trained interpreters for the medical and social service appointments of Spanish-speaking residents with limited English in cases where funding for interpreting is unavailable. These funds will provide 75 hours of communication support by professionally-trained interpreters at the non-profit rate of \$ 20 per hour (first hour guaranteed and \$ 5 per 15-minute increment thereafter) from July 2017 to February 2018.

The project generally functions as follows. A non-profit medical or social service provider such as the Volunteers in Medicine Clinic or Habitat for Humanity contacts El Centro about an interpreting need. A patient or client can also initiate contact with El Centro about an interpreting need. El Centro staff then contacts professionally-trained interpreters on its list to identify which is available for the appointment. El Centro staff then contacts the provider and/or the patient/client if the request originated there. The provider may subsequently contact the patient/client to confirm the presence of trained interpreting support for the appointment.

The trained interpreter uses an invoice with an El Centro logo at the appointment, has it signed by staff at the provider's office, and submits the invoice to El Centro. The El Centro board treasurer pays the interpreter, and periodically submits a request for reimbursement from the Jack Hopkins funds.

CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Your responses will be used in a summary of your proposal.

NEED (200 words or less)

Explain how your project addresses a previously-identified priority for social services funding as documented in the [Service Community Assessment of Needs](#), the City of Bloomington, Housing and Neighborhood Development Department's [2015-2019 Consolidated Plan](#), or any other community-wide survey of social services needs.

The 2010 U.S. Census identified approximately 3,300 Bloomington residents who are Hispanic/Latino, many of whom have limited English. Federal law recognizes communication as a fundamental right when providers receive federal monies. However, funding is often lacking for providers to provide meaningful access to communication, especially when the percentage of individuals needing language support is relatively low, when some providers actually volunteer their services, and when non-profits are unable to including funds for interpreting in their limited budgets.

According to the 2013 Latino Health Assessment carried out locally by IU Health and the IU School of Public and Environmental Affairs, a significant number of Spanish-speaking patients rely on friends and family who are not trained interpreters to communicate with providers, and when they do not have this they use their "best English."

Through Jack Hopkins funding in 2016-17, El Centro was able to pay for a total of 37 interpreting sessions with trained interpreters for community members and providers who otherwise would have lacked communication support during their interactions.

ONE-TIME INVESTMENT *(100 words or less)*

Jack Hopkins Funds are intended to be a one-time investment. Please explain how your project fits this criterion. If you are requesting operational funds (e.g., salaries, rent, vouchers, etc), please explain how your project satisfies an exception to the one-time funding rule (pilot, bridge, or collaborative). If you are requesting operational funds that do not satisfy one of the aforementioned exceptions, but your request is being made pursuant to the 2017 allowance for operational funds, please make that clear. If you are requesting operational funding, you must detail your plan for future funding.

A year ago El Centro sought \$ 1,000 in bridge funding for this project actively promoting the health and well-being of minority community residents with limited resources who help form the backbone of our local economy. Right now El Centro is dipping into its limited savings to continue to cover this need.

El Centro intends to apply for a Sophia Travis Community Service Grant for this purpose in the upcoming cycle.

FISCAL LEVERAGING *(100 words or less)*

Describe how your project will leverage other resources, e.g., other funds, in-kind contributions, or volunteers.

El Centro's Interpreter Network was founded to connect trained interpreters with medical and community providers serving Spanish-speaking residents. Our part-time employee facilitates communication via phone, email, and text between the provider, the trained interpreter, and the client/patient to make sure that everyone is in the loop regarding the appointment. El Centro's volunteer board treasurer processes invoices to pay interpreters and then seek reimbursement from grants when available. All reporting is done by the board treasurer and El Centro staff.

LONG-TERM BENEFITS (200 words or less)

Explain how your program will have broad and long-lasting benefits for our community.

Recognized benefits of having trained interpreters to facilitate communication in community and medical settings are:

- Accuracy in communication between provider and patient/client
- Fulfillment of established guidelines for proper interpreter conduct
- Attention to confidentiality and other ethical concerns when facilitating communication during interpreting sessions
- Removal of the tendency to use inappropriate individuals to interpret, such as children, family, friends, and employees not trained to interpret

There is no doubt that accurate, unbiased communication between client/patient and provider is essential for the improved health and well-being of community members and the full provision of services by providers. This is particularly important in regard to marginalized populations.

OUTCOME INDICATORS (100 words or less)

Please either list or describe the outcome indicators you intend to use to measure the success of your project.

The ultimate outcome of a project (e.g., reduced hunger, homelessness or addiction rates) are often not readily observable within the Jack Hopkins funding period. For that reason, we are asking agencies to provide us with *outcome indicators*. In contrast to program activities (what you bought or did with grant funds) and the long-term impacts of a program (the lasting social change effected by your initiative), the data we seek are the short-term indicators used to measure the change your program has created during the period of your funding agreement. Where possible, this information should be expressed in quantitative terms.

Examples: an agency providing a service might cite to the number of persons with new or improved access to a service. If funds were used to meet a quality standard, the agency might report the number of people who no longer have access to a substandard service. An agency seeking to purchase equipment or to make a physical improvement might cite to the number of residents with new or improved access to a service or facility. If funds were used to meet a quality standard or to improve quality of a service or facility, an agency might report the number of people who have access to the improved service or facility

These Jack Hopkins funds will provide approximately 75 hours of communication support by a trained interpreter at the non-profit rate of \$ 20 per hour (first hour guaranteed and \$ 5 per 15-minute increment thereafter) from July 2017 to February 2018.

OTHER COMMENTS (500 words or less)

Use this space to provide other information you think the Committee would find useful. Any additional comments should supplement, not restate, information provided in the foregoing.

Last year El Centro received \$ 1,000 in Jack Hopkins funds to pay for otherwise unfunded interpreting services using professionally-trained interpreters for medical and social service appointments during the period 7/1/16-3/6/18. The grant paid for 37 such encounters, as follows:

- VIM Clinic referrals of patient to off-site volunteer medical providers – 20
- Low-income patients seen by medical specialists with few Spanish-speaking patients who would not have had interpreting support – 4 (including three visits by one patient to the same specialist)
- Habitat for Humanity homeowner referred to an insurance provider – 1 (the insurance agent was very happy about the interpreting support and said he would pay for such interpreting needs in the future)
- Low-income residents needing non-profit services – 12:
 - Habitat for Humanity – 8 (including 4 informational meetings or classes with a total of 51 Spanish-speaking participants)
 - Head Start – 2 (including one initial home visit and one intake interview)
 - Middle Way House – 2 (both for legal support)

El Centro is seeking an increase in this interpreter funding to \$ 1,500 because providers are now more aware of the existence of this vital communication resource, as is evident below.

- VIM Assistant Director Shelley Sallee highlighted the importance of those funds in a recent email: *Many physicians do not have easy access to medical interpreters; however they freely take on VIM patients. It is so essential that patients understand their medical issues and that it be explained in their native language. VIM relies on interpreters from El Centro to help our patients have a better experience when they are referred to outside medical providers. Frequently, these are appointments with specialists that are resulting from abnormal labs sometimes requiring surgery or further procedures. It can be an emotional and frightening experience for the patients. Having the assistance of a medical interpreter helps to ease their fears...*
- Habitat for Humanity Poverty Elimination Coordinator Erica Riggs stated it this way: *El Centro Comunal Latino's trained interpreters have been vital to our communication with families in our Homebuyer Program through every step, from recruiting potential applicants to the completion of building the homes of accepted families. At present, half of our homebuyers are Spanish speakers and we do not have any fluent Spanish speakers employed in our office. We rely on the trained interpreters from El Centro to provide accurate and reliable interpretation for recruitment efforts in our monthly informational meetings and frequently during meetings with families accepted into our homebuyer program...*

Budget: El Centro Comunal Latino and 2017 Jack Hopkins Funds

DATE	EXPENDITURE*
July 1, 2017	0
December 31, 2017	\$ 1,125 for approximately 56 hours of interpreting during July, August, September, October, November & December 2017
February 28, 2018	\$ 375 for approximately 19 hours of interpreting during January & February 2018
TOTAL REIMBURSEMENT	\$ 1,500 for approximately 75 hours of interpreting

*Rate of pay for interpreter: The Interpreter Network non-profit rate of \$ 20 per hour (with the first our guaranteed and \$ 5 per 15-minute increment thereafter)

El Centro Comunal, Inc. Budget 2016

Income

Jack Hopkins	\$	620.00
Donations	\$	215.00
Indiana Minority Health Coalition	\$	32,187.82
Subtotal	\$	33,022.82

Salary

Jane Walter - Interpreting	\$	20.00
Jane Walter - IMHC	\$	17,773.60
Stephen Grimsley	\$	962.50
Dayanna Arichavala	\$	316.80
Nitza Duran	\$	181.19
Patrick Moore	\$	30.00
Tax/Fringe	\$	4,915.94
Subtotal	\$	24,200.03

Services

Stampfli Associates, CPAs	\$	1,420.00
Subtotal	\$	1,420.00

Travel/Training

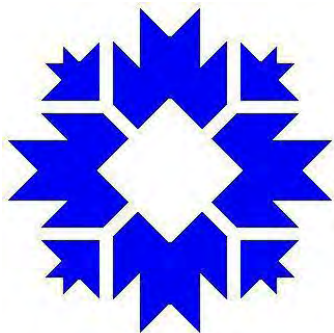
Reimburse Jane W for IMHC Indy Meeting	\$	123.20
IMHC Lunch	\$	120.00
Monroe County Childhood Conditions Summit	\$	15.00
Subtotal	\$	258.20

Programs

Materials and Supplies	\$	3,732.35
Verified Volunteers, Inc	\$	274.04
Subtotal	\$	4,006.39

Office Expense

Property Tax Monroe County Treasurer	\$	5.00best \
Business Entity Report	\$	22.00
PO Box Rental	\$	48.00
Postage	\$	226.07
First Insurance Group - Selective	\$	255.00
Webhostingpad.com	\$	224.35
Rent	\$	3,600.00
Supplies	\$	1,600.88
Subtotal	\$	5,981.30



CITY OF BLOOMINGTON, COMMON COUNCIL
JACK HOPKINS SOCIAL SERVICES FUNDING COMMITTEE
2017 GRANT APPLICATION

AGENCY INFORMATION

Lead Agency Name: First Christian Church (Disciples of Christ) Bloomington, IN

Is Lead Agency a 501(c)(3)? ☒ Yes ☐ No

Number of Employees:

Full-Time	Part-Time	Volunteers
2	7	100+

Address:

205 E. Kirkwood Ave.
Bloomington, IN

Zip Code: 47408

Phone: 812-332-4459

Agency E-Mail: fcc@fccbloom.org

Website: www.fccbloomington.org

President of Board of Directors: David Schilling, Moderator, Church Board

Name of Executive Director: Rev. Helen Hempfling

Phone: 812-332-4459

E-Mail: helenhempfling@gmail.com

Name and Title of Person to Present Proposal to the Committee: Mark Knowles

Phone: 812-332-4459

E-Mail: markknowles@fccbloom.org

Name of Grant Writer: Mark Knowles

Phone: 812-332-4459

E-Mail: markknowles@fccbloom.org

Agency Mission Statement (*150 words or less*)

**Note: If your organization is a faith-based agency, please provide the mission statement of your proposed project, not your agency.*

The Gathering Place Breakfast seeks simply to provide a warm meal and space to anyone who could use it on Sunday mornings. An electric steam kettle allows us to more quickly and efficiently do just that.

PROJECT INFORMATION

Project Name: Replacing Electric Steam Kettle for the Gathering Place Breakfast

Is this a collaborative project? ☐ Yes ☒ No. If yes:

List name(s) of agency partner(s):

N/A

Please indicate: how your missions, operations and services do or will complement each other; the existing relationship between your agencies and how the level of communication and coordination will change as a result of the project; any challenges and steps you plan to take to address those challenges.

N/A

Address where project will be housed: 205 E. Kirkwood Ave., Bloomington IN 47408

Total cost of project: \$7,280

Requested amount of JHSSF funding: \$3,880

Other Funds Expected for this Project (*Please indicate source, amount, and whether confirmed or pending*):

- Awarded/received \$3,400 from the Sophia Travis Community Services Grant Program

Total Number of Clients Served by this project in 2017: 3,183

Total Number of City Residents Served by this project in 2017: 3,183

Is this request for operational funds? ☐ Yes ☒ No

If “yes,” indicate the nature of the operational request:

☐ Pilot ☐ Bridge ☐ Collaborative ☐ None of the Preceding – General request for operational funds pursuant to 2017 funding guidelines.

Please describe when you plan to submit your claims for reimbursement and what steps precede a complete draw down of funds:

Reimbursement Period: July – September 2017

We plan to purchase and install a new electric steam kettle as soon as we have the funds to do so. The estimate from Gooldy & Sons, Inc. includes installation, so it should be a single-step process.

If completion of your project depends on other anticipated funding, please describe when those funds are expected to be received:

The Sophia Travis funding has already been received.

Do you own or have site control of the property on which the project is to take place?

☒ Yes ☐ No ☐ N/A

Is the property zoned for your intended use?

☒ Yes ☐ No ☐ N/A

If “no,” please explain:

N/A

If permits, variances, or other forms of approval are required for your project, please indicate whether the approval has been received. If it has not been received, please indicate the entity from which the permitting or approval is sought and the length of time it takes to secure the permit or approval.

Note: *Funds will not be disbursed until all requisite variances or approvals are obtained.*

N/A

Due to limited funds, the Committee may recommend partial funding for a program. In the event the Committee is unable to meet your full request, will you be able to proceed with partial funding?

☒ Yes ☐ No

If “yes,” please provide an itemized list of program elements, ranked by priority and cost:

Priority #1
(Item & Cost)

While we want to replace our electric steam kettle with the same size and brand (as it served us well for 40+ years) from the local company who services all our kitchen appliances, we could look at a smaller model and/or different brand if necessary.

Priority #2
(Item & Cost)

--

Priority #3
(Item & Cost)

--

Priority #4
(Item & Cost)

--

Priority #5
(Item & Cost)

--

Priority #6
(Item & Cost)

--

Project Synopsis *(250 words or less)*

Please provide a brief overview of your project. This synopsis will be used in a summary of your proposal. Please begin your synopsis with the amount you are requesting and a concrete description of your proposed project. E.g., "We are requesting \$7,000 for an energy-efficient freezer to expand our emergency food service program."

We are requesting \$3,880 to partially fund the replacement of our 40-quart electric steam kettle. (See picture below for what this item looks like new.) Our current one—which has been around since long before the Gathering Place Breakfast—has broken and cannot be repaired. It was used by volunteers to much more quickly and efficiently prepare a variety of warm foods such as soup, grits, hard-boiled eggs, and sausages. This item not only provides more warm food options for our guests, but also a shorter preparation time for our faithful volunteers (who are already getting up quite early to do this work). We would like to be able to continue to quickly and efficiently provide a variety of warm foods at the Breakfast.



CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Your responses will be used in a summary of your proposal.

NEED (200 words or less)

Explain how your project addresses a previously-identified priority for social services funding as documented in the [Service Community Assessment of Needs](#), the City of Bloomington, Housing and Neighborhood Development Department's [2015-2019 Consolidated Plan](#), or any other community-wide survey of social services needs.

Both *SCAN 2012* and HAND's *2015-2019 Consolidated Plan* identify food as the most basic of needs. Indeed *SCAN* gives food as the first example of *Meeting the Essentials*, the "basic needs of individuals and families," and the *Consolidated Plan*'s strategy on Public Service Assistance is to "[p]rovide funding to non-profit organizations that serve low income individuals/families with their basic emergency needs: food, shelter and health care." Currently there are no other meal options for many low income individuals in Bloomington on Sunday mornings, and the electric steam kettle is a valuable resource in allowing us to serve large numbers of a variety of people hot, healthy food.

ONE-TIME INVESTMENT *(100 words or less)*

Jack Hopkins Funds are intended to be a one-time investment. Please explain how your project fits this criterion. If you are requesting operational funds (e.g., salaries, rent, vouchers, etc), please explain how your project satisfies an exception to the one-time funding rule (pilot, bridge, or collaborative). If you are requesting operational funds that do not satisfy one of the aforementioned exceptions, but your request is being made pursuant to the 2017 allowance for operational funds, please make that clear. If you are requesting operational funding, you must detail your plan for future funding.

This is a one-time investment to replace our electric steam kettle. While we appreciate the beauty of our 100-year-old building, and are happy that we have put it and our old kitchen appliances to good use in this Breakfast program, we recognize they have limits. Our previous electric steam kettle served us well for 40+ years, and we hope that a one-time investment to replace it with the same model also serves us well into the future.

FISCAL LEVERAGING *(100 words or less)*

Describe how your project will leverage other resources, e.g., other funds, in-kind contributions, or volunteers.

We have received \$3,400 from the Sophia Travis Community Services Grant Program for this item. Also our program depends heavily on volunteers—and on volunteers putting in many early hours. (As this item saves time in those early hours, it is key in avoiding burnout.) Finally, the church does have maintenance funds for many smaller, necessary kitchen repairs throughout the year; it is just with major items like this that we have to find additional sources.

LONG-TERM BENEFITS (200 words or less)

Explain how your program will have broad and long-lasting benefits for our community.

The Gathering Place is in its twelfth year of providing a warm meal and space to anyone in Bloomington who could use it on Sunday mornings. In 2016 this averaged over 115 plates of hot food—in addition to other breakfast items—to around 80 guests each week. Weekend meals are often harder for individuals to find, yet still essential to wellbeing. Thus we believe that providing this is not only a broad and long-lasting benefit for the community, but also an immediate and tangible one. We are happy to do so!

OUTCOME INDICATORS (100 words or less)

Please either list or describe the outcome indicators you intend to use to measure the success of your project.

The ultimate outcome of a project (e.g., reduced hunger, homelessness or addiction rates) are often not readily observable within the Jack Hopkins funding period. For that reason, we are asking agencies to provide us with *outcome indicators*. In contrast to program activities (what you bought or did with grant funds) and the long-term impacts of a program (the lasting social change effected by your initiative), the data we seek are the short-term indicators used to measure the change your program has created during the period of your funding agreement. Where possible, this information should be expressed in quantitative terms.

Examples: an agency providing a service might cite to the number of persons with new or improved access to a service. If funds were used to meet a quality standard, the agency might report the number of people who no longer have access to a substandard service. An agency seeking to purchase equipment or to make a physical improvement might cite to the number of residents with new or improved access to a service or facility. If funds were used to meet a quality standard or to improve quality of a service or facility, an agency might report the number of people who have access to the improved service or facility

While we are certain that the electric steam kettle reduces preparation time (which workers appreciate), and allows us to provide other hot food options (which guests appreciate), we never documented how often the old one was actually used. (It was never used every week in warm weather, for example.) So for the first twelve months of the new kettle we are going to document how often it is actually used. Thus our outcome indicator will be if it is used on average at least every other week, or 26 times per year.

OTHER COMMENTS *(500 words or less)*

Use this space to provide other information you think the Committee would find useful. Any additional comments should supplement, not restate, information provided in the foregoing.

We don't do any proselytizing at the Gathering Place Breakfast. (Indeed, that is a word many church members would be uncomfortable using to describe any of our activities, even those outside of the Breakfast.) No one is required to say a prayer, engage in religious conversation, proclaim a faith, attend worship, etc. That's not what we're about, nor why we provide this service. Additionally, such activities are prohibited by our Hoosier Hills Food Bank contract. Finally our church policy stipulates that we do not discriminate on the basis of religion—or things such as age, race, gender, sexual orientation, marital status, national origin, or disability—as all are welcome here. We just want to provide a warm meal and space to anyone who could use it on Sunday mornings.

Also, in recent years the electric steam kettle has rarely, if ever, been used by church members for any church-specific functions. It is used primarily for the Gathering Place Breakfast, and occasionally at the Interfaith Winter Shelter. (In decades past it was apparently used by the church to prepare food for large-scale events, but nearly all such events are now done potluck style or catered.) That's not to say church members or other community groups using the space are prohibited from the using kettle, but rather they have not been doing so.

Replacing Electric Steam Kettle for the Gathering Place Breakfast	
<i>Groen</i> TDB40 Kettle, Electric, Tabletop, with Installation	7,280
Funding received from the Sophia Travis Community Service Grant	3,400
Requested Jack Hopkins Social Services Funding	3,880

Proposal

GOOLDY & SONS, INC.

926 West 17th Street
BLOOMINGTON, INDIANA 47404
(812) 332-1682
FAX (812) 332-2610

Page # 1 1113

PROPOSAL SUBMITTED TO <i>First Church of Christ</i>		PHONE <i>332-4459</i>	DATE <i>1-30-2017</i>
STREET		JOB NAME <i>Attn: Mark</i>	
CITY, STATE and ZIP CODE <i>mark@gooldysons.com</i>		JOB LOCATION	
ARCHITECT	DATE OF PLANS	JOB PHONE	

We hereby submit specifications and estimates for:

1 - # TDB-70 Given 20 ft table top tilting
stem bottle unit (240 w/ 30) = 5,500.00
1 - Estimate freight / handling charges = 200.00
5,700.00

1 - # TDB-90 Given 40 ft table top tilting
stem bottle unit (240 w/ 30) = 6,700.00
1 - Estimate freight / handling charges = 200.00
6,900.00

1 - Estimate labor charges to remove old
unit and install new unit in its place = 304.380.00

We Propose hereby to furnish material and labor — complete in accordance with above specifications, for the sum of:

dollars (\$ _____).

Payment to be made as follows:

Net 30 days

All material is guaranteed to be as specified. All work to be completed in a workmanlike manner according to standard practices. Any alteration or deviation from above specifications involving extra costs will be executed only upon written orders, and will become an extra charge over and above the estimate. All agreements contingent upon strikes, accidents or delays beyond our control. Owner to carry fire, tornado and other necessary insurance. Our workers are fully covered by Workman's Compensation Insurance.

Authorized Signature

Tim Hood

Note: This proposal may be withdrawn by us if not accepted within 30 days.

Acceptance of Proposal — The above prices, specifications, and conditions are satisfactory and are hereby accepted. You are authorized to do the work as specified. Payment will be made as outlined above.

Signature _____

Date of Acceptance: _____ Signature _____

**First Christian Church
Supplemental Information**

December 31, 2016

Fund Name	November 30, 2016	Period Change	December 31, 2016
Camp Scholarships, Camps & Conferences	50.00		50.00
Capital Building Fund	26,992.73	1,265.00	28,257.73
College group	200.00	-	200.00
Concert Fund	318.87	(100.00)	218.87
CYF/Chi Rho	233.15	-	233.15
Disciples Women	-	-	-
Easter Offering	-	-	-
Emergency Assistance Fund	1,407.96	-	1,407.96
Faith Leaders	-	-	-
Funeral Receptions	685.25	-	685.25
Helen's Renewal Fund	1,626.80	-	1,626.80
Kitchen repairs	-	-	-
Memorials*	202,805.00	-	202,805.00
Minister's discretionary fund	36,736.82	5,000.00	41,736.82
Miscellaneous offering	598.76	(125.40)	473.36
Mission trip	(1,660.83)	3,344.59	1,683.76
MLK Grant	-	-	-
New Worship Service	4,415.17	-	4,415.17
Organ Fund	65.00	-	65.00
Outreach/mission fund	2,130.00	-	2,130.00
Permanent fund**	325.00	297.00	622.00
Piano fund	526.94		526.94
Reconciliation offering	-	-	-
Stewardship	-	-	-
Sunday school	671.07	115.42	786.49
The Gathering Place	230.94	-	230.94
Week of Compassion	-	-	-
W&M-Capital***	1,880.07	-	1,880.07
W&M-World Outreach****	-	-	-
Winter Shelter	3,091.70	-	3,091.70
TOTAL	283,330.40	9,796.61	293,127.01
Permanent fund-Endowment*****	332,841.44	5,770.74	338,612.18
Permanent fund - Family Ministries	10,756.03	186.48	10,942.51
Permanent fund- Ministers	22,391.22	134.30	22,525.52
Lane and Ruby Siebenthal Memorial	-		-
Designated Fund Balance	649,319.09	15,888.13	665,207.22

Gathering Place Designated Funds 2016

	Type	Date	Name	Class	Amount	Balance
311000 · DESIGNATED FUNDS RECEIPTS						
	Deposit	02/29/2016	Gathering Place	THE GATHERING PLACE	1,000.00	1,000.00
	Check	04/04/2016	Gale Hill	THE GATHERING PLACE	-23.28	976.72
	Deposit	06/06/2016	Gathering Place	THE GATHERING PLACE	10.00	986.72
	Deposit	09/19/2016	Gathering Place	THE GATHERING PLACE	10.00	996.72
	Deposit	10/24/2016	Gathering Place	THE GATHERING PLACE	1,100.00	2,096.72
	Deposit	11/21/2016	Gathering Place	THE GATHERING PLACE	300.00	2,396.72
Total 311000 · DESIGNATED FUNDS RECEIPTS					2,396.72	2,396.72
311100 · DESIGNATED FUNDS DISBURSEMENTS						
	Check	01/06/2016	SAM'S CLUB	THE GATHERING PLACE	-222.45	-222.45
	Check	01/20/2016	Mid Penn Bank	THE GATHERING PLACE	-31.76	-254.21
	Check	01/20/2016	HOOSIER HILLS FOOD BA	THE GATHERING PLACE	-34.24	-288.45
	Check	02/08/2016	SAM'S CLUB	THE GATHERING PLACE	-13.96	-302.41
	Check	02/15/2016	HOOSIER HILLS FOOD BA	THE GATHERING PLACE	-43.84	-346.25
	Check	02/22/2016	Mid Penn Bank	THE GATHERING PLACE	-15.75	-362.00
	Check	03/05/2016	Gale Hill	THE GATHERING PLACE	-22.73	-384.73
	Check	03/05/2016	SAM'S CLUB	THE GATHERING PLACE	-42.48	-427.21
	Check	03/17/2016	Gale Hill	THE GATHERING PLACE	-49.30	-476.51
	Check	03/17/2016	Mid Penn Bank	THE GATHERING PLACE	-20.25	-496.76
	Check	03/17/2016	Mid Penn Bank	THE GATHERING PLACE	-87.13	-583.89
	Check	04/11/2016	Gale Hill	THE GATHERING PLACE	-24.48	-608.37
	Check	04/11/2016	SAM'S CLUB	THE GATHERING PLACE	-32.12	-640.49
	Check	04/18/2016	HOOSIER HILLS FOOD BA	THE GATHERING PLACE	-38.72	-679.21
	Check	04/22/2016	Mid Penn Bank	THE GATHERING PLACE	-72.26	-751.47
	Check	04/22/2016	Gale Hill	THE GATHERING PLACE	-38.61	-790.08
	Check	05/09/2016	SAM'S CLUB	THE GATHERING PLACE	-63.17	-853.25
	Check	05/09/2016	Gale Hill	THE GATHERING PLACE	-8.80	-862.05
	Check	05/16/2016	Mid Penn Bank	THE GATHERING PLACE	-20.77	-882.82
	Check	05/16/2016	Mid Penn Bank	THE GATHERING PLACE	-21.90	-904.72
	Check	05/16/2016	HOOSIER HILLS FOOD BA	THE GATHERING PLACE	-24.48	-929.20
	Check	05/23/2016	Gale Hill	THE GATHERING PLACE	-49.68	-978.88
	Check	06/01/2016	SAM'S CLUB	THE GATHERING PLACE	-118.64	-1,097.52
	Check	06/06/2016	Gale Hill	THE GATHERING PLACE	-35.18	-1,132.70
	Check	06/14/2016	HOOSIER HILLS FOOD BA	THE GATHERING PLACE	-62.88	-1,195.58
	Check	06/27/2016	Mid Penn Bank	THE GATHERING PLACE	-21.00	-1,216.58
	Check	07/05/2016	SAM'S CLUB	THE GATHERING PLACE	-66.94	-1,283.52
	Check	07/11/2016	HOOSIER HILLS FOOD BA	THE GATHERING PLACE	-16.16	-1,299.68
	Check	07/28/2016	Mid Penn Bank	THE GATHERING PLACE	-23.22	-1,322.90
	Check	09/12/2016	SAM'S CLUB	THE GATHERING PLACE	-1,230.14	-2,553.04
Total 311100 · DESIGNATED FUNDS DISBURSEMENTS					-2,553.04	-2,553.04
TOTAL					-156.32	-156.32

First Christian Church Profit and Loss 2016

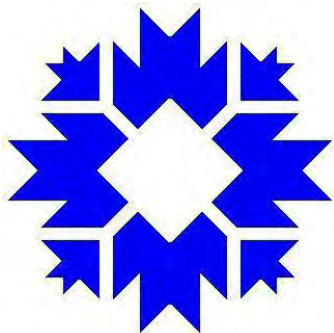
	Jan - Dec 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
307500 · Thrasher Fund Income	7,047.60	7,000.00	47.60	100.68%
308200 · Miscellaneous Income	4,510.00			
305000 · Fundraising	5,070.15	5,500.00	-429.85	92.19%
308000 · EXPENSE REIMBURSEMENT	1,033.98	1,400.00	-366.02	73.86%
301000 · PLEDGES	369,924.74	350,401.06	19,523.68	105.57%
301500 · PREPAID PLEDGES	39,185.40	39,185.40	0.00	100.0%
303000 · LOOSE OFFERING	0.00	1,500.00	-1,500.00	0.0%
307000 · BUILDING USE	6,135.00	4,000.00	2,135.00	153.38%
Total Income	432,906.87	408,986.46	23,920.41	105.85%
Expense				
650000 · Reimbursement for Bldg. Use	950.00	550.00	400.00	172.73%
552000 · Fund raising expenses	2,735.65	3,500.00	-764.35	78.16%
450100 · ADULT EDUCATION				
451000 · ADULT CURRICULUM	621.11	600.00	21.11	103.52%
Total 450100 · ADULT EDUCATION	621.11	600.00	21.11	103.52%
510000 · WORSHIP				
509500 · WORSHIP SUPPLIES	861.20	1,500.00	-638.80	57.41%
Total 510000 · WORSHIP	861.20	1,500.00	-638.80	57.41%
449100 · ADMINISTRATION				
448650 · Miscellaneous Administrative Ex	1,603.48	1,600.00	3.48	100.22%
448600 · Technical Support	0.00	300.00	-300.00	0.0%
448550 · ACCOUNTING SERVICES	3,780.00	5,000.00	-1,220.00	75.6%
440000 · INSURANCE	23,653.98	22,191.00	1,462.98	106.59%
Total 449100 · ADMINISTRATION	29,037.46	29,091.00	-53.54	99.82%
419000 · STAFF EXPENSE				
429505 · Dir. of Faith Form. & Fam. Min	11,336.09	10,125.00	1,211.09	111.96%
429510 · Fam/Faith Pastor Expenses	277.81	500.00	-222.19	55.56%
434802 · Youth Mnistry Meeting Incentive	0.00	1,800.00	-1,800.00	0.0%
429400 · Pastor for Outreach Expenses	470.74	500.00	-29.26	94.15%
429000 · Pastor for Outreach/Ser. Min.	25,506.54	25,312.50	194.04	100.77%
434801 · Youth Ministry Coordinator	8,801.09	8,302.50	498.59	106.01%
434810 · YOUTH INTERN	540.00	500.00	40.00	108.0%
437000 · CHILD CARE STIPEND	0.00	400.00	-400.00	0.0%
426520 · MINISTER RENEWAL	811.89	750.00	61.89	108.25%
424000 · MINISTER SALARY	57,220.74	57,247.68	-26.94	99.95%
424500 · MINISTER HOUSING	19,999.98	20,000.00	-0.02	100.0%
425000 · MINISTER TRAVEL	957.86	750.00	207.86	127.72%
425500 · MINISTER INSURANCE	28,076.42	31,200.34	-3,123.92	89.99%
426000 · MINISTER PENSION	7,556.65	10,814.67	-3,258.02	69.87%
426500 · MIN BOOKS & CONT ED	657.72	750.00	-92.28	87.7%
427000 · MINISTER BUSINESS	580.63	500.00	80.63	116.13%
431000 · OFFICE MANAGER	31,150.10	29,708.28	1,441.82	104.85%

First Christian Church Profit and Loss 2016

431500 · OFFICE MGR INSURANCE	0.00			
433500 · OFFICE ASSISTANT	6,907.28	5,403.71	1,503.57	127.83%
434000 · Sunday Caretaker/Security	5,036.24	4,791.15	245.09	105.12%
435000 · MUSIC DIRECTOR	25,506.64	25,312.50	194.14	100.77%
435400 · ORGANIST	15,248.30	15,187.50	60.80	100.4%
436000 · MUSIC/Organist SUBS	1,350.00	1,400.00	-50.00	96.43%
436500 · NURSERY/ALL CHILD CARE	1,089.31	2,329.60	-1,240.29	46.76%
438000 · HONORARIA	1,000.00	800.00	200.00	125.0%
438500 · CONT ED SUPPORT STAFF	0.00	1,000.00	-1,000.00	0.0%
439000 · PAYROLL TAXES	10,084.59	9,000.00	1,084.59	112.05%
419000 · STAFF EXPENSE - Other	0.00			
Total 419000 · STAFF EXPENSE	260,166.62	264,385.43	-4,218.81	98.4%
439100 · OFFICE EXPENSE				
449200 · Information Technology	2,175.12	1,750.00	425.12	124.29%
443000 · OFFICE SUPPLIES	764.28	500.00	264.28	152.86%
445000 · TELEPHONE	3,153.86	2,600.00	553.86	121.3%
446000 · POSTAGE	2,099.53	3,300.00	-1,200.47	63.62%
447000 · OFFICE MAINT & REPAIR	2,021.08	1,900.00	121.08	106.37%
447500 · SMALL OFFICE EQUIP.PURCH.	219.30	60.00	159.30	365.5%
448500 · PAPER & PRINTING	1,587.22	2,500.00	-912.78	63.49%
449000 · VOLUNTEER RECOGNITION	45.19	75.00	-29.81	60.25%
Total 439100 · OFFICE EXPENSE	12,065.58	12,685.00	-619.42	95.12%
450000 · CHILDREN & FAMILY MINISTRIES				
453500 · Children's Worship	218.86	150.00	68.86	145.91%
452000 · CHILDREN/YOUTH CURRICULUM	341.14	500.00	-158.86	68.23%
455000 · NURSERY SUPPLIES	0.00	150.00	-150.00	0.0%
456000 · FAMILY ACTIVITIES	833.22	600.00	233.22	138.87%
462000 · CAMPS & CONFERENCES	587.00	2,000.00	-1,413.00	29.35%
477000 · BIBLES & YOUTH GIFTS	266.24	200.00	66.24	133.12%
478000 · NEW EQUIPMENT	0.00	400.00	-400.00	0.0%
Total 450000 · CHILDREN & FAMILY MINISTRIES	2,246.46	4,000.00	-1,753.54	56.16%
500000 · MUSIC MINISTRY				
505600 · Music Intern	400.00	400.00	0.00	100.0%
507500 · Copyright Licensing	292.90	290.00	2.90	101.0%
505500 · CONTRACTED MUSICIANS	3,320.00	3,000.00	320.00	110.67%
501000 · SENIOR CHOIR MUSIC	564.73	500.00	64.73	112.95%
504000 · ORGAN MAINTENANCE	562.50	800.00	-237.50	70.31%
505000 · SECTION LEADER	11,391.00	11,200.00	191.00	101.71%
506000 · PIANO MAINTENANCE	730.00	800.00	-70.00	91.25%
507000 · HANDBELLS	0.00	200.00	-200.00	0.0%
500000 · MUSIC MINISTRY - Other	150.00			
Total 500000 · MUSIC MINISTRY	17,411.13	17,190.00	221.13	101.29%
551000 · CHURCH GROWTH	6,263.61	5,250.00	1,013.61	119.31%
600000 · FELLOWSHIP MINISTRIES	439.49	1,000.00	-560.51	43.95%
631000 · ASSEMBLIES	165.00	500.00	-335.00	33.0%
640000 · COMMUNICATIONS	1,115.85	2,500.00	-1,384.15	44.63%

First Christian Church Profit and Loss 2016

839000 · OUTREACH AND MISSION				
846580 · Mission Trip	0.00	4,000.00	-4,000.00	0.0%
846570 · Shalom Community Center	250.00	250.00	0.00	100.0%
846560 · Monroe Co. United Ministries	750.00	750.00	0.00	100.0%
846550 · Interfaith Winter Shelter	0.00	500.00	-500.00	0.0%
846500 · Habitat for Humanity	1,000.00	1,000.00	0.00	100.0%
840000 · DISCIPLE MISSION FUND	26,466.67	26,593.88	-127.21	99.52%
847000 · THE GATHERING PLACE	1,709.92	1,300.00	409.92	131.53%
Total 839000 · OUTREACH AND MISSION	30,176.59	34,393.88	-4,217.29	87.74%
852000 · YOUTH/CAMPUS MINISTRIES				
853000 · CYF/ChiRho	1,961.72	800.00	1,161.72	245.22%
856000 · GENERAL EXPENSES (MEETINGS)	0.00	250.00	-250.00	0.0%
Total 852000 · YOUTH/CAMPUS MINISTRIES	1,961.72	1,050.00	911.72	186.83%
906000 · STEWARDSHIP	1,482.64	500.00	982.64	296.53%
920000 · LEADERSHIP TRAINING				
921000 · LITERATURE AND RESOURCES	211.96	200.00	11.96	105.98%
922000 · CONFERENCES,WORKSHOPS	384.00	400.00	-16.00	96.0%
Total 920000 · LEADERSHIP TRAINING	595.96	600.00	-4.04	99.33%
950000 · PROPERTY				
952000 · Building Maintenance & Repair	6,247.73			
941200 · Custodial Supplies	193.83	1,500.00	-1,306.17	12.92%
956000 · Fire and Security Services	3,498.59	2,600.00	898.59	134.56%
941000 · Custodial Services	16,900.00	16,900.00	0.00	100.0%
957600 · LANDSCAPE	0.00	500.00	-500.00	0.0%
931000 · KITCHEN REPAIRS	1,525.35	1,000.00	525.35	152.54%
951000 · UTILITIES	18,643.17	20,000.00	-1,356.83	93.22%
955000 · GEN SUPPLIES & EXPENSE	5,202.20	9,500.00	-4,297.80	54.76%
957000 · ELEVATOR MAINTENANCE	1,967.01	1,848.00	119.01	106.44%
957500 · HEAT & AIR COND MAINT & EXP	5,346.60	7,000.00	-1,653.40	76.38%
Total 950000 · PROPERTY	59,524.48	60,848.00	-1,323.52	97.83%
Total Expense	427,820.55	440,143.31	-12,322.76	97.2%
Net Ordinary Income	5,086.32	-31,156.85	36,243.17	-16.33%
Other Income/Expense				
Other Income				
311000 · DESIGNATED FUNDS RECEIPTS	267,947.98			
312000 · ENDOWMENT INCOME-INTEREST INCOM	14,700.45			
313000 · Endowment income-change in valu	14,593.79			
Total Other Income	297,242.22			
Other Expense				
311100 · DESIGNATED FUNDS DISBURSEMENTS	56,198.67			
Total Other Expense	56,198.67			
Net Other Income	241,043.55			
Net Income	246,129.87	-31,156.85	277,286.72	-789.97%



CITY OF BLOOMINGTON, COMMON COUNCIL
JACK HOPKINS SOCIAL SERVICES FUNDING COMMITTEE
2017 GRANT APPLICATION

AGENCY INFORMATION

Lead Agency Name: Girls Incorporated of Monroe County

Is Lead Agency a 501(c)(3)? ☒ Yes ☐ No

Number of Employees:

Full-Time	Part-Time	Volunteers
6	5	225

Address:
1108 W. 8th St
Bloomington, IN

Zip Code: 47404

Phone: 812-336-7313

Agency E-Mail: info@girlsinc-monroe.org

Website: www.girlsinc-monroe.net

President of Board of Directors: Catherine Matthews

Name of Executive Director: Amy Stark

Phone: 812-336-7313

E-Mail: astark@monroe.girls-inc.org

Name and Title of Person to Present Proposal to the Committee: Amy Stark, Executive Director

Phone: 812-336-7313

E-Mail: astark@monroe.girls-inc.org

Name of Grant Writer: Rebecca S. Waldrop

Phone: 812-336-7313

E-Mail: rwaldrop@umail.iu.edu

Agency Mission Statement *(150 words or less)*

**Note: If your organization is a faith-based agency, please provide the mission statement of your proposed project, not your agency.*

Inspiring all girls to be strong, smart, and bold.

At Girls Inc., we help girls build the skills they need to become successful adults. Our programs are carefully researched and designed to help girls build important life skills, including leadership capabilities, self-esteem, and confidence. Girls Inc. empowers girls to become responsible, self-reliant, successful women.

PROJECT INFORMATION

Project Name: Bold Programming

Is this a collaborative project? ☐ Yes ☒ No. If yes:

List name(s) of agency partner(s):

N/A

Please indicate: how your missions, operations and services do or will complement each other; the existing relationship between your agencies and how the level of communication and coordination will change as a result of the project; any challenges and steps you plan to take to address those challenges.

N/A

Address where project will be housed:

1108 W. 8th St.

Total cost of project: \$50,000

Requested amount of JHSSF funding: \$10,000

Other Funds Expected for this Project (*Please indicate source, amount, and whether confirmed or pending*):

Registration Fees - \$2,500

Wylie Grant - \$7,400

National Programming Grants - \$5,000

Comcast Grant - \$7,000

Each of these grants have been confirmed.

Total Number of Clients Served by this project in 2017: 150

Total Number of City Residents Served by this project in 2017: 140

Is this request for operational funds? ☐ Yes ☒ No

If “yes,” indicate the nature of the operational request:

☐ Pilot ☐ Bridge ☐ Collaborative ☒ None of the Preceding – General request for operational funds pursuant to 2017 funding guidelines.

Please describe when you plan to submit your claims for reimbursement and what steps precede a complete draw down of funds:

We plan to submit our claims for reimbursement for Bold Programming provided in our summer camps during the month of June on July 1st, 2017.

Our camps end on August 4th, 2017, at which time another request for reimbursement will be submitted. This request will be for Bold Programming provided during the months of July and the first four days in August.

For after school programming, we will submit claims for reimbursement monthly.

If completion of your project depends on other anticipated funding, please describe when those funds are expected to be received:

N/A

Do you own or have site control of the property on which the project is to take place?

☒ Yes ☐ No ☐ N/A

Is the property zoned for your intended use?

☒ Yes ☐ No ☐ N/A

If “no,” please explain:

N/A

If permits, variances, or other forms of approval are required for your project, please indicate whether the approval has been received. If it has not been received, please indicate the entity from which the permitting or approval is sought and the length of time it takes to secure the permit or approval.

Note: *Funds will not be disbursed until all requisite variances or approvals are obtained.*

N/A

Due to limited funds, the Committee may recommend partial funding for a program. In the event the Committee is unable to meet your full request, will you be able to proceed with partial funding?

☒ Yes ☐ No

If “yes,” please provide an itemized list of program elements, ranked by priority and cost:

Priority #1
(Item & Cost)

Bold Programming for Summer Camps
\$5,400

Priority #2
(Item & Cost)

Bold Programming for After School
\$4,600

Priority #3
(Item & Cost)

Priority #4
(Item & Cost)

Priority #5
(Item & Cost)

Priority #6
(Item & Cost)

Project Synopsis *(250 words or less)*

Please provide a brief overview of your project. This synopsis will be used in a summary of your proposal. Please begin your synopsis with the amount you are requesting and a concrete description of your proposed project. E.g., "We are requesting \$7,000 for an energy-efficient freezer to expand our emergency food service program."

We are requesting \$10,000 to cover the cost of our Bold Programming. Our programs are broken into three parts; Strong Programs, Smart Programs, and Bold Programs. We are asking for funding for our Bold Programming, which encourages girls to make good life choices by avoiding trouble, peer pressure, and bullying. Additionally, we teach girls to display diligence, perseverance, and resilience. The ultimate goal is that girls know that their futures are theirs to choose. With full or partial funding, we will be able to bolster our Bold Programs and provide our members with more targeted activities related to Bold curricula.

At Girls Inc., members experience intentional programming, research-based curricula, and age-targeted activities. Our programs are based on three core essential services: healthy living, academic enrichment and support, and life skills instruction. The goal of Bold programming is to build girls' learning, skills, and behaviors that enable them to function independently and live a productive and fulfilling life. Through research conducted at the Girls Inc. National Resource Center and the CDC's Youth Risk Behavior Survey (YRBS), we have outlined several areas to address in our Bold Programming. These include anger management, standing up for fairness and personal beliefs, self-regulation, ability to overcome obstacles, bullying prevention, diligence and perseverance, and delayed gratification. Our Bold Programs seek to address these key areas in order to help girls live healthy, satisfying, and fulling lives of consequence.

CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Your responses will be used in a summary of your proposal.

NEED (200 words or less)

Explain how your project addresses a previously-identified priority for social services funding as documented in the [Service Community Assessment of Needs](#), the City of Bloomington, Housing and Neighborhood Development Department's [2015-2019 Consolidated Plan](#), or any other community-wide survey of social services needs.

Girls Inc. addresses the Youth Development need identified Service Community Assessment of Needs. We provide vital after-school and summer enrichment, educational programs, and organized sports leagues to girls to help them develop the values and skills they need to become confident, productive and responsible adults. Girls Incorporated of Monroe County takes a holistic approach to a girl's life. Our programs focus on educational enrichment, one-on-one tutoring, homework assistance, participation in health and fitness classes, and development of a healthy body image. The sum of these programs is a girl who has learned confidence, the ability to fully embrace who she is, and reflects that making positive and healthy choices for her future. Our programs are designed to empower girls to set and achieve goals and make plans for their futures that will enable them to become responsible, self-sufficient women.

Too often, girls are denied opportunities on account of their gender. We give them opportunities that they might not get elsewhere because of their gender. At Girls Inc., girls are the leaders, the decision-makers, and the risk-takers. We help them build the skills they need to become successful adults.

ONE-TIME INVESTMENT *(100 words or less)*

Jack Hopkins Funds are intended to be a one-time investment. Please explain how your project fits this criterion. If you are requesting operational funds (e.g., salaries, rent, vouchers, etc), please explain how your project satisfies an exception to the one-time funding rule (pilot, bridge, or collaborative). If you are requesting operational funds that do not satisfy one of the aforementioned exceptions, but your request is being made pursuant to the 2017 allowance for operational funds, please make that clear. If you are requesting operational funding, you must detail your plan for future funding.

This one-time investment will go toward the improvement of Bold Programming at Girls Inc. The funds will help to bolster the Bold Programming that we currently provide. Girls Inc. will continue to provide constant exposure to Bold Programming in summer camps and after school.

FISCAL LEVERAGING *(100 words or less)*

Describe how your project will leverage other resources, e.g., other funds, in-kind contributions, or volunteers.

Our programs leverage other sources of funding in order to ensure sustainability. Sources of funding include individual donations, corporate sponsorships, registration fees, and grants.

LONG-TERM BENEFITS *(200 words or less)*

Explain how your program will have broad and long-lasting benefits for our community.

Girls Inc. curriculum programming assists girls in becoming economically literate, in exploring non-traditional career options, in retaining their early interest in science and math, in developing critical thinking, and developing healthy life skills. Programs also address developing leadership skills, violence prevention, preventing substance abuse, and exploring arts, culture and heritage. Girls who participate in programs such as Girls Inc. are less likely to become truant or drop out, to use drugs, become teen moms, or to enter the juvenile justice system.

OUTCOME INDICATORS *(100 words or less)*

Please either list or describe the outcome indicators you intend to use to measure the success of your project.

The ultimate outcome of a project (e.g., reduced hunger, homelessness or addiction rates) are often not readily observable within the Jack Hopkins funding period. For that reason, we are asking agencies to provide us with *outcome indicators*. In contrast to program activities (what you bought or did with grant funds) and the long-term impacts of a program (the lasting social change effected by your initiative), the data we seek are the short-term indicators used to measure the change your program has created during the period of your funding agreement. Where possible, this information should be expressed in quantitative terms.

Examples: an agency providing a service might cite to the number of persons with new or improved access to a service. If funds were used to meet a quality standard, the agency might report the number of people who no longer have access to a substandard service. An agency seeking to purchase equipment or to make a physical improvement might cite to the number of residents with new or improved access to a service or facility. If funds were used to meet a quality standard or to improve quality of a service or facility, an agency might report the number of people who have access to the improved service or facility

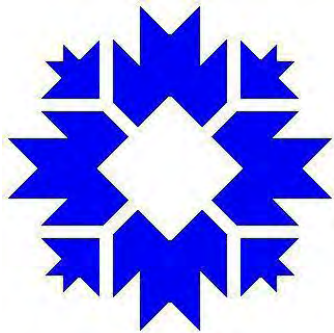
At Girls Inc., we employ both internal and external evaluation methods in order to measure the success of our programs. At the end of each program, surveys are distributed to members, families, and staff. These surveys help to determine how members, families, and staff perceive the completed program, and allow us to make any changes necessary.

National Girls Inc., as well, conducts a yearly survey of its affiliates. This survey, called the Strong, Smart and Bold Survey, is distributed to girls over the age of 9 and measures the ways in which Girls Inc. makes a difference in their lives. Girls Inc. of Monroe County is one of the Girls Inc. affiliates that participates in this survey. This is an excellent tool for us, as the data collected provides insight into the strengths of our programs.

OTHER COMMENTS *(500 words or less)*

Use this space to provide other information you think the Committee would find useful. Any additional comments should supplement, not restate, information provided in the foregoing.

Thank you for the opportunity to apply for the City of Bloomington Jack Hopkins grant! We look forward to hearing from you!



CITY OF BLOOMINGTON, COMMON COUNCIL
JACK HOPKINS SOCIAL SERVICES FUNDING COMMITTEE
2017 GRANT APPLICATION

AGENCY INFORMATION

Lead Agency Name: Habitat for Humanity of Monroe County

Is Lead Agency a 501(c)(3)? ☒ Yes ☐ No

Number of Employees:

Full-Time	Part-Time	Volunteers
12	1	

Address: 213 East Kirkwood Avenue, Bloomington, Indiana

Zip Code: 47401

Phone: 812-331-4069

Agency E-Mail: habitat@monroecountyhabitat.org

Website: www.monroecountyhabitat.org

President of Board of Directors: Ryan Hawkins

Name of Executive Director: Kerry Thomson

Phone: 812-331-4069, ext 206

E-Mail: thomson@monroecountyhabitat.org

Name and Title of Person to Present Proposal to the Committee:

Phone: Kerry Thomson

E-Mail: thomson@monroecountyhabitat.org

Name of Grant Writer: Jerry Arvesen

Phone: 812-331-4069, ext 204

E-Mail: arvesen@monroecountyhabitat.org

Agency Mission Statement *(150 words or less)*

**Note: If your organization is a faith-based agency, please provide the mission statement of your proposed project, not your agency.*

Habitat for Humanity of Monroe County's mission is to eliminate poverty housing by building simple, decent, affordable homes in partnership with qualifying families. Habitat homeowners pay interest-free, no profit mortgages, which are used to build more Habitat houses. Because houses are principally built with volunteer labor, mortgage payments are affordable for low-income partners.

Habitat qualifying families, or partner families, are selected based on their need for housing, ability to repay the no-interest mortgage and willingness to partner with Habitat by earning "sweat equity" or volunteer time. Volunteer labor (mainly from Bloomington and Monroe County citizens), plus donations from individuals and organizations, fund construction costs. Homeowner mortgage payments help sponsor future houses.

PROJECT INFORMATION

Project Name:

Purchase of a heavy-duty 9 passenger van + seed funding for Certified Fund Raising Executive (CFRE) training.

Is this a collaborative project? ☐ Yes ☒ No. If yes:

List name(s) of agency partner(s):

N/A

Please indicate: how your missions, operations and services do or will complement each other; the existing relationship between your agencies and how the level of communication and coordination will change as a result of the project; any challenges and steps you plan to take to address those challenges.

N/A

Address where project will be housed: 213 East Kirkwood Avenue, Bloomington, IN 47408

Total cost of project: \$28,925

Requested amount of JHSSF funding: \$28,925

Other Funds Expected for this Project (*Please indicate source, amount, and whether confirmed or pending*):
Once the specific van is identified (after thorough research and shopping) additional funds might be needed to reach the purchase price. If this is the case, funds will be drawn from operational funds. Pending.

Total Number of Clients Served by this project in 2017: 73. We currently have 20 partner families in our queue, consisting of a total of 73 individuals.

Total Number of City Residents Served by this project in 2017: 73

Is this request for operational funds? ☒ Yes ☐ No
If “yes,” indicate the nature of the operational request:

☐ Pilot ☐ Bridge ☐ Collaborative ☒ None of the Preceding – General request for operational funds pursuant to 2017 funding guidelines.

Please describe when you plan to submit your claims for reimbursement and what steps precede a complete draw down of funds:

If approved for funding, we anticipate submitting claims for reimbursement within two months.

Purchase of the vehicle and confirmed enrollment in Year 1 CFRE class programs would trigger a complete draw down of funds.

If completion of your project depends on other anticipated funding, please describe when those funds are expected to be received:

N/A

Do you own or have site control of the property on which the project is to take place?

☐ Yes ☐ No ☒ N/A

Is the property zoned for your intended use?

☐ Yes ☐ No ☒ N/A

If “no,” please explain:

N/A

If permits, variances, or other forms of approval are required for your project, please indicate whether the approval has been received. If it has not been received, please indicate the entity from which the permitting or approval is sought and the length of time it takes to secure the permit or approval.

Note: *Funds will not be disbursed until all requisite variances or approvals are obtained.*

N/A

Due to limited funds, the Committee may recommend partial funding for a program. In the event the Committee is unable to meet your full request, will you be able to proceed with partial funding?

☒ Yes ☐ No

If “yes,” please provide an itemized list of program elements, ranked by priority and cost:

Priority #1
(Item & Cost)

Depending on the amount of funding, we plan to purchase as much vehicle as we can. Our needs are for a durable, heavy-duty 9 passenger van. Model, age of vehicle, mileage and condition are all factors in determining what we can buy for the money.

Priority #2
(Item & Cost)

We will enroll our current Development Director in CFRE training regardless of funding level. However, any funding would offset these expenses and provide more funds to serve our partner families.

Priority #3
(Item & Cost)

--

Priority #4
(Item & Cost)

--

Priority #5
(Item & Cost)

--

Priority #6
(Item & Cost)

--

Project Synopsis *(250 words or less)*

Please provide a brief overview of your project. This synopsis will be used in a summary of your proposal. Please begin your synopsis with the amount you are requesting and a concrete description of your proposed project. E.g., "We are requesting \$7,000 for an energy-efficient freezer to expand our emergency food service program."

We are requesting \$25,000 to purchase a heavy-duty 9 passenger van. This van will be used to transport partner families, volunteers, community members and staff to job sites and other locations throughout the city, and also to provide tours for Habitat donors. This vehicle will be used to transport (car pool) construction volunteers to job sites where there is limited parking. We are in need of a durable, all-weather vehicle that will be used in all weather conditions and which will get dirty at times on construction sites. We will also use this vehicle for errands, such as pick-up and drop-off of meals, t-shirts, and small tools for construction volunteers. This often involves coffee urns, chafing dishes, tableware and utensils, and other materials required daily on construction sites. This vehicle will also be used for community events where we deliver materials for meetings, fundraisers, and promotional events.

We are also requesting \$3,925 to enroll our current Development Director in Year 1 of Certified Fund Raising Executive (CFRE) training. This first year consists of enrollment in the Lilly Fundraising School plus attendance at fundraising training classes sponsored by Habitat for Humanity International. CFRE training is a five-year continuing education and certification program that comprises donor research, securing gifts, relationship building, volunteer involvement, and leadership and management. The CFRE credential is recognized as the global standard for the fundraising profession.

CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Your responses will be used in a summary of your proposal.

NEED (200 words or less)

Explain how your project addresses a previously-identified priority for social services funding as documented in the [Service Community Assessment of Needs](#), the City of Bloomington, Housing and Neighborhood Development Department's [2015-2019 Consolidated Plan](#), or any other community-wide survey of social services needs.

Both the SCAN and the 2015-2019 Consolidated Plan outline a large need in our community to improve the cost of housing. Habitat provides low-income families in our community the opportunity to purchase a decent, affordable home. The SCAN report details that 56% of people surveyed spend more than half of their income on housing, which is significantly over HUD's standard that more than 30% is a burden. Funding our project will help us build more affordable housing units and serve more families.

Many of our organizational goals directly align with the strategies outlined in the 2015-2019 Consolidated Plan and funding our project will allow us to help the city reach its goals. The funds will allow us to increase the number of affordable housing units (Strategy 1). Through homeownership, our partner families gain stability and an overall increase in their quality of life (Strategy 5). Lastly, these funds will support our homeowner education program that prepares our families for success inside and outside of the home (Strategy 6). All of our partner families are low-income and earn between 25-80% of the median income in Monroe County, which is the desired population for these funds.

ONE-TIME INVESTMENT *(100 words or less)*

Jack Hopkins Funds are intended to be a one-time investment. Please explain how your project fits this criterion. If you are requesting operational funds (e.g., salaries, rent, vouchers, etc), please explain how your project satisfies an exception to the one-time funding rule (pilot, bridge, or collaborative). If you are requesting operational funds that do not satisfy one of the aforementioned exceptions, but your request is being made pursuant to the 2017 allowance for operational funds, please make that clear. If you are requesting operational funding, you must detail your plan for future funding.

While our request for funds will allow us to purchase a newer vehicle, it is a one-time investment that will lead to long-term impacts for low-income residents. The one-time investment in this van will create operational efficiencies and save on repair costs, allowing our organization to better use operational funds to fulfill our mission.

Funding for the CFRE training will also allow us to better use existing operational funds to more directly serve our partner families and fulfill Habitat's mission.

FISCAL LEVERAGING *(100 words or less)*

Describe how your project will leverage other resources, e.g., other funds, in-kind contributions, or volunteers.

This grant will allow us to divert operating funds directly to our program needs. We want to increase the number of homes we build and want our program money to go directly to that initiative, but we still need to purchase other items that are not as visible. These funds will allow us to purchase a longer-lasting vehicle which will decrease our repair costs and increase operational efficiency, enabling us to use our other donations, in-kind contributions, and volunteers directly to building affordable homes in our community.

LONG-TERM BENEFITS (200 words or less)

Explain how your program will have broad and long-lasting benefits for our community.

Any Jack Hopkins funds received will obviate the need to use operational funds for the van purchase and CFRE training. This will enable us to grow our capacity to build more homes and serve more families, which provides long-term benefits to the community and the families we serve. More homes built in our Trail View neighborhood contribute to economic development in Bloomington, specifically in revitalizing the affordable housing market, which is a major strategy for the city based on the 2015 – 2019 Consolidation Plan.

After moving into their homes, our partner families realize the impacts of homeownership. Children of Habitat homeowners experience advantages in their education and future success. They are 62% more likely to acquire post-secondary education and 116% more likely to graduate from college. They are 59% more likely to own a home in 10 years. They are more likely to accumulate \$18,000 more wealth in the 10 years after leaving their parents' home. Their early adult earnings are 24% higher and they are 40% less likely to be idle at age 20 than non-homeowner children.

Overall, Habitat provides long-term housing solutions for low-income families.

OUTCOME INDICATORS (100 words or less)

Please either list or describe the outcome indicators you intend to use to measure the success of your project.

The ultimate outcome of a project (e.g., reduced hunger, homelessness or addiction rates) are often not readily observable within the Jack Hopkins funding period. For that reason, we are asking agencies to provide us with *outcome indicators*. In contrast to program activities (what you bought or did with grant funds) and the long-term impacts of a program (the lasting social change effected by your initiative), the data we seek are the short-term indicators used to measure the change your program has created during the period of your funding agreement. Where possible, this information should be expressed in quantitative terms.

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A larger van with increased capacity can increase efficiency by decreasing the number of trips required. Every hour of driving time saved equates to approximately **\$2,340 annually**. (\$15.00 staff hourly wage * estimated 3 hours saved per week * 52 weeks = \$2,340.) We have incurred **\$1,954** in repairs to our present vehicle during our last two fiscal years. These two factors alone can save us $\$2,340 + (\$1,954/2) = \$3,317$ annually.

The CFRE training, while a longer-term project, will set our Development Director and Habitat on the path to more efficient, better-focused fundraising in the years to come.

OTHER COMMENTS *(500 words or less)*

Use this space to provide other information you think the Committee would find useful. Any additional comments should supplement, not restate, information provided in the foregoing.

Habitat for Humanity of Monroe County, Inc.
Jack Hopkins Social Services 2017 Grant Request
Project Budget

Total Cost of Project		\$ 28,925
Purchase of heavy duty 9-passenger van	\$ 25,000	
Seed funding for Certified Fund Raising		
Executive (CFRE) training	\$ 3,925	
Requested amount of JHSS funding		\$ 28,925



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November 22, 2016

INDIANA OFFICE

5750 Castle Creek Pkwy, Ste 245
Indianapolis, IN 46250
Main: 317.572.1130
Fax: 317.863.0694

The Board of Directors
Habitat for Humanity of Monroe County, Inc.
213 E. Kirkwood Avenue
Bloomington, Indiana 47408

We have audited the financial statements of Habitat for Humanity for the year ended June 30, 2016 and have issued our report thereon dated November 22, 2016. Professional standards require that we provide you with the following information related to our audit:

Auditors' responsibility under generally accepted auditing standards:

An audit conducted in accordance with auditing standards generally accepted in the United States of America is designed to obtain reasonable, but not absolute, assurance about whether the financial statements are free from material misstatement. Accordingly, the auditor obtains a sufficient understanding of internal control to plan the audit, but this understanding and the tests of selected internal controls that are performed are not sufficient for the auditor to express an opinion on the effective operation of internal control.

Significant accounting policies:

The Board should be aware of the accounting methods and accounting policies of Habitat for Humanity of Monroe County, Inc. (HFH). A review of notes to the audited financial statements will assist with that oversight.

Management judgments and accounting estimates:

Accounting estimates are an integral part of the financial statements prepared by management and are based upon management's current judgments. Estimates are customarily based upon knowledge and experience about past and current events and assumptions about future events. Some estimates are particularly sensitive because of their significance and because of the possibility that future events affecting them may differ significantly from current information.

HFH's most significant estimates involve the collectibility of mortgages receivable and depreciation of assets.

Audit adjustments:

We are responsible for informing the Board of audit adjustments that could have a material effect on the financial statements currently or in the future. Adjustments involved equity, depreciation, and prepaid expense.

Other information in documents containing audited financial statements:

The Board of Directors often considers information prepared by management that accompanies the financial statements. To assist your consideration of this information, you should know that we are required by auditing standards generally accepted in the United States of America to read such information and consider whether such information, or the manner of its presentation, is materially inconsistent with information in the financial statements. If we consider the information inconsistent based on this reading, we are to seek a resolution of the matter.

No such information was prepared by management to accompany the audited financial statements.

The Board of Directors
Habitat for Humanity of Monroe County, Inc.
Page 2
November 22, 2016

Disagreements with management:

During our audit for 2016, there were no such instances of disagreements with management.

Consultation with other accountants:

If management consulted with other accountants about auditing and accounting matters, we are to inform the Board of Directors of such consultation, if we are aware of it, and provide our views on the matters discussed.

We are not aware of any instances where management consulted with other accountants about matters which might affect your financial statements.

Major issues discussed with management prior to retention:

There were no such issues discussed in relation to our retention as auditors.

Difficulties encountered in performing the audit:

We experienced no difficulties in dealing with management related to the performance of the audit. Your personnel were very cooperative in assisting us with the audit process.

Waived audit adjustments:

There were no proposed audit adjustments waived

Comments:

We did not note any control deficiencies that require attention, however there are always risks to be mindful of and to that point we noted the following items. It is often that the cost of implementing additional controls is more than the benefit of those controls.

Office manager has in some cases both the custody of checks and the responsibility of recording that activity to the GL. We would recommend splitting one from the other. The same functions are sometimes also with the office manager for cash receipts. Ideally custody of assets, authorization of use, and recordkeeping should be separate. Oversight is good but monitoring and improvement is an essential part of internal control.

It has been a pleasure working with the management of HHF. The cooperation in providing information and the availability of staff and relevant information to assist us was greatly appreciated.

Sincerely,



Barnes, Dennig & Co., LTD

**HABITAT FOR HUMANITY OF
MONROE COUNTY, INC.**

**REPORT ON AUDIT OF
FINANCIAL STATEMENTS**

June 30, 2016

HABITAT FOR HUMANITY OF MONROE COUNTY, INC.

TABLE OF CONTENTS

	<u>Page Number</u>
Independent Auditors' Report	1 - 2
Financial Statements:	
Statement of Financial Position	3
Statement of Activities	4
Statement of Functional Expenses	5
Statement of Cash Flows	6
Notes to Financial Statements	7 - 12
Independent Auditor's Report on Internal Control over Financial Reporting and on Compliance and Other Matters Based on an Audit of Financial Statements Performed in Accordance with Government Auditing Standards	13 - 14



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INDIANA OFFICE

5750 Castle Creek Pkwy, Ste 245
Indianapolis, IN 46250
Main: 317.572.1130
Fax: 317.863.0694

Independent Auditors' Report

To the Board of Directors
Habitat for Humanity of Monroe County, Inc.
Bloomington, Indiana

Report on the Financial Statements

We have audited the accompanying financial statements of Habitat for Humanity of Monroe County, Inc. (a nonprofit organization), which comprise the statement of financial position as of June 30, 2016, and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Habitat for Humanity of Monroe County, Inc. as of June 30, 2016, and the changes in their net assets and their cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated November 22, 2016, on our consideration of Habitat for Humanity of Monroe County, Inc.'s internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering Habitat for Humanity of Monroe County, Inc.'s internal control over financial reporting and compliance.

A handwritten signature in cursive script that reads "Barnes, Denning & Co., Ltd.".

November 22, 2016
Indianapolis, Indiana

HABITAT FOR HUMANITY OF MONROE COUNTY, INC.
STATEMENT OF FINANCIAL POSITION
June 30, 2016

ASSETS

Cash and cash equivalents	\$ 647,322
Mortgages receivable (note 5)	3,757,638
Other assets	18,971
Investment fund (note 4 and 8)	40,718
Land held for development	1,363,488
Plant and equipment (note 6)	<u>222,891</u>
 Total Assets	 <u>\$ 6,051,028</u>

LIABILITIES

Accounts payable	\$ 185,902
Accrued expenses	57,595
Notes payable (note 7)	300,000
HUD shop notes payable (note 7)	<u>125,194</u>
 Total Liabilities	 <u>668,691</u>

NET ASSETS

Unrestricted net assets	<u>5,382,337</u>
 Total Liabilities and Net Assets	 <u>\$ 6,051,028</u>

The accompanying notes are an integral part of the financial statements.

HABITAT FOR HUMANITY OF MONROE COUNTY, INC.
STATEMENT OF ACTIVITIES
FOR THE YEAR ENDED JUNE 30, 2016

REVENUE AND SUPPORT

Contributions	\$ 1,239,999
Grant revenue	203,539
Home sales (net of imputed interest)	671,286
Merchandise sales	559,705
Interest income	1,412
Disposal of leasehold improvements	(90,324)
Miscellaneous income	<u>29,241</u>
Total revenue and support	<u>2,614,858</u>

EXPENSES AND LOSSES

Program services	
Habitat	2,005,514
ReStore	<u>498,343</u>
Total program services	2,503,857
Management and administrative	35,448
Fundraising	<u>124,799</u>
Total expenses and losses	<u>2,664,103</u>
Change in net assets	(49,245)
Net assets - beginning of year	<u>5,431,582</u>
Net assets - end of year	<u>\$ 5,382,337</u>

The accompanying notes are an integral part of the financial statements.

HABITAT FOR HUMANITY OF MONROE COUNTY, INC.
STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED JUNE 30, 2016

	Program Services			Management and Administrative	Fundraising	Total
	Habitat	Restore	Total Program Services			
Salaries and wages	\$ 443,739	\$ 230,261	\$ 674,000	\$ 22,988	\$ 69,271	\$ 766,259
Temporary help	39,426	-	39,426	1,375	5,043	45,844
Computer support	13,845	3,851	17,696	609	1,980	20,285
Cost of homes sold	7,414	-	7,414	-	-	7,414
Construction supplies	1,192,694	-	1,192,694	-	-	1,192,694
Dues and memberships	-	7,520	7,520	-	-	7,520
Advertising	1,911	28,116	30,027	-	-	30,027
Rental expense	-	104,523	104,523	-	29,340	133,863
Insurance	33,277	7,484	40,761	1,348	2,827	44,936
Mortgage service & bank fees	14,589	-	14,589	486	1,135	16,210
Office supplies	8,199	3,980	12,179	400	765	13,344
Postage	15,998	313	16,311	543	1,254	18,108
Printing	-	3,358	3,358	107	107	3,572
Professional fees	37,071	6,829	43,900	1,454	3,101	48,455
Repairs and maintenance	4,010	23,253	27,263	876	1,054	29,193
Travel	23,655	1,011	24,665	821	1,872	27,358
Utilities	8,204	14,372	22,576	732	1,097	24,405
Telephone	-	21,511	21,511	687	687	22,884
Training	8,029	752	8,781	292	648	9,721
Vehicle expense	10,630	19,020	29,650	961	1,434	32,045
Contributions	111,000	-	111,000	-	-	111,000
Depreciation	13,032	18,688	31,720	1,031	1,610	34,361
Bank service fees	11,492	-	11,492	383	894	12,769
Other expenses	7,300	3,502	10,801	355	680	11,836
Total	\$ 2,005,514	\$ 498,343	\$ 2,503,857	\$ 35,448	\$ 124,799	\$ 2,664,103

The accompanying notes are an integral part of the financial statements.

HABITAT FOR HUMANITY OF MONROE COUNTY, INC.
STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED JUNE 30, 2016

CASH FLOWS FROM OPERATING ACTIVITIES

Change in net assets	\$ (49,245)
Adjustments to reconcile change in net assets	
Depreciation	34,361
Disposal of assets	90,125
Increase in mortgage receivable	(243,178)
Increase in land held for development	(72,316)
Increase in other assets	(17,771)
Decrease in accounts payable	135,329
Decrease in prepaid expense	10,826
Decrease in accrued expense	<u>(9,833)</u>
Net Cash Provided by (Used in) Operating Activities	<u>(121,702)</u>

INVESTING ACTIVITIES

Purchase of investments	(20,077)
Purchase of property and equipment	<u>(105,662)</u>
Net Cash Provided by (Used in) Investing Activities	<u>(125,739)</u>

FINANCING ACTIVITIES

Payments on notes payable	(38,128)
Proceeds from notes payable	<u>28,188</u>
Net Cash Provided by (Used in) Financing Activities	<u>(9,940)</u>
Net change in cash and cash equivalents	(257,381)
Cash and cash equivalents - beginning of year	<u>904,703</u>
Cash and cash equivalents - end of year	<u>\$ 647,322</u>

The accompanying notes are an integral part of the financial statements.

HABITAT FOR HUMANITY OF MONROE COUNTY, INC.
NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED JUNE 30, 2016

1. NATURE OF OPERATIONS

Habitat for Humanity of Monroe County, Inc. (HFH) is an independent and locally governed tax exempt non-profit Indiana Corporation formed in 1988 for the purpose of providing residential housing for low-income families who have been residents of Monroe County and adjacent counties for at least one year.

HFH works to end poverty housing in Monroe County and adjacent counties by creating opportunities for home ownership in partnership with low-income families and by making safe, decent, affordable housing a matter of community conscience and action. Habitat builds market-quality homes utilizing volunteer labor and sells homes to qualified low-income families for minimal cash down and utilizing 15-25 year non-interest bearing mortgages. Families who purchase homes are identified by the Family Selection Committee who uses predetermined criteria which does not consider race, gender, nationality, age, handicap, religion, marital status or source of personal income. An approved applicant must provide 250 hours of "sweat equity" by participating in a significant amount of labor in its home construction program and/or in some other form of community service. In addition, each buyer must maintain the home as required by the mortgage contract and participate in HFH's nurturing program, which provides pre-purchase and post-purchase homeowner education and counseling.

In addition to home building activities, HFH also operated a retail thrift operation (dba ReStore). ReStore specializes in selling surplus new and used building and home improvement materials, appliances and furniture to the public. ReStore receives donated usable materials from retail businesses, contractors, individuals and other organizations. Costs associated with operation of ReStore are expensed in program-ReStore in the accompanying statement of activities and changes in net assets. All net proceeds from the operation of ReStore help support and enhance HFH's non-profit mission-related activities.

2. SIGNIFICANT ACCOUNTING POLICIES

Basis of Accounting – The financial records have been prepared on the accrual basis and in accordance with accounting principles generally accepted in the United States of America. Unrestricted net assets include all assets over which HFH has full discretion as to use. Temporarily restricted net assets include contributions whose use by HFH is limited by donor imposed stipulations either as to use or timing. As the restrictions are met, the net assets are released from restrictions and included in unrestricted net assets.

Contributions – Contributions and grants received without donor stipulations are reported as unrestricted revenue and net assets. Contributions and grants received with a donor stipulation that limits their use are reported as temporarily restricted revenue and net assets. When a donor stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statements of activities as net assets released from restrictions.

(Continued)

2. SIGNIFICANT ACCOUNTING POLICIES - Continued

Inventory – ReStore donated materials are not valued or included in inventory and are reported as net income when sold.

Grants and Mortgages Receivable – Management periodically reviews receivables for collectability. HFH utilizes the allowance method to recognize bad debts.

Assets Held for Development – Assets held for development are reported at cost or if donated, at fair market value at date of donation. Once development is complete, the properties are sold to arranged buyers with selling price based upon a budgeted formula with excess basis expensed as program cost.

Equipment – Equipment is capitalized if greater than \$1,000 and is recorded at cost or fair market value at the date of donation. Depreciation is recognized over estimated useful lives of five years, using the straight-line method.

In-Kind Revenue and Expense – Donations of goods are valued at the estimated cost of purchasing the respective goods or services in the open market. Much of the labor on housing construction as well as fund raising activity is performed by unpaid volunteers. The value of this contributed time has not been included as a part of these financial statements.

Income Taxes – HFH is a tax-exempt organization, as defined by Internal Revenue Code Section 501(c)(3). Management believes that HFH has adequately addressed all relevant tax positions and that there are no material unrecorded tax liabilities.

Use of Estimates – The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of the revenues, expenses, gains, losses, and other changes in net assets during the reporting period. Actual results could differ from those estimates.

Advertising Costs – are expensed as incurred. Costs totaled \$30,027 for the year ending June 30, 2016.

3. CASH AND CASH EQUIVALENTS

For purposes of the statements of cash flows, HFH considers all liquid investments with an original maturity of three months or less to be cash equivalents. Cash equivalents consist primarily of money market accounts.

HFH maintains its cash in bank accounts which, at times, may exceed federally insured limits. Approximately \$70,700 of excess deposits existed as of June 30, 2016. HFH has not experienced any losses in its accounts and management believes it is not exposed to any significant credit risks on cash and cash equivalents.

4. FAIR VALUE MEASUREMENT

In accordance with Accounting Standards Codification (ASC) 820 HFH measures its assets and liabilities at fair value using a three-level hierarchy that prioritizes the inputs used to measure fair value. This hierarchy requires that entities maximize the use of observable inputs and minimizes the use of unobservable inputs when measuring fair value.

The three levels of inputs used for assets and liabilities on a recurring basis are as follows:

- Level 1 – Quoted prices in active markets for identical assets or liabilities
- Level 2 – Quoted prices for similar assets or liabilities in active markets
- Level 3 – Unobservable inputs for the asset or liability based on the best available information

The following table sets forth, by level, within the fair value hierarchy, the HFH's investments at fair value as of June 30, 2016.

	Level 1	Level 2	Level 3	Total
Cash & cash alternatives	\$ 840	\$ -	\$ -	\$ 840
Mutual funds	19,068	-	-	19,068
Exchange-traded products	20,810	-	-	20,810
Total investments at fair value	<u>\$ 40,718</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 40,718</u>

5. MORTGAGES RECEIVABLE

Mortgages receivable consist of non-interest bearing mortgages, which are secured by real estate and payable in monthly installments. Most of the mortgages mature in 18-25 years. The receivable has been discounted using an imputed interest rate of 8% based upon Habitat for Humanity International averages. Interest income is recorded over the lives of the mortgages using the effective interest method. HFH's estimate for allowance of loan losses is zero. HFH has had historical success in collecting and makes every effort for homebuyers to arrange repayment even when experiencing financial difficulties. HFH also believes the homes securing the notes are sufficient collateral to not experience loan losses. Mortgages receivable as of June 30, 2016 were \$6,576,417 and were valued, net of present value amortization of \$2,818,779, at \$3,757,638 on the statement of financial position.

HFH also records a second mortgage on properties sold below market value to protect the value of the sale. These mortgages are valued at \$0 as collection is unlikely and are not included in these financial statements.

6. PROPERTY AND EQUIPMENT

HFH's property and equipment consisted of the following at June 30, 2016

	Cost	Accumulated Depreciation	Net Book Value
Leasehold Improvements	\$ 197,805	\$ 44,907	\$ 152,898
Building	75,325	30,426	44,899
Equipment	36,493	36,493	-
Vehicles	152,218	127,124	25,094
Total	<u>\$ 461,841</u>	<u>\$ 238,950</u>	<u>\$ 222,891</u>

Depreciation expense in 2016 totaled \$34,361.

7. NOTES PAYABLE

As of June 30, 2016, notes payable consisted of the following:

On June 1, 2013, HFH obtained a note from Habitat for Humanity International (loan no. 153023) which bears an interest rate of 0%. Monthly payments of \$781 are required. The note matures on September 1, 2021 and is unsecured. The outstanding balance as of June 30, 2016 is \$18,180.

On October 8, 2010, HFH obtained a note from Habitat for Humanity International (note no. 132034) which bears an interest rate of 0%. Monthly payments of \$625 are required. The note matures on January 1, 2017 and is unsecured. The outstanding balance as of June 30, 2016 is \$3,750.

On September 29, 2011, HFH obtained a note from Habitat for Humanity International (loan no. 152040) which bears an interest rate of 0%. Monthly payments of \$131 are required. The note matures on December 29, 2019 and is unsecured. The outstanding balance as of June 30, 2016 is \$3,175.

On December 4, 2014, HFH obtained a note from Habitat for Humanity International (loan no. 181075) which bears an interest rate of 0%. Monthly payments are not yet required. The note matures on December 31, 2020 and is unsecured. The outstanding balance as of June 30, 2016 is \$28,839.

On August 5, 2014, HFH obtained a note from Habitat for Humanity International (loan no. 191035) which bears an interest rate of 0%. Monthly payments are not yet required. The note matures on December 31, 2020 and is unsecured. The outstanding balance as of June 30, 2016 is \$2,850.

On August 5, 2014, HFH obtained a note from Habitat for Humanity International (loan no. 192009) which bears an interest rate of 0%. Monthly payments are not yet required. The note matures on December 31, 2020 and is unsecured. The outstanding balance as of June 30, 2016 is \$36,337.

(Continued)

7. NOTES PAYABLE - Continued

On February 15, 2015, HFH obtained a note from Habitat for Humanity International (loan no. 193005) which bears an interest rate of 0%. Monthly payments are not yet required. The note matures on June 30, 2021 and is unsecured. The outstanding balance as of June 30, 2016 is \$21,375.

During the year, HFH obtained a note from Habitat for Humanity International (loan no. 194004) which bears an interest rate of 0%. Monthly payments are not yet required. The note matures on December 31, 2021 and is unsecured. The outstanding balance as of June 30, 2016 is \$3,563.

During the year, HFH obtained a note from Habitat for Humanity International (loan no. 195001) which bears an interest rate of 0%. Monthly payments are not yet required. The note matures on December 31, 2021 and is unsecured. The outstanding balance as of June 30, 2016 is \$7,125.

During 2015, HFH extended a loan from an individual which bears an interest rate of 0%. Monthly payments are not required. The note matures February 25, 2019 at which point a balloon payment of \$300,000 is required. The loan is secured by certain business assets. The outstanding balance as of June 30, 2016 is \$300,000.

Scheduled maturities of notes payable are as follows:

Year ending June 30,	
2017	\$ 34,362
2018	29,588
2019	322,364
2020	22,332
2021	5,399
Thereafter	<u>11,149</u>
Total	<u>\$425,194</u>

8. INVESTMENT FUND

During the year the Wylie Foundation gifted an education fund to HFH. The Pat Wilson Education Fund "the fund" had deposits totaling \$20,020. The fund consists of mutual funds and exchange-traded products. HFH has invested contributions received per the donor's wishes and any expenditures are to be used for programs specified in the gift agreement currently to assist in encouraging secondary education opportunities for the children of Habitat families in Monroe County. As of June 30, 2016, no amount has been appropriated for expenditure. The fund is open to donations from other donors. Board is allowed to modify the fund and expenditures if circumstances or opportunities warrant change.

(Continued)

8. INVESTMENT FUND - Continued

Activity during the year is as follows:

Beginning balance	\$ 20,641
Contributions	20,020
Appreciation/depreciation	(2,939)
Withdrawals	(50)
Investment income	<u>3,046</u>
Ending balance	<u>\$ 40,718</u>

9. IN-KIND CONTRIBUTIONS

Habitat for Humanity received in-kind contributions for services and materials during 2016. The amounts of in-kind contributions for the year are as follows:

Services	\$ 35,685
Materials	<u>81,851</u>
Total	<u>\$ 117,536</u>

10. LINES OF CREDIT

During the year HFH obtained a line of credit from MainSource Bank with a limit of \$500,000. The note states an interest rate of 2.75% and matures on March 4, 2017. The note is secured by all business assets and no amount was outstanding during the year. As of June 30, 2016, there is no amount outstanding.

On April 16, 2015, HFH renewed a line of credit from Old National Bank with a limit of \$192,191. The note states an interest rate of 5% and matures on April 16, 2017. The note is secured by certain business assets and no amount was outstanding during the year. As of June 30, 2016, there is no amount outstanding.

On April 16, 2015, HFH renewed a line of credit from Old National Bank with a limit of \$90,300. The note states an interest rate of 5% and matures on April 16, 2017. The note is secured by certain business assets and no amount was outstanding during the year. As of June 30, 2016, there is no amount outstanding.

During the year, HFH renewed a line of credit from Old National Bank with a limit of \$45,871. The note states an interest rate of 5% and matures on January 25, 2017. The note is unsecured and no amount was outstanding during the year. As of June 30, 2016, there is no amount outstanding.

11. SUBSEQUENT EVENTS

Management has evaluated subsequent events for disclosure through November 22, 2016, which represents the date the financial statements were available to be issued. Subsequent events after that date have not been evaluated.



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**Independent Auditor's Report on Internal Control Over Financial Reporting
and on Compliance and Other Matters Based on an Audit of Financial Statements
Performed in Accordance with Government Auditing Standards**

To the Board of Directors
Habitat for Humanity of Monroe County
Bloomington, Indiana

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the consolidated financial statements of Habitat for Humanity of Monroe County (HFH), which comprise the consolidated statement of financial position as of December 31, 2016, and the related consolidated statements of activities and changes in net assets, and cash flows for the year then ended, and the related notes to the consolidated financial statements, and have issued our report thereon dated November 22, 2016.

Internal Control Over Financial Reporting

In planning and performing our audit of the consolidated financial statements, we considered HFH's internal controls over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinions on the consolidated financial statements, but not for the purpose of expressing an opinion on the effectiveness of HFH's internal control. Accordingly, we do not express an opinion on the effectiveness of HFH's internal control.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct misstatements on a timely basis. *A material weakness* is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis. *A significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

Compliance and Other Matters

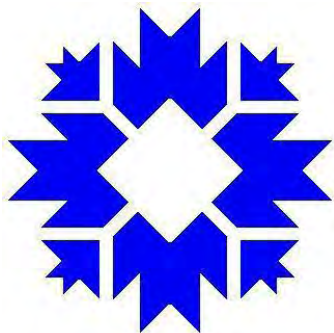
As part of obtaining reasonable assurance about whether HFH's consolidated financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of consolidated financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the entity's internal control or on compliance. This report is an integral part of the audit performed in accordance with *Government Auditing Standards* in considering the entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Burner, Denning & Co., Ltd.

November 22, 2016
Indianapolis, Indiana



CITY OF BLOOMINGTON, COMMON COUNCIL
JACK HOPKINS SOCIAL SERVICES FUNDING COMMITTEE
2017 GRANT APPLICATION

AGENCY INFORMATION

Lead Agency Name:

Is Lead Agency a 501(c)(3)? ☒ Yes ☐ No

Number of Employees:

Full-Time	Part-Time	Volunteers
1	0	72

Address:

Mailing: P.O. Box 394, Bloomington, IN 47402

Physical: 118 S. Rogers St. Bloomington, IN 47404

Zip Code: 47404

Phone: 812-320-7525

Agency E-Mail: indianarecoveryalliance@gmail.com

Website: www.indianarecoveryalliance.org

President of Board of Directors: Dr. Alicia Suarez

Name of Executive Director:

Christopher Abert

Phone: 812-320-7525

E-Mail: indianarecoveryalliance@gmail.com

Name and Title of Person to Present Proposal to the Committee:

Christopher Abert

Phone: 812-320-7525

E-Mail: indianarecoveryalliance@gmail.com

Name of Grant Writer:

Christopher Abert

Phone: 812-320-7525

E-Mail: indianarecoveryalliance@gmail.com

Agency Mission Statement *(150 words or less)*

**Note: If your organization is a faith-based agency, please provide the mission statement of your proposed project, not your agency.*

The IRA is a volunteer powered, grassroots harm reduction project designed to improve the health and well being of our participants. While many of our services target the needs of people using IV drugs and sex workers, the IRA is committed to providing all members of our community with the resources they need to make positive change, as they define positive change, and to assist them in mitigating health risks.

PROJECT INFORMATION

Project Name: Monroe County Syringe Service Program

Is this a collaborative project? ☐ Yes ☒ No. If yes:

List name(s) of agency partner(s):

N/A

Please indicate: how your missions, operations and services do or will complement each other; the existing relationship between your agencies and how the level of communication and coordination will change as a result of the project; any challenges and steps you plan to take to address those challenges.

N/A

Address where project will be housed: 118 S. Rogers Suite 2 Bloomington, IN 47404

Total cost of project: \$140,308

Requested amount of JHSSF funding: \$11617.41

Other Funds Expected for this Project (*Please indicate source, amount, and whether confirmed or pending*):

Total Number of Clients Served by this project in 2017: 1000 unduplicated

Total Number of City Residents Served by this project in 2017: 900 (90% of total served)

Is this request for operational funds? ☐ Yes ☒ No

If “yes,” indicate the nature of the operational request:

☐ Pilot ☐ Bridge ☐ Collaborative ☐ None of the Preceding – General request for operational funds pursuant to 2017 funding guidelines.

Please describe when you plan to submit your claims for reimbursement and what steps precede a complete draw down of funds:

The IRA would purchase the items as soon as the billing cycle opens. IRA would bill as soon as possible after purchase.

If completion of your project depends on other anticipated funding, please describe when those funds are expected to be received:

N/A

Do you own or have site control of the property on which the project is to take place?

☒ Yes ☐ No ☐ N/A

Is the property zoned for your intended use?

☒ Yes ☐ No ☐ N/A

If “no,” please explain:

N/A

If permits, variances, or other forms of approval are required for your project, please indicate whether the approval has been received. If it has not been received, please indicate the entity from which the permitting or approval is sought and the length of time it takes to secure the permit or approval.

Note: *Funds will not be disbursed until all requisite variances or approvals are obtained.*

No permit is required.

Due to limited funds, the Committee may recommend partial funding for a program. In the event the Committee is unable to meet your full request, will you be able to proceed with partial funding?
[X] Yes [] No

If “yes,” please provide an itemized list of program elements, ranked by priority and cost:

Priority #1 (Item & Cost)	4,000 doses of naloxone, the opiate overdose reversal drug \$4,000
Priority #2 (Item & Cost)	30 syringe disposal collection units \$3,726.80
Priority #3 (Item & Cost)	Storage shed \$2566.93
Priority #4 (Item & Cost)	2 Industrial card laminators \$706.00
Priority #5 (Item & Cost)	4 Sterilite 40 gallon wheeled totes \$251.36
Priority #6 (Item & Cost)	2 bike trailers \$366.32

Project Synopsis *(250 words or less)*

Please provide a brief overview of your project. This synopsis will be used in a summary of your proposal. Please begin your synopsis with the amount you are requesting and a concrete description of your proposed project. E.g., "We are requesting \$7,000 for an energy-efficient freezer to expand our emergency food service program."

The Indiana Recovery Alliance (IRA) respectfully requests \$11617.41 to purchase naloxone, the opiate overdose reversal drug, syringe disposal units, a storage shed, two laminating machines, storage totes and two bike trailers to provide needs based, anonymous care to Bloomington and Monroe County residents. With overdose rates climbing 500% in Monroe County since 2012 (Monroe County Health Department) the Indiana Recovery Alliance will distribute purchased naloxone to keep community members alive through this recent epidemic. Proper syringe disposal is critical for the success of our needle exchange program, and the purchase of multiple syringe disposal kiosks and smaller interior and exterior disposal units will further ensure our community is safe. The Indiana Recovery Alliance has historically done bike outreach, but had their trailers stolen last year, so replacement of the trailers will allow our outreach services to resume and meeting participants where they are. We are also hoping to purchase two industrial quality office laminators, as we make thousands of participant cards each year, and store-bought laminators were not designed to withstand that volume of use. Finally, a storage unit would clear out much needed space in our office, particularly to store the thousands of dollars of in-kind donations we receive each year. With these items, our volunteers and nurses will be better equipped to work with marginalized individuals and provide them with the supplies and information necessary to prevent common ailments of IV drug use, such as abscesses (which can lead to serious infections, such as endocarditis), HIV/HEP C, and other infectious diseases.

CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Your responses will be used in a summary of your proposal.

NEED (200 words or less)

Explain how your project addresses a previously-identified priority for social services funding as documented in the [Service Community Assessment of Needs](#), the City of Bloomington, Housing and Neighborhood Development Department's [2015-2019 Consolidated Plan](#), or any other community-wide survey of social services needs.

The IRA provides harm reduction materials, improving the overall health of the community at no cost to participants. Our programming addresses the needs outlined in both the Service Community Assessment of Needs (SCAN) and the Housing and Neighborhood Development Department's (HAND) 2015-2019 Consolidated Plan. Specifically, section NA-50, Non-Housing Community Development Needs, 91.215 (f), which states, "The community survey ranks mental health and related services as the most critical need in our community." It also identifies a critical need for "substance abuse related services, and basic medical related services" (P.55) The IRA also meets the needs identified in the SCAN, section 5, p. 98, identifying health as a community priority, specifically, "A healthy community ensures the health and well-being of every individual." Our services provide prevention and treatment materials, which improve the overall public health of our community.

ONE-TIME INVESTMENT *(100 words or less)*

Jack Hopkins Funds are intended to be a one-time investment. Please explain how your project fits this criterion. If you are requesting operational funds (e.g., salaries, rent, vouchers, etc), please explain how your project satisfies an exception to the one-time funding rule (pilot, bridge, or collaborative). If you are requesting operational funds that do not satisfy one of the aforementioned exceptions, but your request is being made pursuant to the 2017 allowance for operational funds, please make that clear. If you are requesting operational funding, you must detail your plan for future funding.

Our request fulfills the one-time investment criterion. We are asking for a one-time naloxone purchase to inundate our community with naloxone in lieu of the opiate overdose increase, specifically caused by synthetic adulterants such as fentanyl and carfentanyl, which require more naloxone to reverse the overdose.

Our purchases of various syringe disposal unit for placement throughout Bloomington is a one-time purchase, as they are permanent fixtures that can be emptied and re-used.

Our purchase request of a storage shed will allow us to cease depending on warehouse space for storage, and pay itself off in 9 months. We chose a design that, although it will only be used for storage initially, could at a future date be used as a small outreach office if moved to an area where zoning permitted.

Our purchases request of 2 laminators, storage totes and bike trailers are one time purchases.

FISCAL LEVERAGING *(100 words or less)*

Describe how your project will leverage other resources, e.g., other funds, in-kind contributions, or volunteers.

Currently, the IRA's partnership with the Monroe County Health Department provides us \$10,000. We also receive funding through grants from AIDS Untied, Broadway Cares, Monroe County CARES, Comer Family Foundation and individual contributions. We have received over a million dollars of in-kind donations from pharmaceutical companies and other Syringe Service Programs. With only 1 full-time employee, our services rely heavily on volunteers. Volunteers give an average of 60 hours per week to make our programs run successfully. We rely heavily on in-kind donations from the community such as, socks, coats, blankets, toiletries, camping supplies, and other necessities for those living on the street. Several local businesses support our ability to collect donations, acting as intermediaries.

LONG-TERM BENEFITS (200 words or less)

Explain how your program will have broad and long-lasting benefits for our community.

Studies show that syringe exchange programs (SEP) provide a multitude of benefits to a community. Drug users who have access to a SEP are 5 times more likely to enter into a drug treatment program, and have lower levels of HEP C and HIV than those who do not have access. SEPs help create a legal system that allows injection drug users to tell police that they have syringes, helping officers to avoid injuries from needle sticks during searches or pat downs. In Baltimore, for instance, two years after the introduction of SEP researchers found a significant reduction (50%) in needles discarded on the streets.

It is too early to accurately estimate the public health impact that our services will provide for Bloomington. However, research has proven that the impact of having a SEP in a community will not only affect public health as whole, but also reduce the potential of a public health epidemic. Monroe County has already declared a HEP C epidemic, and the entire country is in the midst of an opioid overdose epidemic. Since 1999, overdose deaths involving opioids has quadrupled. The IRA provides invaluable service to the community, delivering the services needed to prevent this epidemic from growing

OUTCOME INDICATORS (100 words or less)

Please either list or describe the outcome indicators you intend to use to measure the success of your project.

The ultimate outcome of a project (e.g., reduced hunger, homelessness or addiction rates) are often not readily observable within the Jack Hopkins funding period. For that reason, we are asking agencies to provide us with *outcome indicators*. In contrast to program activities (what you bought or did with grant funds) and the long-term impacts of a program (the lasting social change effected by your initiative), the data we seek are the short-term indicators used to measure the change your program has created during the period of your funding agreement. Where possible, this information should be expressed in quantitative terms.

Examples: an agency providing a service might cite to the number of persons with new or improved access to a service. If funds were used to meet a quality standard, the agency might report the number of people who no longer have access to a substandard service. An agency seeking to purchase equipment or to make a physical improvement might cite to the number of residents with new or improved access to a service or facility. If funds were used to meet a quality standard or to improve quality of a service or facility, an agency might report the number of people who have access to the improved service or facility

As community trust continues to grow, we expect to see a continued increase in the number of participants, and more lives saved by Naloxone. We will continue tracking the services we provide, listed in the project description. In 2017, the IRA expects do the following:

- Give 300 treatment referrals
- Distribute 7,000 doses of Naloxone and training
- Distribute hundreds of blankets, coats, and other necessities
- Provide Harm Reduction and Naloxone trainings
- Test 300 community members for HIV and HEP C
- Collect and distribute 500,000 syringes and sterile supplies

OTHER COMMENTS *(500 words or less)*

Use this space to provide other information you think the Committee would find useful. Any additional comments should supplement, not restate, information provided in the foregoing.

The Indiana Recovery Alliance fills a gap in the continuum of services in Bloomington for addiction, mental illness, and homelessness, keeping people alive and disease free (and in turn increasing health outcomes for our entire community), increasing access to treatment 5 fold, and connecting to an at-risk population that are notoriously disconnected from services due to criminalization and stigma.

Our participants and volunteers would like to thank members of the Jack Hopkins Social Services Funding Committee for considering our applications.

**IRA SAP Projected End Of Year Financial Statement
2017 Twelve Month Projected Expenses**

Item	Needed	Secured	Total
Personnel	\$ 21,600.00	\$ 20,000.00	\$ 41,600.00
Project Coordinator	\$ 21,600.00	\$ 20,000.00	\$ 41,600.00
Program Expenses	\$ 38,127.00	\$ 43,769.00	\$ 81,896.00
Education Supplies		\$ 2,085.00	\$ 2,085.00
Safe Injection Supplies	\$ 30,000.00	\$ 13,029.00	\$ 43,029.00
Biohazard Waste Removal	\$ 3,760.00	\$ 16,980.00	\$ 20,740.00
Client Incentive		\$ 1,150.00	\$ 1,150.00
Mobile Unit Expenses	\$ 367.00	\$ 6,800.00	\$ 7,167.00
Overdose Supplies	\$ 4,000.00	\$ 3,725.00	\$ 7,725.00
Support Expenses	\$ 2,567.00	\$ 20,200.00	\$ 23,725.00
Office Supplies	\$ 958.00	\$ 3,000.00	\$ 3,958.00
Insurance		\$ 6,200.00	\$ 6,200.00
Space Expenses	\$ 2,567.00	\$ 11,000.00	\$ 13,567.00
TOTAL PROGRAM COST	\$ 62,294.00	\$ 83,969.00	\$ 147,221.00

Staff Positions will serve in partially voluntary role until funding is secure

Currently Identified Potential Funding Sources:

- Gilead Sciences
- AIDS United
- The Health Foundation of Greater Indianapolis
- SAF
- Drug Policy Alliance

Comer Foundation
 NASEN
 MAC AIDS Fund
 Elizabeth Taylor
 Diamond Foundation
 VIIV Healthcare
 Broadway Cares
 Levi Strauss Foundation
 Ford Foundation
 Bristol Myers Squibb
 Elton John Foundation
 Merck Foundation

BUDGET DETAIL

<u>Project Coordinator</u>	\$20 per hour x 40 hours per week
Serves as operational manager of SAP, manages staff and volunteers, monitor program outcomes and quality assurance, and submit all required reports. PC role will be volunteer/partially paid until full funding is secured	
<u>Education Supplies</u>	250 brochures x 1.14 Laptop, projector, flip board, HDMI cables, etc \$1500 Misc Education Materials/Printing
<u>Safe Injection Supplies</u>	500,000 syringes = \$25,000 1,000 tourniquet = \$115 500 Acidifiers = \$100 400 Wound Care Kits = \$836 300,000 Bottlecaps = \$5200 1,000 Plastic Bags = \$78 100,000 Cotton Filters = \$1600 100,000 Alcohol Prep Pads = \$1500 10,000 Rinse Water Pods = \$8600
<u>Incentives</u>	\$ 1,550.00

incentives for participants who follow through with referrals and those in immediate need of pantry items (fruit, water, granola bars, etc). Incentives are used as tangible items to reward, encourage, support health, express compassion, and develop client trust. Includes phone card, gas card, journal, etc. A large portion of this line item will likely be secured through donations, but is not firm at this time.

Biohazard Waste Removal

3600 1 gallon sharps containers = \$14,400
Sharps Disposal x 12 months = \$2580
Sharps Kiosks, wall mounts and exterior units = \$3760

Overdose Supplies

EVZIO Autoinjectors 200 units = \$840,000 (donation)
IM Syringes, baggies, Naloxone DVD's = \$725
IM Naloxone 7000 doses = \$7000

Mobile Unit Expenses

Gas at \$300 per month = \$3600
Estimated Annual Maintenance = \$3000
Registration = \$200
Bike Trailers = \$367

Insurance

Professional/General Liability \$6200

Office Supplies

Misc Office Supplies for Administration = \$3000
Card Laminators = \$706
Totes = \$252

Space

Rent = \$6600
Warehouse = \$4400
Storage Shed = \$2567

Indiana Recovery Alliance Jack Hopkins 2017 Requested Items

Naloxone

4,000 doses of Naloxone = \$4,000

Syringe Disposal Units

2 outdoor syringe disposal kiosks= \$2,066

<http://www.trash-cans.com/p1012/Outdoor-Sharps-Disposal-Kiosk-Square-38-Gallons-CE138-CH-S/>

8 side mounted outside syringe disposal units= \$795

<http://www.sharpsinc.com/store/1-5-quart-sharps-secure-needle-disposal-system>

10 wall mounted interior syringe disposal units= \$382.90

<http://www.sharpsinc.com/store/covidien-5-quart-wall-enclosure-with-sharpstar-container>

10 wall mounted interior syringe disposal units = \$482.90

<http://www.sharpsinc.com/store/catalog/product/view/id/173/s/5quart-rcra-hazardous-waste-container-enclosure/category/11/>

Storage

1 storage shed = \$2566.93

<https://www.lowes.com/pd/Heartland-Common-10-ft-x-12-ft-Interior-Dimensions-10-ft-x-12-Foot-Hillsdale-Gable-Engineered-Wood-Wood-Storage-Shed/999961917>

4 Sterilite 40 gallon wheeled totes= \$251.36

<https://www.walmart.com/ip/44785752?wmlspartner=wlp&adid=2222222227033732041&wl0=&wl1=g&wl2=c&wl3=70399153832&wl4=pla-138226514192&wl5=9016568&wl6=&wl7=&wl8=&wl9=pla&wl10=8175035&wl11=online&wl12=44785752&wl13=&veh=sem>

Office Supplies

2 Industrial card laminators = \$706.00

<https://www.idescosafety.com/laminating/desktop-pouch-laminators/4--desk-top-laminator.htm>

Outreach Supplies

2 bike trailers = \$366.32

https://www.backcountry.com/burley-flatbed-trailer?CMP_SKU=BLY000E&MER=0406&skid=BLY000E-BK-ONESIZ&CMP_ID=PLA_GOC001&mv_pc=r101&utm_source=Google&utm_medium=PLA&mr:trackingCode=F8168AAB-30BE-E511-80F3-005056944E17&mr:referralID=NA&mr:device=c&mr:adType=plaonline&gclid=CjwKEAjwwcjGBRDj-P7TwcinyBkSJADymbIT9ZAI0Z-7-HnwGY0jxaOuYqxFrzc9e5w0tBPsaVbuERoCx1Hw_wcB&gclsrc=aw.ds

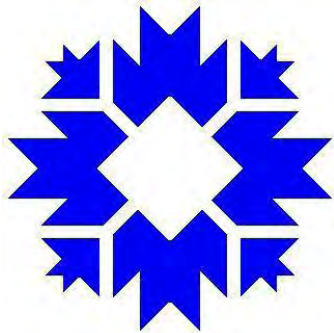
Total request: \$11617.41

Indiana Recovery Alliance

STATEMENT OF ACTIVITY

January - December 2016

	TOTAL
REVENUE	
Contributed Revenue	26,635.23
Donations	3,050.00
Grants	69,383.64
Total Contributed Revenue	99,068.87
Uncategorized Revenue	200.00
Total Revenue	\$99,268.87
COST OF GOODS SOLD	
Supplies & Materials - COGS	19,390.38
Total Cost of Goods Sold	\$19,390.38
GROSS PROFIT	\$79,878.49
EXPENDITURES	
Auto	3,751.24
Bank Charges	275.00
Computer & Software Expense	508.98
Insurance	555.24
Legal & Professional Fees	136.22
Meals and Entertainment	82.47
Office Expenses	4,278.29
Other General and Admin Expenses	637.60
Parking	10.30
Payroll Expenses	0.00
Taxes	2,368.96
Wages	32,357.04
Total Payroll Expenses	34,726.00
Promotional	252.00
Rent or Lease	10,750.00
Repair & Maintenance	919.38
Shipping and delivery expense	174.30
Stationery & Printing	57.10
Telephone Expense	209.99
Travel	666.90
Uncategorized Expenditure	3,748.44
Total Expenditures	\$61,739.45
NET OPERATING REVENUE	\$18,139.04
NET REVENUE	\$18,139.04



CITY OF BLOOMINGTON, COMMON COUNCIL
JACK HOPKINS SOCIAL SERVICES FUNDING COMMITTEE
2017 GRANT APPLICATION

AGENCY INFORMATION

Lead Agency Name: Leadership Emersi Inc.

Is Lead Agency a 501(c)(3)? ☒ Yes ☐ No

Number of Employees:

Full-Time	Part-Time	Volunteers
1		7

Address:

2620 N Walnut St. Suite 940
Bloomington, IN

Zip Code: 47404

Phone: 812-322-2800

Agency E-Mail: support@leadershipemersi.com

Website: www.leadershipemersi.com

President of Board of Directors: Wesley Key

Name of Executive Director: Logan Parker

Phone: 812-322-2800

E-Mail: logan.parker@leadershipemersi.com

Name and Title of Person to Present Proposal to the Committee: Logan Parker, Executive Director

Phone: 812-322-2800

E-Mail: logan.parker@leadershipemersi.com

Name of Grant Writer: Logan Parker

Phone: 812-322-2800

E-Mail: logan.parker@leadershipemersi.com

Agency Mission Statement *(150 words or less)*

**Note: If your organization is a faith-based agency, please provide the mission statement of your proposed project, not your agency.*

Our Mission is to Inspire and Equip the next generation of servant leaders.

PROJECT INFORMATION

Project Name:

Emerge Program

Is this a collaborative project? ☐ Yes ☒ No. If yes:

List name(s) of agency partner(s):

Please indicate: how your missions, operations and services do or will complement each other; the existing relationship between your agencies and how the level of communication and coordination will change as a result of the project; any challenges and steps you plan to take to address those challenges.

Address where project will be housed: 2620 N. Walnut St. Bloomington, IN 47404

Total cost of project: \$40,000

Requested amount of JHSSF funding: \$12,000

Other Funds Expected for this Project (*Please indicate source, amount, and whether confirmed or pending*):

Donations: 1,500/mo. Confirmed

Program fee: 833/mo. Confirmed

Donations: 500/mo. Pending

Total Number of Clients Served by this project in 2017: 80

Total Number of City Residents Served by this project in 2017: 80

Is this request for operational funds? ☒ Yes ☐ No

If “yes,” indicate the nature of the operational request:

☒ Pilot ☐ Bridge ☐ Collaborative ☐ None of the Preceding – General request for operational funds pursuant to 2017 funding guidelines.

Please describe when you plan to submit your claims for reimbursement and what steps precede a complete draw down of funds:

Submission for reimbursement will take place early to late fall when enrollment for the Emerge program commences. When participants enroll into the Emerge Program, we will be able to complete a drill down of funding used.

If completion of your project depends on other anticipated funding, please describe when those funds are expected to be received:

Other resources will come from donations from private individuals as well as program fees received on a monthly basis.

Do you own or have site control of the property on which the project is to take place?

☐ Yes ☒ No ☐ N/A

Is the property zoned for your intended use?

☐ Yes ☐ No ☒ N/A

If “no,” please explain:

The Emerge program is a Leadership & Character development course that can be held in any location available to the participants.

If permits, variances, or other forms of approval are required for your project, please indicate whether the approval has been received. If it has not been received, please indicate the entity from which the permitting or approval is sought and the length of time it takes to secure the permit or approval.

Note: *Funds will not be disbursed until all requisite variances or approvals are obtained.*

No permits are required for my project.

Due to limited funds, the Committee may recommend partial funding for a program. In the event the Committee is unable to meet your full request, will you be able to proceed with partial funding?

☒ Yes ☐ No

If “yes,” please provide an itemized list of program elements, ranked by priority and cost:

Priority #1
(Item & Cost)

Operating Cost to continue existing programs (\$6,000)

Priority #2
(Item & Cost)

Supplies and Fees to expand Emerge program (\$6,000)

Priority #3
(Item & Cost)

Priority #4
(Item & Cost)

Priority #5
(Item & Cost)

Priority #6
(Item & Cost)

Project Synopsis *(250 words or less)*

Please provide a brief overview of your project. This synopsis will be used in a summary of your proposal. Please begin your synopsis with the amount you are requesting and a concrete description of your proposed project. E.g., "We are requesting \$7,000 for an energy-efficient freezer to expand our emergency food service program."

We are requesting \$12,000 to continue and expand leadership development programs in Bloomington. Our Emerge Program is a 12-month or 12-session development program geared towards emerging leaders. We offer workshops and programming for middle and high schools in Monroe county as well as local businesses to advance community development. We will be extending development to student groups on the IU campus as well this year. We also host a Fall Break Leadership Camp for area middle schools.

CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Your responses will be used in a summary of your proposal.

NEED (200 words or less)

Explain how your project addresses a previously-identified priority for social services funding as documented in the [Service Community Assessment of Needs](#), the City of Bloomington, Housing and Neighborhood Development Department's [2015-2019 Consolidated Plan](#), or any other community-wide survey of social services needs.

Our project works with school-aged youth and youth in low-income areas of Monroe county to encourage integrity, character, and improve quality of life for youth who live in Monroe county. We also teach valuable life-skills which help participants gain control of their lives. We believe addressing and improving culture will create emotional fulfillment, academic achievement, civic engagement and economic self-sufficiency.

ONE-TIME INVESTMENT *(100 words or less)*

Jack Hopkins Funds are intended to be a one-time investment. Please explain how your project fits this criterion. If you are requesting operational funds (e.g., salaries, rent, vouchers, etc), please explain how your project satisfies an exception to the one-time funding rule (pilot, bridge, or collaborative). If you are requesting operational funds that do not satisfy one of the aforementioned exceptions, but your request is being made pursuant to the 2017 allowance for operational funds, please make that clear. If you are requesting operational funding, you must detail your plan for future funding.

Our non-profit has been established for less than one year and believe this “pilot” investment will not only help cover current operational costs but also give us the momentum we need to establish long-term relationships with future donors.

FISCAL LEVERAGING *(100 words or less)*

Describe how your project will leverage other resources, e.g., other funds, in-kind contributions, or volunteers.

We utilize volunteers and interns to develop marketing and program development.

LONG-TERM BENEFITS *(200 words or less)*

Explain how your program will have broad and long-lasting benefits for our community.

Working with youth and young adults in our community helps to change the culture of our society. Partnering with businesses, schools, and other non-profit organizations helps us create opportunities to reach young leaders in multiple stages of their development. Our goal is to open a facility where young adults and kids can go and get the necessary life-skills to be successful in school and in the workplace. We believe in improving Monroe county one leader at a time.

OUTCOME INDICATORS *(100 words or less)*

Please either list or describe the outcome indicators you intend to use to measure the success of your project.

The ultimate outcome of a project (e.g., reduced hunger, homelessness or addiction rates) are often not readily observable within the Jack Hopkins funding period. For that reason, we are asking agencies to provide us with *outcome indicators*. In contrast to program activities (what you bought or did with grant funds) and the long-term impacts of a program (the lasting social change effected by your initiative), the data we seek are the short-term indicators used to measure the change your program has created during the period of your funding agreement. Where possible, this information should be expressed in quantitative terms.

Examples: an agency providing a service might cite to the number of persons with new or improved access to a service. If funds were used to meet a quality standard, the agency might report the number of people who no longer have access to a substandard service. An agency seeking to purchase equipment or to make a physical improvement might cite to the number of residents with new or improved access to a service or facility. If funds were used to meet a quality standard or to improve quality of a service or facility, an agency might report the number of people who have access to the improved service or facility

With this pilot investment our Emerge Program we be able to reach over 80 school-aged youth and youth in the Monroe County. Through our Fall Break Camp we anticipate over 30 middle school students to attend and learn about leadership practices they can use. Throughout the year we provide Emerge Programming for around 50 youth in various organizations. We currently have programming in Boys & Girls Club and offer leadership development for Chick-fil-A.

OTHER COMMENTS *(500 words or less)*

Use this space to provide other information you think the Committee would find useful. Any additional comments should supplement, not restate, information provided in the foregoing.

We incorporated in May of last year which affects our 2016 Annual Financials.

The following is the budget for how the investment would be used. \$6,000 would be put towards operations and \$6,000 would be used towards expanding involvement into the community and build relationships.

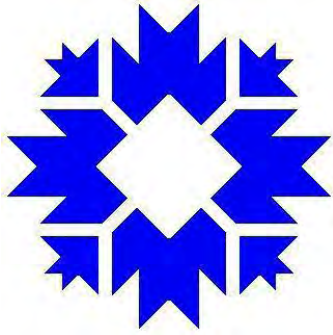
Operational	
Office Rent	\$179
Marketing	140
Admin Costs	181
Mo. Total	\$500
Annual Expenses	\$6,000
Expansion	
Programming	4,000
Camp	2,000
Total Expansion	6,000
Total Need	\$12,000

Leadership Emersi

STATEMENT OF ACTIVITY

January - December 2016

	TOTAL
REVENUE	
Non-Profit Revenue	4,900.00
Registration Fee	1,705.87
Sales	173.12
Sales of Product Revenue	23.28
Services	-0.45
Unapplied Cash Payment Revenue	0.00
Total Revenue	\$6,801.82
GROSS PROFIT	\$6,801.82
EXPENDITURES	
Office Expenses	46.56
Other General and Admin Expenses	393.95
Payroll Expenses	0.00
Taxes	344.25
Wages	4,500.00
Total Payroll Expenses	4,844.25
Rent or Lease	358.00
Total Expenditures	\$5,642.76
NET OPERATING REVENUE	\$1,159.06
NET REVENUE	\$1,159.06



CITY OF BLOOMINGTON, COMMON COUNCIL
JACK HOPKINS SOCIAL SERVICES FUNDING COMMITTEE
2017 GRANT APPLICATION

AGENCY INFORMATION

Lead Agency Name: LIFE Designs, Inc.

Is Lead Agency a 501(c)(3)? ☒ Yes ☐ No

Number of Employees:

Full-Time	Part-Time	Volunteers
209	70	31

Address: 200 East Winslow Road; Bloomington IN

Zip Code: 47408

Phone: 800-875-9615

Agency E-Mail: srinne@lifedesignsinc.org

Website: lifedesignsinc.org

President of Board of Directors: Vonnie Peischl

Name of Executive Director: Susan Rinne, CEO

Phone: 812-332-9615

E-Mail: srinne@lifedesignsinc.org

Name and Title of Person to Present Proposal to the Committee: Stephanie Shelton and Susan Rinne

Phone: 812-332-9615

E-Mail: sshelton@lifedesignsinc.org and srinne@lifedesignsinc.org

Name of Grant Writer: Stephanie Shelton and Susan Rinne

Phone: 812-332-9615

E-Mail: sshelton@lifedesignsinc.org and srinne@lifedesignsinc.org

Agency Mission Statement (*150 words or less*)

**Note: If your organization is a faith-based agency, please provide the mission statement of your proposed project, not your agency.*

LIFEDesigns partners with people of all ages and abilities to lead meaningful and active lives. We believe...

- EVERYONE deserves a home and job amongst their peers, and access to the community they live in.
- EVERYONE has abilities and deserves the opportunity to use their abilities in a valued social role.
- EVERYONE deserves friends and the opportunity to live in a diverse and welcoming community.

These are the areas we focus our energy: Jobs, Homes and Networks of Natural Supports. We provide Community Living Services (in home supports), Employment (helping people find and keep jobs), Community Education (developing and improving life skills and employment skills), Support Services and Assistive Technology and we are an Affordable Housing Developer and Provider.

PROJECT INFORMATION

Project Name: LIFEDesigns Mobilizing Work Project

Is this a collaborative project? ☐ Yes ☒ No. If yes:

List name(s) of agency partner(s):

Please indicate: how your missions, operations and services do or will complement each other; the existing relationship between your agencies and how the level of communication and coordination will change as a result of the project; any challenges and steps you plan to take to address those challenges.

Address where project will be housed: 200 East Winslow Road, Bloomington In 47401

Total cost of project: \$48,437 for the project, \$120,000 for the salaries of the additional employment staff together it is \$168,437

Requested amount of JHSSF funding: \$15,000

Other Funds Expected for this Project (*Please indicate source, amount, and whether confirmed or pending*): \$33,437 matching funds from LIFEDesigns, \$120,000 matching funds from Indiana Vocational Rehabilitation contract. Both sources are confirmed.

Total Number of Clients Served by this project in 2017: 450

Total Number of City Residents Served by this project in 2017: 150

Is this request for operational funds? ☐ Yes ☒ No

If “yes,” indicate the nature of the operational request:

☐ Pilot ☐ Bridge ☐ Collaborative ☐ None of the Preceding – General request for operational funds pursuant to 2017 funding guidelines.

Please describe when you plan to submit your claims for reimbursement and what steps precede a complete draw down of funds:

LIFEDesigns has already begun seeking consultation on the design of the layout and technology solutions. We have gotten specific price estimates from our vendors on the tablets with cases and rolling briefcases. We will place the order for the tablets with cases and rolling briefcases, bid the renovation work out, and use existing office furniture. We have already begun the recruitment of the new employment positions. We expect this project to be complete before December 2017, and will send one claim for reimbursement after all items have been secured.

If completion of your project depends on other anticipated funding, please describe when those funds are expected to be received:

The completion of our project does not depend on other additional anticipated funding. The Indiana Vocational Rehabilitation contract with LIFEDesigns is already confirmed in the amount of \$120,000 and is the reason this project is necessary at this time.

Do you own or have site control of the property on which the project is to take place?

☐ Yes ☐ No ☒ N/A

Is the property zoned for your intended use?

☐ Yes ☐ No ☒ N/A

If "no," please explain:

If permits, variances, or other forms of approval are required for your project, please indicate whether the approval has been received. If it has not been received, please indicate the entity from which the permitting or approval is sought and the length of time it takes to secure the permit or approval.

Note: Funds will not be disbursed until all requisite variances or approvals are obtained.

There are permits required for the renovations of the building. We are waiting to file for these permits until after final funding has been secured, and the project is ready to begin.

Due to limited funds, the Committee may recommend partial funding for a program. In the event the Committee is unable to meet your full request, will you be able to proceed with partial funding?

[X] Yes [] No

If “yes,” please provide an itemized list of program elements, ranked by priority and cost:

Priority #1 (Item & Cost)	Tablets with keyboards and cases – Without these our Team Managers will not be able to be mobile. \$10,500
Priority #2 (Item & Cost)	Rolling Mobile Briefcases – These will help our Team Managers be mobile without putting additional strain on their backs and bodies. Becoming mobile will require the safe transport of technology equipment regularly. \$2,100
Priority #3 (Item & Cost)	Design Services – We do not know the best practices for designing mobile work stations. For this project to be successful, we will need professional consultation. \$3,000 requested (LIFE <i>Designs</i> will contribute \$3,000)
Priority #4 (Item & Cost)	
Priority #5 (Item & Cost)	
Priority #6 (Item & Cost)	

Project Synopsis (250 words or less)

Please provide a brief overview of your project. This synopsis will be used in a summary of your proposal. Please begin your synopsis with the amount you are requesting and a concrete description of your proposed project. E.g., "We are requesting \$7,000 for an energy-efficient freezer to expand our emergency food service program."

We're requesting \$15,600 for a capacity building project to mobilize our workforce. The nature of services provided by *LIFEDesigns* requires our employees to work primarily in the community. Mobilizing our workforce has been needed for a long time, and is now critical to the growth of our program. *LIFEDesigns* has operated out of our office building for over 13 years now, and our programs have grown substantially since then. As a result of a new contract with Indiana Vocational Rehabilitation Services and Social Security Ticket to Work program, we are able to add even more positions to support people getting jobs and becoming independent. With limited office space, we are looking to drastically change how some of our positions do business and create an effective work environment for all of our employees. We must provide space and tools to mobilize our workforce to reduce reliance on "desk space" and create a new mobile office culture.

Mobile work stations give employees an efficient way to work, expand our capacity to support more customers, and increase employee access to customer information. This leads to better quality supports, more contact of front line supervisors with Direct Support Professionals and customers, and ultimately more people who have jobs. This change will not only enable *LIFEDesigns* to operate more efficiently and expand our capacity, but it will also eliminate the otherwise needed expense of adding more office space for the additional employment positions. This projected cost savings is estimated at about \$36,000 annually.

CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Your responses will be used in a summary of your proposal.

NEED (200 words or less)

Explain how your project addresses a previously-identified priority for social services funding as documented in the [Service Community Assessment of Needs](#), the City of Bloomington, Housing and Neighborhood Development Department's [2015-2019 Consolidated Plan](#), or any other community-wide survey of social services needs.

LIFEDesigns mission is directly aligned with the priorities of Jack Hopkins funding criteria as a program that “provides food, housing, health care, or other services to city residents who are of low or moderate income, under 18, elderly, affected with a disability, or otherwise disadvantaged.” LIFEDesigns customers are all low income, with a disability, and range in age from youth (under 18) to seniors and elderly. LIFEDesigns provides specialized coaching, mentoring, and physical and social support that ensures our customers have food, housing, understand their health needs, and have the opportunity to pursue employment in the community. We serve City residents. This request is for a one-time investment that will significantly impact the community and LIFEDesigns customers by expanding our services and improving our employee’s responsiveness and communication. The expenses qualify because they are renovations and system wide improvements for information and communication technologies.

We have leveraged funds from a contract with Indiana Vocational Rehabilitation to add four new positions of key employees who will focus on the Employment FIRST initiative, and expand our capacity to support more people to find jobs in the community. LIFEDesigns is also contributing funds toward the renovations of the project.

ONE-TIME INVESTMENT *(100 words or less)*

Jack Hopkins Funds are intended to be a one-time investment. Please explain how your project fits this criterion. If you are requesting operational funds (e.g., salaries, rent, vouchers, etc), please explain how your project satisfies an exception to the one-time funding rule (pilot, bridge, or collaborative). If you are requesting operational funds that do not satisfy one of the aforementioned exceptions, but your request is being made pursuant to the 2017 allowance for operational funds, please make that clear. If you are requesting operational funding, you must detail your plan for future funding.

Our request is a one-time investment, and meets the definition in the criteria as a renovation and a system-wide improvement for information and communication technologies. Once the renovations are complete, there will be no further cost to the mobile work stations themselves. The mobile technology and communications technology will be included in LIFEDesigns annual IT Plan and replaced on a rotating basis. The funding requested for this project is not operational, and will be sustained because of the increased revenue and eliminated need to expand office space to accommodate new positions.

FISCAL LEVERAGING *(100 words or less)*

Describe how your project will leverage other resources, e.g., other funds, in-kind contributions, or volunteers.

LIFEDesigns is committed to the completion of this project, and as such is willing to contribute matching funds. We also have strong relationships with builders and architects who have been involved in our affordable housing development projects, and plan to request in-kind donations of services and materials wherever possible. Additionally, the Indiana Vocational Rehabilitation contract will allow us to increase revenue by supporting more customers to find jobs.

LONG-TERM BENEFITS (200 words or less)

Explain how your program will have broad and long-lasting benefits for our community.

LIFEDesigns programs already have proven to have long-term benefits for our community. This is reflected in the number of people we have supported to find and keep jobs, have a permanent home, and improve their level of independence. This project will expand our capacity and increase our efficiency. By moving to a mobile workforce, we will be able to reduce our administration costs and increase the number of people we are able to support as customers. The quality of services will improve as well as a result of employees' increased access to information and communication. More specifically, with this new contract with Vocational Rehabilitation, we'll be able to work with a lot more people to find and keep employment. As part of this expansion, we'll begin working with a broader variety of people seeking employment. We'll work with more people, some of whom don't have a developmental or physical disability. We're doubling our employment staff and expect to more than double the number of people we support to find jobs on an annual basis. We'll also be better equipped to support people to become self-employed. This has been one of our goals as part of the Employment FIRST initiative.

OUTCOME INDICATORS (100 words or less)

Please either list or describe the outcome indicators you intend to use to measure the success of your project.

The ultimate outcome of a project (e.g., reduced hunger, homelessness or addiction rates) are often not readily observable within the Jack Hopkins funding period. For that reason, we are asking agencies to provide us with *outcome indicators*. In contrast to program activities (what you bought or did with grant funds) and the long-term impacts of a program (the lasting social change effected by your initiative), the data we seek are the short-term indicators used to measure the change your program has created during the period of your funding agreement. Where possible, this information should be expressed in quantitative terms.

Examples: an agency providing a service might cite to the number of persons with new or improved access to a service. If funds were used to meet a quality standard, the agency might report the number of people who no longer have access to a substandard service. An agency seeking to purchase equipment or to make a physical improvement might cite to the number of residents with new or improved access to a service or facility. If funds were used to meet a quality standard or to improve quality of a service or facility, an agency might report the number of people who have access to the improved service or facility

LIFEDesigns will mobilize 30 staff including the four new employment staff. These positions require the employees to be in the community for the majority of their job. Each of these positions will now be fully equipped to complete their jobs in the community when this project is complete. LIFEDesigns will not have to expand our office space, eliminating an expected cost of \$36,000 annually. Outcomes for our customers will include improved employee engagement—measured by annual employee survey questions, improved customer satisfaction—measured by annual customer survey questions, and the number of job placements—documented in our monthly reporting.

OTHER COMMENTS (500 words or less)

Use this space to provide other information you think the Committee would find useful. Any additional comments should supplement, not restate, information provided in the foregoing.

Mobilizing our workforce is absolutely critical to our mission. This has to happen to operate efficiently, reduce administrative costs, and ultimately provide better quality of service to our customers. The timing of this project is opportune, because of the Indiana Vocational Rehabilitation contract and addition of new employment positions in connection with *LIFEDesigns* Employment FIRST initiatives. Employment FIRST is a movement sweeping the country, focusing on moving away from “sheltered” workshops as employment and towards community integrated employment where people with disabilities have the same rights that everyone else does to make at least minimum wage and work amongst peers without disabilities. This project is one piece of a much larger shift for *LIFEDesigns*. Our efforts also include Person Centered Planning and P.A.T.H. training for all of our employees, the development of employment resources for our Direct Support Professionals, the creation of *LIFEDesigns* Self-Employment Incubator for Entrepreneurs with disabilities, and the integration of employment coaching in all employee trainings.

This shift is needed and will help *LIFEDesigns* provide people with a way to plan steps to realize their dreams through the P.A.T.H. discovery and planning sessions. Basically, it is a tool used to bring about discussion with the person with a disability designed to reveal their passions and dreams in life. From this basic discovery tool, our staff is then able to work together with the individual, their family members, caseworkers, friends and others involved in that person’s life towards creating the opportunities for that person to achieve their dreams. Frequent and quality communication is absolutely essential in this process, making this project necessary for all employees in these 30 positions. One question on a survey we sent out in 2016 to case managers really stood out for us: 71% of case managers surveyed answered, “*LIFEDesigns* staff did not respond in a timely manner.” Also we received many comments that there “was a lack of consistency for customers caused by staff turnover.” Although the case managers noted that this was not a *LIFEDesigns*’ issue, but a statewide one, it is important to us that we address this concern. Mobilizing our workforce is expected to resolve the timely communication with staff concern, and will impact our frontline supervisors’ ability to support direct service staff. With better support from their managers, we hope to see a decline in staff turnover.

Our goals for this year include:

1. Taking into consideration the time it will take to hire and train the new employment positions, we expect to have 30 job placements this year.
2. Our goal for customer satisfaction goal is greater than 90%.
3. Our goal for employee engagement is to improve a specific question about communication “Someone talks to me about my progress” to a minimum score of 3.5 out of 5 or higher.

Mobilizing Work Project Budget

Item	Cost per	Qty.	total cost	Request	Match	Comment
Tablets with keyboard and cases	\$ 330.00	30	\$ 9,900.00	\$ 9,900.00		Based on quotes from supplier
Rolling Mobile Briefcase	\$ 70.00	30	\$ 2,100.00	\$ 2,100.00		Based on quotes from supplier
Design services			\$ 6,000.00	\$ 3,000.00	\$ 3,000.00	Based on estimate from architect
Renovation costs			\$ 30,437.00		\$ 30,437.00	Estimate plus 10% contingency
Salaries for Additional Employment People			\$ 120,000.00		\$ 120,000.00	Vocational Rehabilitation Contract
Total redesign			\$ 168,437.00	\$ 15,000.00	\$ 153,437.00	



FOX CONSTRUCTION COMPANY, INC
6931 South Old State Road 37 • Bloomington, IN 47403

March 31, 2017

PROPOSAL

Life Designs, Inc.
200 East Winslow Road
Bloomington, IN 47401

Attn: Dave Lewis

RE: Quote for wall demo and associated panel work of walls, ceilings and floors.
No additional lighting is included.

Quote #1

East mobile space change 3 offices and 1 restroom into 1 big office.

TOTAL PROPOSED COST - \$9,940.00

Quote #2

Reestablish restroom at existing adjacent storage room that used to be restroom. Reuse existing fixtures and accessories.

TOTAL PROPOSED COST - \$ 3,710.00

Quote #3

Middle mobile space remove 2 walls to change 2 offices into 1.

TOTAL PROPOSED COST - \$ 7,140.00

Quote #4

West mobile space remove 1 partition wall to change 2 offices into 1.

TOTAL PROPOSED COST - \$ 6,880.00

Please Note:

Price is based on doing all rooms at once.
No Additional HVAC ducting is included.
No additional light fixtures are included.

Respectfully submitted,

Anthony J. Fox

Note – This proposal may be withdrawn by us if not accepted within 30 days.

ACCEPTANCE OF PROPOSAL

The above prices, specifications and conditions are satisfactory and are hereby accepted. You are authorized to do the work as specified. Payment will be made when project is complete.

Signature _____ Date _____



ICC Business Products
3164 N. Shadeland Avenue
Indianapolis, IN 46226-0058

SALES QUOTE

Page: 1

Sales Quote Number: **SQ-179621**
Sales Quote Date: 3/8/2017
Quote Exp. Date: 9/8/2017
Customer ID: 28717

Terms: NET/15 EMAIL
Ship Via:

Sales Person: Kathy Duncan
Cust. Phone: 812-332-9615
Cust. Fax:

Sell
To: Vern Hageman
LIFE DESIGNS INC.
200 E WINSLOW RD
BLOOMINGTON, IN 47401

Ship
To: Vern Hageman
LIFE DESIGNS INC.
200 E WINSLOW RD
BLOOMINGTON, IN 47401

<u>Item No.</u>	<u>Description</u>	<u>Quantity</u>	<u>Unit</u>	<u>Unit Price</u>	<u>Total Price</u>
SML515311073	Perfect Fit Backpack, Adjustable, 13"x9"x19", Black/Red	30	EA	69.99	2,099.70
USLPT1364	Rolling Laptop Case, 17"x9"x14", Black	30	EA	64.79	1,943.70

Website: www.iccbusinessproducts.com

Phone: 800-547-2233

Fax: 317-543-5738

Amount Subject to Sales Tax	Amount Exempt from Sales Tax
0.00	4,043.40

Subtotal:	4,043.40
Invoice Discount:	0.00
Tax:	0.00
Total:	4,043.40



Susan Rinne <srinne@lifedesignsinc.org>

Re: Need costs

1 message

Jeremiah Rieke <jrieke@lifedesignsinc.org>
To: Susan Rinne <srinne@lifedesignsinc.org>

Wed, Mar 29, 2017 at 8:37 AM

10 inch Samsung Galaxy A 10.1 Tablet - \$299.99
Keyboard case for Samsung Galaxy A 10.1 Tablet - \$29.99
Samsung 11.6 Chrome Book 3 4gb - \$179.00
Spring Vamos Hot Spot w/unlimited data - \$130
Acer R11 2in1 11.6 touch screen 4gb - \$299

Jeremiah Rieke***Information Technology Director*****Life Designs Inc.**

200 East Winslow Road
Bloomington, IN 47401
Office: 812-332-9615
Fax: 812-332-1186
Cell: 812-360-7536
www.lifedesignsinc.org

A United Way Agency

On Tue, Mar 28, 2017 at 2:50 PM, <srinne@lifedesignsinc.org> wrote:

Please let me know the tablet costs for 10 inch machines with attachable keyboards. Need asap. Also, how many SCs do we have. Need for a grant that is due on Monday

Susan Rinne
CEO
LIFEDesign, Inc
Bloomington In

Sent from my iPad

LifeDesigns, Inc.
Statement of Financial Position
For the 12 months ended December 31, 2016

ASSETS

Current Assets:	
Cash & Cash Equivalents	3,388,274
Cash - Internet Sales	295
Cash - Crawford Project	0
Cash - Covey Lane Deposits	7,586
Certificates of Deposit - Raymond James	58,088
Total Cash	<u>3,454,244</u>
Accounts Receivable	929,760
Accounts Receivable - Developer Fee	0
Accounts Receivable - Dr. Brewer	0
Accounts Receivable - Workers' Comp	0
Accounts Receivable Retainage	0
Less: Allowance for Doubtful Accounts	-43,913
Accounts Receivable County Tax	0
Accounts Receivable Net	<u>885,847</u>
Other Current Assets	25,004
Total Current Assets	4,365,095
Investments:	
Endowment Fund Raymond Janes	446,717
Endowment Fund Heritage	20,371
Endowment Fund Community Foundation	18,422
Endowment Fund Brown Co. Community Foundation	11,715
Investment in LifeDesigns-McKinley	130,848
Investment in Crawford	100
Total Investments	<u>628,173</u>
Mortgage Receivable Crawford Apartments	1,065,000
Mortgage Interest Receivable Crawford Apts	143,300
Note Receivable LifeDesigns-McKinley	22,500
Property and Equipment	6,357,849
Less: Accumulated Depreciation	<u>-1,918,022</u>
Net Property and Equipment	4,439,826
TOTAL ASSETS	<u>10,663,894</u>

LIABILITIES AND NET ASSETS

Current Liabilities:	
Current Maturities of Long-term Debt	165,381
Accounts Payable	267,784
Accrued Salaries	682,079
Payroll Taxes	50,869
Rental Deposits - Covey Lane	7,586
rental Deposits - Orris	592
Deposits - Private Pay	2,823
Deferred Revenue Week of Chocolate	12,484
County Tax Received in Advance	0
Medicaid Payable	-662
Total Current Liabilities	<u>1,188,936</u>
Non-Current Liabilities:	
Long-term Debt, Less Current Maturities	1,983,060
Total Liabilities	<u>3,171,997</u>
Net Assets:	
Fund Balance	7,242,090
YTD Net Income (Loss)	249,807
Total Net Assets	<u>7,491,897</u>
TOTAL LIABILITIES AND NET ASSETS	<u>10,663,894</u>

LifeDesigns, Inc.
Statement of Activities
For the 12 months ended December 31, 2016
Total Agency

	Current Month			Year to Date			
	Actual	Budget	% Variance	YTD Actual	YTD Budget	% Variance	% Revenue
Revenue							
Medicaid Revenue	333,631	314,762	6.0%	3,943,478	3,777,147	4.4%	33.5%
Medicaid Waiver Revenue	620,391	543,997	14.0%	6,680,185	6,527,960	2.3%	56.7%
Medicaid Contractual Adjustment	0	0	0.0%	0	0	0.0%	0.0%
Total Medicaid Revenue	954,022	858,759	11.1%	10,623,663	10,305,107	3.1%	90.2%
Other Service Revenue							
VR	15,257	14,583	4.6%	156,009	175,000	-10.9%	1.3%
DDRS	0	97	-100.0%	0	1,160	-100.0%	0.0%
Private Pay	13,726	14,670	-6.4%	91,433	176,042	-48.1%	0.8%
Rent Income	12,912	12,326	4.7%	147,592	147,917	-0.2%	1.3%
Prior Year Income	-190	0	0.0%	22,231	0	0.0%	0.2%
Total Other Service Revenue	41,704	41,677	0.1%	417,264	500,118	-16.6%	3.5%
Total Service Revenue	995,726	900,435	10.6%	11,040,927	10,805,225	2.2%	93.7%
Other Revenue							
Donations & Grants	98,226	3,420	2771.8%	352,631	41,045	759.1%	3.0%
Grant Revenue Highland & Crawford	0	0	0.0%	0	0	0.0%	0.0%
Interest Income	39,257	0	0.0%	40,613	0	0.0%	0.3%
County Funding	27,784	27,080	2.6%	333,410	324,960	2.6%	2.8%
Unrealized Gain on Endowment Fund	-3,474	0	0.0%	-19,269	0	0.0%	-0.2%
Dividend Income	7,541	0	0.0%	12,989	0	0.0%	0.1%
Miscellaneous Income	1,842	1,812	1.7%	22,309	21,740	2.6%	0.2%
Total Other Revenue	171,177	32,312	429.8%	742,684	387,745	91.5%	6.3%
Total Revenue	1,166,902	932,747	25.1%	11,783,611	11,192,970	5.3%	100.0%
Expenses							
Variable Expenses							
DDRS Related	0	0	0.0%	0	0	0.0%	0.0%
Householders/Indep Contractors	70,532	19,818	255.9%	709,984	237,822	198.5%	6.0%
Grant Expenses, NAP, County Vouchers	0	0	0.0%	0	0	0.0%	0.0%
Nursing	966	1,069	-9.7%	14,067	12,829	9.6%	0.1%
Food & Dietary	12,476	12,472	0.0%	149,840	149,661	0.1%	1.3%
Housekeeping & Laundry	2,585	2,982	-13.3%	38,866	35,780	8.6%	0.3%
Repairs & Maintenance; Small Equip	8,292	12,878	-35.6%	150,414	154,536	-2.7%	1.3%
Legal & Accounting	2,686	4,570	-41.2%	62,976	54,844	14.8%	0.5%
Adv, Promotions, Help Wanted Ads	1,605	6,044	-73.4%	162,644	72,524	124.3%	1.4%
Travel	18,648	22,890	-18.5%	246,263	274,677	-10.3%	2.1%
Licenses, Dues, Subscriptions	4,510	2,821	59.8%	50,318	33,858	48.6%	0.4%
Supplies, Postage, Copies	3,444	2,910	18.3%	33,257	34,923	-4.8%	0.3%
Activities & Recreation	4,601	3,246	41.7%	66,866	38,950	71.7%	0.6%
Day Service	29,390	24,942	17.8%	256,371	299,300	-14.3%	2.2%
Pharmacy	-289	1,279	-122.6%	19,696	15,350	28.3%	0.2%
Salaries	521,764	580,015	-10.0%	7,050,912	6,960,183	1.3%	59.8%
Benefits	130,159	124,736	4.3%	1,348,195	1,496,826	-9.9%	11.4%
Conf, Inservices, & Training Materials	1,550	2,961	-47.7%	31,281	35,530	-12.0%	0.3%
Bad Debt	39,012	965	3943.1%	39,012	11,579	236.9%	0.3%
Background Checks	598	832	-28.2%	10,171	9,980	1.9%	0.1%
Donation Expense	-150	0	0.0%	-97	0	0.0%	0.0%
Miscellaneous	6,354	2,133	197.9%	37,745	25,599	47.4%	0.3%
Total Variable Expenses	858,732	829,562	3.5%	10,478,780	9,954,748	5.3%	88.9%
Fixed Expenses							
Depreciation & Amortization	30,424	28,866	5.4%	338,826	346,397	-2.2%	2.9%
Utilities & Phone	14,764	12,883	14.6%	162,843	154,597	5.3%	1.4%
Office Lease	420	680	-38.2%	8,200	8,160	0.5%	0.1%
Van Lease	3,507	1,922	82.5%	37,787	23,058	63.9%	0.3%
Copier Lease	1,837	1,837	0.0%	22,046	22,046	0.0%	0.2%
Insurance	16,047	19,755	-18.8%	192,877	237,054	-18.6%	1.6%
Provider Assessment	16,132	20,088	-19.7%	221,772	241,053	-8.0%	1.9%
Interest	7,500	7,291	2.9%	92,267	87,492	5.5%	0.8%
Total Fixed Expenses	90,631	93,321	-2.9%	1,076,620	1,119,857	-3.9%	9.1%
Total Expenses	949,363	922,884	2.9%	11,555,399	11,074,605	4.3%	98.1%
Results of Current Operations	217,539	9,864	2105.4%	228,211	118,365	92.8%	1.9%
Gain/Loss on Sale of Assets	0	0	0.0%	21,596	0	0.0%	0.2%
Net Income (Loss)	217,539	9,864	2105.4%	249,807	118,365	111.0%	2.1%

LifeDesigns, Inc.
Statement of Revenue & Expense
For the Twelve Months Ending December 31, 2016
Total Agency

	December				Year To Date			
	Actual	Budget	% Variance	% Revenue	Actual	Budget	% Variance	% Revenue
Revenue								
Service Revenue:								
Group Home & Customer Liabilities	\$333,631	\$314,762	6.0%	28.6%	\$3,943,478	\$3,777,147	4.4%	33.5%
Rental Income	12,912	12,326	4.8%	1.1%	147,592	147,917	-0.2%	1.3%
Private Pay	13,726	13,837	-0.8%	1.2%	91,251	165,042	-45.0%	0.8%
EMS	7,452	5,800	28.5%	0.6%	91,434	69,598	31.4%	0.8%
Respite	7,654	8,902	-14.0%	0.7%	75,167	108,828	-29.6%	0.6%
RH10	7,763	10,744	-27.7%	0.7%	78,766	128,931	-38.9%	0.7%
RH20	197,977	138,807	42.6%	17.0%	1,948,243	1,665,681	16.8%	16.5%
Trip Revenue	6,658	8,321	-20.0%	0.6%	65,449	99,855	-34.5%	0.6%
PAC	12,550	9,358	34.1%	1.1%	128,916	112,291	14.8%	1.1%
Daily Rate Revenue	301,148	287,517	4.7%	25.8%	3,552,217	3,450,203	3.0%	30.1%
VR	15,257	14,583	4.6%	1.3%	156,009	175,000	-10.9%	1.3%
ATTC	8,522	7,538	13.1%	0.7%	101,487	90,461	12.2%	0.9%
Health Care Coordination/Wellness	3,735	5,391	-30.7%	0.3%	61,808	64,689	-4.5%	0.5%
RBHA	887	683	26.9%	0.1%	9,758	8,192	19.1%	0.1%
Waiver Startup	0	0	0.0%	0.0%	1,533	0	0.0%	0.0%
SF10	634	1,502	-57.8%	0.1%	8,122	18,018	-54.9%	0.1%
CHIO	37,521	31,938	17.5%	3.2%	281,800	383,256	-26.5%	2.4%
BMGT	15,379	11,669	28.6%	1.3%	99,336	142,422	-30.3%	0.8%
BM10 Behavior	0	833	-100.0%	0.0%	182	10,000	-98.2%	0.0%
CHGO	7,739	7,971	-2.9%	0.7%	91,411	95,854	-4.4%	0.8%
AFC3	3,189	6,241	-48.9%	0.3%	68,614	74,889	-8.4%	0.6%
AF01	1,608	1,513	6.3%	0.1%	18,103	18,154	-0.3%	0.2%
Prior Year & Rate Adjustments	0	0	0.0%	0.0%	389	0	0.0%	0.0%
Total Service Revenue	995,920	900,436	10.6%	65.3%	11,019,065	10,805,226	2.0%	93.5%
Other Revenue:								
Grant Revenue	84,650	0	0.0%	5.5%	235,399	0	0.0%	2.0%
County Funding	27,784	27,080	2.6%	2.4%	333,410	324,960	2.6%	2.8%
Donations	22,715	3,004	858.2%	1.9%	58,173	36,045	64.2%	0.5%
Fundraising	10,860	417	2504.3%	0.9%	58,059	5,000	1081.2%	0.5%
Interest Income	39,257	0	0.0%	3.4%	40,613	0	0.0%	0.3%
Unrealized Gain on Endowment Fund	(3,474)	0	0.0%	-0.3%	(19,269)	0	0.0%	-0.2%
Misc Income	1,652	1,812	-8.8%	0.1%	44,171	21,740	103.2%	0.4%
Dividend Income	7,541	0	0.0%	0.6%	12,989	0	0.0%	0.1%
Total Other Revenue	170,985	32,313	429.2%	14.7%	764,545	367,745	97.2%	6.5%
Total Revenue	1,166,905	932,749	25.1%	100.0%	11,783,610	11,192,971	5.3%	100.0%
Expenses								
Variable Expenses								
Salaries:								
Operations Salaries	36,957	33,997	8.7%	3.2%	418,077	407,962	2.5%	3.5%
Executive Salaries	20,328	19,289	5.4%	1.7%	242,740	231,468	4.9%	2.1%
AA/Typist	15,915	10,707	48.6%	1.4%	147,031	128,480	14.4%	1.2%
Day Program Salaries	1,470	1,782	-17.5%	0.1%	19,729	21,369	-7.8%	0.2%
Network Managers	68,625	55,467	23.7%	5.9%	831,185	665,808	24.9%	7.1%
Network Coordinator & EDC	30,227	22,804	33.7%	2.6%	316,886	271,244	16.8%	2.7%
Behavior Salaries	808	7,339	-89.0%	0.1%	47,026	88,008	-46.6%	0.4%
Maintenance Salaries	5,302	5,071	4.6%	0.5%	62,882	60,847	3.3%	0.5%
DSP Salaries	97,086	99,300	-2.2%	8.3%	1,145,731	1,191,602	-3.8%	9.7%
Training Salaries	14,208	17,083	-16.8%	1.2%	160,047	205,000	-21.9%	1.4%
DOS	13,005	12,339	5.4%	1.1%	153,232	148,066	3.5%	1.3%
Group Home Mgr	17,117	18,686	-8.4%	1.5%	203,813	224,231	-9.1%	1.7%
Bonus	0	2,433	-100.0%	0.0%	0	29,201	-100.0%	0.0%
RN Salaries	17,593	16,112	9.2%	1.5%	197,304	193,342	2.0%	1.7%
Accrued PTO	(75,587)	2,786	-2813.1%	-6.5%	(26,624)	33,430	-179.8%	-0.2%
Direct Service Staff Overtime	33,835	21,882	54.6%	2.9%	345,961	262,588	31.8%	2.9%
DSP Bonus	5,504	(1,056)	-624.2%	0.5%	89,229	(12,600)	-808.2%	0.8%
Laundry Salaries	3,785	0	0.0%	0.3%	46,825	0	0.0%	0.4%
DSP Private Pay	208	833	-75.3%	0.0%	3,857	9,993	-61.4%	0.0%
DSP OT Private Pay	0	24	-100.0%	0.0%	201	293	-31.4%	0.0%
DSP RH10	1,123	4,427	-74.6%	0.1%	28,054	53,126	-47.2%	0.2%
DSP OT RH10	188	56	200.0%	0.0%	7,485	672	1013.8%	0.1%
DSP RH20	50,596	81,339	-7.7%	4.9%	724,375	736,064	-1.6%	6.1%
DSP OT RH20	16,524	9,737	69.7%	1.4%	197,588	116,843	69.1%	1.7%
DSP RH20 Emp/CEO	659	781	-15.8%	0.1%	12,619	9,371	34.7%	0.1%
DSP PAC	4,480	4,054	10.5%	0.4%	48,501	46,844	-0.2%	0.4%
DSP OT PAC	1,053	0	0.0%	0.1%	8,179	0	0.0%	0.1%
DSP Daily Rate	86,645	112,065	-22.7%	7.4%	1,088,090	1,344,782	-20.6%	9.1%
DSP OT Daily Rate	29,931	17,789	68.3%	2.6%	320,618	213,471	50.2%	2.7%
DSP ATTC	3,565	4,755	-25.0%	0.3%	40,996	57,062	-28.2%	0.3%
DSP OT ATTC	436	0	0.0%	0.0%	4,292	0	0.0%	0.0%
DSP CHIO	9,756	13,462	-27.6%	0.8%	115,931	161,548	-28.2%	1.0%
DSP OT CHIO	808	1,321	-38.8%	0.1%	13,358	15,858	-15.8%	0.1%
DSP RSPO	1,302	3,287	-60.4%	0.1%	21,462	39,438	-45.6%	0.2%
DSP OT RSPO	231	0	0.0%	0.0%	3,447	0	0.0%	0.0%
Transportation Salaries	1,396	0	0.0%	0.1%	21,555	0	0.0%	0.2%
DSP VR	414	221	87.3%	0.0%	8,350	2,656	214.4%	0.1%
DSP OT VR	301	37	713.5%	0.0%	1,024	440	132.7%	0.0%
Total Salaries	521,764	580,015	-10.0%	44.7%	7,050,912	6,960,183	1.3%	59.8%
Benefits:								
FICA	39,596	43,832	-9.7%	3.4%	517,075	525,982	-1.7%	4.4%
Pension Contribution	9,637	4,043	138.4%	0.8%	35,514	48,519	-26.6%	0.3%
Unemployment Payout	744	560	32.9%	0.1%	4,735	6,720	-29.5%	0.0%
Other Benefits	80,155	76,089	5.3%	6.9%	789,702	913,085	-13.5%	6.7%
Employee Appreciation	27	212	-87.3%	0.0%	1,169	2,541	-54.0%	0.0%
Total Benefits	130,159	124,736	4.3%	11.2%	1,346,195	1,496,827	-9.9%	11.4%
Other Variable Expenses								
Independent Contractor	66,529	19,018	249.8%	5.7%	703,488	228,222	208.2%	6.0%
Nursing & Other Nursing	966	1,069	-9.8%	0.1%	14,087	12,829	9.7%	0.1%
Dietician	540	577	-6.4%	0.0%	5,738	6,920	-17.1%	0.0%

LifeDesigns, Inc.
Statement of Revenue & Expense
For the Twelve Months Ending December 31, 2016
Total Agency

	December				Year To Date			
	Actual	Budget	% Variance	% Revenue	Actual	Budget	% Variance	% Revenue
Food	\$11,936	\$11,895	0.3%	1.0%	\$144,102	\$142,741	1.0%	1.2%
Laundry Supplies	131	297	-55.9%	0.0%	1,967	3,560	-44.7%	0.0%
Housekeeping	2,454	2,685	-8.6%	0.2%	36,900	32,220	14.5%	0.3%
Customer Reimbursable Expenses	0	0	0.0%	0.0%	(421)	0	0.0%	0.0%
Community Transition Expense	\$0	\$0	0.0%	0.0%	\$1,897	\$0	0.0%	0.0%
Other Operations	3,209	1,935	65.8%	0.3%	24,781	23,219	6.7%	0.2%
Repairs & Maintenance	7,714	12,239	-37.0%	0.7%	135,433	146,871	-7.8%	1.1%
Small Equipment	578	639	-9.5%	0.0%	14,982	7,664	95.5%	0.1%
Legal & Accounting	2,686	4,570	-41.2%	0.2%	62,976	54,844	14.8%	0.5%
Publicity & Advertising	1,605	6,044	-73.4%	0.1%	162,644	72,524	124.3%	1.4%
Travel	18,648	22,890	-18.5%	1.6%	246,263	274,677	-10.3%	2.1%
Licenses, Dues, Subscriptions	4,510	2,821	59.9%	0.4%	50,318	33,858	48.6%	0.4%
Office Supplies	2,832	2,299	23.2%	0.2%	24,742	27,588	-10.3%	0.2%
Postage	612	611	0.2%	0.1%	8,515	7,335	16.1%	0.1%
Conferences & Inservices	370	775	-52.3%	0.0%	9,716	9,300	4.5%	0.1%
Training Resources	1,180	2,186	-46.0%	0.1%	21,565	26,230	-17.8%	0.2%
Background Checks	598	832	-28.1%	0.1%	10,171	9,980	1.9%	0.1%
Activity Supplies	4,601	3,246	41.7%	0.4%	66,566	38,950	70.9%	0.6%
Recreational	0	0	0.0%	0.0%	300	0	0.0%	0.0%
Behavior	4,004	800	400.5%	0.3%	6,495	9,600	-32.3%	0.1%
Pharmacist	(289)	1,279	-122.6%	0.0%	19,696	15,350	28.3%	0.2%
Day Service	29,390	24,942	17.8%	2.5%	256,371	299,300	-14.3%	2.2%
Property Taxes	(874)	83	-1153.0%	-0.1%	53	997	-94.7%	0.0%
Bad Debt Expense	39,012	965	3942.7%	3.3%	39,012	11,579	236.9%	0.3%
Loss on Disposal of Assets	2,286	0	0.0%	0.2%	5,293	0	0.0%	0.0%
Fees - Endowment Fund	1,733	115	1407.0%	0.1%	6,142	1,363	344.1%	0.1%
Donation Expense	(150)	0	0.0%	0.0%	(97)	0	0.0%	0.0%
Total Other Variable Expenses	206,811	124,812	65.7%	17.7%	2,079,675	1,497,741	38.9%	17.6%
Total Variable Expenses	858,734	829,563	3.5%	73.6%	10,478,782	9,954,751	5.3%	88.9%
Fixed Expenses:								
Depreciation & Amortization	30,424	28,888	5.4%	2.6%	338,826	346,397	-2.2%	2.9%
Utilities	5,575	6,201	-10.1%	0.5%	66,301	74,415	-10.9%	0.6%
Telephone	9,188	6,682	37.5%	0.8%	96,542	80,182	20.4%	0.8%
Office Lease	420	680	-38.2%	0.0%	8,200	8,160	0.5%	0.1%
Van Lease	3,507	1,922	82.5%	0.3%	37,787	23,058	63.9%	0.3%
Copier Lease	1,837	1,837	0.0%	0.2%	22,046	22,046	0.0%	0.2%
Insurance	16,047	19,755	-18.8%	1.4%	192,877	237,054	-18.6%	1.8%
Provider Assessment	16,132	20,088	-19.7%	1.4%	221,772	241,053	-8.0%	1.9%
Interest	7,500	7,291	2.9%	0.6%	92,267	87,492	5.5%	0.8%
Total Fixed Expenses	90,630	93,322	-2.9%	7.8%	1,076,618	1,119,857	-3.9%	9.1%
Total Expenses Before Allocatio	949,364	922,885	2.9%	81.4%	11,555,400	11,074,608	4.3%	98.1%
Net Income (Loss) Before Allocat	217,541	9,864	2105.4%	18.6%	228,210	118,363	92.8%	1.9%
Allocations								
Net Income (Loss) After Allocation	217,541	9,864	2105.4%	18.6%	228,210	118,363	92.8%	1.9%
Gain/Loss on Sale of Asset	0	0	0.0%	0.0%	21,596	0	0.0%	0.2%
Net Income	217,541	9,864	2105.4%	18.6%	249,806	118,363	111.1%	2.1%
Total Overtime	83,286	50,847	63.8%	7.1%	902,149	610,162	47.9%	7.7%

LifeDesigns, Inc.
Statement of Revenue & Expense
For the Twelve Months Ending December 31, 2016
Operations Cost Center 000

	December				Year To Date			
	Actual	Budget	% Variance	% Revenue	Actual	Budget	% Variance	% Revenue
Revenue								
Service Revenue:								
Rental Income	\$2,700	\$2,700	0.0%	4.3%	\$32,400	\$32,400	0.0%	12.2%
Total Service Revenue	2,700	2,700	0.0%	4.3%	32,400	32,400	0.0%	12.2%
Other Revenue:								
County Funding	13,892	13,540	2.6%	22.2%	166,705	162,480	2.6%	62.9%
Donations	5,216	0	0.0%	8.3%	5,288	0	0.0%	2.0%
Interest Income	39,257	0	0.0%	62.8%	40,813	0	0.0%	15.3%
Misc Income	1,407	1,812	-22.4%	2.3%	20,019	21,740	-7.9%	7.6%
Total Other Revenue	59,772	15,352	289.3%	95.7%	232,803	184,220	26.3%	87.8%
Total Revenue	62,472	18,052	246.1%	100.0%	265,003	216,620	22.3%	100.0%
Expenses								
Variable Expenses								
Salaries:								
Operations Salaries	36,957	33,997	8.7%	59.2%	418,077	407,962	2.5%	157.8%
Executive Salaries	16,526	16,032	3.1%	26.5%	200,492	192,387	4.2%	75.7%
AA/Typist	6,118	5,482	11.6%	9.8%	69,858	65,787	6.2%	26.4%
Network Coordinator & EDC	3,927	3,119	25.9%	6.3%	42,521	37,425	13.6%	16.0%
Maintenance Salaries	5,362	5,071	4.6%	8.5%	62,882	60,847	3.3%	23.7%
Accrued PTO	(23,734)	0	0.0%	-38.0%	(15,496)	0	0.0%	-5.8%
DSP Bonus	1,488	(1,050)	-241.5%	2.4%	15,605	(12,600)	-224.3%	5.9%
Total Salaries	48,582	62,651	-25.6%	74.6%	793,997	751,808	5.6%	299.8%
Benefits:								
FICA	3,268	4,793	-31.8%	5.2%	54,836	57,513	-4.7%	20.7%
Pension Contribution	3,643	1,292	182.0%	5.8%	14,572	15,509	-8.0%	5.5%
Unemployment Payout	0	0	0.0%	0.0%	979	0	0.0%	0.4%
Other Benefits	7,999	7,082	12.9%	12.8%	84,108	84,978	-1.0%	31.7%
Employee Appreciation	0	62	-100.0%	0.0%	844	741	13.9%	0.3%
Total Benefits	14,910	13,229	12.7%	23.9%	155,339	158,741	-2.1%	58.6%
Other Variable Expenses								
Independent Contractor	6,921	5,435	27.3%	11.1%	81,616	65,217	25.1%	30.8%
Food	527	124	325.0%	0.8%	4,382	1,491	193.9%	1.7%
Housekeeping	1,441	858	67.9%	2.3%	12,441	10,300	20.8%	4.7%
Other Operations	947	156	507.1%	1.5%	1,648	1,872	-12.0%	0.6%
Repairs & Maintenance	914	1,773	-48.4%	1.5%	17,426	21,272	-18.1%	8.6%
Small Equipment	203	167	21.6%	0.3%	7,336	2,000	266.8%	2.8%
Legal & Accounting	2,397	3,028	-20.8%	3.8%	41,424	36,332	14.0%	15.6%
Publicity & Advertising	5,696	167	3310.8%	9.1%	13,819	2,000	591.0%	5.2%
Travel	944	1,267	-25.5%	1.5%	13,017	15,200	-14.4%	4.9%
Licenses, Dues, Subscriptions	4,046	2,470	63.8%	8.5%	37,200	29,638	25.5%	14.0%
Office Supplies	1,733	1,605	8.0%	2.8%	18,658	19,254	-3.1%	7.0%
Postage	386	524	-26.3%	0.6%	7,089	6,282	12.8%	2.7%
Conferences & Inservices	0	358	-100.0%	0.0%	2,810	4,300	-34.7%	1.1%
Training Resources	1,030	1,538	-32.9%	1.6%	15,295	18,430	-17.0%	5.8%
Background Checks	0	42	-100.0%	0.0%	753	500	50.6%	0.3%
Activity Supplies	215	215	0.0%	0.3%	2,549	2,580	-1.2%	1.0%
Property Taxes	(874)	83	-1153.0%	-1.4%	53	997	-94.7%	0.0%
Loss on Disposal of Assets	407	0	0.0%	0.7%	407	0	0.0%	0.2%
Fees - Endowment Fund	1,733	115	1407.0%	2.8%	6,142	1,383	344.1%	2.3%
Donation Expense	0	0	0.0%	0.0%	100	0	0.0%	0.0%
Total Other Variable Expenses	28,666	19,923	43.9%	45.9%	284,165	239,048	18.9%	107.2%
Total Variable Expenses	90,158	95,803	-5.9%	144.3%	1,233,501	1,149,587	7.3%	465.5%
Fixed Expenses:								
Depreciation & Amortization	10,797	9,510	13.5%	17.3%	109,018	114,122	-4.5%	41.1%
Utilities	1,019	1,482	-31.2%	1.6%	14,307	17,785	-19.6%	5.4%
Telephone	1,040	1,117	-6.9%	1.7%	17,085	13,400	27.5%	6.4%
Copier Lease	1,837	1,837	0.0%	2.9%	22,046	22,046	0.0%	8.3%
Insurance	5,390	4,506	19.6%	8.6%	48,820	54,067	-9.7%	18.4%
Interest	4,928	4,380	12.5%	7.9%	55,157	52,563	4.9%	20.8%
Total Fixed Expenses	25,011	22,832	9.5%	40.0%	266,433	273,983	-2.8%	100.5%
Total Expenses Before Allocatio	115,169	118,635	-2.9%	184.4%	1,499,934	1,423,580	5.4%	566.0%
Net Income (Loss) Before Allocat	(52,697)	(100,583)	-47.6%	-84.4%	(1,234,931)	(1,206,960)	2.3%	-466.0%
Allocations								
Services & Operations	(52,696)	0	0.0%	-84.4%	(1,214,007)	0	0.0%	-458.1%
Total Allocations	(52,696)	0	0.0%	-84.4%	(1,214,007)	0	0.0%	-458.1%
Net Income (Loss) After Allocation	(1)	(100,583)	-100.0%	0.0%	(20,924)	(1,206,960)	-98.3%	-7.9%
Gain/Loss on Sale of Asset	0	0	0.0%	0.0%	20,924	0	0.0%	7.9%
Net Income	(1)	(100,583)	-100.0%	0.0%	0	(1,206,960)	-100.0%	0.0%

LifeDesigns, Inc.
Statement of Revenue & Expense
For the Twelve Months Ending December 31, 2016
Columbus Office

	December				Year To Date			
	Actual	Budget	% Variance	% Revenue	Actual	Budget	% Variance	% Revenue
Revenue								
Service Revenue:								
Other Revenue:								
Donations	\$1,250	\$1,250	0.0%	100.0%	\$16,310	\$15,000	8.7%	100.0%
Total Other Revenue	1,250	1,250	0.0%	100.0%	16,310	15,000	8.7%	100.0%
Total Revenue	1,250	1,250	0.0%	100.0%	16,310	15,000	8.7%	100.0%
Expenses								
Variable Expenses								
Salaries:								
AA/Typist	1,667	0	0.0%	133.4%	1,983	0	0.0%	12.2%
Total Salaries	1,667	0	0.0%	133.4%	1,983	0	0.0%	12.2%
Benefits:								
FICA	128	0	0.0%	10.2%	152	0	0.0%	0.9%
Total Benefits	128	0	0.0%	10.2%	152	0	0.0%	0.9%
Other Variable Expenses								
Repairs & Maintenance	300	33	809.1%	24.0%	300	400	-25.0%	1.8%
Office Supplies	0	50	-100.0%	0.0%	0	600	-100.0%	0.0%
Total Other Variable Expenses	300	83	261.4%	24.0%	300	1,000	-70.0%	1.8%
Total Variable Expenses	2,095	83	2424.1%	167.6%	2,435	1,000	143.5%	14.9%
Fixed Expenses:								
Telephone	51	51	0.0%	4.1%	612	612	0.0%	3.8%
Office Lease	420	680	-38.2%	33.6%	8,200	8,160	0.5%	50.3%
Insurance	29	28	3.6%	2.3%	348	336	3.6%	2.1%
Total Fixed Expenses	500	759	-34.1%	40.0%	9,160	9,108	0.6%	56.2%
Total Expenses Before Allocatio	2,595	842	208.2%	207.6%	11,595	10,108	14.7%	71.1%
Net Income (Loss) Before Allocat	(1,345)	408	-429.7%	-107.6%	4,715	4,892	-3.6%	28.9%
Allocations								
Services & Operations	(1,344)	0	0.0%	-107.5%	4,716	0	0.0%	28.9%
Total Allocations	(1,344)	0	0.0%	-107.5%	4,716	0	0.0%	28.9%
Net Income (Loss) After Allocation	(1)	408	-100.2%	-0.1%	(1)	4,892	-100.0%	0.0%
Net Income	(1)	408	-100.2%	-0.1%	(1)	4,892	-100.0%	0.0%

LifeDesigns, Inc.
Statement of Revenue & Expense
For the Twelve Months Ending December 31, 2016
Development Cost Center 002

	December				Year To Date			
	Actual	Budget	% Variance	% Revenue	Actual	Budget	% Variance	% Revenue
Revenue								
Service Revenue:								
Other Revenue:								
Grant Revenue	\$64,650	\$0	0.0%	75.8%	\$215,399	\$0	0.0%	89.0%
Donations	15,560	1,295	1101.5%	18.3%	31,833	15,545	104.8%	13.2%
Fundraising	860	0	0.0%	1.0%	960	0	0.0%	0.4%
Unrealized Gain on Endowment Fund	(3,474)	0	0.0%	-4.1%	(19,268)	0	0.0%	-8.0%
Dividend Income	7,541	0	0.0%	8.9%	12,989	0	0.0%	5.4%
Total Other Revenue	85,137	1,295	6474.3%	100.0%	241,912	15,545	1456.2%	100.0%
Total Revenue	85,137	1,295	6474.3%	100.0%	241,912	15,545	1456.2%	100.0%
Expenses								
Variable Expenses								
Salaries:								
Executive Salaries	3,801	3,257	16.7%	4.5%	42,249	39,080	8.1%	17.5%
Accrued PTO	(361)	0	0.0%	-0.4%	631	0	0.0%	0.3%
Total Salaries	3,440	3,257	5.6%	4.0%	42,880	39,080	9.7%	17.7%
Benefits:								
FICA	264	249	6.0%	0.3%	3,031	2,990	1.4%	1.3%
Pension Contribution	261	0	0.0%	0.3%	1,042	0	0.0%	0.4%
Total Benefits	525	249	110.8%	0.6%	4,073	2,990	36.2%	1.7%
Other Variable Expenses								
Independent Contractor	0	146	-100.0%	0.0%	2,750	1,750	57.1%	1.1%
Other Operations	0	417	-100.0%	0.0%	0	5,000	-100.0%	0.0%
Publicity & Advertising	1,374	2,035	-32.5%	1.6%	25,843	24,425	5.8%	10.7%
Travel	7	33	-78.8%	0.0%	286	400	-28.5%	0.1%
Licenses, Dues, Subscriptions	179	225	-20.4%	0.2%	1,684	2,700	-38.4%	0.7%
Office Supplies	0	83	-100.0%	0.0%	217	1,000	-78.3%	0.1%
Postage	226	83	172.3%	0.3%	1,261	1,000	26.1%	0.5%
Conferences & Inservices	0	42	-100.0%	0.0%	450	500	-10.0%	0.2%
Background Checks	0	17	-100.0%	0.0%	0	200	-100.0%	0.0%
Donation Expense	(150)	0	0.0%	-0.2%	(197)	0	0.0%	-0.1%
Total Other Variable Expenses	1,636	3,081	-46.9%	1.9%	32,274	36,975	-12.7%	13.3%
Total Variable Expenses	5,601	6,587	-15.0%	6.6%	79,227	79,045	0.2%	32.8%
Fixed Expenses:								
Telephone	110	63	74.6%	0.1%	947	760	24.6%	0.4%
Insurance	134	0	0.0%	0.2%	766	0	0.0%	0.3%
Total Fixed Expenses	244	63	287.3%	0.3%	1,733	760	128.0%	0.7%
Total Expenses Before Allocatio	5,845	6,650	-12.1%	6.9%	80,960	79,805	1.4%	33.5%
Net Income (Loss) Before Allocat	79,292	(5,355)	-1580.7%	93.1%	160,952	(64,260)	-350.5%	66.5%
Allocations								
Services & Operations	79,293	0	0.0%	93.1%	160,953	0	0.0%	66.5%
Total Allocations	79,293	0	0.0%	93.1%	160,953	0	0.0%	66.5%
Net Income (Loss) After Allocation	(1)	(5,355)	-100.0%	0.0%	(1)	(64,260)	-100.0%	0.0%
Net Income	(1)	(5,355)	-100.0%	0.0%	(1)	(64,260)	-100.0%	0.0%

LifeDesigns, Inc.
Statement of Revenue & Expense
For the Twelve Months Ending December 31, 2016
Week of Chocolate Cost Ctr 449

	December				Year To Date			
	Actual	Budget	% Variance	% Revenue	Actual	Budget	% Variance	% Revenue
Revenue								
Service Revenue:								
Other Revenue:								
Fundraising	\$0	\$417	-100.0%	0.0%	\$38,076	\$5,000	661.5%	100.0%
Total Other Revenue	0	417	-100.0%	0.0%	38,076	5,000	661.5%	100.0%
Total Revenue	0	417	-100.0%	0.0%	38,076	5,000	661.5%	100.0%
Expenses								
Variable Expenses								
Salaries:								
Benefits:								
Other Variable Expenses								
Publicity & Advertising	0	417	-100.0%	0.0%	21,105	5,000	322.1%	55.4%
Total Other Variable Expenses	0	417	-100.0%	0.0%	21,105	5,000	322.1%	55.4%
Total Variable Expenses	0	417	-100.0%	0.0%	21,105	5,000	322.1%	55.4%
Fixed Expenses:								
Total Expenses Before Allocatio	0	417	-100.0%	0.0%	21,105	5,000	322.1%	55.4%
Net Income (Loss) Before Allocat	0	0	0.0%	0.0%	16,971	0	0.0%	44.6%
Allocations								
Services & Operations	0	0	0.0%	0.0%	16,971	0	0.0%	44.6%
Total Allocations	0	0	0.0%	0.0%	16,971	0	0.0%	44.6%

LifeDesigns, Inc.
Statement of Revenue & Expense
For the Twelve Months Ending December 31, 2018
Highland Apts 456

	December				Year To Date			
	Actual	Budget	% Variance	% Revenue	Actual	Budget	% Variance	% Revenue
Revenue								
Service Revenue:								
Rental Income	\$1,819	\$2,160	-15.8%	97.6%	\$23,585	\$25,916	-9.0%	99.3%
Total Service Revenue	1,819	2,160	-15.8%	97.6%	23,585	25,916	-9.0%	99.3%
Other Revenue:								
Misc Income	45	0	0.0%	2.4%	175	0	0.0%	0.7%
Total Other Revenue	45	0	0.0%	2.4%	175	0	0.0%	0.7%
Total Revenue	1,864	2,160	-13.7%	100.0%	23,761	25,916	-8.3%	100.0%
Expenses								
Variable Expenses								
Salaries:								
AA/Typist	196	186	5.4%	10.5%	2,271	2,228	1.9%	9.6%
Total Salaries	196	186	5.4%	10.5%	2,271	2,228	1.9%	9.6%
Benefits:								
FICA	14	14	0.0%	0.8%	166	170	-2.4%	0.7%
Total Benefits	14	14	0.0%	0.8%	166	170	-2.4%	0.7%
Other Variable Expenses								
Repairs & Maintenance	109	390	-72.1%	5.8%	2,704	4,680	-42.2%	11.4%
Licenses, Dues, Subscriptions	0	16	-100.0%	0.0%	0	195	-100.0%	0.0%
Background Checks	0	4	-100.0%	0.0%	0	50	-100.0%	0.0%
Total Other Variable Expenses	109	410	-73.4%	5.8%	2,704	4,925	-45.1%	11.4%
Total Variable Expenses	319	610	-47.7%	17.1%	5,141	7,323	-29.8%	21.6%
Fixed Expenses:								
Depreciation & Amortization	2,385	2,408	-1.0%	128.0%	28,431	28,901	-1.6%	119.7%
Utilities	1,492	0	0.0%	80.0%	1,492	0	0.0%	6.3%
Telephone	6	3	100.0%	0.3%	47	36	30.6%	0.2%
Insurance	87	81	7.4%	4.7%	1,037	973	6.6%	4.4%
Interest	291	306	-4.9%	15.6%	3,605	3,669	-1.7%	15.2%
Total Fixed Expenses	4,261	2,798	52.3%	228.6%	34,612	33,579	3.1%	145.7%
Total Expenses Before Allocatio	4,580	3,408	34.4%	245.7%	39,753	40,902	-2.8%	167.3%
Net Income (Loss) Before Allocat	(2,716)	(1,248)	117.6%	-145.7%	(15,992)	(14,986)	6.7%	-67.3%
Allocations								
Services & Operations	76	0	0.0%	4.1%	6,455	0	0.0%	27.2%
Total Allocations	76	0	0.0%	4.1%	6,455	0	0.0%	27.2%
Net Income (Loss) After Allocation	(2,792)	(1,248)	123.7%	-149.8%	(22,447)	(14,986)	49.8%	-94.5%
Net Income	(2,792)	(1,248)	123.7%	-149.8%	(22,447)	(14,986)	49.8%	-94.5%

LifeDesigns, Inc.
Statement of Revenue & Expense
For the Twelve Months Ending December 31, 2016
Covey Lane Cost Center 455

	December				Year To Date			
	Actual	Budget	% Variance	% Revenue	Actual	Budget	% Variance	% Revenue
Revenue								
Service Revenue:								
Rental Income	\$6,278	\$6,865	-8.6%	95.2%	\$79,189	\$82,385	-3.9%	97.6%
Total Service Revenue	6,278	6,865	-8.6%	95.2%	79,189	82,385	-3.9%	97.6%
Other Revenue:								
Misc Income	320	0	0.0%	4.8%	1,985	0	0.0%	2.4%
Total Other Revenue	320	0	0.0%	4.8%	1,985	0	0.0%	2.4%
Total Revenue	6,598	6,865	-3.9%	100.0%	81,174	82,385	-1.5%	100.0%
Expenses								
Variable Expenses								
Salaries:								
AA/Typist	588	557	5.6%	8.9%	8,812	8,683	1.9%	8.4%
Total Salaries	588	557	5.6%	8.9%	6,812	6,683	1.9%	8.4%
Benefits:								
FICA	43	43	0.0%	0.7%	498	511	-2.5%	0.6%
Total Benefits	43	43	0.0%	0.7%	498	511	-2.5%	0.6%
Other Variable Expenses								
Independent Contractor	0	6	-100.0%	0.0%	50	67	-25.4%	0.1%
Other Operations	0	6	-100.0%	0.0%	0	72	-100.0%	0.0%
Repairs & Maintenance	34	833	-95.9%	0.5%	9,279	10,000	-7.2%	11.4%
Legal & Accounting	0	21	-100.0%	0.0%	0	250	-100.0%	0.0%
Licenses, Dues, Subscriptions	250	29	762.1%	3.8%	2,084	350	495.4%	2.6%
Office Supplies	0	0	0.0%	0.0%	42	0	0.0%	0.1%
Postage	0	2	-100.0%	0.0%	91	23	295.7%	0.1%
Conferences & Insurances	(30)	17	-276.5%	-0.5%	883	200	341.5%	1.1%
Background Checks	0	6	-100.0%	0.0%	0	75	-100.0%	0.0%
Bad Debt Expense	1,243	10	12330.0%	18.8%	1,243	120	935.8%	1.5%
Total Other Variable Expenses	1,497	930	61.0%	22.7%	13,672	11,157	22.5%	16.8%
Total Variable Expenses	2,128	1,530	39.1%	32.3%	20,982	18,351	14.3%	25.8%
Fixed Expenses:								
Depreciation & Amortization	4,764	4,789	-0.5%	72.2%	56,801	57,473	-1.2%	70.0%
Utilities	77	148	-48.0%	1.2%	399	1,780	-77.6%	0.5%
Telephone	17	10	70.0%	0.3%	142	118	20.3%	0.2%
Insurance	294	287	2.4%	4.5%	3,468	3,441	0.8%	4.3%
Interest	897	755	-7.7%	10.6%	9,052	9,054	0.0%	11.2%
Total Fixed Expenses	5,849	5,989	-2.3%	88.6%	69,862	71,866	-2.8%	86.1%
Total Expenses Before Allocatio	7,977	7,519	6.1%	120.9%	90,844	90,217	0.7%	111.9%
Net Income (Loss) Before Allocat	(1,379)	(654)	110.9%	-20.9%	(9,670)	(7,832)	23.5%	-11.9%
Allocations								
Services & Operations	(278)	0	0.0%	-4.2%	14,751	0	0.0%	18.2%
Total Allocations	(278)	0	0.0%	-4.2%	14,751	0	0.0%	18.2%
Net Income (Loss) After Allocation	(1,101)	(654)	68.3%	-16.7%	(24,421)	(7,832)	211.8%	-30.1%
Net Income	(1,101)	(654)	68.3%	-16.7%	(24,421)	(7,832)	211.8%	-30.1%

LifeDesigns, Inc.
Statement of Revenue & Expense
For the Twelve Months Ending December 31, 2016
Orris House Cost Center 130

	Actual	December Budget	% Variance	% Revenue	Actual	Year To Date Budget	% Variance	% Revenue
Revenue								
Service Revenue:								
Rental Income	\$614	\$601	2.2%	98.4%	\$7,216	\$7,216	0.0%	99.0%
Total Service Revenue	614	601	2.2%	98.4%	7,216	7,216	0.0%	99.0%
Other Revenue:								
Misc Income	10	0	0.0%	1.6%	70	0	0.0%	1.0%
Total Other Revenue	10	0	0.0%	1.6%	70	0	0.0%	1.0%
Total Revenue	624	601	3.8%	100.0%	7,286	7,216	1.0%	100.0%
Expenses								
Variable Expenses:								
Salaries:								
AA/Typist	39	43	-9.3%	6.3%	454	510	-11.0%	6.2%
Total Salaries	39	43	-9.3%	6.3%	454	510	-11.0%	6.2%
Benefits:								
FICA	3	3	0.0%	0.5%	33	34	-2.9%	0.5%
Total Benefits	3	3	0.0%	0.5%	33	34	-2.9%	0.5%
Other Variable Expenses								
Repairs & Maintenance	729	292	149.7%	116.8%	2,823	3,500	-19.3%	38.7%
Licenses, Dues, Subscriptions	0	0	0.0%	0.0%	32	0	0.0%	0.4%
Total Other Variable Expenses	729	292	149.7%	116.8%	2,855	3,500	-18.4%	39.2%
Total Variable Expenses	771	338	128.1%	123.6%	3,342	4,044	-17.4%	45.9%
Fixed Expenses:								
Depreciation & Amortization	503	467	7.7%	80.8%	5,868	5,610	4.6%	80.6%
Telephone	1	0	0.0%	0.2%	9	0	0.0%	0.1%
Insurance	42	41	2.4%	6.7%	508	486	4.1%	6.9%
Total Fixed Expenses	546	508	7.5%	87.5%	6,384	6,096	4.7%	87.6%
Total Expenses Before Allocatio	1,317	846	55.7%	211.1%	9,726	10,140	-4.1%	133.5%
Net Income (Loss) Before Allocat	(693)	(245)	182.9%	-111.1%	(2,440)	(2,924)	-16.6%	-33.5%
Allocations								
Services & Operations	54	0	0.0%	8.7%	1,579	0	0.0%	21.7%
Total Allocations	54	0	0.0%	8.7%	1,579	0	0.0%	21.7%
Net Income (Loss) After Allocation	(747)	(245)	204.9%	-119.7%	(4,019)	(2,924)	37.4%	-55.2%
Net Income	(747)	(245)	204.9%	-119.7%	(4,019)	(2,924)	37.4%	-55.2%

LifeDesigns, Inc.
Statement of Revenue & Expense
For the Twelve Months Ending December 31, 2016
Rhinestone Rental 133

	December				Year To Date			
	Actual	Budget	% Variance	% Revenue	Actual	Budget	% Variance	% Revenue
Revenue								
Service Revenue:								
Rental Income	\$1,500	\$0	0.0%	96.2%	\$5,200	\$0	0.0%	98.9%
Total Service Revenue	1,500	0	0.0%	96.2%	5,200	0	0.0%	98.9%
Other Revenue:								
Misc Income	60	0	0.0%	3.8%	60	0	0.0%	1.1%
Total Other Revenue	60	0	0.0%	3.8%	60	0	0.0%	1.1%
Total Revenue	1,560	0	0.0%	100.0%	5,260	0	0.0%	100.0%
Expenses								
Variable Expenses								
Salaries:								
Benefits:								
Other Variable Expenses								
Repairs & Maintenance	20	0	0.0%	1.3%	3,896	0	0.0%	74.1%
Small Equipment	0	0	0.0%	0.0%	575	0	0.0%	10.9%
Activity Supplies	88	0	0.0%	5.6%	331	0	0.0%	6.3%
Loss on Disposal of Assets	300	0	0.0%	19.2%	300	0	0.0%	5.7%
Total Other Variable Expenses	408	0	0.0%	26.2%	5,102	0	0.0%	97.0%
Total Variable Expenses	408	0	0.0%	26.2%	5,102	0	0.0%	97.0%
Fixed Expenses:								
Depreciation & Amortization	940	0	0.0%	60.3%	3,749	0	0.0%	71.3%
Utilities	430	0	0.0%	27.6%	1,334	0	0.0%	25.4%
Telephone	250	0	0.0%	16.0%	844	0	0.0%	12.2%
Insurance	74	0	0.0%	4.7%	295	0	0.0%	5.6%
Interest	0	0	0.0%	0.0%	224	0	0.0%	4.3%
Total Fixed Expenses	1,694	0	0.0%	108.5%	6,246	0	0.0%	118.7%
Total Expenses Before Allocatio	2,102	0	0.0%	134.7%	11,348	0	0.0%	215.7%
Net Income (Loss) Before Allocat	(542)	0	0.0%	-34.7%	(6,088)	0	0.0%	-115.7%
Allocations								
Services & Operations	1,772	0	0.0%	113.6%	10,344	0	0.0%	196.7%
Total Allocations	1,772	0	0.0%	113.6%	10,344	0	0.0%	196.7%
Net Income (Loss) After Allocation	(2,314)	0	0.0%	-148.3%	(16,432)	0	0.0%	-312.4%
Net Income	(2,314)	0	0.0%	-148.3%	(16,432)	0	0.0%	-312.4%

LifeDesigns, Inc.
Statement of Revenue & Expense
For the Twelve Months Ending December 31, 2016
SLS Admin Cost Center 20-200

	December				Year To Date			
	Actual	Budget	% Variance	% Revenue	Actual	Budget	% Variance	% Revenue
Revenue								
Service Revenue:								
Prior Year & Rate Adjustments	\$0	\$0	0.0%	0.0%	\$359	\$0	0.0%	1.7%
Total Service Revenue	0	0	0.0%	0.0%	359	0	0.0%	1.7%
Other Revenue:								
Misc Income	(190)	0	0.0%	100.0%	21,861	0	0.0%	98.3%
Total Other Revenue	(190)	0	0.0%	100.0%	21,861	0	0.0%	98.3%
Total Revenue	(190)	0	0.0%	100.0%	22,230	0	0.0%	100.0%
Expenses								
Variable Expenses								
Salaries:								
AA/Typist	4,598	2,530	81.7%	-2420.0%	35,197	30,360	15.9%	158.3%
Network Managers	61,351	50,959	20.4%	-32295.3%	764,439	611,507	25.0%	3438.8%
Network Coordinator & EDC	11,139	6,457	72.5%	-5862.6%	115,326	77,481	48.8%	518.8%
DSP Salaries	13,156	0	0.0%	-6924.2%	144,778	0	0.0%	651.3%
Training Salaries	14,206	17,083	-16.8%	-7476.8%	160,047	205,000	-21.9%	720.0%
DOS	6,771	6,476	4.8%	-3563.7%	80,117	77,714	3.1%	360.4%
Bonus	0	1,205	-100.0%	0.0%	0	14,456	-100.0%	0.0%
RN Salaries	8,088	8,081	-24.7%	-3204.2%	71,646	98,974	-26.1%	322.3%
Accrued PTO	(42,586)	1,041	-4190.9%	22413.7%	(9,473)	12,487	-175.9%	-42.6%
DSP Bonus	3,933	0	0.0%	-2070.0%	64,025	0	0.0%	288.0%
Total Salaries	78,666	93,832	-16.2%	-41403.2%	1,426,102	1,125,979	26.7%	6415.2%
Benefits:								
FICA	6,593	5,794	13.8%	-3470.0%	105,549	69,522	51.8%	474.8%
Pension Contribution	3,408	1,983	71.9%	-1793.7%	13,751	23,793	-42.2%	61.9%
Unemployment Payout	(6)	310	-102.6%	4.2%	2,956	3,720	-20.5%	13.3%
Other Benefits	54,465	53,672	1.5%	-28665.8%	519,388	644,066	-19.4%	2336.4%
Employee Appreciation	27	83	-67.5%	-14.2%	265	1,000	-73.5%	1.2%
Total Benefits	64,485	61,842	4.3%	-33939.5%	641,909	742,101	-13.5%	2887.6%
Other Variable Expenses								
Independent Contractor	37,043	3,938	840.7%	-19496.3%	418,633	47,250	786.0%	1883.2%
Nursing & Other Nursing	0	2	-100.0%	0.0%	44	25	76.0%	0.2%
Customer Reimbursable Expenses	0	0	0.0%	0.0%	(421)	0	0.0%	-1.9%
Community Transition Expense	\$0	\$0	0.0%	0.0%	\$1,897	\$0	0.0%	8.5%
Other Operations	(135)	475	-128.4%	71.1%	13,588	5,700	138.4%	61.1%
Repairs & Maintenance	1,493	1,000	49.3%	-785.8%	13,294	12,000	10.8%	59.8%
Small Equipment	0	68	-100.0%	0.0%	2,023	615	148.2%	9.1%
Legal & Accounting	(309)	331	-193.4%	162.6%	4,437	3,970	11.8%	20.0%
Publicity & Advertising	(1,845)	1,867	-210.7%	971.1%	57,229	20,000	186.1%	257.4%
Travel	2,961	2,333	26.9%	-1558.4%	27,736	28,000	-0.9%	124.8%
Licenses, Dues, Subscriptions	0	42	-100.0%	0.0%	4,276	500	765.2%	19.2%
Office Supplies	81	83	-2.4%	-42.6%	1,370	1,000	37.0%	8.2%
Postage	0	0	0.0%	0.0%	8	0	0.0%	0.0%
Conferences & Inservices	0	250	-100.0%	0.0%	1,015	3,000	-66.2%	4.6%
Training Resources	0	458	-100.0%	0.0%	2,757	5,500	-49.9%	12.4%
Background Checks	389	617	-37.0%	-204.7%	6,471	7,400	-12.6%	29.1%
Pharmacist	525	317	65.6%	-278.3%	5,129	3,800	35.0%	23.1%
Bad Debt Expense	36,009	214	17661.2%	-20004.7%	38,009	2,562	1383.6%	171.0%
Total Other Variable Expenses	78,212	11,795	563.1%	-41164.2%	597,491	141,522	322.2%	2687.8%
Total Variable Expenses	221,363	167,469	32.2%	-118506.8%	2,665,502	2,009,602	32.6%	11990.6%
Fixed Expenses:								
Depreciation & Amortization	1,086	835	30.3%	-572.6%	7,398	10,015	-26.1%	33.3%
Telephone	3,826	2,187	76.6%	-2013.7%	33,608	26,000	29.3%	151.2%
Van Lease	716	158	354.4%	-377.9%	6,465	1,900	240.3%	29.1%
Insurance	6,249	9,573	-34.7%	-3286.9%	87,227	114,877	-24.1%	392.4%
Total Fixed Expenses	11,881	12,733	-8.7%	-6253.2%	134,698	152,792	-11.8%	605.9%
Total Expenses Before Allocation	233,244	180,202	29.4%	*****	2,800,200	2,162,394	29.5%	12596.5%
Net Income (Loss) Before Allocat	(233,434)	(180,202)	29.5%	*****	(2,777,970)	(2,162,394)	28.5%	*****
Allocations								
Services & Operations	(233,436)	0	0.0%	122861.1%	(2,777,971)	0	0.0%	-12496.5%
Total Allocations	(233,436)	0	0.0%	122861.1%	(2,777,971)	0	0.0%	-12496.5%
Net Income (Loss) After Allocation	2	(180,202)	-100.0%	-1.1%	1	(2,162,394)	-100.0%	0.0%
Net Income	2	(180,202)	-100.0%	-1.1%	1	(2,162,394)	-100.0%	0.0%

LifeDesigns, Inc.
Statement of Revenue & Expense
For the Twelve Months Ending December 31, 2018
Supported Living Program

	December				Year To Date			
	Actual	Budget	% Variance	% Revenue	Actual	Budget	% Variance	% Revenue
Revenue								
Service Revenue:								
Private Pay	\$796	\$2,002	-60.2%	0.1%	\$10,489	\$24,025	-56.3%	0.2%
RH10	7,783	10,823	-26.9%	1.4%	78,786	127,474	-38.2%	1.3%
RH20	166,550	137,514	42.9%	34.7%	1,920,192	1,650,169	16.4%	31.1%
Trip Revenue	5,591	8,930	-19.3%	1.0%	50,385	83,160	-39.4%	0.8%
PAC	12,550	9,358	34.1%	2.2%	128,916	112,291	14.8%	2.1%
Daily Rate Revenue	290,465	283,373	2.5%	51.3%	3,489,885	3,400,470	2.6%	56.5%
ATTC	8,522	7,538	13.1%	1.5%	100,683	90,461	11.3%	1.6%
Health Care Coordination/Wellness	3,735	5,391	-30.7%	0.7%	61,808	64,689	-4.6%	1.0%
RBHA	867	683	26.9%	0.2%	9,758	8,192	19.1%	0.2%
Waiver Startup	0	0	0.0%	0.0%	1,533	0	0.0%	0.0%
CHIO	34,681	27,870	25.3%	6.1%	237,593	332,042	-28.4%	3.8%
AFC3	3,189	6,241	-48.9%	0.6%	68,614	74,889	-8.4%	1.1%
AF01	1,608	1,513	6.3%	0.3%	18,103	18,154	-0.3%	0.3%
Total Service Revenue	566,297	498,836	13.5%	100.0%	6,176,725	5,986,016	3.2%	100.0%
Other Revenue:								
Total Revenue	566,297	498,836	13.5%	100.0%	6,176,725	5,986,016	3.2%	100.0%
Expenses								
Variable Expenses								
Salaries:								
DSP Private Pay	206	833	-75.3%	0.0%	3,857	9,993	-61.4%	0.1%
DSP OT Private Pay	0	24	-100.0%	0.0%	201	293	-31.4%	0.0%
DSP RH10	1,123	4,368	-74.3%	0.2%	28,054	52,388	-46.4%	0.5%
DSP OT RH10	168	56	200.0%	0.0%	7,485	672	1013.8%	0.1%
DSP RH20	56,596	61,339	-7.7%	10.0%	724,375	736,064	-1.6%	11.7%
DSP OT RH20	16,489	9,737	69.3%	2.8%	197,138	116,843	68.7%	3.2%
DSP PAC	4,480	4,054	10.5%	0.8%	48,561	48,644	-0.2%	0.8%
DSP OT PAC	1,053	0	0.0%	0.2%	8,179	0	0.0%	0.1%
DSP Daily Rate	86,607	112,065	-22.7%	15.3%	1,067,723	1,344,782	-20.6%	17.3%
DSP OT Daily Rate	29,931	17,789	68.3%	5.3%	320,618	213,471	50.2%	5.2%
DSP ATTC	3,585	4,755	-25.0%	0.6%	40,800	57,082	-28.3%	0.7%
DSP OT ATTC	436	0	0.0%	0.1%	4,292	0	0.0%	0.1%
DSP CHIO	8,657	11,183	-22.6%	1.5%	102,832	134,200	-23.4%	1.7%
DSP OT CHIO	647	1,321	-51.0%	0.1%	10,527	15,856	-33.6%	0.2%
Transportation Salaries	1,396	0	0.0%	0.2%	21,555	0	0.0%	0.3%
DSP VR	388	221	74.7%	0.1%	4,725	2,656	77.9%	0.1%
DSP OT VR	301	37	713.6%	0.1%	772	440	75.5%	0.0%
Total Salaries	212,041	227,780	-6.9%	37.4%	2,591,794	2,733,362	-5.2%	42.0%
Benefits:								
FICA	15,629	18,490	-15.5%	2.8%	191,725	221,884	-13.6%	3.1%
Total Benefits	15,629	18,490	-15.5%	2.8%	191,725	221,884	-13.6%	3.1%
Other Variable Expenses								
Independent Contractor	2,716	4,489	-39.5%	0.5%	53,481	53,870	-0.7%	0.9%
Travel	9,640	12,417	-22.4%	1.7%	141,054	149,000	-5.3%	2.3%
Total Other Variable Expenses	12,356	16,906	-26.9%	2.2%	194,535	202,870	-4.1%	3.1%
Total Variable Expenses	240,026	263,176	-8.8%	42.4%	2,978,054	3,158,116	-5.7%	48.2%
Fixed Expenses:								
Total Expenses Before Allocatio	240,026	263,176	-8.8%	42.4%	2,978,054	3,158,116	-5.7%	48.2%
Net Income (Loss) Before Allocat	326,271	235,660	38.4%	57.6%	3,198,671	2,827,900	13.1%	51.8%
Allocations								
Services & Operations	176,248	0	0.0%	31.1%	2,714,827	0	0.0%	44.0%
Total Allocations	176,248	0	0.0%	31.1%	2,714,827	0	0.0%	44.0%
Net Income (Loss) After Allocation	150,023	235,660	-36.3%	26.5%	483,844	2,827,900	-82.9%	7.8%
Net Income	150,023	235,660	-36.3%	26.5%	483,844	2,827,900	-82.9%	7.8%
Total Overtime	49,024	28,965	69.3%	8.7%	549,212	347,575	58.0%	8.9%

LifeDesigns, Inc.
Statement of Revenue & Expense
For the Twelve Months Ending December 31, 2016
CEO Cost Center 450

	December				Year To Date			
	Actual	Budget	% Variance	% Revenue	Actual	Budget	% Variance	% Revenue
Revenue								
Service Revenue:								
Private Pay	\$7,828	\$7,996	-4.6%	25.2%	\$48,692	\$95,950	-49.3%	20.3%
RH10	0	121	-100.0%	0.0%	0	1,457	-100.0%	0.0%
RH20	2,102	1,293	62.6%	7.0%	24,975	15,512	61.0%	10.4%
Trip Revenue	1,040	1,391	-25.2%	3.4%	13,010	16,695	-22.1%	5.4%
Daily Rate Revenue	(78)	312	-125.0%	-0.3%	2,555	3,748	-31.8%	1.1%
ATTC	0	0	0.0%	0.0%	805	0	0.0%	0.3%
CHIO	2,860	4,268	-33.0%	9.5%	44,124	51,214	-13.8%	18.4%
CHGO	6,676	7,971	-16.2%	22.1%	86,593	95,854	-9.5%	36.0%
Total Service Revenue	20,228	23,352	-13.4%	66.9%	220,754	280,230	-21.2%	91.8%
Other Revenue:								
Donations	0	0	0.0%	0.0%	800	0	0.0%	0.2%
Fundraising	10,000	0	0.0%	33.1%	19,023	0	0.0%	7.9%
Total Other Revenue	10,000	0	0.0%	33.1%	19,623	0	0.0%	8.2%
Total Revenue	30,228	23,352	29.4%	100.0%	240,377	280,230	-14.2%	100.0%
Expenses								
Variable Expenses								
Salaries:								
DSP Salaries	9,437	12,529	-24.7%	31.2%	114,690	150,351	-23.7%	47.7%
Direct Service Staff Overtime	174	292	-40.4%	0.6%	5,205	3,500	48.7%	2.2%
DSP RH10	0	62	-100.0%	0.0%	0	740	-100.0%	0.0%
DSP OT RH20	0	0	0.0%	0.0%	139	0	0.0%	0.1%
DSP RH20 Emp/CFO	407	781	-47.8%	1.3%	11,479	9,371	22.5%	4.8%
DSP ATTC	0	0	0.0%	0.0%	95	0	0.0%	0.0%
DSP CHIO	1,094	2,279	-52.0%	3.6%	13,100	27,348	-52.1%	5.4%
DSP OT CHIO	161	0	0.0%	0.5%	2,830	0	0.0%	1.2%
Total Salaries	11,273	15,943	-29.3%	37.3%	147,538	191,310	-22.9%	61.4%
Benefits:								
FICA	808	1,197	-32.5%	2.7%	10,672	14,367	-25.7%	4.4%
Total Benefits	808	1,197	-32.5%	2.7%	10,672	14,367	-25.7%	4.4%
Other Variable Expenses								
Other Operations	0	33	-100.0%	0.0%	0	400	-100.0%	0.0%
Repairs & Maintenance	0	417	-100.0%	0.0%	2,990	5,000	-40.2%	1.2%
Travel	175	1,017	-82.8%	0.6%	4,890	12,200	-59.9%	2.0%
Office Supplies	0	0	0.0%	0.0%	32	0	0.0%	0.0%
Activity Supplies	884	292	202.7%	2.9%	2,880	3,500	-17.7%	1.2%
Total Other Variable Expenses	1,059	1,759	-39.8%	3.5%	10,792	21,100	-48.9%	4.5%
Total Variable Expenses	13,140	18,899	-30.5%	43.5%	169,002	226,777	-25.5%	70.3%
Fixed Expenses:								
Depreciation & Amortization	318	318	0.0%	1.1%	3,811	3,811	0.0%	1.8%
Telephone	153	95	61.1%	0.5%	1,254	1,135	10.5%	0.5%
Interest	53	62	-14.5%	0.2%	750	747	0.4%	0.3%
Total Fixed Expenses	524	475	10.3%	1.7%	5,815	5,693	2.1%	2.4%
Total Expenses Before Allocation	13,664	19,374	-29.5%	45.2%	174,817	232,470	-24.8%	72.7%
Net Income (Loss) Before Allocat	16,564	3,978	316.4%	54.8%	65,560	47,760	37.3%	27.3%
Allocations								
Services & Operations	9,951	0	0.0%	32.9%	159,364	0	0.0%	66.3%
Total Allocations	9,951	0	0.0%	32.9%	159,364	0	0.0%	66.3%
Net Income (Loss) After Allocation	6,613	3,978	66.2%	21.9%	(93,804)	47,760	-296.4%	-39.0%
Net Income	6,613	3,978	66.2%	21.9%	(93,804)	47,760	-296.4%	-39.0%
Total Overtime	335	292	14.7%	1.1%	8,174	3,500	133.5%	3.4%

LifeDesigns, Inc.
Statement of Revenue & Expense
For the Twelve Months Ending December 31, 2016
Bartholomew Co CEO (BETA) 452

	December				Year To Date			
	Actual	Budget	% Variance	% Revenue	Actual	Budget	% Variance	% Revenue
Revenue								
Service Revenue:								
Private Pay	\$5,215	\$3,639	43.3%	76.5%	\$31,635	\$43,664	-27.5%	68.4%
Trip Revenue	25	0	0.0%	0.4%	2,055	0	0.0%	4.4%
Daily Rate Revenue	511	0	0.0%	7.5%	7,658	0	0.0%	16.5%
CHIO	0	0	0.0%	0.0%	83	0	0.0%	0.2%
CHGO	1,062	0	0.0%	15.6%	4,818	0	0.0%	10.4%
Total Service Revenue	6,813	3,639	87.2%	100.0%	46,247	43,664	5.9%	100.0%
Other Revenue:								
Total Revenue	6,813	3,639	87.2%	100.0%	46,247	43,664	5.9%	100.0%
Expenses								
Variable Expenses								
Salaries:								
DSP Salaries	1,991	2,718	-26.7%	29.2%	20,916	32,620	-35.9%	45.2%
Direct Service Staff Overtime	352	0	0.0%	5.2%	4,739	0	0.0%	10.2%
Total Salaries	2,343	2,718	-13.8%	34.4%	25,655	32,620	-21.4%	55.5%
Benefits:								
FICA	173	208	-16.8%	2.5%	1,887	2,495	-24.4%	4.1%
Total Benefits	173	208	-16.8%	2.5%	1,887	2,495	-24.4%	4.1%
Other Variable Expenses								
Repairs & Maintenance	0	0	0.0%	0.0%	669	0	0.0%	1.4%
Travel	442	109	305.5%	6.5%	4,428	1,310	238.0%	9.6%
Activity Supplies	(20)	60	-133.3%	-0.3%	745	720	3.5%	1.6%
Total Other Variable Expenses	422	169	149.7%	6.2%	5,842	2,030	187.8%	12.6%
Total Variable Expenses	2,938	3,095	-5.1%	43.1%	33,384	37,145	-10.1%	72.2%
Fixed Expenses:								
Depreciation & Amortization	318	194	63.9%	4.7%	2,541	2,325	9.3%	5.5%
Telephone	51	30	70.0%	0.7%	254	360	-29.4%	0.5%
Insurance	81	0	0.0%	1.2%	805	0	0.0%	1.7%
Interest	47	0	0.0%	0.7%	423	0	0.0%	0.9%
Total Fixed Expenses	497	224	121.9%	7.3%	4,023	2,685	49.8%	8.7%
Total Expenses Before Allocatio	3,435	3,319	3.5%	50.4%	37,407	39,830	-6.1%	80.9%
Net Income (Loss) Before Allocat	3,378	320	955.6%	49.6%	8,840	3,834	130.6%	19.1%
Allocations								
Services & Operations	2,601	0	0.0%	38.2%	34,102	0	0.0%	73.7%
Total Allocations	2,601	0	0.0%	38.2%	34,102	0	0.0%	73.7%
Net Income (Loss) After Allocation	777	320	142.8%	11.4%	(25,262)	3,834	-758.9%	-54.6%
Net Income	777	320	142.8%	11.4%	(25,262)	3,834	-758.9%	-54.6%
Total Overtime	352	0	0.0%	5.2%	4,739	0	0.0%	10.2%

LifeDesigns, Inc.
Statement of Revenue & Expense
For the Twelve Months Ending December 31, 2016
Respite Cost Center 319

	Actual	December Budget	% Variance	% Revenue	Actual	Year To Date Budget	% Variance	% Revenue
Revenue								
Service Revenue:								
Respite	\$7,854	\$8,902	-14.0%	35.5%	\$75,167	\$106,826	-29.6%	31.1%
Total Service Revenue	7,854	8,902	-14.0%	35.5%	75,167	106,826	-29.6%	31.1%
Other Revenue:								
County Funding	13,892	13,540	2.6%	64.5%	166,705	162,480	2.6%	68.9%
Total Other Revenue	13,892	13,540	2.6%	64.5%	166,705	162,480	2.6%	68.9%
Total Revenue	21,546	22,442	-4.0%	100.0%	241,872	269,306	-10.2%	100.0%
Expenses								
Variable Expenses								
Salaries:								
DSP Salaries	0	61	-100.0%	0.0%	0	730	-100.0%	0.0%
DSP RSPO	1,302	3,287	-60.4%	6.0%	21,462	39,438	-45.6%	8.9%
DSP OT RSPO	231	0	0.0%	1.1%	3,447	0	0.0%	1.4%
Total Salaries	1,533	3,348	-54.2%	7.1%	24,909	40,168	-38.0%	10.3%
Benefits:								
FICA	111	251	-55.8%	0.5%	1,836	3,017	-39.1%	0.8%
Total Benefits	111	251	-55.8%	0.5%	1,836	3,017	-39.1%	0.8%
Other Variable Expenses								
Total Variable Expenses	1,644	3,599	-54.3%	7.6%	26,745	43,185	-38.1%	11.1%
Fixed Expenses:								
Total Expenses Before Allocatio	1,644	3,599	-54.3%	7.6%	26,745	43,185	-38.1%	11.1%
Net Income (Loss) Before Allocat	19,902	18,843	5.6%	92.4%	215,127	226,121	-4.9%	88.9%
Allocations								
Services & Operations	1,108	0	0.0%	5.1%	24,380	0	0.0%	10.1%
Total Allocations	1,108	0	0.0%	5.1%	24,380	0	0.0%	10.1%
Net Income (Loss) After Allocation	18,794	18,843	-0.3%	87.2%	190,747	226,121	-15.6%	78.9%
Net income	18,794	18,843	-0.3%	87.2%	190,747	226,121	-15.6%	78.9%
Total Overtime	231	0	0.0%	1.1%	3,447	0	0.0%	1.4%

LifeDesigns, Inc.
Statement of Revenue & Expense
For the Twelve Months Ending December 31, 2016
Customer Fund Donations 433

	December				Year To Date			
	Actual	Budget	% Variance	% Revenue	Actual	Budget	% Variance	% Revenue
Revenue								
Service Revenue:								
Other Revenue:								
Donations	\$690	\$458	50.7%	100.0%	\$4,664	\$5,500	-15.2%	100.0%
Total Other Revenue	690	458	50.7%	100.0%	4,664	5,500	-15.2%	100.0%
Total Revenue	690	458	50.7%	100.0%	4,664	5,500	-15.2%	100.0%
Expenses								
Variable Expenses								
Salaries:								
Benefits:								
Other Variable Expenses								
Activity Supplies	566	458	23.6%	82.0%	31,889	5,500	479.8%	683.7%
Total Other Variable Expenses	566	458	23.6%	82.0%	31,889	5,500	479.8%	683.7%
Total Variable Expenses	566	458	23.6%	82.0%	31,889	5,500	479.8%	683.7%
Fixed Expenses:								
Total Expenses Before Allocatio	566	458	23.6%	82.0%	31,889	5,500	479.8%	683.7%
Net Income (Loss) Before Allocat	124	0	0.0%	18.0%	(27,225)	0	0.0%	-583.7%
Allocations								
Net Income (Loss) After Allocation	124	0	0.0%	18.0%	(27,225)	0	0.0%	-583.7%
Net Income	124	0	0.0%	18.0%	(27,225)	0	0.0%	-583.7%

LifeDesigns, Inc.
Statement of Revenue & Expense
For the Twelve Months Ending December 31, 2016
Employment 465

	December				Year To Date			
	Actual	Budget	% Variance	% Revenue	Actual	Budget	% Variance	% Revenue
Revenue								
Service Revenue:								
Private Pay	\$87	\$200	-56.5%	0.6%	\$436	\$2,402	-81.8%	0.3%
RH20	(875)	0	0.0%	-4.4%	1,076	0	0.0%	0.6%
Daily Rate Revenue	82	0	0.0%	0.5%	723	0	0.0%	0.4%
VR	15,257	14,583	4.6%	89.2%	156,009	175,000	-10.8%	93.6%
SF10	634	1,502	-57.8%	4.1%	8,122	18,018	-54.9%	4.9%
Total Service Revenue	15,385	16,285	-5.5%	100.0%	166,366	195,420	-14.9%	100.0%
Other Revenue:								
Total Revenue	15,385	16,285	-5.5%	100.0%	166,366	195,420	-14.9%	100.0%
Expenses								
Variable Expenses								
Salaries:								
Network Managers	7,265	4,508	61.2%	47.2%	68,748	54,101	23.4%	40.1%
Network Coordinator & EDC	3,280	3,149	4.2%	21.3%	38,281	37,766	1.3%	23.0%
DSP Salaries	211	0	0.0%	1.4%	1,830	0	0.0%	1.1%
Direct Service Staff Overtime	31	0	0.0%	0.2%	1,015	0	0.0%	0.6%
DSP OT RH20	35	0	0.0%	0.2%	309	0	0.0%	0.2%
DSP RH20 Emp/CEO	252	0	0.0%	1.6%	1,140	0	0.0%	0.7%
DSP Daily Rate	38	0	0.0%	0.2%	367	0	0.0%	0.2%
DSP VR	28	0	0.0%	0.2%	3,625	0	0.0%	2.2%
DSP OT VR	0	0	0.0%	0.0%	252	0	0.0%	0.2%
Total Salaries	11,140	7,657	45.5%	72.4%	113,585	91,887	23.6%	68.3%
Benefits:								
FICA	833	586	42.2%	5.4%	8,425	7,030	19.8%	5.1%
Total Benefits	833	586	42.2%	5.4%	8,425	7,030	19.8%	5.1%
Other Variable Expenses								
Independent Contractor	223	0	0.0%	1.4%	10,817	0	0.0%	6.5%
Other Operations	468	25	1844.0%	3.2%	764	300	154.7%	0.5%
Travel	408	438	-6.8%	2.7%	4,953	5,253	-5.7%	3.0%
Office Supplies	19	0	0.0%	0.1%	156	0	0.0%	0.1%
Conferences & Inservices	400	25	1500.0%	2.6%	4,010	300	1236.7%	2.4%
Total Other Variable Expenses	1,536	488	214.8%	10.0%	20,700	5,853	253.7%	12.4%
Total Variable Expenses	13,509	8,731	54.7%	87.8%	142,690	104,770	36.2%	85.9%
Fixed Expenses:								
Telephone	472	190	148.4%	3.1%	3,431	2,275	50.8%	2.1%
Total Fixed Expenses	472	190	148.4%	3.1%	3,431	2,275	50.8%	2.1%
Total Expenses Before Allocatio	13,981	8,921	56.7%	90.9%	146,121	107,045	36.5%	87.8%
Net Income (Loss) Before Allocat	1,404	7,364	-80.9%	9.1%	20,245	88,375	-77.1%	12.2%
Allocations								
Services & Operations	10,691	0	0.0%	69.5%	133,206	0	0.0%	80.1%
Total Allocations	10,691	0	0.0%	69.5%	133,206	0	0.0%	80.1%
Net Income (Loss) After Allocation	(9,287)	7,364	-226.1%	-60.4%	(112,961)	88,375	-227.8%	-67.9%
Net Income	(9,287)	7,364	-226.1%	-60.4%	(112,961)	88,375	-227.8%	-67.9%
Total Overtime	67	0	0.0%	0.4%	1,576	0	0.0%	0.9%

LifeDesigns, Inc.
Statement of Revenue & Expense
For the Twelve Months Ending December 31, 2016
Night Owl Security 466

	December				Year To Date			
	Actual	Budget	% Variance	% Revenue	Actual	Budget	% Variance	% Revenue
Revenue								
Service Revenue:								
EMS	\$7,452	\$5,800	28.5%	42.3%	\$91,434	\$69,598	31.4%	64.0%
Daily Rate Revenue	10,167	3,832	166.3%	57.7%	51,419	45,984	11.8%	36.0%
Total Service Revenue	17,619	9,632	82.9%	100.0%	142,853	115,582	23.6%	100.0%
Other Revenue:								
Total Revenue	17,619	9,632	82.9%	100.0%	142,853	115,582	23.6%	100.0%
Expenses								
Variable Expenses								
Salaries:								
DSP Salaries	7,070	3,049	131.9%	40.1%	50,774	38,589	38.8%	35.5%
Total Salaries	7,070	3,049	131.9%	40.1%	50,774	38,589	38.8%	35.5%
Benefits:								
FICA	513	225	128.0%	2.9%	3,049	2,702	35.0%	2.6%
Total Benefits	513	225	128.0%	2.9%	3,649	2,702	35.0%	2.6%
Other Variable Expenses								
Independent Contractor	2,225	2,083	6.8%	12.6%	22,925	25,000	-8.3%	16.0%
Travel	5	14	-64.3%	0.0%	296	165	79.4%	0.2%
Total Other Variable Expenses	2,230	2,097	6.3%	12.7%	23,221	25,165	-7.7%	16.3%
Total Variable Expenses	9,813	5,371	82.7%	55.7%	77,644	64,456	20.5%	54.4%
Fixed Expenses:								
Telephone	0	30	-100.0%	0.0%	0	360	-100.0%	0.0%
Total Fixed Expenses	0	30	-100.0%	0.0%	0	360	-100.0%	0.0%
Total Expenses Before Allocatio	9,813	5,401	81.7%	55.7%	77,644	64,816	19.8%	54.4%
Net Income (Loss) Before Allocat	7,806	4,231	84.5%	44.3%	65,209	50,766	28.5%	45.6%
Allocations								
Services & Operations	7,891	0	0.0%	44.8%	70,781	0	0.0%	49.5%
Total Allocations	7,891	0	0.0%	44.8%	70,781	0	0.0%	49.5%
Net Income (Loss) After Allocation	(85)	4,231	-102.0%	-0.5%	(5,572)	50,766	-111.0%	-3.9%
Net Income	(85)	4,231	-102.0%	-0.5%	(5,572)	50,766	-111.0%	-3.9%

LifeDesigns, Inc.
Statement of Revenue & Expense
For the Twelve Months Ending December 31, 2016
Behavior 467

	December				Year To Date			
	Actual	Budget	% Variance	% Revenue	Actual	Budget	% Variance	% Revenue
Revenue								
Service Revenue:								
BMGT	\$15,379	\$11,869	29.6%	100.0%	\$99,336	\$142,422	-30.3%	99.8%
BM10 Behavior	0	833	-100.0%	0.0%	182	10,000	-98.2%	0.2%
Total Service Revenue	15,379	12,702	21.1%	100.0%	99,518	152,422	-34.7%	100.0%
Other Revenue:								
Total Revenue	15,379	12,702	21.1%	100.0%	99,518	152,422	-34.7%	100.0%
Expenses								
Variable Expenses								
Salaries:								
Behavior Salaries	808	7,339	-89.0%	5.3%	47,026	88,068	-46.6%	47.3%
Total Salaries	808	7,339	-89.0%	5.3%	47,026	88,068	-46.6%	47.3%
Benefits:								
FICA	62	561	-88.9%	0.4%	3,487	6,737	-48.2%	3.5%
Total Benefits	62	561	-88.9%	0.4%	3,487	6,737	-48.2%	3.5%
Other Variable Expenses								
Independent Contractor	13,624	0	0.0%	89.9%	40,102	0	0.0%	40.3%
Travel	82	333	-75.4%	0.5%	2,495	4,000	-37.8%	2.5%
Total Other Variable Expenses	13,906	333	4076.0%	90.4%	42,597	4,000	964.9%	42.8%
Total Variable Expenses	14,776	8,233	79.5%	96.1%	93,110	98,805	-5.8%	93.6%
Fixed Expenses:								
Telephone	81	120	-32.5%	0.5%	852	1,440	-40.8%	0.9%
Total Fixed Expenses	81	120	-32.5%	0.5%	852	1,440	-40.8%	0.9%
Total Expenses Before Allocatio	14,857	8,353	77.9%	96.6%	93,962	100,245	-6.3%	94.4%
Net Income (Loss) Before Allocat	522	4,349	-88.0%	3.4%	5,556	52,177	-89.4%	5.6%
Allocations								
Services & Operations	12,314	0	0.0%	80.1%	85,656	0	0.0%	86.1%
Total Allocations	12,314	0	0.0%	80.1%	85,656	0	0.0%	86.1%
Net Income (Loss) After Allocation	(11,792)	4,349	-371.1%	-76.7%	(80,100)	52,177	-253.5%	-80.5%
Net Income	(11,792)	4,349	-371.1%	-76.7%	(80,100)	52,177	-253.5%	-80.5%

LifeDesigns, Inc.
Statement of Revenue & Expense
For the Twelve Months Ending December 31, 2016
Employment First Grant 468

	December				Year To Date			
	Actual	Budget	% Variance	% Revenue	Actual	Budget	% Variance	% Revenue
Revenue								
Service Revenue:								
Other Revenue:								
Grant Revenue	\$0	\$0	0.0%	0.0%	\$20,000	\$0	0.0%	100.0%
Total Other Revenue	0	0	0.0%	0.0%	20,000	0	0.0%	100.0%
Total Revenue	0	0	0.0%	0.0%	20,000	0	0.0%	100.0%
Expenses								
Variable Expenses								
Salaries:								
DSP Salaries	12	0	0.0%	0.0%	123	0	0.0%	0.6%
Total Salaries	12	0	0.0%	0.0%	123	0	0.0%	0.6%
Benefits:								
FICA	1	0	0.0%	0.0%	9	0	0.0%	0.0%
Total Benefits	1	0	0.0%	0.0%	9	0	0.0%	0.0%
Other Variable Expenses								
Independent Contractor	0	0	0.0%	0.0%	12,000	0	0.0%	60.0%
Office Supplies	0	0	0.0%	0.0%	9	0	0.0%	0.0%
Total Other Variable Expenses	0	0	0.0%	0.0%	12,009	0	0.0%	60.0%
Total Variable Expenses	13	0	0.0%	0.0%	12,141	0	0.0%	60.7%
Fixed Expenses:								
Total Expenses Before Allocatio	13	0	0.0%	0.0%	12,141	0	0.0%	60.7%
Net Income (Loss) Before Allocat	(13)	0	0.0%	0.0%	7,859	0	0.0%	39.3%
Allocations								
Net Income (Loss) After Allocation	(13)	0	0.0%	0.0%	7,859	0	0.0%	39.3%
Net Income	(13)	0	0.0%	0.0%	7,859	0	0.0%	39.3%

LifeDesigns, Inc.
Statement of Revenue & Expense
For the Twelve Months Ending December 31, 2016
SGL Admin Cost Center 10-400

	December				Year To Date			
	Actual	Budget	% Variance	% Revenue	Actual	Budget	% Variance	% Revenue
Revenue								
Service Revenue:								
Other Revenue:								
Expenses								
Variable Expenses								
Salaries:								
AA/Typist	\$2,708	\$1,909	41.9%	0.0%	\$30,458	\$22,913	32.9%	0.0%
Network Coordinator & EDC	11,881	9,879	20.3%	0.0%	120,758	118,552	1.9%	0.0%
DOS	8,234	5,863	8.3%	0.0%	73,115	70,352	3.9%	0.0%
Bonus	0	1,229	-100.0%	0.0%	0	14,745	-100.0%	0.0%
RN Salaries	11,505	8,031	43.3%	0.0%	125,857	96,368	30.4%	0.0%
Accrued PTO	(2,773)	0	0.0%	0.0%	1,613	0	0.0%	0.0%
DSP Bonus	35	0	0.0%	0.0%	4,760	0	0.0%	0.0%
Total Salaries	29,590	26,911	10.0%	0.0%	356,361	322,930	10.4%	0.0%
Benefits:								
FICA	2,569	2,008	27.9%	0.0%	26,691	24,094	10.8%	0.0%
Pension Contribution	899	192	388.2%	0.0%	1,780	2,300	-22.6%	0.0%
Unemployment Payout	752	250	200.8%	0.0%	1,004	3,000	-66.5%	0.0%
Other Benefits	3,755	3,708	1.3%	0.0%	38,009	44,501	-14.6%	0.0%
Total Benefits	7,975	6,158	29.5%	0.0%	67,484	73,895	-8.7%	0.0%
Other Variable Expenses								
Other Operations	0	33	-100.0%	0.0%	200	400	-50.0%	0.0%
Repairs & Maintenance	42	42	0.0%	0.0%	504	500	0.8%	0.0%
Small Equipment	0	0	0.0%	0.0%	110	0	0.0%	0.0%
Legal & Accounting	598	1,191	-49.8%	0.0%	17,116	14,292	19.8%	0.0%
Travel	823	1,000	-17.7%	0.0%	9,458	12,000	-21.2%	0.0%
Licenses, Dues, Subscriptions	0	0	0.0%	0.0%	602	0	0.0%	0.0%
Postage	0	0	0.0%	0.0%	8	0	0.0%	0.0%
Conferences & Inservices	0	83	-100.0%	0.0%	548	1,000	-45.2%	0.0%
Training Resources	150	0	0.0%	0.0%	524	0	0.0%	0.0%
Background Checks	209	146	43.2%	0.0%	2,693	1,755	53.4%	0.0%
Bad Debt Expense	(240)	741	-132.4%	0.0%	(240)	8,897	-102.7%	0.0%
Total Other Variable Expenses	1,582	3,236	-51.1%	0.0%	31,523	38,844	-18.8%	0.0%
Total Variable Expenses	39,147	36,305	7.8%	0.0%	455,368	435,669	4.5%	0.0%
Fixed Expenses:								
Telephone	664	509	30.5%	0.0%	6,412	6,112	4.9%	0.0%
Insurance	655	739	-11.4%	0.0%	6,529	8,867	-26.4%	0.0%
Total Fixed Expenses	1,319	1,248	5.7%	0.0%	12,941	14,979	-13.6%	0.0%
Total Expenses Before Allocatio	40,466	37,553	7.8%	0.0%	468,309	450,648	3.9%	0.0%
Net Income (Loss) Before Allocat	(40,466)	(37,553)	7.8%	0.0%	(468,309)	(450,648)	3.9%	0.0%
Allocations								
Services & Operations	(40,466)	0	0.0%	0.0%	(468,311)	0	0.0%	0.0%
Total Allocations	(40,466)	0	0.0%	0.0%	(468,311)	0	0.0%	0.0%
Net Income (Loss) After Allocation	0	(37,553)	-100.0%	0.0%	2	(450,648)	-100.0%	0.0%
Net Income	0	(37,553)	-100.0%	0.0%	2	(450,648)	-100.0%	0.0%

LifeDesigns, Inc.
Statement of Revenue & Expense
For the Twelve Months Ending December 31, 2016
Highland GH Cost Center 402

	December				Year To Date			
	Actual	Budget	% Variance	% Revenue	Actual	Budget	% Variance	% Revenue
Revenue								
Service Revenue:								
Group Home & Customer Liabilities	\$51,535	\$48,654	5.9%	100.0%	\$607,692	\$583,842	4.1%	100.0%
Total Service Revenue	51,535	48,654	5.9%	100.0%	607,692	583,842	4.1%	100.0%
Other Revenue:								
Total Revenue	51,535	48,654	5.9%	100.0%	607,692	583,842	4.1%	100.0%
Expenses								
Variable Expenses								
Salaries:								
Day Program Salaries	1,299	1,170	11.0%	2.5%	18,280	14,045	30.2%	3.0%
DSP Salaries	10,821	11,303	-4.3%	21.0%	124,232	135,631	-8.4%	20.4%
Group Home Mgr	1,588	2,466	-35.6%	3.1%	18,995	29,596	-35.8%	3.1%
Accrued PTO	(766)	219	-451.4%	-1.5%	(908)	2,618	-134.7%	-0.1%
Direct Service Staff Overtime	4,339	4,086	6.2%	8.4%	33,595	49,028	-31.5%	5.5%
DSP Bonus	0	0	0.0%	0.0%	25	0	0.0%	0.0%
Laundry Salaries	584	0	0.0%	1.1%	3,795	0	0.0%	0.6%
Total Salaries	17,865	19,243	-7.2%	34.7%	198,014	230,918	-14.2%	32.6%
Benefits:								
FICA	1,108	1,455	-23.8%	2.1%	14,373	17,465	-17.7%	2.4%
Pension Contribution	435	273	59.3%	0.8%	1,623	3,272	-50.4%	0.3%
Other Benefits	4,039	1,974	104.6%	7.8%	36,858	23,687	55.6%	6.1%
Employee Appreciation	0	8	-100.0%	0.0%	0	100	-100.0%	0.0%
Total Benefits	5,582	3,710	50.5%	10.8%	52,854	44,524	18.7%	8.7%
Other Variable Expenses								
Independent Contractor	0	233	-100.0%	0.0%	0	2,800	-100.0%	0.0%
Nursing & Other Nursing	16	63	-74.6%	0.0%	1,075	750	43.3%	0.2%
Dietician	0	83	-100.0%	0.0%	765	1,000	-23.5%	0.1%
Food	1,993	1,600	24.6%	3.9%	23,102	19,200	20.3%	3.8%
Laundry Supplies	0	17	-100.0%	0.0%	227	200	13.5%	0.0%
Housekeeping	165	200	-17.5%	0.3%	2,808	2,400	21.2%	0.5%
Other Operations	(30)	0	0.0%	-0.1%	1	0	0.0%	0.0%
Repairs & Maintenance	159	500	-68.2%	0.3%	5,191	6,000	-13.5%	0.9%
Small Equipment	375	42	792.9%	0.7%	481	500	-7.8%	0.1%
Publicity & Advertising	(615)	167	-468.3%	-1.2%	8,072	2,000	203.6%	1.0%
Travel	585	583	3.1%	1.1%	7,407	7,000	5.8%	1.2%
Office Supplies	154	29	431.0%	0.3%	444	350	26.9%	0.1%
Postage	1	0	0.0%	0.0%	1	0	0.0%	0.0%
Training Resources	0	25	-100.0%	0.0%	438	300	46.0%	0.1%
Activity Supplies	324	375	-13.8%	0.6%	3,228	4,500	-28.3%	0.5%
Recreational	0	0	0.0%	0.0%	60	0	0.0%	0.0%
Behavior	0	100	-100.0%	0.0%	0	1,200	-100.0%	0.0%
Pharmacist	34	113	-69.9%	0.1%	1,029	1,350	-23.8%	0.2%
Day Service	5,181	4,883	6.1%	10.1%	43,559	58,600	-25.7%	7.2%
Total Other Variable Expenses	8,322	9,013	-7.7%	16.1%	95,968	108,150	-11.3%	15.8%
Total Variable Expenses	31,769	31,966	-0.6%	61.6%	346,836	383,592	-9.6%	57.1%
Fixed Expenses:								
Depreciation & Amortization	2,672	2,648	0.9%	5.2%	31,911	31,773	0.4%	5.3%
Utilities	(435)	792	-154.9%	-0.8%	8,335	9,500	-12.3%	1.4%
Telephone	515	292	76.4%	1.0%	5,224	3,500	49.3%	0.9%
Van Lease	718	326	120.2%	1.4%	7,068	3,917	80.4%	1.2%
Insurance	355	654	-45.7%	0.7%	6,293	7,850	-19.8%	1.0%
Provider Assessment	2,958	2,949	0.3%	5.7%	35,471	35,391	0.2%	5.8%
Interest	301	316	-4.7%	0.6%	3,722	3,788	-1.7%	0.6%
Total Fixed Expenses	7,084	7,977	-11.2%	13.7%	98,022	95,719	2.4%	16.1%
Total Expenses Before Allocatio	38,853	39,943	-2.7%	75.4%	444,858	479,311	-7.2%	73.2%
Net Income (Loss) Before Allocat	12,682	8,711	45.0%	24.6%	162,834	104,531	55.8%	26.8%
Allocations								
Services & Operations	4,077	0	0.0%	7.9%	157,476	0	0.0%	25.9%
Total Allocations	4,077	0	0.0%	7.9%	157,476	0	0.0%	25.9%
Net Income (Loss) After Allocation	8,605	8,711	-1.2%	16.7%	5,358	104,531	-94.9%	0.9%
Net Income	8,605	8,711	-1.2%	16.7%	5,358	104,531	-94.9%	0.9%
Total Overtime	4,339	4,086	6.2%	8.4%	33,595	49,028	-31.5%	5.5%

LifeDesigns, Inc.
Statement of Revenue & Expense
For the Twelve Months Ending December 31, 2016
Jefferson Cost Center 403

	December				Year To Date			
	Actual	Budget	% Variance	% Revenue	Actual	Budget	% Variance	% Revenue
Revenue								
Service Revenue:								
Group Home & Customer Liabilities	\$42,899	\$41,145	4.3%	100.0%	\$502,605	\$493,743	1.8%	100.0%
Total Service Revenue	42,899	41,145	4.3%	100.0%	502,605	493,743	1.8%	100.0%
Other Revenue:								
Total Revenue	42,899	41,145	4.3%	100.0%	502,605	493,743	1.8%	100.0%
Expenses								
Variable Expenses								
Salaries:								
DSP Salaries	12,700	12,325	3.0%	29.6%	156,147	147,897	5.6%	31.1%
Group Home Mgr	3,577	2,346	52.5%	8.3%	29,484	28,153	4.7%	5.9%
Accrued PTO	(841)	218	-394.0%	-1.5%	95	2,618	-96.4%	0.0%
Direct Service Staff Overtime	4,460	1,606	177.7%	10.4%	43,158	19,275	123.9%	8.6%
DSP Bonus	13	0	0.0%	0.0%	325	0	0.0%	0.1%
Laundry Salaries	751	0	0.0%	1.8%	7,978	0	0.0%	1.6%
Total Salaries	20,880	16,495	26.5%	48.6%	237,187	197,943	19.8%	47.2%
Benefits:								
FICA	1,843	1,245	48.0%	4.3%	17,742	14,943	18.7%	3.5%
Other Benefits	1,880	978	92.2%	4.4%	21,276	11,741	81.2%	4.2%
Employee Appreciation	0	8	-100.0%	0.0%	0	100	-100.0%	0.0%
Total Benefits	3,723	2,231	66.9%	8.7%	39,018	26,784	45.7%	7.8%
Other Variable Expenses								
Independent Contractor	968	284	266.7%	2.3%	9,151	3,168	188.9%	1.8%
Nursing & Other Nursing	304	129	135.7%	0.7%	2,762	1,550	80.1%	0.6%
Dietician	0	81	-100.0%	0.0%	720	975	-26.2%	0.1%
Food	1,585	1,250	26.8%	3.7%	17,468	15,000	16.5%	3.5%
Laundry Supplies	10	40	-75.0%	0.0%	177	480	-63.1%	0.0%
Housekeeping	178	302	-41.1%	0.4%	4,646	3,620	28.3%	0.9%
Other Operations	0	125	-100.0%	0.0%	929	1,500	-38.1%	0.2%
Repairs & Maintenance	701	1,042	-32.7%	1.6%	9,048	12,500	-27.6%	1.8%
Small Equipment	0	0	0.0%	0.0%	1,671	0	0.0%	0.3%
Publicity & Advertising	(612)	167	-466.5%	-1.4%	6,367	2,000	218.4%	1.3%
Travel	620	625	-0.8%	1.4%	8,419	7,500	12.3%	1.7%
Office Supplies	185	72	156.9%	0.4%	662	650	-23.0%	0.1%
Training Resources	0	38	-100.0%	0.0%	139	450	-69.1%	0.0%
Activity Supplies	451	233	93.6%	1.1%	3,487	2,800	24.5%	0.7%
Recreational	0	0	0.0%	0.0%	60	0	0.0%	0.0%
Behavior	0	100	-100.0%	0.0%	0	1,200	-100.0%	0.0%
Pharmacist	202	129	56.6%	0.5%	3,407	1,550	119.8%	0.7%
Day Service	4,888	4,225	11.0%	10.9%	46,734	50,700	-7.8%	9.3%
Total Other Variable Expenses	9,280	8,822	5.2%	21.6%	115,877	105,853	9.5%	23.1%
Total Variable Expenses	33,883	27,548	22.9%	78.9%	392,082	330,580	18.6%	78.0%
Fixed Expenses:								
Depreciation & Amortization	1,095	1,061	3.2%	2.6%	12,635	12,736	-0.8%	2.5%
Utilities	612	583	5.0%	1.4%	6,888	7,000	-1.6%	1.4%
Telephone	445	323	37.8%	1.0%	5,687	3,875	46.8%	1.1%
Insurance	855	642	33.2%	2.0%	7,322	7,709	-5.0%	1.5%
Provider Assessment	2,482	2,809	-11.6%	5.8%	30,761	33,708	-8.7%	6.1%
Interest	84	346	-75.7%	0.2%	1,490	4,150	-64.1%	0.3%
Total Fixed Expenses	5,573	5,764	-3.3%	13.0%	64,783	68,178	-6.4%	12.9%
Total Expenses Before Allocation	39,436	33,312	18.4%	91.9%	455,865	399,756	14.3%	90.9%
Net Income (Loss) Before Allocat	3,463	7,833	-55.8%	8.1%	45,740	93,987	-51.3%	9.1%
Allocations								
Services & Operations	3,446	0	0.0%	8.0%	130,273	0	0.0%	25.9%
Total Allocations	3,446	0	0.0%	8.0%	130,273	0	0.0%	25.9%
Net Income (Loss) After Allocation	17	7,833	-99.8%	0.0%	(84,533)	93,987	-189.9%	-16.8%
Gain/Loss on Sale of Asset	0	0	0.0%	0.0%	112	0	0.0%	0.0%
Net Income	17	7,833	-99.8%	0.0%	(84,421)	93,987	-189.8%	-16.8%
Total Overtime	4,480	1,806	177.7%	10.4%	43,158	19,275	123.9%	8.6%

LifeDesigns, Inc.
Statement of Revenue & Expense
For the Twelve Months Ending December 31, 2016
Rhinstone Cost Center 406

	December				Year To Date			
	Actual	Budget	% Variance	% Revenue	Actual	Budget	% Variance	% Revenue
Revenue								
Service Revenue:								
Group Home & Customer Liabilities	(\$439)	\$42,772	-101.0%	100.0%	\$220,225	\$513,264	-57.1%	100.0%
Total Service Revenue	(439)	42,772	-101.0%	100.0%	220,225	513,264	-57.1%	100.0%
Other Revenue:								
Total Revenue	(439)	42,772	-101.0%	100.0%	220,225	513,264	-57.1%	100.0%
Expenses								
Variable Expenses								
Salaries:								
DSP Salaries	0	11,175	-100.0%	0.0%	45,077	134,099	-66.4%	20.5%
Group Home Mgr	0	2,122	-100.0%	0.0%	12,939	25,459	-49.2%	5.9%
Accrued PTO	0	216	-100.0%	0.0%	(3,852)	2,818	-247.1%	-1.7%
Direct Service Staff Overtime	0	2,354	-100.0%	0.0%	9,432	28,247	-66.6%	4.3%
Laundry Salaries	0	0	0.0%	0.0%	2,670	0	0.0%	1.2%
Total Salaries	0	15,869	-100.0%	0.0%	66,266	190,423	-65.2%	30.1%
Benefits:								
FICA	(145)	1,197	-112.1%	33.0%	4,927	14,387	-65.7%	2.2%
Pension Contribution	183	118	38.1%	-37.1%	782	1,421	-45.0%	0.4%
Unemployment Payout	0	0	0.0%	0.0%	(204)	0	0.0%	-0.1%
Other Benefits	0	523	-100.0%	0.0%	11,062	6,281	76.1%	5.0%
Employee Appreciation	0	8	-100.0%	0.0%	0	100	-100.0%	0.0%
Total Benefits	18	1,846	-99.0%	-4.1%	16,567	22,169	-25.3%	7.5%
Other Variable Expenses								
Independent Contractor	0	83	-100.0%	0.0%	540	1,000	-46.0%	0.2%
Nursing & Other Nursing	0	271	-100.0%	0.0%	808	3,250	-87.3%	0.3%
Dietician	0	83	-100.0%	0.0%	360	1,000	-64.0%	0.2%
Food	532	1,442	-63.1%	-121.2%	8,322	17,300	-51.9%	3.8%
Laundry Supplies	(50)	40	-225.0%	11.4%	136	480	-71.7%	0.1%
Housekeeping	(501)	192	-360.9%	114.1%	1,146	2,300	-50.2%	0.5%
Other Operations	0	158	-100.0%	0.0%	574	1,900	-69.8%	0.3%
Repairs & Maintenance	0	980	-100.0%	0.0%	9,448	11,520	-18.0%	4.3%
Small Equipment	0	21	-100.0%	0.0%	65	250	-74.0%	0.0%
Publicity & Advertising	0	242	-100.0%	0.0%	3,394	2,900	17.0%	1.5%
Travel	0	325	-100.0%	0.0%	1,123	3,900	-71.2%	0.5%
Licenses, Dues, Subscriptions	0	15	-100.0%	0.0%	120	175	-31.4%	0.1%
Office Supplies	0	67	-100.0%	0.0%	124	800	-84.5%	0.1%
Training Resources	0	31	-100.0%	0.0%	82	375	-78.1%	0.0%
Background Checks	0	0	0.0%	0.0%	253	0	0.0%	0.1%
Activity Supplies	19	183	-89.6%	-4.3%	1,682	2,200	-23.6%	0.8%
Behavior	0	100	-100.0%	0.0%	0	1,200	-100.0%	0.0%
Pharmacist	0	192	-100.0%	0.0%	561	2,300	-75.6%	0.3%
Day Service	0	150	-100.0%	0.0%	0	1,800	-100.0%	0.0%
Loss on Disposal of Assets	0	0	0.0%	0.0%	2,482	0	0.0%	1.1%
Total Other Variable Expenses	0	4,555	-100.0%	0.0%	31,020	54,850	-43.2%	14.1%
Total Variable Expenses	18	22,270	-99.9%	-4.1%	113,853	267,242	-57.4%	51.7%
Fixed Expenses:								
Depreciation & Amortization	65	1,340	-95.1%	-14.8%	9,309	16,085	-42.1%	4.2%
Utilities	0	542	-100.0%	0.0%	3,322	6,500	-48.9%	1.5%
Telephone	0	408	-100.0%	0.0%	2,646	4,900	-46.0%	1.2%
Van Lease	0	0	0.0%	0.0%	3,592	0	0.0%	1.6%
Insurance	(787)	497	-258.4%	179.3%	2,428	5,959	-59.3%	1.1%
Provider Assessment	(695)	2,392	-129.1%	158.3%	17,247	28,698	-39.9%	7.8%
Interest	10	18	-44.4%	-2.3%	3,091	210	1371.9%	1.4%
Total Fixed Expenses	(1,407)	5,197	-127.1%	320.5%	41,633	62,352	-33.2%	18.9%
Total Expenses Before Allocatio	(1,389)	27,467	-105.1%	316.4%	155,486	329,594	-52.8%	70.6%
Net Income (Loss) Before Allocat	950	15,305	-93.8%	-216.4%	64,739	183,670	-64.8%	29.4%
Allocations								
Services & Operations	(3,796)	0	0.0%	884.7%	57,097	0	0.0%	25.9%
Total Allocations	(3,796)	0	0.0%	884.7%	57,097	0	0.0%	25.9%
Net Income (Loss) After Allocation	4,746	15,305	-69.0%	-1081.1%	7,842	183,670	-95.8%	3.5%
Gain/Loss on Sale of Asset	0	0	0.0%	0.0%	112	0	0.0%	0.1%
Net Income	4,746	15,305	-69.0%	-1081.1%	7,754	183,670	-95.8%	3.5%
Total Overtime	0	2,354	-100.0%	0.0%	9,432	28,247	-66.6%	4.3%

LifeDesigns, Inc.
Statement of Revenue & Expense
For the Twelve Months Ending December 31, 2016
Park Lane Cost Center 408

	December				Year To Date			
	Actual	Budget	% Variance	% Revenue	Actual	Budget	% Variance	% Revenue
Revenue								
Service Revenue:								
Group Home & Customer Liabilities	\$32,410	\$32,737	-1.0%	100.0%	\$400,574	\$392,839	2.0%	100.0%
Total Service Revenue	32,410	32,737	-1.0%	100.0%	400,574	392,839	2.0%	100.0%
Other Revenue:								
Total Revenue	32,410	32,737	-1.0%	100.0%	400,574	392,839	2.0%	100.0%
Expenses								
Variable Expenses								
Salaries:								
DSP Salaries	4,757	8,564	-44.5%	14.7%	69,619	102,764	-32.3%	17.4%
Group Home Mgr	1,858	2,254	-17.6%	5.7%	25,575	27,050	-5.5%	6.4%
Accrued PTO	389	218	78.4%	1.2%	1,165	2,618	-55.5%	0.3%
Direct Service Staff Overtime	3,850	2,510	53.4%	11.9%	33,456	30,117	11.1%	8.4%
DSP Bonus	0	0	0.0%	0.0%	1,392	0	0.0%	0.3%
Laundry Salaries	805	0	0.0%	2.5%	6,984	0	0.0%	1.7%
Total Salaries	11,659	13,546	-13.9%	36.0%	138,171	162,549	-15.0%	34.5%
Benefits:								
FICA	846	1,020	-16.9%	2.6%	9,962	12,235	-18.6%	2.5%
Other Benefits	655	1,868	-65.3%	2.0%	8,278	22,681	-72.3%	1.6%
Employee Appreciation	0	8	-100.0%	0.0%	0	100	-100.0%	0.0%
Total Benefits	1,503	2,916	-48.5%	4.6%	16,240	34,996	-53.6%	4.1%
Other Variable Expenses								
Independent Contractor	2,061	17	12023.5%	6.4%	37,983	200	18891.5%	9.5%
Nursing & Other Nursing	195	300	-35.0%	0.6%	4,768	3,600	32.4%	1.2%
Dietician	180	43	318.6%	0.6%	731	520	40.6%	0.2%
Food	1,405	1,233	13.9%	4.3%	14,834	14,800	0.2%	3.7%
Laundry Supplies	128	40	220.0%	0.4%	612	480	27.6%	0.2%
Housekeeping	197	142	38.7%	0.6%	2,920	1,700	71.8%	0.7%
Other Operations	235	25	840.0%	0.7%	724	300	141.3%	0.2%
Repairs & Maintenance	567	833	-31.9%	1.7%	10,426	10,000	4.3%	2.6%
Small Equipment	0	92	-100.0%	0.0%	334	1,100	-69.6%	0.1%
Publicity & Advertising	(275)	192	-243.2%	-0.8%	5,180	2,300	125.2%	1.3%
Travel	284	333	-20.7%	0.8%	3,848	4,000	-3.8%	1.0%
Licenses, Dues, Subscriptions	0	0	0.0%	0.0%	1,304	0	0.0%	0.3%
Office Supplies	155	29	434.5%	0.5%	651	350	86.0%	0.2%
Postage	0	0	0.0%	0.0%	29	0	0.0%	0.0%
Training Resources	0	15	-100.0%	0.0%	52	175	-70.3%	0.0%
Activity Supplies	407	225	80.9%	1.3%	4,544	2,700	68.3%	1.1%
Recreational	0	0	0.0%	0.0%	80	0	0.0%	0.0%
Behavior	0	100	-100.0%	0.0%	0	1,200	-100.0%	0.0%
Pharmacist	(198)	75	-364.0%	-0.6%	1,773	900	97.0%	0.4%
Day Service	3,803	933	307.6%	11.7%	18,648	11,200	66.5%	4.7%
Total Other Variable Expenses	9,124	4,627	97.2%	28.2%	109,421	55,525	97.1%	27.3%
Total Variable Expenses	22,286	21,089	5.7%	68.8%	263,832	253,070	4.3%	65.9%
Fixed Expenses:								
Depreciation & Amortization	765	689	9.4%	2.4%	9,015	8,392	7.4%	2.3%
Utilities	664	667	-0.4%	2.0%	8,299	8,000	3.7%	2.1%
Telephone	337	268	62.0%	1.0%	3,769	2,500	50.8%	0.9%
Van Lease	539	0	0.0%	1.7%	5,927	0	0.0%	1.5%
Insurance	211	451	-53.2%	0.7%	4,410	5,414	-18.5%	1.1%
Provider Assessment	1,693	1,581	8.5%	5.2%	19,919	18,728	6.4%	5.0%
Total Fixed Expenses	4,209	3,586	17.4%	13.0%	51,339	43,034	19.3%	12.8%
Total Expenses Before Allocatio	26,495	24,675	7.4%	81.7%	315,171	296,104	6.4%	78.7%
Net Income (Loss) Before Allocat	5,915	8,062	-26.6%	18.3%	85,403	96,735	-11.7%	21.3%
Allocations								
Services & Operations	2,257	0	0.0%	7.0%	103,804	0	0.0%	25.9%
Total Allocations	2,257	0	0.0%	7.0%	103,804	0	0.0%	25.9%
Net Income (Loss) After Allocation	3,658	8,062	-54.6%	11.3%	(18,401)	96,735	-119.0%	-4.6%
Net Income	3,658	8,062	-54.6%	11.3%	(18,401)	96,735	-119.0%	-4.6%
Total Overtime	3,850	2,510	53.4%	11.9%	33,456	30,117	11.1%	8.4%

LifeDesigns, Inc.
Statement of Revenue & Expense
For the Twelve Months Ending December 31, 2016
Winslow Cost Center 409

	December				Year To Date			
	Actual	Budget	% Variance	% Revenue	Actual	Budget	% Variance	% Revenue
Revenue								
Service Revenue:								
Group Home & Customer Liabilities	\$51,431	\$32,947	58.1%	100.0%	\$531,747	\$395,385	34.5%	100.0%
Total Service Revenue	51,431	32,947	56.1%	100.0%	531,747	395,385	34.5%	100.0%
Other Revenue:								
Total Revenue	51,431	32,947	56.1%	100.0%	531,747	395,385	34.5%	100.0%
Expenses								
Variable Expenses								
Salaries:								
DSP Salaries	9,500	8,647	9.9%	18.5%	99,873	103,768	-3.9%	18.7%
Group Home Mgr	2,748	2,443	12.5%	5.3%	31,588	29,321	7.7%	5.9%
Accrued PTO	(470)	218	-315.6%	-0.9%	980	2,618	-62.6%	0.2%
Direct Service Staff Overtime	4,507	1,814	179.2%	8.8%	32,323	19,363	66.9%	8.1%
DSP Bonus	0	0	0.0%	0.0%	25	0	0.0%	0.0%
Laundry Salaries	255	0	0.0%	0.5%	6,195	0	0.0%	1.2%
Total Salaries	16,540	12,922	28.0%	32.2%	170,784	155,070	10.1%	32.1%
Benefits:								
FICA	1,334	972	37.2%	2.6%	12,346	11,602	5.9%	2.3%
Other Benefits	1,896	1,388	36.6%	3.7%	18,083	16,852	8.6%	3.4%
Employee Appreciation	0	8	-100.0%	0.0%	0	100	-100.0%	0.0%
Total Benefits	3,230	2,368	36.4%	6.3%	30,429	28,414	7.1%	5.7%
Other Variable Expenses								
Independent Contractor	0	33	-100.0%	0.0%	0	400	-100.0%	0.0%
Nursing & Other Nursing	23	42	-45.2%	0.0%	851	500	70.2%	0.2%
Dietician	0	81	-100.0%	0.0%	720	975	-26.2%	0.1%
Food	1,542	1,388	11.1%	3.0%	16,889	18,650	-1.5%	3.2%
Laundry Supplies	0	40	-100.0%	0.0%	360	480	-25.0%	0.1%
Housekeeping	262	275	-4.7%	0.5%	2,989	3,300	-9.4%	0.6%
Other Operations	600	23	2508.7%	1.2%	972	275	253.5%	0.2%
Repairs & Maintenance	922	1,125	-18.0%	1.8%	11,282	13,500	-16.4%	2.1%
Small Equipment	0	0	0.0%	0.0%	(16)	0	0.0%	0.0%
Publicity & Advertising	(615)	242	-354.1%	-1.2%	6,080	2,900	109.7%	1.1%
Travel	318	333	-4.5%	0.6%	3,496	4,000	-12.6%	0.7%
Licenses, Dues, Subscriptions	0	0	0.0%	0.0%	554	0	0.0%	0.1%
Office Supplies	150	50	218.0%	0.3%	812	600	2.0%	0.1%
Postage	0	0	0.0%	0.0%	29	0	0.0%	0.0%
Training Resources	0	13	-100.0%	0.0%	523	150	248.7%	0.1%
Activity Supplies	338	125	170.4%	0.7%	2,559	1,500	70.6%	0.5%
Recreational	0	0	0.0%	0.0%	60	0	0.0%	0.0%
Behavior	127	100	27.0%	0.2%	250	1,200	-79.2%	0.0%
Pharmacist	(507)	29	-1848.3%	-1.0%	825	350	135.7%	0.2%
Day Service	4,572	4,000	14.3%	8.9%	36,601	48,000	-23.7%	6.9%
Loss on Disposal of Assets	0	0	0.0%	0.0%	525	0	0.0%	0.1%
Total Other Variable Expenses	7,741	7,899	-2.0%	15.1%	60,173	94,780	-9.1%	16.2%
Total Variable Expenses	27,511	23,169	18.6%	53.5%	287,386	278,264	-3.3%	54.0%
Fixed Expenses:								
Depreciation & Amortization	838	824	1.7%	1.6%	10,033	9,887	1.5%	1.9%
Utilities	376	433	-13.2%	0.7%	4,649	5,200	-10.6%	0.9%
Telephone	286	233	22.7%	0.6%	3,039	2,800	8.5%	0.6%
Van Lease	999	718	39.1%	1.9%	7,787	8,620	-9.7%	1.5%
Insurance	591	493	19.9%	1.1%	5,086	5,920	-14.1%	1.0%
Provider Assessment	2,041	1,927	5.9%	4.0%	24,151	23,122	4.5%	4.5%
Interest	17	17	0.0%	0.0%	510	200	155.0%	0.1%
Total Fixed Expenses	5,148	4,845	10.8%	10.0%	55,255	55,749	-0.9%	10.4%
Total Expenses Before Allocatio	32,659	27,834	17.3%	63.5%	342,641	334,013	2.6%	64.4%
Net Income (Loss) Before Allocat	18,772	5,113	267.1%	36.5%	189,106	61,352	208.2%	35.6%
Allocations								
Services & Operations	5,314	0	0.0%	10.3%	137,824	0	0.0%	25.9%
Total Allocations	5,314	0	0.0%	10.3%	137,824	0	0.0%	25.9%
Net Income (Loss) After Allocation	13,458	5,113	163.2%	26.2%	51,282	61,352	-16.4%	9.6%
Gain/Loss on Sale of Asset	0	0	0.0%	0.0%	112	0	0.0%	0.0%
Net Income	13,458	5,113	163.2%	26.2%	51,394	61,352	-16.2%	9.7%
Total Overtime	4,507	1,814	179.2%	8.8%	32,323	19,363	66.9%	6.1%

LifeDesigns, Inc.
Statement of Revenue & Expense
For the Twelve Months Ending December 31, 2016
Fairlawn Cost Center 411

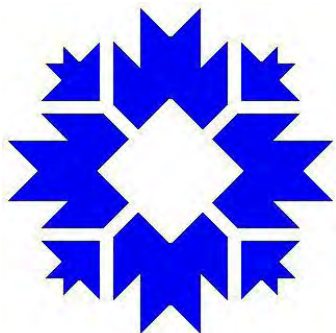
	December				Year To Date			
	Actual	Budget	% Variance	% Revenue	Actual	Budget	% Variance	% Revenue
Revenue								
Service Revenue:								
Group Home & Customer Liabilities	\$56,839	\$47,532	19.6%	100.0%	\$637,344	\$570,385	11.7%	99.9%
Total Service Revenue	56,839	47,532	19.6%	100.0%	637,344	570,385	11.7%	99.9%
Other Revenue:								
Donations	0	0	0.0%	0.0%	500	0	0.0%	0.1%
Total Other Revenue	0	0	0.0%	0.0%	500	0	0.0%	0.1%
Total Revenue	56,839	47,532	19.6%	100.0%	637,844	570,385	11.8%	100.0%
Expenses								
Variable Expenses								
Salaries:								
Day Program Salaries	172	0	0.0%	0.3%	1,450	0	0.0%	0.2%
DSP Salaries	6,430	10,009	-35.8%	11.3%	79,113	120,104	-34.1%	12.4%
Group Home Mgr	2,491	2,546	-2.2%	4.4%	30,622	30,552	0.2%	4.8%
Accrued PTO	(4,809)	218	-2214.2%	-8.1%	676	2,618	-74.2%	0.1%
Direct Service Staff Overtime	10,210	5,927	72.3%	18.0%	109,203	71,122	53.5%	17.1%
DSP Bonus	25	0	0.0%	0.0%	2,000	0	0.0%	0.3%
Laundry Salaries	1,071	0	0.0%	1.9%	12,105	0	0.0%	1.9%
Total Salaries	15,790	18,700	-15.6%	27.8%	235,189	224,396	4.8%	36.9%
Benefits:								
FICA	1,146	1,414	-19.0%	2.0%	17,115	16,966	0.9%	2.7%
Pension Contribution	513	0	0.0%	0.8%	708	0	0.0%	0.1%
Other Benefits	2,404	1,906	26.1%	4.2%	25,528	22,866	11.6%	4.0%
Employee Appreciation	0	8	-100.0%	0.0%	60	100	-40.0%	0.0%
Total Benefits	4,063	3,328	22.1%	7.1%	43,411	39,932	8.7%	6.8%
Other Variable Expenses								
Independent Contractor	209	1,833	-88.6%	0.4%	504	22,000	-97.7%	0.1%
Nursing & Other Nursing	17	17	0.0%	0.0%	531	205	159.0%	0.1%
Dietician	0	75	-100.0%	0.0%	855	900	-5.0%	0.1%
Food	2,017	1,833	10.0%	3.5%	22,880	22,000	4.0%	3.6%
Laundry Supplies	18	40	-55.0%	0.0%	340	480	-29.2%	0.1%
Housekeeping	166	267	-37.8%	0.3%	2,888	3,200	-9.8%	0.5%
Other Operations	576	83	594.0%	1.0%	2,518	1,000	151.6%	0.4%
Repairs & Maintenance	800	1,083	-26.1%	1.4%	10,761	13,000	-17.3%	1.7%
Small Equipment	0	42	-100.0%	0.0%	1,046	500	109.6%	0.2%
Publicity & Advertising	(275)	250	-210.0%	-0.5%	5,389	3,000	79.6%	0.8%
Travel	524	813	-35.5%	0.9%	5,707	9,750	-41.5%	0.9%
Licenses, Dues, Subscriptions	35	25	40.0%	0.1%	1,374	300	358.0%	0.2%
Office Supplies	183	48	281.3%	0.3%	559	575	-2.8%	0.1%
Postage	0	3	-100.0%	0.0%	0	30	-100.0%	0.0%
Training Resources	0	13	-100.0%	0.0%	71	150	-52.7%	0.0%
Activity Supplies	261	313	-18.6%	0.5%	3,940	3,750	5.1%	0.6%
Recreational	0	0	0.0%	0.0%	80	0	0.0%	0.0%
Behavior	844	100	744.0%	1.5%	1,099	1,200	-8.4%	0.2%
Pharmacist	(354)	150	-336.0%	-0.6%	1,058	1,800	-41.2%	0.2%
Day Service	5,754	5,417	6.2%	10.1%	48,332	65,000	-25.6%	7.6%
Total Other Variable Expenses	10,775	12,405	-13.1%	19.0%	109,902	148,840	-26.2%	17.2%
Total Variable Expenses	30,628	34,433	-11.1%	53.9%	388,482	413,168	-6.0%	60.9%
Fixed Expenses:								
Depreciation & Amortization	1,715	1,613	6.3%	3.0%	19,594	19,353	1.2%	3.1%
Utilities	357	363	-1.7%	0.6%	3,988	4,350	-8.3%	0.6%
Telephone	298	250	19.2%	0.5%	3,396	3,000	13.2%	0.5%
Insurance	884	824	41.7%	1.6%	6,361	7,494	-15.1%	1.0%
Provider Assessment	2,919	3,387	-13.8%	5.1%	36,431	40,638	-10.4%	5.7%
Interest	365	384	-4.9%	0.6%	4,980	4,603	8.2%	0.8%
Total Fixed Expenses	6,538	6,821	-1.3%	11.5%	74,750	79,438	-5.9%	11.7%
Total Expenses Before Allocatio	37,166	41,054	-9.5%	65.4%	463,232	492,606	-6.0%	72.6%
Net Income (Loss) Before Allocat	19,673	6,478	203.7%	34.6%	174,612	77,779	124.5%	27.4%
Allocations								
Services & Operations	5,036	0	0.0%	8.9%	165,318	0	0.0%	25.9%
Total Allocations	5,036	0	0.0%	8.9%	165,318	0	0.0%	25.9%
Net Income (Loss) After Allocation	14,637	6,478	125.9%	25.8%	9,294	77,779	-88.1%	1.5%
Gain/Loss on Sale of Asset	0	0	0.0%	0.0%	112	0	0.0%	0.0%
Net Income	14,637	6,478	125.9%	25.8%	9,406	77,779	-87.9%	1.5%
Total Overtime	10,210	5,927	72.3%	18.0%	109,203	71,122	53.5%	17.1%

LifeDesigns, Inc.
Statement of Revenue & Expense
For the Twelve Months Ending December 31, 2016
Limestone Cost Center 412

	December				Year To Date			
	Actual	Budget	% Variance	% Revenue	Actual	Budget	% Variance	% Revenue
Revenue								
Service Revenue:								
Group Home & Customer Liabilities	\$52,619	\$42,672	23.3%	100.0%	\$589,435	\$512,060	15.1%	100.0%
Total Service Revenue	52,619	42,672	23.3%	100.0%	589,435	512,060	15.1%	100.0%
Other Revenue:								
Total Revenue	52,619	42,672	23.3%	100.0%	589,435	512,060	15.1%	100.0%
Expenses								
Variable Expenses								
Salaries:								
DSP Salaries	11,766	9,301	26.5%	22.4%	131,754	111,616	18.0%	22.4%
Group Home Mgr	2,365	2,254	4.9%	4.5%	23,640	27,050	-12.6%	4.0%
Accrued PTO	29	218	-86.7%	0.1%	(1,212)	2,618	-146.3%	-0.2%
Direct Service Staff Overtime	3,125	1,557	100.7%	5.9%	33,907	18,688	81.4%	5.8%
DSP Bonus	13	0	0.0%	0.0%	263	0	0.0%	0.0%
Laundry Salaries	105	0	0.0%	0.2%	4,400	0	0.0%	0.8%
Total Salaries	17,403	13,330	30.6%	33.1%	192,812	159,972	20.5%	32.7%
Benefits:								
FICA	1,363	1,003	35.9%	2.8%	14,427	12,038	19.8%	2.4%
Other Benefits	1,822	1,940	-6.1%	3.5%	17,087	23,276	-26.6%	2.9%
Employee Appreciation	0	8	-100.0%	0.0%	0	100	-100.0%	0.0%
Total Benefits	3,185	2,951	7.9%	6.1%	31,514	35,414	-11.0%	5.3%
Other Variable Expenses								
Independent Contractor	339	333	1.8%	0.6%	9,998	4,000	149.9%	1.7%
Nursing & Other Nursing	281	183	59.0%	0.6%	2,613	2,200	18.8%	0.4%
Dietician	180	87	108.7%	0.3%	866	800	8.3%	0.1%
Food	1,316	1,608	-18.2%	2.5%	19,838	19,300	2.8%	3.4%
Laundry Supplies	0	40	-100.0%	0.0%	25	480	-94.8%	0.0%
Housekeeping	418	200	109.0%	0.8%	3,516	2,400	46.5%	0.6%
Other Operations	271	292	-7.2%	0.5%	922	3,500	-73.7%	0.2%
Repairs & Maintenance	183	750	-75.6%	0.3%	8,527	9,000	-5.3%	1.4%
Small Equipment	0	42	-100.0%	0.0%	0	500	-100.0%	0.0%
Publicity & Advertising	(611)	250	-344.4%	-1.2%	6,086	3,000	102.9%	1.0%
Travel	419	708	-40.8%	0.8%	5,163	8,500	-39.3%	0.9%
Licenses, Dues, Subscriptions	0	0	0.0%	0.0%	554	0	0.0%	0.1%
Office Supplies	157	100	67.0%	0.3%	906	1,200	-24.5%	0.2%
Training Resources	0	25	-100.0%	0.0%	383	300	27.7%	0.1%
Activity Supplies	717	250	186.8%	1.4%	4,044	3,000	34.8%	0.7%
Behavior	1,099	100	999.0%	2.1%	1,163	1,200	-3.1%	0.2%
Pharmacist	179	117	53.0%	0.3%	3,538	1,400	152.7%	0.6%
Day Service	5,392	5,333	1.1%	10.2%	59,998	64,000	-6.3%	10.2%
Total Other Variable Expenses	10,350	10,398	-0.5%	19.7%	128,136	124,780	2.7%	21.7%
Total Variable Expenses	30,838	28,679	16.0%	58.8%	352,462	320,166	10.1%	59.8%
Fixed Expenses:								
Depreciation & Amortization	1,312	1,200	9.3%	2.5%	14,681	14,403	1.9%	2.5%
Utilities	660	683	-3.4%	1.3%	7,313	8,200	-10.8%	1.2%
Telephone	279	333	-16.2%	0.5%	3,989	4,000	-0.3%	0.7%
Insurance	459	592	-22.5%	0.9%	5,813	7,101	-18.1%	1.0%
Provider Assessment	2,856	2,629	8.6%	5.4%	33,595	31,549	6.5%	5.7%
Interest	348	368	-4.9%	0.7%	4,766	4,390	8.8%	0.8%
Total Fixed Expenses	5,914	5,803	1.9%	11.2%	70,157	69,643	0.7%	11.9%
Total Expenses Before Allocatio	36,852	32,482	13.5%	70.0%	422,619	389,809	8.4%	71.7%
Net Income (Loss) Before Allocat	15,767	10,190	54.7%	30.0%	166,816	122,251	36.5%	28.3%
Allocations								
Services & Operations	4,679	0	0.0%	8.9%	152,773	0	0.0%	25.9%
Total Allocations	4,679	0	0.0%	8.9%	152,773	0	0.0%	25.9%
Net Income (Loss) After Allocation	11,088	10,190	8.6%	21.1%	14,043	122,251	-88.5%	2.4%
Gain/Loss on Sale of Asset	0	0	0.0%	0.0%	112	0	0.0%	0.0%
Net Income	11,088	10,190	8.6%	21.1%	14,155	122,251	-88.4%	2.4%
Total Overtime	3,125	1,557	100.7%	5.9%	33,907	18,688	81.4%	5.8%

LifeDesigns, Inc.
Statement of Revenue & Expense
For the Twelve Months Ending December 31, 2016
Dunn Cost Center 413

	December				Year To Date			
	Actual	Budget	% Variance	% Revenue	Actual	Budget	% Variance	% Revenue
Revenue								
Service Revenue:								
Group Home & Customer Liabilities	\$46,337	\$26,304	76.2%	100.0%	\$453,856	\$315,649	43.8%	100.0%
Total Service Revenue	46,337	26,304	76.2%	100.0%	453,856	315,649	43.8%	100.0%
Other Revenue:								
Total Revenue	46,337	26,304	76.2%	100.0%	453,856	315,649	43.8%	100.0%
Expenses								
Variable Expenses								
Salaries:								
Day Program Salaries	0	612	-100.0%	0.0%	0	7,344	-100.0%	0.0%
DSP Salaries	9,236	9,620	-4.0%	19.9%	107,004	115,434	-7.3%	23.6%
Group Home Mgr	2,489	2,254	10.4%	5.4%	30,970	27,050	14.5%	8.8%
Accrued PTO	(66)	218	-130.3%	-0.1%	(842)	2,618	-132.2%	-0.2%
Direct Service Staff Overtime	2,789	1,937	44.0%	6.0%	39,928	23,248	71.7%	8.8%
DSP Bonus	0	0	0.0%	0.0%	750	0	0.0%	0.2%
Laundry Salaries	213	0	0.0%	0.5%	2,456	0	0.0%	0.5%
Total Salaries	14,661	14,641	0.1%	31.6%	180,266	175,694	2.6%	39.7%
Benefits:								
FICA	1,088	1,103	-1.4%	2.3%	13,540	13,240	2.3%	3.0%
Pension Contribution	315	185	70.3%	0.7%	1,256	2,225	-43.6%	0.3%
Other Benefits	1,240	1,030	20.4%	2.7%	12,025	12,356	-2.7%	2.6%
Employee Appreciation	0	8	-100.0%	0.0%	0	100	-100.0%	0.0%
Total Benefits	2,643	2,326	13.6%	5.7%	26,821	27,921	-3.9%	5.9%
Other Variable Expenses								
Independent Contractor	0	125	-100.0%	0.0%	2,941	1,500	96.1%	0.6%
Nursing & Other Nursing	120	63	90.5%	0.3%	783	750	4.4%	0.2%
Dietician	180	63	185.7%	0.4%	720	750	-4.0%	0.2%
Food	1,019	1,417	-28.1%	2.2%	16,379	17,000	-3.7%	3.6%
Laundry Supplies	25	40	-37.5%	0.1%	90	480	-81.3%	0.0%
Housekeeping	128	250	-48.8%	0.3%	3,446	3,000	14.9%	0.6%
Other Operations	256	83	210.8%	0.6%	1,945	1,000	94.5%	0.4%
Repairs & Maintenance	741	1,167	-36.5%	1.6%	16,875	14,000	20.5%	3.7%
Small Equipment	0	167	-100.0%	0.0%	1,375	2,000	-31.3%	0.3%
Publicity & Advertising	(615)	250	-346.0%	-1.3%	6,080	3,000	102.7%	1.3%
Travel	452	208	117.3%	1.0%	2,464	2,500	-0.6%	0.5%
Licenses, Dues, Subscriptions	0	0	0.0%	0.0%	554	0	0.0%	0.1%
Office Supplies	7	83	-91.6%	0.0%	303	1,000	-69.7%	0.1%
Training Resources	0	33	-100.0%	0.0%	1,299	400	224.8%	0.3%
Activity Supplies	350	517	-32.3%	0.8%	4,888	6,200	-24.4%	1.0%
Behavior	1,933	100	1833.0%	4.2%	3,983	1,200	231.9%	0.9%
Pharmacist	(171)	158	-208.2%	-0.4%	2,376	1,900	25.1%	0.5%
Day Service	0	0	0.0%	0.0%	2,499	0	0.0%	0.6%
Loss on Disposal of Assets	1,579	0	0.0%	3.4%	1,579	0	0.0%	0.3%
Total Other Variable Expenses	6,006	4,724	27.1%	13.0%	70,399	56,680	24.2%	15.5%
Total Variable Expenses	23,310	21,891	7.5%	50.3%	277,466	280,295	-6.6%	61.1%
Fixed Expenses:								
Depreciation & Amortization	851	959	-11.3%	1.8%	14,031	11,512	21.9%	3.1%
Utilities	324	508	-36.2%	0.7%	5,976	6,100	-2.0%	1.3%
Telephone	307	250	22.8%	0.7%	3,493	3,000	16.4%	0.8%
Van Lease	533	716	-25.8%	1.2%	6,950	8,620	-19.4%	1.5%
Insurance	446	547	-18.5%	1.0%	5,345	6,561	-18.5%	1.2%
Provider Assessment	1,877	2,435	-22.9%	4.1%	24,197	29,220	-17.2%	5.3%
Interest	358	343	4.4%	0.8%	4,496	4,117	9.2%	1.0%
Total Fixed Expenses	4,696	5,760	-18.5%	10.1%	64,488	69,130	-6.7%	14.2%
Total Expenses Before Allocatio	28,006	27,451	2.0%	60.4%	341,974	329,425	3.8%	75.3%
Net Income (Loss) Before Allocat	18,331	(1,147)	-1698.2%	39.6%	111,882	(13,776)	-912.2%	24.7%
Allocations								
Services & Operations	5,208	0	0.0%	11.2%	117,640	0	0.0%	25.9%
Total Allocations	5,208	0	0.0%	11.2%	117,640	0	0.0%	25.9%
Net Income (Loss) After Allocation	13,123	(1,147)	-1244.1%	28.3%	(5,758)	(13,776)	-58.2%	-1.3%
Gain/Loss on Sale of Asset	0	0	0.0%	0.0%	112	0	0.0%	0.0%
Net Income	13,123	(1,147)	-1244.1%	28.3%	(5,646)	(13,776)	-59.0%	-1.2%
Total Overtime	2,789	1,937	44.0%	6.0%	39,928	23,248	71.7%	8.8%



**CITY OF BLOOMINGTON, COMMON COUNCIL
JACK HOPKINS SOCIAL SERVICES FUNDING COMMITTEE**

2017 GRANT APPLICATION

AGENCY INFORMATION

Lead Agency Name: Lotus Education & Arts Foundation

Is Lead Agency a 501(c)(3)? ☒ Yes ☐ No

Full-Time	Part-Time	Volunteers
3	3	650

Number of Employees: Six

Address:
PO Box 1667
Bloomington, IN

Zip Code:
47402

Phone:
812-336-6599

Agency E-Mail:
megan@lotusfest.org

Website: <http://www.lotusfest.org>

President of Board of Directors: Rob Shakespeare

Name of Executive Director: Sunni Fass

Phone: 812-336-6599

E-Mail: sunni@lotusfest.org

Name and Title of Person to Present Proposal to the Committee: Megan Hutchison, Development Director

Phone: 812-336-6599

E-Mail: megan@lotusfest.org

Name of Grant Writer: Megan Hutchison

Phone: 812-336-6599

E-Mail: megan@lotusfest.org

Agency Mission Statement *(150 words or less)*

Our mission is to create opportunities to experience, celebrate, and explore the diversity of the world's cultures, through music and the arts.

PROJECT INFORMATION

Project Name: ADA Compliant Bathroom in new Community Space

Is this a collaborative project? ☐ Yes ☒ No. If yes:
List name(s) of agency partner(s):

Please indicate: how your missions, operations and services do or will complement each other; the existing relationship between your agencies and how the level of communication and coordination will change as a result of the project; any challenges and steps you plan to take to address those challenges. _

Address where project will be housed:
105 S. Rogers St.
Bloomington, IN 47404

Total cost of project:

Requested amount of JHSSF funding:

Other Funds Expected for this Project (*Please indicate source, amount, and whether confirmed or pending*):

Total Number of Clients Served by this project in 2017: Zero, renovations are needed first to provide a safe and accessible space for community members. The building is located on the west side of Bloomington, an area currently underserved by arts and culture activities. Our vision, planned over the past year, is to renovate the downstairs programming space (currently an old garage) into a community venue for a range of year-round initiatives including small concerts, workshops, classes, after school programs, exhibits, art-making and display, and “open-house” opportunities for new participants to sample world arts and cultures. Lotus sees the building as a new means of engaging with new audiences and expanding year-round, multicultural arts access for a broader population within our community.

Participants in current Lotus programs are drawn from all walks of community life and represent a wide cross-section of ages, ethnicities, abilities, and backgrounds. One of Lotus’s strengths is our broad network of community partners, both for program development and program delivery. Lotus staff partners with social-service agencies (Boys & Girls Club, Girls Inc., Monroe Co. Youth Services Bureau, etc.); Indiana University and Ivy Tech departments, students, and faculty; a multi-county network of schools and teachers; the City of Bloomington; and other area non-profits and organizations such as the Monroe County Public Library, Rhino’s Youth Center, Stone Belt, Meadowood and Bell Trace Senior Communities, Mathers Museum of World Cultures, and more.

Total Number of City Residents Served by this project in 2017: Zero, renovations are needed first to provide a safe and accessible space for community members. Once the project is completed, city residents will make up a majority of those who use the space, given its location in the Urban Enterprise Zone.

Is this request for operational funds? ☐ Yes ☒ No
If “yes,” indicate the nature of the operational request:

☐ Pilot ☐ Bridge ☐ Collaborative ☐ None of the Preceding – General request for
operational funds pursuant to 2017 funding guidelines.

Please describe when you plan to submit your claims for reimbursement and what steps precede a complete draw down of funds:

Lotus will submit a claim for reimbursement once work has completed, and before the December deadline for Jack Hopkins funded projects. Lotus will draw down all funds for the ADA compliant bathroom renovation.

If completion of your project depends on other anticipated funding, please describe when those funds are expected to be received:
Not applicable

Do you own or have site control of the property on which the project is to take place?

☒ Yes ☐ No ☐ N/A

Is the property zoned for your intended use?

☒ Yes ☐ No ☐ N/A

If “no,” please explain:

If permits, variances, or other forms of approval are required for your project, please indicate whether the approval has been received. If it has not been received, please indicate the entity from which the permitting or approval is sought and the length of time it takes to secure the permit or approval.

Note: *Funds will not be disbursed until all requisite variances or approvals are obtained.*

Lotus is working with our contractor to obtain the appropriate permits, in close contact with the City of Bloomington Planning and Transportation Department. Permit is expected by early to mid-summer and is valid for one year from date picked up.

Due to limited funds, the Committee may recommend partial funding for a program. In the event the Committee is unable to meet your full request, will you be able to proceed with partial funding?

☒ Yes ☐ No

If “yes,” please provide an itemized list of program elements, ranked by priority and cost:

Priority #1
(Item & Cost)
Demolition of existing bathroom: \$2,000

Priority #2
(Item & Cost)
Rebuild bathroom to ADA specifications: \$15,000

Priority #3

(Item & Cost)

Priority #4
(Item & Cost)

Priority #5
(Item & Cost)

Priority #6
(Item & Cost)

Project Synopsis *(250 words or less)*

Please provide a brief overview of your project. This synopsis will be used in a summary of your proposal. Please begin your synopsis with the amount you are requesting and a concrete description of your proposed project. E.g., "We are requesting \$7,000 for an energy-efficient freezer to expand our emergency food service program."

We are requesting \$17,000 to renovate the ground-floor bathroom of the Lotus building to make it compliant with ADA standards. This renovation is essential to create a new multicultural art space that is truly welcoming and accessible for all audiences. Lotus prides itself on working in ADA compliant community spaces to provide enriching, hands-on activities to underserved audiences and at-risk youth, and we have been effective reaching these populations through strong partnerships with social service agencies (i.e. Stone Belt, Bell Trace, and other organizations that serve people with disabilities). Lotus worked with the City of Bloomington to acquire a decommissioned historic firehouse on the underserved West Side, with the intent to renovate/repurpose the building into a vibrant new community arts space – the only arts center in the downtown area dedicated to global/multicultural arts. The lone street-level bathroom is not ADA compliant – it is too small for wheelchair access and provides other mobility impediments – and it is currently the only barrier to full accessibility in the new space. Renovating the public bathroom to conform to ADA standards will allow Lotus to provide small concerts, classes, after school programs, exhibits, and more to all audiences – without barriers – and to continue its commitment to providing world arts and cultures programs that are accessible to people of all ages and abilities.

CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Your responses will be used in a summary of your proposal.

NEED (200 words or less)

Explain how your project addresses a previously-identified priority for social services funding as documented in the Service Community Assessment of Needs, the City of Bloomington, Housing and Neighborhood Development Department's 2015-2019 Consolidated Plan, or any other community-wide survey of social services needs.

A main goal of the Consolidated Plan includes improving the safety and livability of neighborhoods, increasing access to quality public and private facilities and services. This includes restoring and preserving properties of special historic, architectural, or aesthetic value. Lotus's adaptive reuse of the historic 1950's firehouse into a multicultural art space for all, will keep the character of the firehouse, while bringing modern accommodations to welcome people of all abilities. According to the SCAN report, Human Services organizations reported the largest increase in demand. Lotus is able to provide meaningful art-making and music activities to organizations looking for ways to augment programming and reach broader populations. Many of our partnerships focus on families, inter-generational audiences, people with disabilities, and at-risk youth.

One of the strategies (Strategy 5) in the Consolidated Plan includes *providing funding to nonprofit organizations that provide valuable services to improve quality of life*. The Lotus community space at 105 S. Rogers is located in a geographic priority area, the Bloomington Urban Enterprise Zone. Lotus's outreach programming works hard to encourage underserved community members to participate in art, value their creative contributions, and feel part of the community.

ONE-TIME INVESTMENT *(100 words or less)*

Jack Hopkins Funds are intended to be a one-time investment. Please explain how your project fits this criterion. If you are requesting operational funds (e.g., salaries, rent, vouchers, etc), please explain how your project satisfies an exception to the one-time funding rule (pilot, bridge, or collaborative). If you are requesting operational funds that do not satisfy one of the aforementioned exceptions, but your request is being made pursuant to the 2017 allowance for operational funds, please make that clear. If you are requesting operational funding, you must detail your plan for future funding.

Lotus is seeking capital funds to support a one-time renovation to the bathroom in the new Lotus community space, in order to create a bathroom that meets ADA standards/compliance and allows safe, comfortable, barrier-free use of the space for everyone in the community.

FISCAL LEVERAGING *(100 words or less)*

Describe how your project will leverage other resources, e.g., other funds, in-kind contributions, or volunteers.

Lotus is a stable organization with active Board fiscal oversight and a tightly managed annual budget. To maintain Lotus's fiscal health without compromising existing programs, Lotus is looking for one-time grant funding to support the bathroom renovation. Lotus is prepared to seek in-kind donations from local businesses for materials, to request donation of contractor services, and to recruit volunteers for "sweat equity" as appropriate to keep costs low. Lotus does have a small emergency reserve that could be available to buffer unexpected renovation expenses, but we are hoping to fund this project primarily with outside funding and in-kind contributions.

LONG-TERM BENEFITS (200 words or less)

Explain how your program will have broad and long-lasting benefits for our community.

Adding an ADA-compliant bathroom to the new community space will help meet Lotus's goal of providing a person-centered and safe facility for all. The bathroom renovation in particular will allow Lotus to promote the new space as fully accessible for people of all demographics and abilities, upholding Lotus's commitment to diversity and to providing barrier-free programs. We expect specific positive outcomes in the strength of our partnerships with organizations such as Stone Belt that serve people with developmental disabilities, or organizations focused on seniors and youth with mobility challenges. Lotus has a successful track record of community-driven arts projects exploring world culture. Lotus sees this new accessible space as a means of expanding its audience. It intends to be an active and regular participant in the community at the western edge of the Bloomington Entertainment & Arts District — drawing in people of all abilities to participate in art and culture in their own neighborhood. Direct involvement in the arts improves individuals' sense of belonging or attachment to a community and leads to positive community norms such as diversity, acceptance of others, and free expression. Strong social networks have ties to positive health and economic outcomes as well (Williams, 1995).

OUTCOME INDICATORS (100 words or less)

Please either list or describe the outcome indicators you intend to use to measure the success of your project.

The ultimate outcome of a project (e.g., reduced hunger, homelessness or addiction rates) are often not readily observable within the Jack Hopkins funding period. For that reason, we are asking agencies to provide us with *outcome indicators*. In contrast to program activities (what you bought or did with grant funds) and the long-term impacts of a program (the lasting social change effected by your initiative), the data we seek are the short-term indicators used to measure the change your program has created during the period of your funding agreement. Where possible, this information should be expressed in quantitative terms.

Examples: an agency providing a service might cite to the number of persons with new or improved access to a service. If funds were used to meet a quality standard, the agency might report the number of people who no longer have access to a substandard service. An agency seeking to purchase equipment or to make a physical improvement might cite to the number of residents with new or improved access to a service or facility. If funds were used to meet a quality standard or to improve quality of a service or facility, an agency might report the number of people who have access to the improved service or facility

Effectiveness of the project will be clearly demonstrated through broad, barrier-free use of the space and strong participation in Lotus on-site arts programming by a range of populations, including those with mobility challenges. In this new space, participants of all abilities will connect with others in their community and from around the world, and will be empowered to express themselves creatively -- exploring their own ideas, talents, and curiosity, within a global context. Lotus will be tracking and reviewing the uses of the space and the range of populations benefiting from the renovation project.

OTHER COMMENTS *(500 words or less)*

Use this space to provide other information you think the Committee would find useful. Any additional comments should supplement, not restate, information provided in the foregoing.

<u>ADA Restroom</u>				
\$1.00	Demo existing restroom: Remove chimney, demolish CMU, plumbing work	Lump sum	\$2,000.00	\$2,000.00
\$1.00	New restroom: Materials and Labor	Lump sum	\$15,000.00	\$15,000.00
Subtotal				\$17,000.00



Bid for ADA bathroom renovation at 105 S. Rogers (Lotus Headquarters)

- Demo existing bathroom per plans from Springpoint Architects (5.5.2016, see attached)
- Remove chimney per plans (5.5.2016, see attached)
- Demolish CMU as necessary to allow for ducting
- Move water main and other drains/supply lines under-slab, as necessary
- All materials and labor to build ADA bathroom per plans (5.5.2016, see attached)

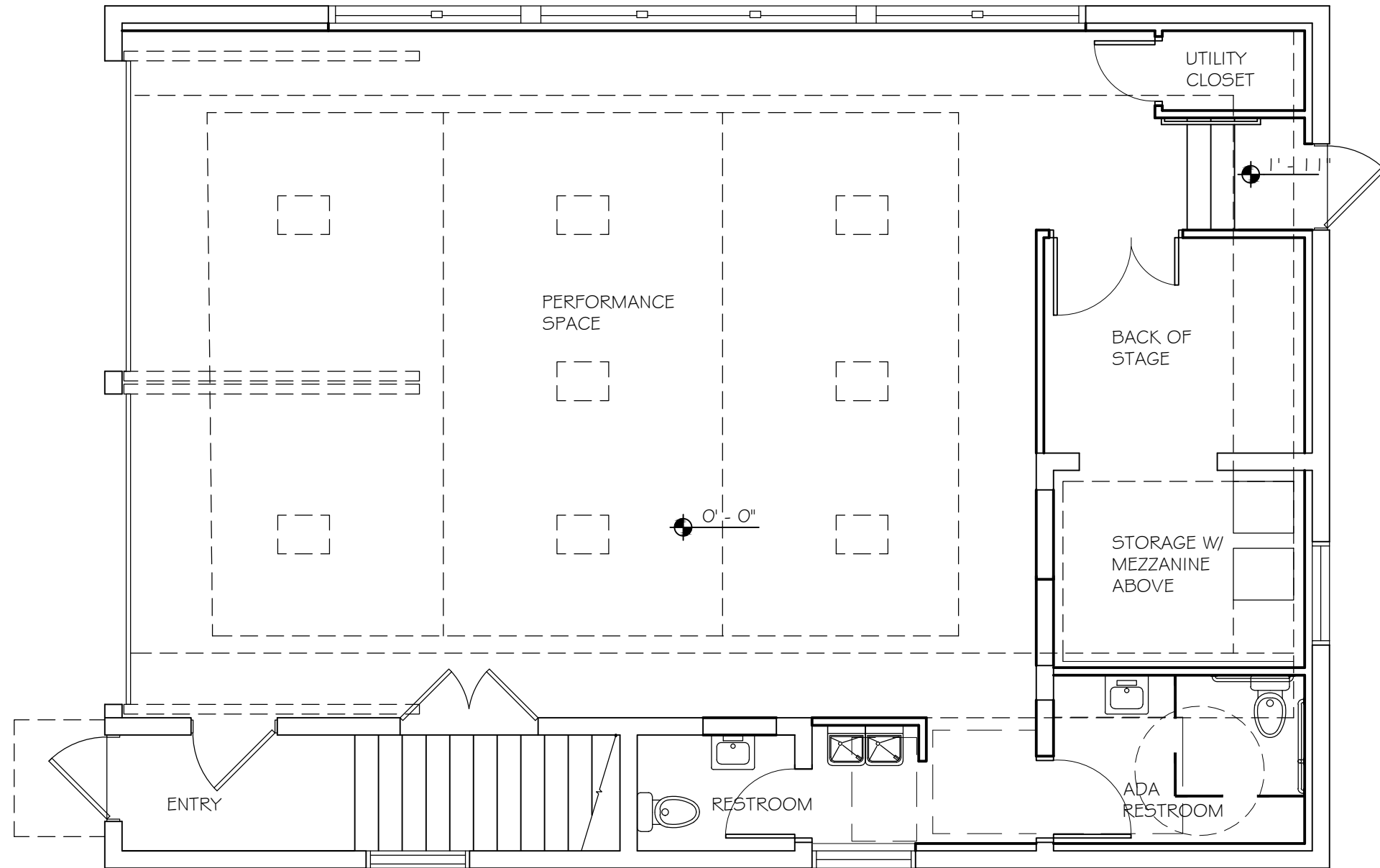
Total bid amount: 17,000

Loren Wood Builders 4535 E. 3rd St. Bloomington, IN 47401

(812) 345-3801

www.lorenwoodbuilders.com

Loren Wood



PROPOSED
A FLOOR PLAN
SCALE: 3/16" = 1'-0"

revisions

project title

LOTUS FOUNDATION

105 S. ROGERS STREET
BLOOMINGTON, INDIANA

project information

PROJECT NO: 15-50
ISSUE DATE: 05.05.16
REVISION DATE:

DRAWN BY:
CHECKED BY:

sheet title

FLOOR PLAN

sheet number

Lotus Education & Arts Foundation
Profit & Loss Budget vs. Actual
 January through December 2016

	Jan - Dec 16	Budget
Ordinary Income/Expense		
Income		
4000 · Contributed support		
4010 · Individual Contributions	62,257.21	60,000.00
4020 · Corporate Contributions	87,950.00	85,000.00
4050 · Shop to Support Contributions	549.25	
4140 · Gifts in kind	7,875.00	8,300.00
4200 · Non-Government Grants	31,867.96	25,000.00
4500 · Government Grants		
4520 · Federal grants	20,000.00	21,000.00
4530 · State grants	21,449.00	9,350.00
4540 · Local government grants	2,900.00	2,500.00
Total 4500 · Government Grants	44,349.00	32,850.00
Total 4000 · Contributed support	234,848.42	211,150.00
5000 · Earned revenues		
5100 · Program Service Revenues		
5110 · Festival Tickets	183,818.06	185,000.00
5120 · Blossoms School Fees	4,175.00	3,600.00
5130 · Concert Tickets	0.00	0.00
5140 · Class/Workshop Fees	800.00	0.00
Total 5100 · Program Service Revenues	188,793.06	188,600.00
5200 · Miscellaneous Income	231.87	0.00
5400 · Festival Souvenirs & Concession		
5420 · Food & Beverage Proceeds	5,125.00	3,000.00
5440 · Gross souvenir sales		
5441 · Artist CD Sales	14,287.00	20,000.00
5442 · T-shirt Sales	7,010.00	7,000.00
5443 · Poster Sales	0.00	0.00
5445 · Pin Sales	3,181.75	2,500.00
5446 · Book Sales	120.00	50.00
5447 · Bag Sales	36.00	100.00
5448 · Cap Sales	810.00	250.00
5449 · Bandana Sales	782.50	
5450 · Endowment Item Sales	0.00	0.00
5451 · Misc Merch Sales	(286.00)	1,000.00
Total 5440 · Gross souvenir sales	25,941.25	30,900.00
5470 · Cost of items sold		
5471 · Artist CD Costs	(12,140.35)	(17,000.00)
5472 · T-Shirt Costs	(4,197.01)	(3,100.00)
5473 · Poster Costs	0.00	0.00
5475 · Pin Costs	(1,723.53)	(1,500.00)
5476 · Book Costs	0.00	0.00
5477 · Bag Costs	(200.00)	(100.00)
5478 · Cap Costs	0.00	0.00
5479 · Bandana Cost	(450.00)	
5480 · Endowment Item Costs	0.00	0.00
5482 · Misc Merch Costs	(477.72)	
Total 5470 · Cost of items sold	(19,188.61)	(21,700.00)
Total 5400 · Festival Souvenirs & Concession	11,877.64	12,200.00
5800 · Special event/benefit revenue		
5810 · Special event admissions	10,625.00	12,000.00
5820 · Special event contributions	16,610.00	12,000.00
5830 · Special event expenses	(2,324.62)	(4,000.00)
Total 5800 · Special event/benefit revenue	24,910.38	20,000.00
Total 5000 · Earned revenues	225,812.95	220,800.00
Total Income	460,661.37	431,950.00
Gross Profit	460,661.37	431,950.00

Lotus Education & Arts Foundation
Profit & Loss Budget vs. Actual
 January through December 2016

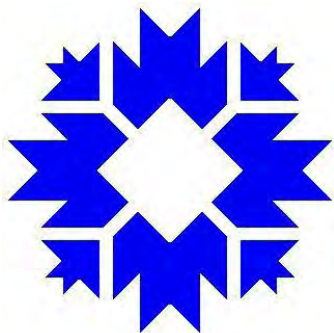
	Jan - Dec 16	Budget
Expense		
7000 · Personnel-related expenses		
7200 · Salaries & related expenses		
7210 · Executive Director salary	49,000.12	49,000.00
7220 · Office staff salaries	117,400.14	117,400.00
7240 · Employee benefits - medical	14,714.67	14,664.00
7250 · Payroll taxes	12,730.12	12,730.00
Total 7200 · Salaries & related expenses	193,845.05	193,794.00
7500 · Contract services & labor		
7530 · Legal fees	0.00	0.00
7540 · Professional services fees		
7542 · Graphic Design	800.00	1,000.00
7544 · Work Study	1,499.03	1,250.00
7546 · Other professional services	12,030.00	12,000.00
Total 7540 · Professional services fees	14,329.03	14,250.00
7550 · Program contract labor		
7553 · Security/Traffic	3,228.75	3,000.00
7555 · EMT & Medical	0.00	975.00
7557 · Other Labor	0.00	4,000.00
7559 · Union Labor (BCT)	3,281.25	3,000.00
Total 7550 · Program contract labor	6,510.00	10,975.00
Total 7500 · Contract services & labor	20,839.03	25,225.00
Total 7000 · Personnel-related expenses	214,684.08	219,019.00
8000 · Non-personnel expenses		
8100 · Administrative Expenses		
8110 · Office supplies	776.78	1,500.00
8120 · Postage & Shipping	1,097.06	2,000.00
8140 · Printing & copying - general	1,945.36	2,000.00
8150 · Office Equipment & Software	6,784.54	1,600.00
8160 · Subscriptions & dues	122.92	250.00
8180 · Financial Services Fees		
8182 · Bank Service Fees	(13.00)	100.00
8184 · Credit Card Service Fees	6,918.13	6,000.00
Total 8180 · Financial Services Fees	6,905.13	6,100.00
Total 8100 · Administrative Expenses	17,631.79	13,450.00
8200 · Occupancy Expenses		
8210 · Office Rent	3,302.25	4,225.00
8220 · Utilities	2,927.47	3,000.00
8230 · Telephone & Internet	2,643.30	3,000.00
8240 · Insurance	6,400.00	3,642.00
8250 · Storage	0.00	0.00
8255 · Building Move/Reno/Maintenance	5,757.76	0.00
Total 8200 · Occupancy Expenses	21,030.78	13,867.00
8300 · Meeting & Travel Expenses		
8310 · Conference Travel	88.43	100.00
8320 · Conference lodging	253.76	250.00
8330 · Registration Fees	0.00	100.00
8340 · Conference/travel meals	86.64	100.00
8350 · Business Meals	481.63	500.00
8360 · Board meeting expenses	164.60	200.00
Total 8300 · Meeting & Travel Expenses	1,075.06	1,250.00
8400 · Marketing & Advertising		
8410 · Promotional Materials	3,825.57	3,500.00
8420 · Ad buys	3,579.06	4,000.00
8430 · Booth Rental	0.00	85.00
8440 · Other Marketing	350.00	1,000.00
Total 8400 · Marketing & Advertising	7,754.63	8,585.00
8500 · Other expenses		
8540 · Staff development & classes	0.00	500.00
8550 · Volunteer management	7,604.72	5,500.00
8590 · Miscellaneous Expenses	910.40	4,684.00
Total 8500 · Other expenses	8,515.12	10,684.00

Lotus Education & Arts Foundation

Profit & Loss Budget vs. Actual

January through December 2016

	Jan - Dec 16	Budget
8700 · Donor Development/Stewardship		
8710 · Receptions (non-benefit)	3,643.28	2,800.00
8720 · Donor Thank-You Items	0.00	550.00
Total 8700 · Donor Development/Stewardship	3,643.28	3,350.00
8800 · Direct Program Expenses		
8810 · Artist/Performer Expenses		
8811 · Music Artist Fees	77,075.00	80,000.00
8812 · Visual Artist Fees	1,400.00	1,000.00
8813 · Music Licensing Fees	1,006.04	1,000.00
8815 · Artist Lodging	10,730.48	11,500.00
8816 · Artist Travel	2,096.09	3,500.00
8817 · Artist Meals/Catering	2,381.58	2,300.00
Total 8810 · Artist/Performer Expenses	94,689.19	99,300.00
8820 · Venue Expenses		
88201 · Venue Rental	11,960.00	11,500.00
88202 · Tent Rental	13,664.19	19,500.00
88203 · Stage Rental	3,227.00	2,900.00
88204 · Outdoor Facilities	1,522.92	1,500.00
88205 · Electrical Needs	1,003.19	3,200.00
88206 · PA & Audio Rental/Labor	15,812.75	14,800.00
88207 · Lighting Rental/Labor	6,200.00	6,200.00
88208 · Instrument Rental (Backline)	2,610.99	1,500.00
88209 · Equipment Rental	1,741.85	2,000.00
88210 · Tables & Chairs Rental	1,976.13	1,800.00
88211 · Box Office Service Fees	1,853.87	2,000.00
Total 8820 · Venue Expenses	61,572.89	66,900.00
8830 · Other Program Expenses		
8832 · Visual Arts Materials	2,041.57	2,500.00
8835 · Misc. Event Supplies	2,538.36	2,500.00
8837 · Signage	1,356.38	1,500.00
8839 · Other Event Expenses	2,471.27	1,500.00
Total 8830 · Other Program Expenses	8,407.58	8,000.00
Total 8800 · Direct Program Expenses	164,669.66	174,200.00
Total 8000 · Non-personnel expenses	224,320.32	225,386.00
Total Expense	439,004.40	444,405.00
Net Ordinary Income	21,656.97	(12,455.00)
Other Income/Expense		
Other Income		
5325 · Investment Income	49,651.28	12,455.00
Total Other Income	49,651.28	12,455.00
Net Other Income	49,651.28	12,455.00
Net Income	71,308.25	0.00



CITY OF BLOOMINGTON, COMMON COUNCIL
JACK HOPKINS SOCIAL SERVICES FUNDING COMMITTEE
2017 GRANT APPLICATION

AGENCY INFORMATION

Lead Agency Name: Monroe County United Ministries, Inc.

Is Lead Agency a 501(c)(3)? ☒ Yes ☐ No

Number of Employees:

Full-Time	Part-Time	Volunteers
17	15	208

Address: 827 West 14th Court
Bloomington, IN

Zip Code: 47404

Phone: 812-339-3429

Agency E-Mail: mcum@mcum.org

Website: www.mcum.org

President of Board: Brian Drummy

Name of Executive Director: Erin Predmore

Phone: 812-339-3429 x11

E-Mail: epredmore@mcum.org

Name and Title of Person to Present Proposal to the Committee: Erin Predmore, Executive Director

Phone: 812-339-3429 x11

E-Mail: epredmore@mcum.org

Name of Grant Writer: Katie Broadfoot

Phone: 812-339-3429 x14

E-Mail: kbroadfoot@mcum.org

Agency Mission Statement *(150 words or less)*

**Note: If your organization is a faith-based agency, please provide the mission statement of your proposed project, not your agency.*

Monroe County United Ministries creates lasting solutions to economic, educational and social injustice in our community through quality services, collaboration and innovation.

PROJECT INFORMATION

Project Name: Compass Early Learning Center Start-up Operations

Is this a collaborative project? ☐ Yes ☒ No. If yes:

List name(s) of agency partner(s):

Please indicate: how your missions, operations and services do or will complement each other; the existing relationship between your agencies and how the level of communication and coordination will change as a result of the project; any challenges and steps you plan to take to address those challenges.

Address where project will be housed: 219 E 4th St, Bloomington, IN 47408

Total cost of project: \$65,000

Requested amount of JHSSF funding: \$20,000

Other Funds Expected for this Project (*Please indicate source, amount, and whether confirmed or pending*):

Total Number of Clients Served by this project in 2017: 96 children + 157 parents

Total Number of City Residents Served by this project in 2017: 94 children + 154 parents

Is this request for operational funds? ☒ Yes ☐ No
If “yes,” indicate the nature of the operational request:

☒ Pilot ☐ Bridge ☐ Collaborative ☐ None of the Preceding – General request for operational funds pursuant to 2017 funding guidelines.

Please describe when you plan to submit your claims for reimbursement and what steps precede a complete draw down of funds:

We plan to submit our claim in full as soon as funding becomes available. We will be opening our Compass Early Learning Center – Downtown on August 9, 2017.

If completion of your project depends on other anticipated funding, please describe when those funds are expected to be received:

Not applicable.

Do you own or have site control of the property on which the project is to take place?

☒ Yes ☐ No ☐ N/A

Is the property zoned for your intended use?

☒ Yes ☐ No ☐ N/A

If “no,” please explain:

If permits, variances, or other forms of approval are required for your project, please indicate whether the approval has been received. If it has not been received, please indicate the entity from which the permitting or approval is sought and the length of time it takes to secure the permit or approval.

Note: Funds will not be disbursed until all requisite variances or approvals are obtained.

While forms of approval are not required, MCUM will uphold its standards for quality and care at its second site. We have begun the processing of licensing the classrooms and space through the State of Indiana and will be licensed at the time of opening. Our Paths to Quality representative will re-assess MCUM’s program to maintain its Level 4 (the highest possible) quality ranking in both the Downtown and North locations. Additionally, the Downtown location will be assessed and inspected for its national accreditation through the National Association for the Education of Young Children (NAEYC) and we expect to have our accreditation certificate within the next 6 months.

Due to limited funds, the Committee may recommend partial funding for a program. In the event the Committee is unable to meet your full request, will you be able to proceed with partial funding?
☒ Yes ☐ No

If “yes,” please provide an itemized list of program elements, ranked by priority and cost:

<div>Priority #1</div> <div>(Item & Cost)</div>	<div>Staff salaries \$10,000</div> <div>(4 teachers, 4 aides, 1 Education Coordinator, & 1 Administrative Assistant)</div> <div>Funding for seven days of training to prepare staff at the new location.</div>
<div>Priority #2</div> <div>(Item & Cost)</div>	<div>Staff salaries \$10,000</div> <div>(4 teachers, 4 aides, 1 Education Coordinator, & 1 Administrative Assistant)</div> <div>Funding for the first week and a half of services at the new location.</div>
<div>Priority #3</div> <div>(Item & Cost)</div>	
<div>Priority #4</div> <div>(Item & Cost)</div>	
<div>Priority #5</div> <div>(Item & Cost)</div>	
<div>Priority #6</div> <div>(Item & Cost)</div>	

Project Synopsis *(250 words or less)*

Please provide a brief overview of your project. This synopsis will be used in a summary of your proposal. Please begin your synopsis with the amount you are requesting and a concrete description of your proposed project. E.g., "We are requesting \$7,000 for an energy-efficient freezer to expand our emergency food service program."

Monroe County United Ministries (MCUM) has acquired eight classrooms and facility use from First United Methodist Church to expand its childcare program, renamed the Compass Early Learning Center, through the opening of a second center. Jack Hopkins funding of \$20,000 will supplement the Compass Early Learning Center – Downtown’s budget for the first five months of the program’s operation, after which, program fees and full incorporation of the new site into MCUM’s fundraising campaigns will ensure its financial sustainability.

Full funding of this startup expense includes four teachers, four aides, one Education Coordinator and one Administrative Assistant. MCUM’s program costs include a living wage for its entire staff. In alignment with the committee’s goal to fund projects with the potential to provide lasting change and improve the human condition of Bloomington residents, this one-time funding will serve 253 total Monroe County residents within the center’s first five months of service - an increase of 96 children and more than double the number of children currently-served, program-wide.

CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Your responses will be used in a summary of your proposal.

NEED (200 words or less)

Explain how your project addresses a previously-identified priority for social services funding as documented in the [Service Community Assessment of Needs](#), the City of Bloomington, Housing and Neighborhood Development Department's [2015-2019 Consolidated Plan](#), or any other community-wide survey of social services needs.

Currently, 64% of Monroe County children ages 0-4 do not have a spot in a licensed childcare center. In recent years, the number of children in Monroe County in this age group has increased by nine percent (City of Bloomington SCAN 50), while spaces in licensed centers have decreased. MCUM's childcare program currently offers 84 slots and is the *only* licensed and accredited center in Monroe County that specifically targets low-income families. This project seeks to add 96 additional spots in a second location opening in August 2017. MCUM's program is directly sought by Section 4-A of the Anti-Poverty Strategy in The City of Bloomington's 2015-2019 Consolidated Plan.

The Community Survey in the Consolidated Plan ranked affordable childcare as a "close second" to mental health services as "the most critical need for our community," (55). Our highly-trained teaching staff uses a play-based, nationally-accredited curriculum that emphasizes literacy, communication, and math skills, and they practice the Conscious Discipline method to encourage emotional intelligence growth in children.

Jack Hopkins start-up funding for our second location will also provide:

- daily breakfast, lunch, and snacks (75% of daily nutritional requirements) for enrolled children;
- wellness checks (dental screenings, early childhood mental health therapy, flu shots);
- swim lessons;
- referrals to MCUM's Self Sufficiency Center and opportunities to participate in MCUM's Individual Savings Account program;
- parenting workshops; and,
- holiday assistance.

ONE-TIME INVESTMENT *(100 words or less)*

Jack Hopkins Funds are intended to be a one-time investment. Please explain how your project fits this criterion. If you are requesting operational funds (e.g., salaries, rent, vouchers, etc), please explain how your project satisfies an exception to the one-time funding rule (pilot, bridge, or collaborative). If you are requesting operational funds that do not satisfy one of the aforementioned exceptions, but your request is being made pursuant to the 2017 allowance for operational funds, please make that clear. If you are requesting operational funding, you must detail your plan for future funding.

Jack Hopkins funding for start-up costs for the Compass Early Learning Center – Downtown will ensure that on the center’s August 2017 opening date, 8 classrooms are fully staffed and stocked, allowing for maximum enrollment. MCUM’s fee structure ensures steady program funding as parents of enrolled children either pay a fee based on MCUM’s sliding fee scale or are enrolled in the Child Care Development Fund national fee scale, which reimburses MCUM for childcare costs. As the new site gains enrollment through the first months of operation, MCUM will gain program fee payments, thus stabilizing the program’s budget. Jack Hopkins funding will provide funding for critical operational needs like staff salaries and training support, required in order to open the center. The one-time, operational support will help cushion MCUM’s operations until the fee structure builds to a self-sustaining level.

FISCAL LEVERAGING *(100 words or less)*

Describe how your project will leverage other resources, e.g., other funds, in-kind contributions, or volunteers.

The start-up operational costs for Compass Early Learning Center – Downtown are a part of a much larger project that has been met with enthusiasm and also includes a pilot funding project for the start-up renovations costs of opening the second site. Raymond Foundation has committed to providing a \$10,000 “matching” incentive to encourage MCUM’s other donors to collectively raise \$10,000 at MCUM’s Spring Luncheon on April 30; these funds will be restricted for the Downtown site. Long-time MCUM supporters will commit to \$25,000 to support this pilot initiative.

MCUM is prepared to undertake additional fundraising as necessary to ensure the project is completed.

LONG-TERM BENEFITS (200 words or less)

Explain how your program will have broad and long-lasting benefits for our community.

The primary goal of Compass Early Learning Center is to provide high-quality care and school preparation at a cost that supports financial stability for working parents and low-income families. Other long-term outcomes include:

- prevent grade repetition and special education by up to 39%¹ (15% of Monroe County students receive special education);
- increase one's likelihood to pursue higher education¹ (49% of Monroe County adults do not have higher education degrees¹);
- support the attainment of higher-paying, stable jobs (Monroe County's current unemployment rate is 4.6%¹); and
- reduce the use of social services (10,472 Monroe County residents used SNAP benefits last year and more than ½ of Monroe County students were free and reduced lunch recipients).

OUTCOME INDICATORS (100 words or less)

Please either list or describe the outcome indicators you intend to use to measure the success of your project.

The ultimate outcome of a project (e.g., reduced hunger, homelessness or addiction rates) are often not readily observable within the Jack Hopkins funding period. For that reason, we are asking agencies to provide us with *outcome indicators*. In contrast to program activities (what you bought or did with grant funds) and the long-term impacts of a program (the lasting social change effected by your initiative), the data we seek are the short-term indicators used to measure the change your program has created during the period of your funding agreement. Where possible, this information should be expressed in quantitative terms.

<u>Outcome</u>	<u># Served</u>	<u>Estimated Impact</u>
More children will have new access to 8 classrooms and program services	96	Provide 96 additional children high-quality early childhood education and comprehensive services over the course of one year through both Compass Early Learning Center locations, including 90 flu shots, 48,960 meals, and higher kindergarten readiness in 40 5-year olds.
Provide new access to infant care.	16	Provide 16 infants quality care that sets them up for success in school and as adults.
More parents will have opportunities to maintain their employment and or pursue education.	157	Parents will not have to choose between affordability and quality and will higher also enjoy benefits like daily meals for their children that positively offset their overall financial condition.

OTHER COMMENTS (500 words or less)

Use this space to provide other information you think the Committee would find useful. Any additional comments should supplement, not restate, information provided in the foregoing.

It is imperative for children, parents, and the entire community that Monroe County has a spot for every child in a licensed childcare center. The number of children age 0-4 living in Bloomington has increased by 9% in recent years, generating an increased need for affordable childcare services.¹ MCUM is one of only eight childcare centers in Monroe County accredited by the National Association for the Education of Young Children in Monroe County (NAEYC), but is the *only* center in Monroe County that is licensed, accredited, and targets low-income families. Currently, there are 7,703 children aged 0-5 in Monroe County, but only 3,543 spots in licensed childcare centers¹. Of the 7,703 children, more than 4,300 are living at 130% poverty². With MCUM's current capacity to serve 84 children at one time, there is a gap of over 4,200 low-income children without spots in licensed centers.

While all early childhood education is important, research shows early childhood education for children from low-income families is one of the best long-term investments a community can make. According to the National Center for Children in Poverty (NCCP), early childhood education programs like MCUM's have the biggest impact on children from low-income families who, in addition to living in low-extreme poverty, experience other risk factors that influence lifelong achievement shortcomings. The National Education Association (NEA) explains that some of the biggest identifying characteristics that can predispose children to a lifelong achievement gap include: having family income below 50% of the Area Median Income (AMI) living in a single parent household, being a minority, having a primary language other than English, and a lack of access to key developmental opportunities. The majority of the children enrolled in MCUM's program meet at least three of these risk factors.

Several decades of research demonstrate that high-quality early childhood education programs produce short- and long-term positive effects on children's cognitive and social development. "Children in high-quality early childhood education programs [like MCUM's] usually benefit in the following ways: improved social skills, less or no need for special education, better grades, and enhanced attention spans (SCAN)." More spots in our accredited, licensed center will economically impact Monroe County families, with the greatest impact on low-income families on MCUM's sliding fee scale, who currently pay about 20 percent of the true cost of care.

In addition to taking the necessary steps to ensure the Downtown location is properly licensed and accredited to uphold and maintain the agency's standards, MCUM has a signed formal agreement with First United Methodist Church regarding use and rules of the space and will be ready to open on August 9, 2017. MCUM's Board of Directors, leadership staff, and key supporters have met this project with enthusiasm and are excited about MCUM's expansion.

¹ City of Bloomington Service Community Assessment of Needs (SCAN) Report. https://bloomington.in.gov/documents/viewDocument.php?document_id=2069

¹ City of Bloomington SCAN. https://bloomington.in.gov/documents/viewDocument.php?document_id=2069

Compass Early Learning Center Start-up Operations



mcum

Funding Sources	Amount	Percent
Jack Hopkins Social Services Grant - requested	\$20,000	31%
Raymond Foundation - confirmed	\$10,000	15%
MCUM Donors - confirmed	\$35,000	54%
Total	\$65,000	100%

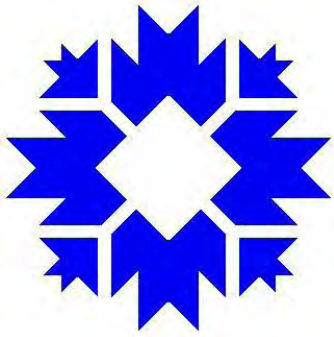
Project Expenses	Amount	Percent
Staff Salaries - 8 weeks	\$65,000	100%
Total	\$65,000	100%

MONROE COUNTY UNITED MINISTRIES, INC.

STATEMENT OF ACTIVITIES YEAR ENDED DECEMBER 31, 2016 (WITH COMPARATIVE TOTALS FOR THE YEAR ENDED DECEMBER 31, 2015)

	2016			2015
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Support and revenues				
Contributions	\$ 327,362	\$ 50,980	\$ -0-	\$ 378,342
Childcare vouchers	316,389	-0-	-0-	316,389
Grants	164,894	-0-	-0-	164,894
Childcare fees	188,752	-0-	-0-	188,752
Investment return, net	33,313	211	-0-	33,524
Change in value of beneficial interest in assets held by others, net	-0-	14,340	-0-	14,340
Miscellaneous income	8,497	-0-	-0-	8,497
Gain (loss) on disposal of equipment	1,500	-0-	-0-	1,500
Net assets released from restrictions	70,754	(70,754)	-0-	-0-
Total support, gains, and other revenue	1,111,461	(5,223)	-0-	1,106,238
Expenses				
Program services				
Preschool	759,951	-0-	-0-	759,951
Emergency services	173,324	-0-	-0-	173,324
Total program services	933,275	-0-	-0-	933,275
Management and general	63,317	-0-	-0-	63,317
Fundraising	97,459	-0-	-0-	97,459
Total expenses	1,094,051	-0-	-0-	1,094,051
Change in net assets	17,410	(5,223)	-0-	12,187
Net assets, beginning of year	2,209,754	40,280	210,346	2,460,380
Net assets, end of year	\$ 2,227,164	\$ 35,057	\$ 210,346	\$ 2,472,567

See accompanying notes to financial statements.



CITY OF BLOOMINGTON, COMMON COUNCIL
JACK HOPKINS SOCIAL SERVICES FUNDING COMMITTEE
2017 GRANT APPLICATION

AGENCY INFORMATION

Lead Agency Name: Mother Hubbard's Cupboard

Is Lead Agency a 501(c)(3)? ☒ Yes ☐ No

Number of Employees:

Full-Time	Part-Time	Volunteers
5	3	500

Address:

1100 W. Allen St. Bloomington, IN

Zip Code: 47403

Phone: 812-355-6843

Agency E-Mail: mhc@mhcfoodpantry.org

Website: www.mhcfoodpantry.org

President of Board of Directors: Thomas Tarzian

Name of Executive Director: Amanda Nickey

Phone: 812-355-6843

E-Mail: Amanda@mhcfoodpantry.org

Name and Title of Person to Present Proposal to the Committee: Sarah Cahillane

Phone: 812-355-6843

E-Mail: development@mhcfoodpantry.org

Name of Grant Writer: Sarah Cahillane

Phone: 812-355-6843

E-Mail: development@mhcfoodpantry.org

Agency Mission Statement (150 words or less)

**Note: If your organization is a faith-based agency, please provide the mission statement of your proposed project, not your agency.*

- Mother Hubbard's Cupboard (MHC) increases access to healthy food for all people in need in ways that cultivate dignity, self-sufficiency, and community. MHC provides healthy, wholesome food to people in need, and equips people with the skills, knowledge, and tools to grow and prepare their own food, making nutritious food and wholesome meals more accessible. MHC's four programs (Food Pantry, Garden Education, Nutrition Education, and Tool Share) form a holistic approach to tackling the issues of hunger and food insecurity. All MHC programs focus on serving low-income families at or below 200% of the federal poverty line. MHC's Food Pantry Program is the largest in the region and last year distributed 181,336 bags of healthy groceries to people in need.

PROJECT INFORMATION

Project Name: ☐ Equipment purchase

Is this a collaborative project? ☐ Yes ☒ No. If yes:

☐ List name(s) of agency partner(s):

Please indicate: how your missions, operations and services do or will complement each other; the existing relationship between your agencies and how the level of communication and coordination will change as a result of the project; any challenges and steps you plan to take to address those challenges.

☐

Address where project will be housed:
1100 W. Allen St. Bloomington, IN

Total cost of project:
\$4,001.64

Requested amount of JHSSF funding:
\$4,001.64

Other Funds Expected for this Project (*Please indicate source, amount, and whether confirmed or pending*):
N/A

Total Number of Clients Served by this project in 2017:
10,985

Total Number of City Residents Served by this project in 2017:
6,810 (62% of total)

Is this request for operational funds? ☐ Yes ☒ No

If “yes,” indicate the nature of the operational request:

☐ Pilot ☐ Bridge ☐ Collaborative ☐ None of the Preceding – General request for operational funds pursuant to 2017 funding guidelines.

Please describe when you plan to submit your claims for reimbursement and what steps precede a complete draw down of funds:

- MHC will purchase the equipment upon notification of receiving the grant, and submit the claim as soon as possible.

If completion of your project depends on other anticipated funding, please describe when those funds are expected to be received:

- N/A

Do you own or have site control of the property on which the project is to take place?

☒ Yes ☐ No ☐ N/A

Is the property zoned for your intended use?

☐ Yes ☐ No ☒ N/A

If “no,” please explain:

▫

If permits, variances, or other forms of approval are required for your project, please indicate whether the approval has been received. If it has not been received, please indicate the entity from which the permitting or approval is sought and the length of time it takes to secure the permit or approval.

Note: *Funds will not be disbursed until all requisite variances or approvals are obtained.*

- N/A

Due to limited funds, the Committee may recommend partial funding for a program. In the event the Committee is unable to meet your full request, will you be able to proceed with partial funding?

[X] Yes [] No

If “yes,” please provide an itemized list of program elements, ranked by priority and cost:

Priority #1	▫
(Item & Cost)	Freezer: \$1,519.00
	Safety Lighting: \$1,746

Priority #2	▫
(Item & Cost)	Power washer: \$319

Priority #3	▫
(Item & Cost)	

Priority #4	▫
(Item & Cost)	

	▫
Priority #5	
(Item & Cost)	

Priority #6	▫
(Item & Cost)	

Project Synopsis *(250 words or less)*

Please provide a brief overview of your project. This synopsis will be used in a summary of your proposal. Please begin your synopsis with the amount you are requesting and a concrete description of your proposed project. E.g., "We are requesting \$7,000 for an energy-efficient freezer to expand our emergency food service program."

- MHC requests \$4,001.64 in funding to replace our patron meat freezer, purchase a power washer to maintain the siding of our newly purchased building, and install safety lights on the exterior of our building. The current meat freezer we have is damaged, and due to the age of the freezer, the parts needed for repair are not available. The replacement of the meat freezer will also allow us to preserve food freshness more efficiently, saving money on utility bills, and lessening the likelihood that we face a shortage due to premature spoilage and that shoppers are unable to fill their grocery bags when they visit MHC. The power washer and lights will assist in the general upkeep and security of our building spaces, which are both essential for making the Hub a welcoming and comfortable place for our patrons and volunteers. The purchase of these items will help us maintain and sustain our four programs, which provide low-income, food-insecure individuals with access to healthy food, learning opportunities, resources, and access to kitchen and garden tools for at-home use.

CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Your responses will be used in a summary of your proposal.

NEED (200 words or less)

Explain how your project addresses a previously-identified priority for social services funding as documented in the [Service Community Assessment of Needs](#), the City of Bloomington, Housing and Neighborhood Development Department's [2015-2019 Consolidated Plan](#), or any other community-wide survey of social services needs.

□

MHC provides emergency food, nutrition and gardening education, and makes gardening and kitchen tools available at no cost to patrons. Mother Hubbard's Cupboards programming addresses the needs outlined in both the Service Community Assessment of Needs (SCAN) and the Housing and Neighborhood Development Department's (HAND) 2015-2019 Consolidated Plan. Specifically, MHC aligns with NA-50, Non-Housing Community Development Needs-91.215 (f) (Strategy 5, 1&3), which states HAND's priority to "Provide funding to non-profit organizations that serve low income individuals/families with their basic emergency needs: food, shelter and health care." And, "Provide funding to non-profit organizations that provide valuable services to improve quality of life." (P.6) MHC's programming develops the self-sustainability of community members who participate in educational services. Community members who participate in the Nutrition and Garden programs gain skills that reduce their dependency on emergency food providers. MHC also helps low-income community members access the "Essentials" as outlined in SCAN (section 7). From 2013-2016, demand for our services increased 85%. This increase has required more time and money spent maintaining both large necessities (such as our freezer), and our patron environment. Providing a safe, vibrant, and welcoming environment for patrons is a core tenet of MHC's practices.

ONE-TIME INVESTMENT *(100 words or less)*

Jack Hopkins Funds are intended to be a one-time investment. Please explain how your project fits this criterion. If you are requesting operational funds (e.g., salaries, rent, vouchers, etc), please explain how your project satisfies an exception to the one-time funding rule (pilot, bridge, or collaborative). If you are requesting operational funds that do not satisfy one of the aforementioned exceptions, but your request is being made pursuant to the 2017 allowance for operational funds, please make that clear. If you are requesting operational funding, you must detail your plan for future funding.

- The one-time purchase of new equipment will improve efficiency and allow for crucial maintenance needs for our newly purchased building. MHC purchased our building in 2016, and aims to be as self-sufficient as possible when maintaining our space. The requested equipment will provide MHC the ability to utilize volunteers and staff to help us with upkeep. A new freezer is necessary, due to our inability to purchase the parts needed for repairs of our current model.

FISCAL LEVERAGING *(100 words or less)*

Describe how your project will leverage other resources, e.g., other funds, in-kind contributions, or volunteers.

- MHC uses a combination of in-kind donations, volunteer support, and collaborative partnerships to maximize programming efficiency. Funding sources are equally diverse, ranging from national, regional, and local grants, individual donors and corporations. MHC maintains an average of 500 volunteers annually, many of who will play a role in the maintenance of the building. Not only will the requested equipment improve MHC's award winning programming, it will allow for quick, easy, and frequent maintenance of crucial elements.

LONG-TERM BENEFITS (200 words or less)

Explain how your program will have broad and long-lasting benefits for our community.

- MHC's programming would significantly benefit from a one-time equipment purchase. Our programs have grown significantly since the move to the new facility in June 2013, and demand continues to grow. According to Feeding America, an estimated 25,130 food insecure people live in Monroe County. Monroe County's food insecurity rate was 17.9% in 2015, higher than the national average of 15.9%. Food insecurity in adults has been linked to an increased risk of diabetes and chronic cardiovascular illnesses. Children who live in food insecure households have an increased likelihood of being sick, having growth problems, and being at risk for obesity. Research suggests that nutrition education can be an effective instrument to addressing barriers to unhealthy eating. Gardening can also have a positive impact on participants' physical, mental, and nutritional health. MHC provides the Monroe County's largest food pantry, innovative garden and nutrition education programing, and the first food security tool share program of its kind. MHC is a key contributor to the national dialogue on food security. Providing a safe, vibrant environment for our patrons would allow MHC to continue to be an innovative leader in food justice and anti-hunger work.

OUTCOME INDICATORS (100 words or less)

Please either list or describe the outcome indicators you intend to use to measure the success of your project.

The ultimate outcome of a project (e.g., reduced hunger, homelessness or addiction rates) are often not readily observable within the Jack Hopkins funding period. For that reason, we are asking agencies to provide us with *outcome indicators*. In contrast to program activities (what you bought or did with grant funds) and the long-term impacts of a program (the lasting social change effected by your initiative), the data we seek are the short-term indicators used to measure the change your program has created during the period of your funding agreement. Where possible, this information should be expressed in quantitative terms.

Examples: an agency providing a service might cite to the number of persons with new or improved access to a service. If funds were used to meet a quality standard, the agency might report the number of people who no longer have access to a substandard service. An agency seeking to purchase equipment or to make a physical improvement might cite to the number of residents with new or improved access to a service or facility. If funds were used to meet a quality standard or to improve quality of a service or facility, an agency might report the number of people who have access to the improved service or facility

- New equipment will save MHC time and money by increasing program efficiency. With new equipment, we will be able to maintain and upkeep our space internally, saving us money by eliminating the need for outside help. Time will also be saved, as these maintenance tasks can be added to the daily chores of staff and volunteers.

OTHER COMMENTS *(500 words or less)*

Use this space to provide other information you think the Committee would find useful. Any additional comments should supplement, not restate, information provided in the foregoing.

□

As the largest direct-service provider of emergency groceries in our community, MHC fills a vital role in the continuum of care for lower-income individuals, including homeless and temporarily sheltered community members. On average, MHC's food pantry serves 3,800 people each week, or two patrons per minute for the 30 hours that we are open each week. Children make up approximately 38% of our patrons—or 1400 children weekly—and adults over the age of 55 make up 25% of our patrons—950 weekly patrons. These especially vulnerable populations, children and the elderly, make up nearly two thirds of those patrons who struggle to find enough food to eat without our pantry. MHC's pantry is determined to feed the many veterans, pregnant and nursing mothers, single mothers, and disabled individuals who seek out our services every weekday.

Food assistance allows families and individuals to allocate limited resources toward housing costs, childcare, healthcare, and other “non-negotiables,” preventing homelessness and other crises. We select and stock nutritious foods, operate using an honor based, patron-choice model, and allow patrons to use services once per week with no cut-off for services. MHC provides services in ways that respect patrons and their choices, and encourage patrons to be directly involved with MHC's programs by volunteering. MHC will continue to cooperate with other local service providers to maximize efficiency, avoid service duplication, and improve the quality of service to our patrons.

MHC runs on volunteer efforts. In an average week, the pantry has between 80-100 volunteers that staff us 5 days a week, 6 hours a day. They lift, move, stack, and stock the 1.25 million pounds of food that we distribute each year. In the gardens, we have an average of 30 volunteers per week who weed, harvest, mulch, turn compost, and much more. On average, we have approximately 500 volunteers annually. Volunteer shifts of all kinds are available at all times of the day. Because over 50% of our volunteers are also patrons, the pantry is truly run by those it serves. We believe the pantry is most effective when our patrons have an active role in our programs. Patrons often become donors themselves and see themselves as important members of our local community, a significant mark of the self-sufficiency that we look to cultivate at the Hub. For example, a patron who wished to remain anonymous recently donated 83 lbs. of groceries that she had brought from the grocery store, such as milk, meat, yogurt, bread, and lettuce. She explained that when she had surgery in the past, she was very grateful that the pantry was able to supply these items to her when she needed them. This is just one example of how our patrons are our most valuable assets in making the pantry user-friendly. We hope that patron participation at MHC will increase our patrons' sense of self-determination to make better lives for themselves and their families.

2017 Jack Hopkins Budget

Item and Quantity	Price	Total
Excellence HB-23L Jumbo Display Freezer + delivery	\$ 1,937.06	\$ 1,937.06
Pressure Washer	\$319	\$319
Exterior lights and installation	\$1,746	\$1,746
Total		\$ 4,001.64



Electric Services & Plumbing

1000 West Allen Street
Bloomington, IN 47403
(812) 339-6345

4/3/17

Electrical Proposal

Contractor: Mother Hubbards Cupboard

Job:

Location:

Scope of work:

Electric Services & Plumbing proposes the electrical work with the following:

- 1 LED can light retrofit
- 2 Double flood lights (LED) (Front corners)
- 3 LED wall packs (over doors)
- 2- 4' LED 2 strip fixtures (front canopy)
- 1 Small LED wall pack (Back door)

Total Bid Cost-----\$1,745.58

Project Manager: Scott Michael/ Signature: _____

Acceptance of Proposal/ Signature: _____

Date of Acceptance: _____

Any Extras: Will result in a Field Change Order at a rate of \$ 48.00 Per. Man Hour. This Change Order must be signed before work can be started.

A Service Charge of 3 % will be added to Statements over 30 days. Customer will be responsible for any Attorney Fees and all Collection Costs.

Thanks for considering our services at Electric Services and Plumbing



Excellence HB-23L Jumbo Display Freezer with LED Lighting - 23.3 cu. ft.

Item #: 360HB23L MFR #: HB-23L



Only

\$1,519.00/Each

Note: Shown without
casters

- ✓ Roomy interior offers 23.3 cu. ft. of storage space
- ✓ Baskets and dividers for interior organization included
- ✓ Double-sided interior LED lighting illuminates your merchandise
- ✓ Clear, easy to open doors
- ✓ Pre-coated steel interior is built to last
- ✓ Includes 4 casters, 2 locking
- ✓ 2 high efficiency compressors create a total of 3/4 hp
- ✓ Uses R-404A refrigerant; 115V

400012146053

New

Shipping:

Usually Ships in 3-4 Business Days

UPC Code:

Condition:



Width	73 3/4 Inches
Depth	32 1/2 Inches
Height	33 3/4 Inches
Amps	5.5 Amps
Hertz	60
Phase	1
Voltage	115 Volts
Capacity	23.3 cu. ft.
Color	White
Compressor Location	Bottom Mounted
Door Style	Sliding
Door Type	Glass
Horsepower	3/4 HP
Lid Type	Flat
Number of Doors	2
Temperature Range	-15 - 10 Degrees F

Details

Keep your foods frozen in the Excellence HB-23L jumbo display freezer! With plenty of space for storing ice cream and other frozen treats, this freezer makes sure that each and every item is visible and arranged so that your customer can view your full selection.

Featuring baskets and dividers, the unit provides you with organization options to best suit your merchandise and customers. To showcase your selection, the easy to open doors are see-through, so you and your customers don't have to keep opening the freezer to examine your supply. LED lights are also located within the freezer's interior on both sides, providing even greater interior visibility. Plus, made of pre-coated steel, the interior is sure to be reliable and durable over time, even with daily use.

With two high efficiency 3/8 hp compressors that circulate R-404A refrigerant, the unit is designed to maintain cold temperatures of -15 to 10 degrees Fahrenheit to preserve maximum food quality. Included are four casters, two of which are locking, which simplifies the freezer's installation and routine servicing by making the unit mobile. This unit requires a 115V electrical connection.

Overall Dimensions:

Width: 73 3/4"

Depth: 32 1/2"

Height: 33 3/4"

Capacity: 23.3 cu. ft.

This Item Ships via Common Carrier. For more information and tips to help your delivery go smoothly, click [here](#).

Because this item is not stocked in our warehouse, processing, transit times and stock availability will vary. If you need your items by a certain date, please contact us prior to placing your order. Expedited shipping availability may vary. We cannot guarantee that this item can be cancelled off of the order or returned once it is placed.

This item meets the sanitation standards imposed by the ETL, a division of the Intertek Group.



This item meets the electrical product safety standards imposed by the ETL, a division of the Intertek Group, for use in the United States and Canada.




This unit comes with a NEMA 5-15P plug.



Warranty Info

RESIDENTIAL USERS: Vendor assumes limited liability for parts or labor coverage for component failure or other damages resulting from installation in non-commercial applications. Non-commercial customers are not eligible for installation or service coverage. The right is reserved to deny shipment for residential usage; if this occurs, you will be notified as soon as possible.

Resources

 [Restaurant Equipment Certification Marks Explained](#)

 [Types of Commercial Ice Cream Freezers](#)

Related Items

[Refrigerator / Freezer Thermometer - NSF](#)

\$1.59/Each



[Ice Cream Dipping Cabinets](#)

77 Products

[Ice Cream Spades and Dippers](#)

32 Products

[Ice Cream Toppings](#)

5 Categories

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If you've used this product, simply log in and share your text, video, and photo reviews of it. The customers on the left did it, and you can too! Earn up to \$16.00 per product.

” Write a text review
Earn \$2.00

📷 Post a product photo
Earn \$4.00

🎬 Post a product video
Earn \$10.00



Excellence HB-23L Jumbo Display Freezer with LED Lighting - 23.3 cu. ft.

Usually Ships in 3-4 Bus. Days

Ships via Common Carrier

Qty: 1

TOTAL:

\$1,519.00

Subtotal **\$1,519.00**

Ship To: 47403

☐ Common Carrier **\$158.06**

☐ Common Carrier W/ Liftgate **\$203.06** ⓘ

☒ Common Carrier W/ White Glove **\$418.06** ⓘ

ⓘ Questions about shipping

Your products will ship via Common Carrier

Pay with credit card

Coupon

Use Our Live Chat

Mon-Thur 24 Hours, Fri 12AM-8PM EST
Sat & Sun 9AM-4PM EST



Email us your questions at
help@webstaurantstore.com



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Open until 10PM!
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Prices, promotions, styles, and availability may vary. Our local stores do not honor online pricing. Prices and availability of products and services are subject to change without notice. Errors will be corrected where discovered, and Lowe's reserves the right to revoke any stated offer and to correct any errors, inaccuracies or omissions including after an order has been submitted.

SIMPSON Megashot 3000-PSI 2.4 Gallons-Gpm Cold Water Gas Pressure Washer Carb Compliant

Item # 806939 Model # MS60763-S

★★★★★ (31 Reviews)



\$299.00 Was \$319.00

SAVE 6% thru 03/28/2017

Lowe's Replacement Plans [Learn More](#)

1 YEAR: \$34.97

2 YEAR: \$44.97

—

1

+

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♥ SAVE

↗ SHARE



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Shipping



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[CHECK OTHER STORES](#)



Get 5% OFF* Every Day or 6 Months Special Financing**

\$299 Minimum purchase required. Subject to credit approval. Offers cannot be combined.

[Get Details](#)

Product Information

Description

- Durable, long-life design KOHLER® RH265 engine with Easy-Pull™
- Maintenance free OEM Technologies™ axial cam pump with dual oversized radial ball bearings for better wear and friction resistance
- Welded steel frame with heavy-gauge steel engine plate with convenient dashboard for nozzle, gun/wand and hose storage
- Eco conscious never flat tires for sustainability
- Pro-style spray gun with ergonomic grip and safety lock-out
- Five (5) stainless steel Quick Connect nozzle tips; 0°, 15°, 25°, 40° and Soap to assist in shaping the spray
- Flexible, non-marring, kink and abrasion resistant 25-ft x 1/4-in MorFlex™ high pressure hose
- Siphon tube detergent injection system allows for a variety of pressure washer-safe detergents

Specifications

Pressure Rating (PSI) 3000

Gallons per Minute (Gallons) 2.4

Package Contents

3000 PSI Power Unit,
Handle, Spray Gun,
Spray Wand, Spray
Nozzles, High
Pressure Hose,

Usage	Heavy-duty		Instruction Manual, Engine Oil
Engine Brand	KOHLER		
Engine Displacement (Cu. Centimeters)	196	Assembled Weight (lbs.)	70
Engine Torque (Ft/Lbs)	10.50	Hose Diameter (Inches)	1/4-in
Engine Horsepower (HP)	6.5	Hose Material	Gray non-marking
Engine Series	RH	Nozzle Type	Pro style tips with quick disconnect
Pump Type	Axial cam	Quick Connect Tips	✓
Number of Spray Tips Included	4	Adjustable Wand	×
Detergent Tank Options	None	Variable PSI	×
Chemical/Detergent Injection	✓	Color	Black
Hose Length (Feet)	25	Color Family	Black
Wheel Type	Flat-free	UL Safety Listing	×
Wheel Material	Rubber	CSA Safety Listing	×
Start Type	Manual/Pull start	ETL Safety Listing	×
Fuel Capacity (Gallons)	0.5	CARB Compliant	✓
Recommended Engine Oil	10W-30	Series Name	Megashot
Engine Oil Capacity (oz.)	20.16	Engine Oil Included	✓
		Water Temperature	Cold
		Warranty	2-year limited

Need Help?

Call 1-800-445-6937

Products &
Sales

Call 1-877-GO-LOWES

	MHC	Dec 31, 16
ASSETS		
Current Assets		
Checking/Savings		
Checking		55,964.66
Savings 1008023356		10,662.03
Petty Cash		100.00
Charles Schwab Investment Acct		1,000.00
Total Checking/Savings		67,726.69
Accounts Receivable		
Pledges Receivable		
2012 Pledges Receivable		314.91
2013 Pledges Receivable		800.00
2014 Pledges Receivable		325.49
2015 Pledges Receivable		3,858.47
2016 Pledges Receivable		20,927.70
2017 Pledges Receivable		48,707.83
2018 Pledges Receivable		36,257.55
2019 Pledges Receivable		23,500.00
2020 Pledges Receivable		13,835.00
2021 Pledges Receivable		600.00
2022 Pledges Receivable		600.00
2013 Cap Camp AR		50.00
2014 Cap Camp AR		1,376.50
2015 Cap Camp AR		3,755.00
Total Pledges Receivable		154,908.45
Total Accounts Receivable		154,908.45
Other Current Assets		
Allow Doubtful Accts - Pledges		-23,880.00
Total Other Current Assets		-23,880.00
Total Current Assets		198,755.14
Fixed Assets		
Building		348,581.80
Landscaping		1,175.00
Apple Computers		3,898.00
Furniture		7,990.38
Phone System		3,828.00
Awning		4,230.00
Dumpster Enclosure		3,500.00
Stoves (2)		1,300.14
Stainless Steel Sink		1,550.00
Walk-In Cooler/Freezer Combo		26,905.00
Equipment		24,165.32
Equipment-VAN		42,824.50
Garden Shed		4,330.00
Leasehold Improvements		79,677.97
Accumulated Depreciation		-94,472.65
Total Fixed Assets		459,483.46

385
 1/31/17

TOTAL ASSETS	658,238.60
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	2,959.68
Total Accounts Payable	2,959.68
Other Current Liabilities	
Accrued Real Estate Taxes	2,729.51
Payroll Liabilities	8,335.44
Total Other Current Liabilities	11,064.95
Total Current Liabilities	14,024.63
Long Term Liabilities	
ONB Mortgage Payable	55,706.69
Total Long Term Liabilities	55,706.69
Total Liabilities	69,731.32
Equity	
Retained Earnings	306,100.20
Net Income	282,407.08
Total Equity	588,507.28
TOTAL LIABILITIES & EQUITY	658,238.60

 386 1/31/17

MHC		Jan - Dec 16
Ordinary Income/Expense		
Income		
Contributions Income		
Capital Campaign	75.00	
Church/Nonprofit	9,172.42	
Client	594.22	
Corporate	253,071.50	
Education Events	1,078.65	
Individual	71,583.12	
NAP Individual Contributions	28,314.00	
Tee/Sweatshirt Sales	15.00	
United Way		
Allocation	24,333.63	
CFC	526.00	
Donor Designations	42.00	
Total United Way	24,901.63	
Contributions Income - Other	118.50	
Total Contributions Income	388,924.04	
Grants		
100 Women	0.00	
Sophie Travis Grant	6,950.00	
Jack Hopkins	7,721.00	
CDBG	28,683.00	
Community Foundation	0.00	
ELCA	0.00	
Emergency Food Asst. Program	2,300.00	
Mazon	15,000.00	
MLK	500.00	
Other Garden Grants	17,149.76	
Other Nutrition Grants	0.00	
Other Program Grants	32,400.00	
Perry Township Grant	2,000.00	
Psi Iota Xi	0.00	
SCI Comm Fund Grant	8,000.00	
Grants - Other	60,500.00	
Total Grants	181,203.76	
In-kind Income		
HHFB Donated Food	156,404.80	
In-kind Income - Other	0.00	
Total In-kind Income	156,404.80	
Interest Income	4.97	
Misc. Income	460.00	
Special Events		
Week of Chocolate	0.00	
Breakfast	88,546.00	
Donate a Dollar	0.00	

Colin Davis 387/31/17

	Crop Walk	0.00
	GG Garden Gala	7,957.43
	Homeward Bound Walk	1,727.86
	Other Misc. Events	3,224.16
	Share Harvest	5,323.49
	Truckload Sales	0.00
	Total Special Events	106,778.94
Total Income		833,776.51
Gross Profit		833,776.51
Expense		
	Automobile Expense	
	Fuel	424.14
	Other	350.64
	Van R&M	264.57
	Total Automobile Expense	1,039.35
	Bad Debt Expense	0.00
	Building R&M	2,138.15
	Conference/Travel	401.20
	Conferences/Trainings	60.00
	Depreciation	16,601.28
	Dues & Fees	957.65
	Equipment R&M	799.50
	FDE Fundraising Direct Expense	
	Breakfast	1,565.44
	Direct Mail	1,415.01
	Donors	0.00
	Garden Gala	940.52
	Other	0.00
	Postage/Mailing	47.00
	Total FDE Fundraising Direct Expense	3,967.97
	HHFB SMC	45,355.68
	In-Kind Donated Services/Assets	
	HHFB In-Kind Food	156,404.80
	Total In-Kind Donated Services/Assets	156,404.80
	Insurance	
	Auto-Insurance Vans	1,505.04
	D&O Insurance	744.00
	Liability Insurance	2,746.61
	Worker's Comp	3,317.00
	Total Insurance	8,312.65
	Mileage Reimbursements	0.00
	Misc. Expenses	372.32
	Payroll Expenses	
	Disability Ins Employer Pd	0.00
	Health STD LTD Den & Vis Ins.	19,056.64
	Salary and Wages	202,969.23
	SPEA Intern	8,880.00
	Taxes	15,727.48

Robert Davis 388 1/31/17

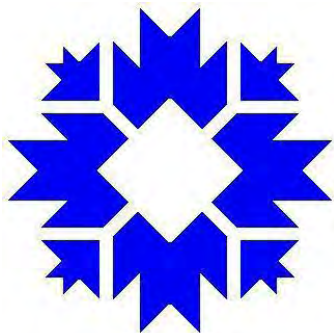
Payroll Expenses - Other	0.00
Total Payroll Expenses	246,633.35
Postage and Delivery	780.03
Professional fees	
Accounting	7,450.00
Audit	6,250.00
Payroll updates Intuit	544.63
Professional fees - Other	400.00
Total Professional fees	14,644.63
Rent/CAM	25,817.60
Supplies	
Advocacy & Outreach	
Program Equipment	0.00
Advocacy & Outreach - Other	687.51
Total Advocacy & Outreach	687.51
Printing	1,107.09
Fundraising	356.99
Garden	
Program Equipment	
Youth Garden	278.60
Program Equipment - Other	295.81
Total Program Equipment	574.41
Garden - Other	4,378.16
Total Garden	4,952.57
Nutrition	
Program Equipment	518.42
Nutrition - Other	1,075.14
Total Nutrition	1,593.56
Office	1,184.58
Pantry	
Program Equipment	0.00
Pantry - Other	2,554.91
Total Pantry	2,554.91
Technology/Software	1,445.00
Tool Share	379.48
Volunteer Appreciation	1,059.23
Youth Garden	248.13
Total Supplies	15,569.05
Utilities	
Electric	5,569.85
Gas	841.16
Telephone/Internet	1,873.12
Trash	1,367.67
Water	864.10
Total Utilities	10,515.90
Interest Expense ONB LOC	998.32
Total Expense	551,369.43
Net Ordinary Income	282,407.08

Robert Davis 389 1/31/17

Net Income

282,407.08

Robert Davis 390 1/31/17



CITY OF BLOOMINGTON, COMMON COUNCIL
JACK HOPKINS SOCIAL SERVICES FUNDING COMMITTEE
2017 GRANT APPLICATION

AGENCY INFORMATION

Lead Agency Name: **My Sister's Closet of Monroe County**

Is Lead Agency a 501(c)(3)? ☒ Yes ☐ No

Number of Employees:

Full-Time	Part-Time	Volunteers
3	2	>300

Address:

414 S. College Avenue
Bloomington, IN

Zip Code: 47403

Phone: 812-333-7710

Agency E-Mail: Info@sisterscloset.org

Website: www.sisterscloset.org

President of Board of Directors: Maryanne Pelic

Name of Executive Director:

Sandy Keller

Phone: 812-369-6582

E-Mail: Director@sisterscloset.org

Name and Title of Person to Present Proposal to the Committee:

Sandy Keller, Executive Director

Phone: 812-369-6582

E-Mail: Director@sisterscloset.org

Name of Grant Writer: Leslie LeComte

Phone: 317-985-9360

E-Mail: ProgramDirector@sisterscloset.org

Agency Mission Statement (*150 words or less*)

**Note: If your organization is a faith-based agency, please provide the mission statement of your proposed project, not your agency.*

My Sister's Closet is a non-profit organization, established to build a stronger community and promote economic self-sufficiency by providing women with professional support services and tools for success.

PROJECT INFORMATION

Project Name: Ready-2-Work Work Experience Training - Pilot Program

Is this a collaborative project? ☐ Yes ☒ No. If yes:

List name(s) of agency partner(s):

Please indicate: how your missions, operations and services do or will complement each other; the existing relationship between your agencies and how the level of communication and coordination will change as a result of the project; any challenges and steps you plan to take to address those challenges.

Address where project will be housed: 414 S. College Avenue, Bloomington, IN 47403

Total cost of project:

Requested amount of JHSSF funding:

Other Funds Expected for this Project (*Please indicate source, amount, and whether confirmed or pending*):

Total Number of Clients Served by this project in 2017: 20

Total Number of City Residents Served by this project in 2017: 20

Is this request for operational funds? ☒ Yes ☐ No

If “yes,” indicate the nature of the operational request:

☒ Pilot ☐ Bridge ☐ Collaborative ☐ None of the Preceding – General request for operational funds pursuant to 2017 funding guidelines.

Please describe when you plan to submit your claims for reimbursement and what steps precede a complete draw down of funds:

Reimbursement Period 1: July – September 2017

- 1) Purchase study carrels, chairs, and computers.
- 2) Contract with third-party curriculum designer.
- 3) Engage instructor for first Ready-2-Work session

Reimbursement Period 1: October – December 2017

- 1) Engage instructor for second Ready-2-Work session

If completion of your project depends on other anticipated funding, please describe when those funds are expected to be received:

Grant funding and event revenue is expected mid-2017. The bulk of ongoing costs will be supported by a portion of store sales, which will be received on a daily/weekly basis.

Do you own or have site control of the property on which the project is to take place?

☒ Yes ☐ No ☐ N/A

Is the property zoned for your intended use?

☒ Yes ☐ No ☐ N/A

If “no,” please explain:

If permits, variances, or other forms of approval are required for your project, please indicate whether the approval has been received. If it has not been received, please indicate the entity from which the permitting or approval is sought and the length of time it takes to secure the permit or approval.

Note: *Funds will not be disbursed until all requisite variances or approvals are obtained.*

In order to retro-fit the large office area, and convert it to a small classroom, some minor electrical re-wiring and placement of additional wall outlets will be required. This is will be done to create 7 individual workstations, each with its own computer. An additional phone line will be run, and dedicated to the Success Institute operation. All required work permits and subsequent building inspections will be completed prior to project launch.

Office construction will be paid for through other funding sources.

Due to limited funds, the Committee may recommend partial funding for a program. In the event the Committee is unable to meet your full request, will you be able to proceed with partial funding?

☒ Yes ☐ No

If “yes,” please provide an itemized list of program elements, ranked by priority and cost:

Priority #1
(Item & Cost)



Study Carrels:

Flash Furniture MT-M6201-GY-GG. Amazon 3 Starters @ 117.00 ea. = \$351.00

Flash Furniture MT-M6202-GY-ADD. Amazon 4 Adders @ 96.00 ea = \$384.00

TOTAL = \$735.00

Priority #2
(Item & Cost)



AmazonBasics Mid-back Mesh Chair @ \$65 ea. Quantity 7

TOTAL = \$455.00

Priority #3
(Item & Cost)



HP 23” All-in-One Desktop Computer – 7 @ \$400 each = \$2,800

TOTAL = \$2,800.00

Priority #4
(Item & Cost)

Work Experience curriculum design fee – one-time expense. 120 hours @ \$38/hr.
To be provided by third party consultant. PhD. Instructional Designer.

TOTAL = \$4,560.00

Priority #5
(Item & Cost)

Instructor Cost for first session – 300 hours @ \$15/hr.= \$4,500

TOTAL = \$4,500.00

Priority #6
(Item & Cost)

Instructor Cost for second session - 300 hours @ \$15/hr.= \$4,500

TOTAL = \$4,500.00

Project Synopsis (250 words or less)

Please provide a brief overview of your project. This synopsis will be used in a summary of your proposal. Please begin your synopsis with the amount you are requesting and a concrete description of your proposed project. E.g., "We are requesting \$7,000 for an energy-efficient freezer to expand our emergency food service program."

Request. My Sister's Closet is requesting a one-time investment of \$17,550 to help offset start-up costs of its intensive, hands-on Ready-2-Work (R2W) training program, which will provide employment skills training to female Bloomington residents, with <50% AMI many of whom are underemployed in low-skilled, low-paying jobs.

- 7 Study carrels
- 7 Chairs for work stations
- 7 All-in-One Computers
- Labor – instructional design services
- Labor – partial instructor salary offset

Need. The divide between low-wage, low-skill work and high-income jobs is growing, which means that it is ever more difficult for low-wage earners to obtain above-subsistence level employment. Many poverty-level persons have not been able to master Adult Basic Education (ABE) skills and/or are unable to relate them to actual job skills. (<http://npc.umich.edu/publications/u/2013-09-npc-working-paper.pdf>)

According to the report on the Status of Women in Bloomington and Monroe County, *the number of female heads-of-household, whose income is below poverty level, is almost five times greater than men*. Combined with the sobering fact that Bloomington has an exceptionally high poverty rate of 39.2% (source: 2015-2019 Bloomington Consolidated Plan, p. 108), the R2W program directly meets a burning community need, for job training that is specifically targeted to female heads-of-household.

Short-term Benefits (2017 Pilot):

- At least nine graduates will obtain gainful employment, allowing them to enjoy the dignity of self-sufficiency while simultaneously lessening the burden* on over-taxed public resources.

*If public assistance costs are conservatively calculated at only \$25,000, for a family of four, the return-on-investment of the Ready-2-Work program is significant:

Total Program Cost: \$105,000.

Annual Cost Saving: \$225,000. (Nine students x \$25,000)

Net 2017 Gain for Community: \$120,000

CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Your responses will be used in a summary of your proposal.

NEED (200 words or less)

Explain how your project addresses a previously-identified priority for social services funding as documented in the [Service Community Assessment of Needs](#), the City of Bloomington, Housing and Neighborhood Development Department's [2015-2019 Consolidated Plan](#), or any other community-wide survey of social services needs.

The 2017-19 Bloomington Consolidated Plan identifies job training/employment services as critical needs (p. 55). Under Public Service Assistance, Strategy #5 (p. 91), the Plan cites an intent to provide funding to non-profit organizations that provide valuable services to improve quality of life.

Participants in our competitive Ready-2-Work program will be pre-screened and highly-motivated - "ready to learn." Our Ready-2-Work (R2W) program combines daily classroom instruction with 3-4 daily hours of work experience in all facets of retail management, including supply-chain management, merchandising, display, marketing, finance, and loyalty programs. Participants will graduate with a powerhouse combination of in-demand job skills, personal time and financial management skills, and the soft skills of teamwork and customer care – they will be "ready to earn." (See p. 108, Consolidated Plan)

Most existing workforce development training is geared toward larger class sizes and does not directly link classroom topics to on-the-job training. Job training can be costly or difficult to reach, via public transportation. Also, about 75% of our voucher clients, all of whom are women, have experienced domestic violence and/or stalking – mixed-gender instruction can be intimidating for them. Small, women-only classes, offered at our downtown Bloomington location, help resolve these logistical problems and legitimate fears.

ONE-TIME INVESTMENT *(100 words or less)*

Jack Hopkins Funds are intended to be a one-time investment. Please explain how your project fits this criterion. If you are requesting operational funds (e.g., salaries, rent, vouchers, etc), please explain how your project satisfies an exception to the one-time funding rule (pilot, bridge, or collaborative). If you are requesting operational funds that do not satisfy one of the aforementioned exceptions, but your request is being made pursuant to the 2017 allowance for operational funds, please make that clear. If you are requesting operational funding, you must detail your plan for future funding.

One-time Investment. Carrels/chairs/computers are for the classroom. They are modular and transportable, should we expand to a larger location. The Instructional Designer is needed, to distill the work experience training we already provide to supplement IU curricula, into discrete learning modules, with objectives and measurable outcomes.

Operational Expense. Ready-2-Work program graduates will earn Career Readiness Certificates, and will have proven their reliability during the 90-day training. Our long-term plan (2018) is to contract with local employers, as providers of competent, well-trained job candidates, for which we will receive a fee. *We request partial salary funding, during the 2017 proof-of-concept pilot.*

FISCAL LEVERAGING *(100 words or less)*

Describe how your project will leverage other resources, e.g., other funds, in-kind contributions, or volunteers.

Other sources of funding – please see attached program budget. Total 12-month cost = \$105,000: Store sales, fundraising events, and grants. In-Kind donations include: Volunteer construction labor, discounted building material costs and donated materials.

LONG-TERM BENEFITS (200 words or less)

Explain how your program will have broad and long-lasting benefits for our community.

We hope to expand programming in 2018, to eight sessions of Ready-2-Work. If we assume a (low) graduation rate of 75%, we will have assisted 36 female heads-of-household to obtain gainful employment and self-sufficiency. Assuming per-person training costs of \$9,500 (most of which will not be funded through the Jack Hopkins grant), and per-family savings of public assistance resources of \$25,000, the tangible net benefit to the community would exceed \$500,000.

The intangible benefits to individuals, in terms of satisfaction and self-worth, are incalculable. Secondary benefits will accrue to the community, once these women are meaningfully employed and able to spend their discretionary earnings at area stores and businesses.

If our pilot program is extremely successful, we hope for exponential benefits to the City of Bloomington and its residents.

OUTCOME INDICATORS (100 words or less)

Please either list or describe the outcome indicators you intend to use to measure the success of your project.

The ultimate outcome of a project (e.g., reduced hunger, homelessness or addiction rates) are often not readily observable within the Jack Hopkins funding period. For that reason, we are asking agencies to provide us with *outcome indicators*. In contrast to program activities (what you bought or did with grant funds) and the long-term impacts of a program (the lasting social change effected by your initiative), the data we seek are the short-term indicators used to measure the change your program has created during the period of your funding agreement. Where possible, this information should be expressed in quantitative terms.

Examples: an agency providing a service might cite to the number of persons with new or improved access to a service. If funds were used to meet a quality standard, the agency might report the number of people who no longer have access to a substandard service. An agency seeking to purchase equipment or to make a physical improvement might cite to the number of residents with new or improved access to a service or facility. If funds were used to meet a quality standard or to improve quality of a service or facility, an agency might report the number of people who have access to the improved service or facility

Recruitment:

- 1) By 7/1, curriculum will be complete and Pilot Group 1 will begin training.
- 2) By 10/1, Pilot Group 2 will begin training.

Sustainability:

- 3) By 12/31/17, at least one employer will sign a MOU. MSC will be a preferred source of quality candidates, according to the employer's criteria. Employer will pay MSC a placement fee.

Effectiveness:

- 4) By 12/31/17, at least 75% of participants will complete the program and pass standardized WorkKeys assessments.
- 5) 3/1/18 Goals:
 - At least 70% of graduates will be gainfully employed within 30 days of graduation.
 - 95% of graduates will be gainfully employed by 3/1/18.

OTHER COMMENTS *(500 words or less)*

Use this space to provide other information you think the Committee would find useful. Any additional comments should supplement, not restate, information provided in the foregoing.

My Sister's Closet (MSC), a Bloomington nonprofit agency, has provided job readiness training and professional attire, to more than 1,700 low-income and at risk women since 1998. For 15 years, MSC has also partnered with Indiana University to provide structured internships, integrated within the curricula, to students in the following disciplines: marketing, finance, nonprofit management, and apparel merchandising.

MSC, in collaboration with WorkOne, the City, local employers, and more than 40 local social service agencies, including homeless and domestic violence shelters, is launching a new career preparedness program called Ready-2-Work. The program incorporates portions of the experiential curricula that are provided to IU interns, along with classroom-based job and life skills training.

Through discussion with its clients, MSC has found that many low-income women, particularly those who have been victims of domestic violence or homelessness, find traditional mixed-gender, large-classroom training programs to be an intimidating barrier to education. Ready-2-Work will be delivered in a women-only, small class, non-threatening, real-world environment. The program will include 1-2 daily hours of intensive training in reading for information, applied mathematics, locating information, business writing, and financial literacy. Participants will also receive 3–4 daily hours of hands-on training in various facets of retail management. When fully operational, MSC expects to graduate 36 job-qualified women, annually.

Ready-2-Work offers a large subset of our low-income and homeless population, who would otherwise remain dependent on social services, an opportunity to gain transferable skills and find meaningful employment. Coordinated service provision with other local agencies will create an effective, city-wide approach that we like to call a "Consortium of Care."

Project Budget - July 2017 - June 2018

Organization Name: **My Sister's Closet of Monroe County**

Project Title: **Ready-2-Work**

Revenue			Project Budget	JH Grant Request
1	Grants - List all sources of anticipated funding			
	Organization Name	Status - pending or requested	Status - Committed	
	2016 - Jack Hopkins Social Services		Committed	\$4,500
	2017 - Jack Hopkins Social Services	Pending		\$17,550
	First United Church	Pending	Committed	\$1,100
	Old National Bank Grant			\$25,000
	Trinity Episcopal Church	Pending		\$1,000
2	Contracts			
3	United Way		\$0	
4	Board Contributions		\$1,500	
5	Memberships			
6	In-Kind Contributions of Labor		\$7,500	
7	Store Sales - expected 2017 increase, program allocation		\$42,244	
8	Endowment		\$0	
9	Interest Income		\$0	
10	Fundraisers, events, sales		\$15,000	
11	Miscellaneous (list)			
12	TOTAL		\$97,844	\$17,550
13	In-Kind (from total below)		\$7,500	\$0
14	TOTAL REVENUE		\$105,344	\$17,550
Expenses			Project Budget	ONBF Grant Request
15	Staff Salaries and Wages		\$68,134	\$9,000
16	Fringe Benefits		\$0	
17	Occupancy and Utilities		\$10,175	
18	Furniture, Fixtures and Equipment		\$6,000	\$3,990
19	Supplies and Materials		\$2,000	
20	Printing and Copying		\$500	
21	Telecommunications - installation/upgrade		\$1,650	
	Telecommunications - monthly service fees		\$650	
22	Travel and Meetings			
23	Marketing and Advertising		\$2,675	
24	Training			
25	Contract Services/Professional Fees		\$4,560	\$4,560
26	6185 Liability Insurance		\$1,000	
27	Software Subscriptions		\$500	
28	SUBTOTAL		\$97,844	\$17,550
29	General Operating (indirect)			
30	TOTAL		\$97,844	\$17,550
In-Kind				
31	In-Kind Item (list) Furniture			
32	In-Kind Item (list) Computers			
33	In-Kind Item (list) Services/Construction Labor		\$7,500	
34	TOTAL IN-KIND		\$7,500	\$0
35	TOTAL EXPENSES		\$105,344	\$17,550
36	REVENUE OVER EXPENSES		\$0	\$0

INTERNAL REVENUE SERVICE
P. O. BOX 2508
CINCINNATI, OH 45201

DEPARTMENT OF THE TREASURY

Date: JUL 05 2007

MY SISTERS CLOSET OF MONROE COUNTY
INC
4533 HERITAGE WOODS RD
BLOOMINGTON, IN 47401

Employer Identification Number:
35-2050048
DLN:
17053139716087
Contact Person:
JACOB A MCDONALD ID# 31649
Contact Telephone Number:
(877) 829-5500
Public Charity Status:
509(a) (2)

Dear Applicant:

Our letter dated June 2000, stated you would be exempt from Federal income tax under section 501(c)(3) of the Internal Revenue Code, and you would be treated as a public charity, rather than as a private foundation, during an advance ruling period.

Based on the information you submitted, you are classified as a public charity under the Code section listed in the heading of this letter. Since your exempt status was not under consideration, you continue to be classified as an organization exempt from Federal income tax under section 501(c)(3) of the Code.

Publication 557, Tax-Exempt Status for Your Organization, provides detailed information about your rights and responsibilities as an exempt organization. You may request a copy by calling the toll-free number for forms, (800) 829-3676. Information is also available on our Internet Web Site at www.irs.gov.

If you have general questions about exempt organizations, please call our toll-free number shown in the heading.

Please keep this letter in your permanent records.

Sincerely yours,



Robert Choi
Director, Exempt Organizations
Rulings and Agreements

Letter 1050 (DO/CG)

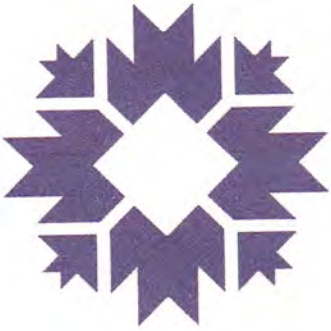
My Sister's Closet

WIP Profit and Loss

Final P&L Expected Completion - May 1, 2017

	WIP Actual 2016
*Note - this is a work in progress, not complete	
Not all expenses have been recorded	
Income	
4010 Store Sales	144,973
4030 Contributions/Donations	
4110 Grants	19,818
4130 Legacies & Bequests	
4150 Miscellaneous Income	
Fundraising Income	
What Women Auto Know	1,500
Cardinal Stage Event	5,100
GoFundMe Online	1,425
Less: Fundraising Expense	(2,545)
Net Fundraising Income	5,480
Total Income	170,271
Expenses	
6020 Professional Fees:	
6650 Accounting	450
6655 Consulting	26,025
Total 6020 Professional Fees	26,475
Labor Costs	
6560 Payroll Expenses	61,500
6450 Contract Labor	61,500
Occupancy Costs:	
6110 Rent	33,000
6120 Utilities	5,264
6130 Repairs and Maintenance	1,200
Facilities Misc Expenses	1,500
Total Occupancy Costs	40,964
6185 Liability Insurance	3,795
6210 Advertising	9,180
6235 Dues and Subscriptions	1,150
6670 Program Expense	6,329

	20,454
Store Equipment	
6770 Supplies:	
6780 Marketing	2,500
6790 Office	4,589
Operating	6,500
Total 6770 Supplies	13,589
6310 Bank Service Charges	
6320 Depreciation	
Charitable Donations	750
Meals	1,507
Misc	519
Total Expenses	145,304
Net Surplus/(Deficit)	24,967



CITY OF BLOOMINGTON, COMMON COUNCIL
JACK HOPKINS SOCIAL SERVICES FUNDING COMMITTEE
2017 GRANT APPLICATION

AGENCY INFORMATION

Lead Agency Name: New Hope Family Shelter

Is Lead Agency a 501(c)(3)? ☒ Yes ☐ No

Number of Employees:

Full-Time	Part-Time	Volunteers
6	8	150

Address: 301 W. 2nd Street

Zip Code: 47403

Phone: 812-334-9840

Agency E-Mail: director@nhfsinc.org

Website: www.newhope4families.org

President of Board of Directors: John VanderZee

Name of Executive Director: Elaine Guinn

Phone: 812-334-9840

E-Mail: director@nhfsinc.org

Name and Title of Person to Present Proposal to the Committee: Emily Pike

Phone: 812-369-7760

E-Mail: Emily@nhfsinc.org

Name of Grant Writer: Emily Pike, Elaine Guinn, Jim Riley

Phone: 812-369-7760

E-Mail: emily@nhfsinc.org

Agency Mission Statement *(150 words or less)*

**Note: If your organization is a faith-based agency, please provide the mission statement of your proposed project, not your agency.*

New Hope for Families' mission is to provide temporary shelter for homeless families in Bloomington and Monroe County and, in collaboration with other agencies, to help those families regain housing by addressing the problems that led to homelessness.

PROJECT INFORMATION

Project Name: Old Spaces and New Places

Is this a collaborative project? ☐ Yes ☒ No. If yes:

List name(s) of agency partner(s):

N/A

Please indicate: how your missions, operations and services do or will complement each other; the existing relationship between your agencies and how the level of communication and coordination will change as a result of the project; any challenges and steps you plan to take to address those challenges.

N/A

Address where project will be housed: 301 W. 2nd Street

Total cost of project: \$95,491.13

Requested amount of JHSSF funding: \$22,091.13

Other Funds Expected for this Project (*Please indicate source, amount, and whether confirmed or pending*):

We have confirmed support from the Community Foundation of Bloomington and Monroe County in the amount of \$38,500 to support the hiring of a development director to undertake the capital campaign and work alongside an organization that will to a professional feasibility study. These funds were augmented by private donations totaling \$20,000 to support identifying and relocating to a new property by January 1, 2020.

We additionally have pledged support from a private donor of \$15,000 for gross motor materials for two outdoor classrooms to be begun in our current space and moved to the new location by 2020. We have additionally been granted \$350 for fencing for a new playground from the Monroe County Smart Start Coalition. This augments money requested here for STEM elements of the classrooms and others that are not expressly for gross motor development.

Total support already secured, then, is \$73,850.

Total Number of Clients Served by this project in 2017: 125

Total Number of City Residents Served by this project in 2017: Historically more than 85% of our residents have been city residents.

Is this request for operational funds? ☐ Yes ☒ No

If "yes," indicate the nature of the operational request:

☐ Pilot ☐ Bridge ☐ Collaborative ☐ None of the Preceding – General request for operational funds pursuant to 2017 funding guidelines.

Please describe when you plan to submit your claims for reimbursement and what steps precede a complete draw down of funds:

We have a plan in place for the execution of this project and are prepared to implement it quickly. New Hope will meet the initial costs of all funded parts of this application and then submit invoices to the city for reimbursement.

If completion of your project depends on other anticipated funding, please describe when those funds are expected to be received:

N/A

Do you own or have site control of the property on which the project is to take place?

☒ Yes ☐ No ☐ N/A

Is the property zoned for your intended use?

☒ Yes ☐ No ☐ N/A

If "no," please explain:

If permits, variances, or other forms of approval are required for your project, please indicate whether the approval has been received. If it has not been received, please indicate the entity from which the permitting or approval is sought and the length of time it takes to secure the permit or approval.

Note: *Funds will not be disbursed until all requisite variances or approvals are obtained.*

We earlier obtained a zoning variance from the City's Planning Department to use 301 W. 2nd Street as emergency shelter operations and for 311 W. 2nd St. for childcare and family education.

If “yes,” please provide an itemized list of program elements, ranked by priority and cost:

Priority #1
(Item & Cost)

Feasibility study for a capital campaign to relocate New Hope for Families and all its components.
\$10,000

Priority #2
(Item & Cost)

Items to expand and enhance outdoor learning opportunities at The Nest at New Hope Early Childhood Development Center.
\$9,302.13

Priority #3
(Item & Cost)

Shelter maintenance equipment: shed, sawhorses, extension ladder, lawn mower, chainsaw, kit of drills and saws, table saw.
\$2,789

Priority #4
(Item & Cost)

--

Priority #5
(Item & Cost)

--

Priority #6
(Item & Cost)

--

Project Synopsis (250 words or less)

Please provide a brief overview of your project. This synopsis will be used in a summary of your proposal. Please begin your synopsis with the amount you are requesting and a concrete description of your proposed project. E.g., "We are requesting \$7,000 for an energy-efficient freezer to expand our emergency food service program."

We are seeking an investment of \$22,091.13 for the purpose formally launching our search for a new place in which to house our services while simultaneously economically maintaining the current space and implementing service provision improvements that will be transferred to our new property once it is secured. Specifically, we are seeking \$10,000 to contract a feasibility study to undertake a capital campaign to purchase and renovate a new property; \$9,302.13 for creating of two outdoor classrooms focused on gross motor development and STEM (science, technology, engineering, and math) curricula for young children; and \$2,789 for equipment to maintain the current properties with as little capital investment as possible by using volunteer labor.

New Hope opened its doors in 2011 serving eleven families in one structure. Since that time, we have expanded service to three additional buildings, increasing our capacity to nine families. We recently learned that by January 2020, we will need to vacate the spaces we currently occupy and move services to a new location. The request for funding for a feasibility study supports our commitment to making this move without interrupting service provision.

In 2015, we expanded our services to include early childhood care and education. The request for funding to create an outdoor classroom complements the service we provide to families touched by homelessness and extreme poverty and ensures the most vulnerable members of our community have access to educational elements vital to their early and ongoing success.

CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Your responses will be used in a summary of your proposal.

NEED (200 words or less)

Explain how your project addresses a previously-identified priority for social services funding as documented in the Service Community Assessment of Needs, the City of Bloomington, Housing and Neighborhood Development Department's 2015-2019 Consolidated Plan, or any other community-wide survey of social services needs.

The Consolidated Plan recognizes that nearly half of individuals experiencing homelessness are in families. As the only shelter in the state that serves whole families regardless of sex, religion, marital status, or familial make-up, New Hope is a vital provider in our community. Funding a feasibility study to ensure its relocation to a new site and promote ongoing service provision is critical for homeless families in Bloomington. When these families are able to regain and maintain stability, the whole community benefits.

The United Way's SCAN 2012 recognizes a strong and growing need for childcare and early childhood education opportunities, particularly among low-income families. The Nest at New Hope provides high-quality, full-day care and education, ensuring children enter kindergarten ready for success while simultaneously meeting parents' needs for care. Additionally, the National Institute for Health indicates that nationwide, low-income children lack access to outdoor play and learning opportunities. The creation of high-quality outdoor classrooms for children touched by homelessness and extreme poverty works to mitigate this inequity. Finally, both the federal and Indiana State Departments of Education have identified STEM (science, technology, engineering, and math) fields needing additional attention for modern students. This begins in early childhood, and roughly half of the funds requested for outdoor classroom materials will be used to purchase items to support a strong STEM curriculum.

ONE-TIME INVESTMENT *(100 words or less)*

Jack Hopkins Funds are intended to be a one-time investment. Please explain how your project fits this criterion. If you are requesting operational funds (e.g., salaries, rent, vouchers, etc), please explain how your project satisfies an exception to the one-time funding rule (pilot, bridge, or collaborative). If you are requesting operational funds that do not satisfy one of the aforementioned exceptions, but your request is being made pursuant to the 2017 allowance for operational funds, please make that clear. If you are requesting operational funding, you must detail your plan for future funding.

A feasibility study is a one-time expense we propose to undertake in order to ensure the longevity of a successful and vital service provider in this community.

All of the early childhood equipment requested will have a warranty of at least 10 years, and we anticipate that much of it will last significantly longer. We can reasonably expect, then, that hundreds of children will benefit from its use before it will need to be replaced.

We anticipate that the maintenance equipment and supplies will have a similarly long lifespan.

FISCAL LEVERAGING *(100 words or less)*

Describe how your project will leverage other resources, e.g., other funds, in-kind contributions, or volunteers.

Funds for a feasibility study will be added to those secured from the Community Foundation for Bloomington and Monroe County and others to undertake the process of a capital campaign and securing new facilities for New Hope for Families and all its components by January 1, 2020. These outside funds total \$58,500.

For the creation of outdoor classrooms, we have secured a pledge of \$15,000 for the purchase of gross motor equipment with the understanding that we would raise the money for STEM elements of the classrooms and those that are not expressly for gross motor development.

Additionally, outdoor classrooms focused on STEM will enhance The Nest's application for national accreditation. Once we are accredited, we can anticipate that revenue from state and other sources will increase by at least \$10,000 in the first year, making the outdoor STEM classrooms a very solid investment.

LONG-TERM BENEFITS (200 words or less)

Explain how your program will have broad and long-lasting benefits for our community.

New Hope for Families successfully transitions more than two-thirds of its families to stable housing. Benefits of this to children and families include decreased rates of incarceration, increased educational attainment, fewer major health incidents, decreased likelihood of addiction and other mental health disorders, and increased capacity to contribute to our community, among many, many others. We simply know that people are better able to thrive when they are stably housed, and New Hope has a proven track record of helping people along this road. Funding a feasibility study and equipment for ongoing maintenance of shelter properties ensures this important service remains available to families in need.

We know that high-quality early childhood education prepares children not only for academic success but also for social and emotional stability and that investments made in early childhood pay off at exponentially higher rates than those made later in life. These investments are particularly important for children experiencing poverty because research shows that children from low-income backgrounds experience learning deficits from early age. By the time these children enter school, they are likely to have heard millions fewer words than their middle-income counterparts, making the preschool years a crucial time for education. Further, we know that access to outdoor space builds resilience and physical health, while strong STEM curricular elements prepare children for think creatively and critically to solve problems. Providing care to children helps parents and families on their road to stability, but it also helps these young children to be the members of their families to break the cycle of homelessness and poverty.

OUTCOME INDICATORS (100 words or less)

Please either list or describe the outcome indicators you intend to use to measure the success of your project.

The ultimate outcome of a project (e.g., reduced hunger, homelessness or addiction rates) are often not readily observable within the Jack Hopkins funding period. For that reason, we are asking agencies to provide us with *outcome indicators*. In contrast to program activities (what you bought or did with grant funds) and the long-term impacts of a program (the lasting social change effected by your initiative), the data we seek are the short-term indicators used to measure the change your program has created during the period of your funding agreement. Where possible, this information should be expressed in quantitative terms.

Examples: an agency providing a service might cite to the number of persons with new or improved access to a service. If funds were used to meet a quality standard, the agency might report the number of people who no longer have access to a substandard service. An agency seeking to purchase equipment or to make a physical improvement might cite to the number of residents with new or improved access to a service or facility. If funds were used to meet a quality standard or to improve quality of a service or facility, an agency might report the number of people who have access to the improved service or facility

For the first funding priority, a contracted feasibility study, the outcome indicator will be continued service provision in a new place measured in number of individuals served. Secondary indicators will include number of families achieving stability and/or increasing assets.

For the second priority, the indicator is number of children with access to high quality outdoor and STEM learning opportunities. A secondary indicator is number of children whose educational opportunities meet those outlined in the Indiana Foundations for Early Learning.

For the third funding priority, the outcome indicator is reduced maintenance and service provision cost measured in dollars per client served as compared to the cost of using contracted labor.

OTHER COMMENTS *(500 words or less)*

Use this space to provide other information you think the Committee would find useful. Any additional comments should supplement, not restate, information provided in the foregoing.

New Hope is the only shelter for whole families experiencing homelessness in Monroe County. It has no religious requirements and serves whole families with children regardless of their parental compositions. It additionally offers early childhood services to children touched by homelessness, a service in short supply in our community. New Hope's leadership recently learned that beginning in January 2020, it will no longer have use of the IU Health Bloomington properties it has occupied since its inception. Since learning this news, our board of directors has sought input from various community leaders and stakeholders and convened a relocation task force dedicated to addressing the challenge of moving services to a new location. The completion of a feasibility study for a capital campaign is critical to relocating the organization and maintaining these vital services in our community.

We anticipate that by the beginning of the next academic year, The Nest at New Hope will be a nationally accredited early childhood care and education provider, a distinction achieved by less than 2% of family child care providers nationally. The addition of an outdoor classroom will enhance our application significantly. We believe that the children we serve not only deserve the same quality care and education as their middle income peers, but as the single most vulnerable group in our community, they have the greatest need of this intervention. The creation of an outdoor classroom and implementation of an outdoor-based STEM curriculum is a key element in preparing these young children to break the cycle of homelessness and poverty by addressing their physical, academic, social, and emotional needs from the very start.

Finally, for more than six years, New Hope has been dependent on a team of generous volunteers called the Hope Builders who donate their time and energy to renovate, restore, and maintain the properties we use for service provision. As a result, we have seen facility costs dramatically lower than should be expected. Now more than ever, we are committed to economical use of funds, and this relatively small investment will allow the Hope Builders to make necessary repairs to our current space as cheaply as possible while also beginning work on new properties as soon as they can be secured.

Many of the outdoor classroom materials will be purchased from a local craftsman who will provide them at an affordable price.

New Hope for Families

Item	Price	Total
Priority 1: Feasibility study for a capital campaign to relocate New Hope for Families and all its component.		\$ 10,000
Priority 2: Items to open and enhance outdoor learning opportunities at The Nest at New Hope Early Childhood Development Center.		\$ 9,302
1. Outdoor seating and tables for 16 children	500	
2. Mud Kitchens (2)	450	
3. Dramatic play materials for preschoolers and toddlers	995	
4. Baby Swings (2)	55.98	
5. Secure baby play area	1361.2	
6. Commercial stroller for six children	1219.95	
7. Infant seat inserts for stroller (2)	318	
8. Rubber Mats for infant safety	132	
9. Toddler Mobility toys	180	
10. STEM materials for infants, toddlers and preschoolers:	4,090	
Priority 3: Shelter maintenance equipment: shed, sawhorses, extension ladder, lawn mower, chainsaw, kit of drills and saws, table saw.		\$ 2,789
1. 2 Stanley adjustable sawhorses	79	
2. 1 Louisville fiberglass 24' extension ladder	309	
3. 1 Troy 21" self propelled lawnmower	340	
4. 1 Husqvarna chainsaw 2 hp 16"	197	
5. 1 cordless tool kit with reciprocating and skil saws	300	
6. 1 DeWalt 110" job site table saw with replacement blades	590	
7. Storage shed 90" by 114" by 70" Lifetime anchor steel reinforced	974	
Total request from Jack Hopkins Social Services Fund		\$ 22,091
Confirmed support toward project:		
Community Foundation of Bloomington and Monroe County	\$ 38,500	
Private donations	\$ 20,000	
Private donor	\$ 15,000	
Smart Start	\$ 350	
Total confirmed	\$ 73,850	
Project total		\$ 95,302

Budget Proposal 2015 - 2016 year beginning 7-1-2015
New Hope Family Shelter, Inc. Operating Budget

Revenues - based on prior year (* = exceptions)

Reserves designated	55,000	*designated to expenditures in 2015 - 16 operating budget
General unsolicited	32,000	
Direct solicitation	40,000	
Prior gift for HRA	10,000	
Private Orgnzns	7,000	
Fundraisers	19,000	
Gov't sources	52,700	(all state, local, Federal grants & programs)
additional ESG	16,000	*increase above prior grant
Agencies (UW)	3,000	
Foundations (ONB)	15,000	* Final installment of grant
Program revenue	1,100	
	<u>250,800</u>	

Total Revenue & Designated **250,800**

Personnel Expenses

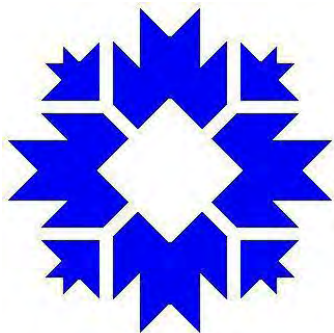
		last year	
Gross wages	148,000	144,000	
Employer taxes	11,300		
Workers Comp	4,700	4,700	
HRA (6 mos by gift)	10,000		
HRA (6 mos) proposed	10,000		
total	<u>184,000</u>	<u>148,700</u>	(184,000)

Operating Expenses

		last year	
Fundraising	18,000	12,500	gala & mailings
Professional fees	10,000	1,800	(audit expense to be incurred)
Office & Admin	19,000	17,200	
Facility/occupancy	15,000	12,100	
Mileage	600	500	
Insurance (not w/comp)	1,800	1,700	
Resident assistance	1,200	500	
	<u>65,600</u>	<u>46,300</u>	(65,600)
Total Expenses			(249,600)

Net surplus (deficit) **1,200**

Cash on hand including reserves 7-01-2015	145,600
Reserve expended in current budget	<u>(55,000)</u>
Expected Cash including reserves at 6-30-2016	90,600
Portion for operating reserves at 6-30-2016	<u>(40,000)</u>
Portion for special projects budget	50,600



CITY OF BLOOMINGTON, COMMON COUNCIL
JACK HOPKINS SOCIAL SERVICES FUNDING COMMITTEE
2017 GRANT APPLICATION

AGENCY INFORMATION

Lead Agency Name: New Lead – New Life

Is Lead Agency a 501(c)(3)? ☐ Yes ☐ No

Number of Employees:

Full-Time	Part-Time	Volunteers
2		>50

Address: 1010 S Walnut St.

Bloomington, IN

Zip Code: 47401

Phone: 812-35-6842

Agency E-Mail: tsc@newleafnewlife.org

Website: www.newleafnewlife.org

President of Board of Directors: Wain Martin

Name of Executive Director: Wain Martin

Phone: 812-320-4500

E-Mail: ewmartin@indiana.edu

Name and Title of Person to Present Proposal to the Committee: Wain Martin, President

Phone: 812-320-4500

E-Mail: ewmartin@indiana.edu

Name of Grant Writer: Wain Martin

Phone:

E-Mail: 812-320-4500

Agency Mission Statement (*150 words or less*)

**Note: If your organization is a faith-based agency, please provide the mission statement of your proposed project, not your agency.*

New Leaf B New Life is a local volunteer driven nonprofit whose mission is to reduce recidivism of inmates in the Monroe County Jail by providing social service programs and services to inmates in the Monroe County Correctional Center both during their time in jail and after release. Under the leadership of our Jail Program Director, our volunteers provide a number of therapeutic programs focused upon addiction recovery and preparation for release as well as educational programs such as the Inside-Outside college courses and the Read-to-me program that connects inmates to their young children. Our Transition Support Center is focused on helping released inmates overcome the obstacles that they face in becoming productive, law-abiding citizens. We welcome them and help them with immediate needs such as clothing and hygiene products and our director/caseworker works with them to find jobs, housing, transportation, and access to addiction treatment and educational opportunities.

PROJECT INFORMATION

Project Name: New Leaf – New Life services

Is this a collaborative project? ☐ Yes ☒ No. If yes:

List name(s) of agency partner(s):

Please indicate: how your missions, operations and services do or will complement each other; the existing relationship between your agencies and how the level of communication and coordination will change as a result of the project; any challenges and steps you plan to take to address those challenges.

Address where project will be housed: 1010 S. Walnut St. and in the local jail.

Total cost of project: \$84,868

Requested amount of JHSSF funding: \$10,000

Other Funds Expected for this Project (*Please indicate source, amount, and whether confirmed or pending*):

Total Number of Clients Served by this project in 2017: Over a thousand in jail and around a thousand at the Transition Support Center.

Total Number of City Residents Served by this project in 2017: About half of our clients live in the city.

Is this request for operational funds? ☒ Yes ☐ No

If “yes,” indicate the nature of the operational request:

☐ Pilot ☐ Bridge ☐ Collaborative ☒ None of the Preceding – General request for operational funds pursuant to 2017 funding guidelines.

Please describe when you plan to submit your claims for reimbursement and what steps precede a complete draw down of funds:

The funds will be used to pay our staff and we pay biweekly so we need the funds as soon as they are available, at least by the end of the year.

If completion of your project depends on other anticipated funding, please describe when those funds are expected to be received:

We need an additional \$35,000 in grants and donations. We expect to get them by the end of the year from various organization and individuals.

Do you own or have site control of the property on which the project is to take place?

☒ Yes ☐ No ☐ N/A

Is the property zoned for your intended use?

☒ Yes ☐ No ☐ N/A

If “no,” please explain:

If permits, variances, or other forms of approval are required for your project, please indicate whether the approval has been received. If it has not been received, please indicate the entity from which the permitting or approval is sought and the length of time it takes to secure the permit or approval.

Note: *Funds will not be disbursed until all requisite variances or approvals are obtained.*

Due to limited funds, the Committee may recommend partial funding for a program. In the event the Committee is unable to meet your full request, will you be able to proceed with partial funding?

☒ Yes ☐ No

If “yes,” please provide an itemized list of program elements, ranked by priority and cost:

Priority #1
(Item & Cost)

Salaries for employees. If we do not have funds to pay them we will have to reduce services provided.

Priority #2
(Item & Cost)

Priority #3
(Item & Cost)

Priority #4
(Item & Cost)

Priority #5
(Item & Cost)

Priority #6
(Item & Cost)

Project Synopsis *(250 words or less)*

Please provide a brief overview of your project. This synopsis will be used in a summary of your proposal. Please begin your synopsis with the amount you are requesting and a concrete description of your proposed project. E.g., "We are requesting \$7,000 for an energy-efficient freezer to expand our emergency food service program."

We request \$10,000 to support New Leaf – New Life's programs and services that help reduce recidivism of persons released from our jail. We work with them in the jail to help them prepare for success after release and to make the changes in their lives needed for them to avoid returning to incarceration. After release we work at our Transition Support Center to help them overcome the many obstacles they face when they try to make it on the outside. The obstacles are many. Let's start with lack of education and job skills, addictions, health issues, and having a record that means that 95% of employers will not consider them and 95% of landlords will not rent to them. Our staff and volunteers work with them in the jail and upon release to restore their hope that change is possible and to support them as they work to make progress toward success. Because of our many volunteers we provide a lot of bang for the buck, but we must have a paid staff member in the jail and in the Transition Support Center to provide necessary professional skills and to organize the efforts of our volunteers. It is relatively easy to raise money for specific activities that impact our clients, but no one wants to support salaries. So we are asking for support for staff salaries because we are out of business if we can't pay our people. This is the way you can support our badly needed services.

CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Your responses will be used in a summary of your proposal.

NEED (200 words or less)

Explain how your project addresses a previously-identified priority for social services funding as documented in the [Service Community Assessment of Needs](#), the City of Bloomington, Housing and Neighborhood Development Department's [2015-2019 Consolidated Plan](#), or any other community-wide survey of social services needs.

Recidivism in our jail is a big community problem. A study of the jail population reveals that the typical jail inmate has been there FIVE times before. If it were not for recidivism we would not have an overcrowded jail. Recidivism is expensive. It is estimated that the cost of apprehending the criminal, prosecuting him, defending him, trying him, and incarcerating him is between 15 and 30 thousand dollars. And that doesn't include the social costs of his many crimes before he is arrested and the costs of disrupting his or her family life.

This is complicated by the fact that the jail is primarily filled by those in poverty, plagued with addictions and mental health problems.

Everything we do, both in jail and after release, is aimed at reducing recidivism by helping our clients make the changes in their lives required to be productive citizens of our community.

ONE-TIME INVESTMENT *(100 words or less)*

Jack Hopkins Funds are intended to be a one-time investment. Please explain how your project fits this criterion. If you are requesting operational funds (e.g., salaries, rent, vouchers, etc), please explain how your project satisfies an exception to the one-time funding rule (pilot, bridge, or collaborative). If you are requesting operational funds that do not satisfy one of the aforementioned exceptions, but your request is being made pursuant to the 2017 allowance for operational funds, please make that clear. If you are requesting operational funding, you must detail your plan for future funding.

We are requesting operational funding because that drives our ability to provide our services. Like many small non-profits, we struggle every year for funding. The reality is that there is no long run if we cannot pay our bills. We depend upon a mix of grants, contracts, and contributions for our funding. This year is particularly difficult as our services and expenses at our Transition Support Center are growing rapidly. Our work in the jail is supported by a jail contract, but that support is fixed. We badly need a Jack Hopkins grant and will be seeking many other grants.

FISCAL LEVERAGING *(100 words or less)*

Describe how your project will leverage other resources, e.g., other funds, in-kind contributions, or volunteers.

The total cost of our project is \$85,000 so you are leveraging \$74,000 and supporting the efforts of our many free volunteers. Also, the Perry Township board and trustee are donating an outstanding facility for our Transition Support Center.

LONG-TERM BENEFITS (200 words or less)

Explain how your program will have broad and long-lasting benefits for our community.

Every person we help to go straight is a long term benefit to the community. He or she goes from a drag on community resources to a contributing member of society. Looking at this question another way, funding every year is a challenge, and going into the new year in decent shape makes the long run possible. We have a passion for what we do and we intend to be here for the long run, but most of those with the greatest passion for our mission have no interest in funding so paying the bills is always a problem. Your support makes our long run possible for us and for many other worthy agencies. Thank You.

OUTCOME INDICATORS (100 words or less)

Please either list or describe the outcome indicators you intend to use to measure the success of your project.

The ultimate outcome of a project (e.g., reduced hunger, homelessness or addiction rates) are often not readily observable within the Jack Hopkins funding period. For that reason, we are asking agencies to provide us with *outcome indicators*. In contrast to program activities (what you bought or did with grant funds) and the long-term impacts of a program (the lasting social change effected by your initiative), the data we seek are the short-term indicators used to measure the change your program has created during the period of your funding agreement. Where possible, this information should be expressed in quantitative terms.

Examples: an agency providing a service might cite to the number of persons with new or improved access to a service. If funds were used to meet a quality standard, the agency might report the number of people who no longer have access to a substandard service. An agency seeking to purchase equipment or to make a physical improvement might cite to the number of residents with new or improved access to a service or facility. If funds were used to meet a quality standard or to improve quality of a service or facility, an agency might report the number of people who have access to the improved service or facility

In partnership with the MCCSC we help over 200 jail inmates prepare for the TASC high school equivalency test, entrance to Ivy Tech, and job preparation. Other in jail activities help those with addictions work on recovery and make the jail a less traumatic experience for $\frac{3}{4}$ of the jail population. Our caseworker at the Transition Support Center helps more than 500 released inmates a year obtain employment, housing, transportation, addiction treatment, higher education, etc. We welcome released inmates and provide clothing, hygiene products, help with resume preparation, computer training, snacks, etc. to hundreds more. We measure all of these.

OTHER COMMENTS *(500 words or less)*

Use this space to provide other information you think the Committee would find useful. Any additional comments should supplement, not restate, information provided in the foregoing.

Our jail currently houses twice the number of inmates it was designed for, with two persons in cells designed for one and 32 inmates in common rooms designed for 16. The blocks are loud and noisy, and persons with behavioral problems are crowded together with little to do other than picking at each other. The schedule is the same day after day and they have no say in what they do or when. The staff makes all the decisions. With nothing to do but fester day after day, jail inmates tend to become more bitter and anti-social than before their incarceration. Most of them are worse people when they are released than they were when they went in. We believe that their time in jail can better be used to acquire coping skills and strategies to enable them to better their lives upon release. That is what we concentrate on in our in jail programs.

The limited space available in the jail for meeting with inmates is heavily scheduled, but each week our volunteers lead a women's support group, a meditation group, an addiction recovery group, a substance abuse group, a creative writing group for men, a Women Writing for (a) Change group, and a think tank discussion group each week. From time to time we have an Inside/Outside college course inside the jail. We also have a Read-to-Me program that keeps incarcerated parents in touch with their young children and play bingo in two or three jail blocks every Tuesday night.

Furthermore we partner with the MCCSC to help inmates prepare for the GED exam, job preparation, and preparation for entering Ivy Tech.

It is well known that released inmates may need help in reentry if they are not to end up returning to a criminal lifestyle. Many inmates are released with nothing but the clothes they were wearing when they were arrested. They have no home, no job, no food, and they often need medical care and addiction treatment. Without help they tend to become discouraged and quickly revert to the behaviors that return them to the jail.

At our Transition Support Center we welcome released inmates and work with them to identify and overcome the barriers they face in returning to the community. To deal with their immediate needs we provide basic necessities such as clothing and hygiene products, and point them to places where they can eat and get temporary shelter. Their long term needs are a challenge and often require casework support. We provide computer literacy training, job counseling, help in preparing job applications and resumes and work with them to locate organizations that will hire or rent to persons with records. For addiction issues, mental health issues, educational needs, etc. for which we cannot serve their needs our caseworker works closely with them to help them get connected with the needed resources available in the community.

You get a lot for your money when you support New Leaf – New Life!

NEW LEAF NEW LEAF - NEW LIFE PRELIMINARY 2017 BUDGET

Source of funds:

Beginning Balance	36000.00
Jail contract	35000.00
Donations & Grants	35000.00
Jack Hopkins grant	10000.00

TOTAL AVAILABLE FUNDS	116000.00
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Planned in-jail expenditures:

Payroll	34745.00
Tax	2658.00
Inmate assistance	800.00
Supplies	400.00

TOTAL IN-JAIL EXPENDITURES	38603.00
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Planned Transition Center expenditures:

Payroll	26210.00
Tax	2020.00
Utilities	2500.00
Telephone & internet	1500.00
Client assistance	6000.00
Fundraising	1000.00
Postage	500.00
Amazon	500.00

TOTAL TRANSITION CENTER	40230.00
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Planned overhead:

Insurance	2035
Accounting	2500
Supplies	1000
Staff training	500

TOTAL OVERHEAD	6035
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TOTAL EXPENSES	84868.00
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2018 BEGINNING BALANCE	31132.00
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NOTE: MOST OF OUR FUNDING COMES IN DURING THE 2ND HALF OF THE YEAR
SO WE MUST HAVE A SUBSTANTIAL BEGINNING BALANCE

New Leaf-New Life

BALANCE SHEET

As of December 31, 2016

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
1010 Irwin Union grant	0.00
1012 Chase	34,529.03
1014 Chase Grant	0.00
1030 Petty Cash	1,143.61
1040 Payroll	447.00
Total Bank Accounts	\$36,119.64
Other Current Assets	
1100 Advances to Contract	0.00
Total Other Current Assets	\$0.00
Total Current Assets	\$36,119.64
TOTAL ASSETS	\$36,119.64
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Credit Cards	
2550 Credit Card - Chase	0.00
Total Credit Cards	\$0.00
Other Current Liabilities	
2100 Payroll Liabilities	0.00
2110 Federal Taxes (941/944)	0.00
2120 IN Income / Local Taxes	0.00
2130 Prepaid Expenses Payable	0.00
Total 2100 Payroll Liabilities	0.00
2200 Trust Accounts - Liabilities	
2210 Trust Accounts - OASIS	0.00
Total 2200 Trust Accounts - Liabilities	0.00
2500 Short Term Notes & Loans Payable	
2510 Trustee & employee loans payable	0.00
Total 2500 Short Term Notes & Loans Payable	0.00
Total Other Current Liabilities	\$0.00
Total Current Liabilities	\$0.00
Total Liabilities	\$0.00
Equity	
3000 Opening Bal Equity	2,480.01
3010 Retained Earnings	27,464.20
Net Income	6,175.43
Total Equity	\$36,119.64
TOTAL LIABILITIES AND EQUITY	\$36,119.64

New Leaf-New Life

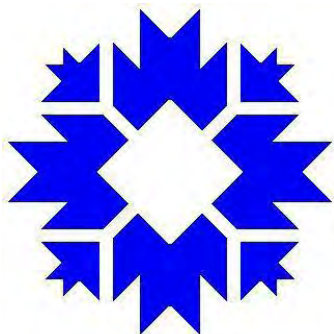
PROFIT AND LOSS

January - December 2016

	TOTAL
INCOME	
4000 Revenue from Direct Contributions	
4010 Donations, general	20,662.25
4010.2 Read to Me Donations	331.00
4010.3 Amazon Smile Donations	69.27
4010.4 Jim Miller Memorial	350.00
4010.5 50+ Men Who Care Donations	8,000.00
Total 4010 Donations, general	29,412.52
Total 4000 Revenue from Direct Contributions	29,412.52
4200 Revenue from Non-Government Grants	
4230 Foundation/Trust Grants	
4232 Community Foundation Grant	6,500.00
4234 St. Mark's Grant	2,288.49
Total 4230 Foundation/Trust Grants	8,788.49
4231 Smithville Foundation Grant	5,000.00
Total 4200 Revenue from Non-Government Grants	13,788.49
4500 Revenue from Government Grants	
4540 Local government grants	4,000.00
4543 Jack Hopkins grant	240.00
4547 Monroe Country Cares Grant	7,618.70
Total 4540 Local government grants	11,858.70
Total 4500 Revenue from Government Grants	11,858.70
5126 Government Contract Income	17,573.00
5126.1 Jail Contract	17,583.00
Total 5126 Government Contract Income	35,156.00
5300 Revenue from Investments	
5310 Interest Earned, savings & short-term investments	0.66
Total 5300 Revenue from Investments	0.66
5400 Revenue from Other Sources	
5440 Gross sales - inventory	
5440.4 5K Run	540.00
5440.5 Non-Profit Income	345.00
5440.8 Textbook Sales	2,062.97
Total 5440 Gross sales - inventory	2,947.97
5490 Misc revenue	
5490.1 Menninger Book Royalties	52.52
5490.9 Uncategorized Income	4,690.32
Total 5490 Misc revenue	4,742.84
Total 5400 Revenue from Other Sources	7,690.81
Total Income	\$97,907.18
EXPENSES	
7010 Grant and Contract Expense	

	TOTAL
7010526 Jack Hopkins 09-13	9.40
Total 7010 Grant and Contract Expense	9.40
7100 Program Expense	
7124 Outside Program Expenses	
7124.1 OP Office Supplies	444.11
7124.2 OP Postage	376.51
7124.3 OP Fundraising	964.12
7124.31 Jim Miller Fund Expenses	387.06
Total 7124.3 OP Fundraising	1,351.18
7124.4 OP Personal Items	640.80
7124.5 OP IDs and Documents	118.40
7124.6 OP Transportation	1,039.52
7124.7 OP Food	1,830.72
7124.8 OP Glasses	20.00
Total 7124 Outside Program Expenses	5,821.24
7125 Inside Program Expenses	
7125.1 IP Materials and Supplies	865.31
7125.2 IP Postage	126.58
7125.3 IP Glasses	673.95
7125.4 IP IDs and Documents	16.00
7125.5 IP Education	15.00
7125.6 IP Travel	120.99
Total 7125 Inside Program Expenses	1,817.83
7127 GED Program	
7127.1 Substitute Teaching Expense	261.67
Total 7127 GED Program	261.67
7130 Advertising/Promotional	455.00
Total 7100 Program Expense	8,355.74
7200 Salaries and Payroll Expenses	17,519.49
7220 Salaries or Wages	49,402.45
7280 Insurance, Worker's Comp	2,078.00
Total 7200 Salaries and Payroll Expenses	68,999.94
7500 Fees	
7505 Accounting Fees	6,904.36
Total 7500 Fees	6,904.36
8100 General Administrative Expenses	
8110 Supplies and Materials	131.45
8140 Postage and Delivery	1.64
8140.1 Book Sales Postage	5.75
Read to Me Postage	67.96
Total 8140 Postage and Delivery	75.35
8160 Equipment Rental and Maintenance	112.13
8170 Printing and Reproduction	209.86
Total 8100 General Administrative Expenses	528.79
8200 Facility & Equipment Expenses	254.20
8210 Utilities	2,934.12
8211 Security Camera	0.00
8220 Telephone and Internet	515.90

	TOTAL
Total 8200 Facility & Equipment Expenses	3,704.22
8500 Other Expenses	3,222.30
8510 Business Filings	7.00
Total 8500 Other Expenses	3,229.30
Total Expenses	\$91,731.75
NET OPERATING INCOME	\$6,175.43
NET INCOME	\$6,175.43



CITY OF BLOOMINGTON, COMMON COUNCIL
JACK HOPKINS SOCIAL SERVICES FUNDING COMMITTEE
2017 GRANT APPLICATION

AGENCY INFORMATION

Lead Agency Name: People & Animal Learning Services (PALS)

Is Lead Agency a 501(c)(3)? ☒ Yes ☐ No

Number of Employees:

Full-Time	Part-Time	Volunteers
5	12	250/year

Address:

PO Box 1033

Bloomington, IN 47402

Zip Code: 47402

Phone: 812-336-2798

Agency E-Mail: info@palstherapy.org

Website: palstherapy.org

President of Board of Directors: Susie Carter

Name of Executive Director: Marianne Van Winkle

Phone: 812-336-2798, ext. 12

E-Mail: marianne@palstherapy.org

Name and Title of Person to Present Proposal to the Committee: Marianne Van Winkle, Executive Director

Phone: 812-336-2798, ext. 12

E-Mail: marianne@palstherapy.org

Name of Grant Writer: Lindsay Nash, Associate Director

Phone: 812-336-2798, ext. 18

E-Mail: lindsay@palstherapy.org

Agency Mission Statement (150 words or less)

**Note: If your organization is a faith-based agency, please provide the mission statement of your proposed project, not your agency.*

PALS mission is to provide comprehensive individualized therapeutic equine programs designed by professionals to intentionally develop and restore functional skills, enhance well-being and improve quality of life.

PROJECT INFORMATION

Project Name:

Is this a collaborative project? ☐ Yes ☒ No. If yes:

List name(s) of agency partner(s):

Please indicate: how your missions, operations and services do or will complement each other; the existing relationship between your agencies and how the level of communication and coordination will change as a result of the project; any challenges and steps you plan to take to address those challenges.

Address where project will be housed: 7644 W Elwren Rd, Bloomington, IN 47403

Total cost of project: \$53,975.00

Requested amount of JHSSF funding: \$26,763.00

Other Funds Expected for this Project *(Please indicate source, amount, and whether confirmed or pending):*

\$10,000 in matching capital donations from individuals have been committed. Budget-relieving in-kind equipment rental and operator fees from Milestone Contractors, L.P. and labor from Wheeler Mission Ministries are expected to be contributed to the project (valued at \$15,137). PALS is submitting additional grants in support of this project, though nothing is confirmed at this juncture.

Total Number of Clients Served by this project in 2017: 75-80

Total Number of City Residents Served by this project in 2017: 55-60

Is this request for operational funds? ☐ Yes ☒ No

If "yes," indicate the nature of the operational request:

☐ Pilot ☐ Bridge ☐ Collaborative ☐ None of the Preceding – General request for operational funds pursuant to 2017 funding guidelines.

Please describe when you plan to submit your claims for reimbursement and what steps precede a complete draw down of funds:

PALS plans to submit a claim for reimbursement as soon as awarded funds become available. Coordinating with Indiana Agricultural Fencing and Milestone Contractors to establish a collaborative construction timeline is the only step required before the submission of claim reimbursement.

If completion of your project depends on other anticipated funding, please describe when those funds are expected to be received:

Matching Capital donations are available immediately. The earliest notice of additional grant-supported funding is July 2017.

Do you own or have site control of the property on which the project is to take place?

☒ Yes ☐ No ☐ N/A

Is the property zoned for your intended use?

☒ Yes ☐ No ☐ N/A

If "no," please explain:

If permits, variances, or other forms of approval are required for your project, please indicate whether the approval has been received. If it has not been received, please indicate the entity from which the permitting or approval is sought and the length of time it takes to secure the permit or approval.

Note: Funds will not be disbursed until all requisite variances or approvals are obtained.

Permits are not required for this project.

Due to limited funds, the Committee may recommend partial funding for a program. In the event the Committee is unable to meet your full request, will you be able to proceed with partial funding?

☒ Yes ☐ No

If “yes,” please provide an itemized list of program elements, ranked by priority and cost:

Priority #1
(Item & Cost)

\$26,763.00 –All Material Costs (6,655 ft of fencing materials including poplar boards, vertical fascia board, and galvanized gates)

Priority #2
(Item & Cost)

\$22,727.75 – Labor & 25% of Material Costs (1,664 ft of fencing materials including poplar boards, vertical fascia board, and galvanized gates)

Priority #3
(Item & Cost)

\$18,713.30 – Labor & 10% of Material Costs (665.5 ft of fencing materials including poplar boards, vertical fascia board, and galvanized gates)

Priority #4
(Item & Cost)

Priority #5
(Item & Cost)

Priority #6
(Item & Cost)

Project Synopsis *(250 words or less)*

Please provide a brief overview of your project. This synopsis will be used in a summary of your proposal. Please begin your synopsis with the amount you are requesting and a concrete description of your proposed project. E.g., "We are requesting \$7,000 for an energy-efficient freezer to expand our emergency food service program."

We are requesting a one-time investment of \$26,763.00 for a Sensory Trail and fence re-building project that will improve the safety of PALS pastures and make a lasting impact on programs for years to come. The fencing on the property is in need of renovation. With support from the Jack Hopkins Social Services Funding Committee, PALS will be able to install new fencing while incorporating a brand new Sensory Trail. This project will significantly enhance the programmatic experience for our clients diagnosed with a variety of physical, cognitive, emotional, and social disabilities. A Sensory Trail is a rich learning environment that incorporates natural sounds and activity stations, allowing the rider to fully engage their senses. Activity stations along the trail focus on visual, auditory, and/or tactile stimuli currently unavailable in an arena setting. The trail will help our clients achieve a variety of physical and educational goals including, but not limited to:

- Gross Motor Skill Development (standing in half seat to walk over a pole on the trail)
- Improve Range of Motion (reaching for objects)
- Fine Motor Skill Development (manipulating objects along activity stations)
- Balance and Body Awareness (the trail asks the horse and rider to navigate uneven terrain)
- Cognitive Skills such as learning colors, shapes, and counting/numbers.

CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Your responses will be used in a summary of your proposal.

NEED *(200 words or less)*

Explain how your project addresses a previously-identified priority for social services funding as documented in the [Service Community Assessment of Needs](#), the City of Bloomington, Housing and Neighborhood Development Department's [2015-2019 Consolidated Plan](#), or any other community-wide survey of social services needs.

The 2012 SCAN reports that people with disabilities “may face additional difficulty accessing basic services, maintaining consistent employment, developing strong social ties, advocating effectively for themselves, and participating independently in their communities” (p. 87). PALS was started in 2000 as a direct response to this need for participatory opportunities for individuals with disabilities. Our therapeutic equine programs not only promote independence and improve overall quality of life, but allow clients to develop strong social bonds with their instructors, volunteers, and their peers. It is our vision to continue to evolve to provide new supportive services to individuals with disabilities living in Bloomington, which constitutes 6.7% of city’s population (p. 52, HAND 2015-2019 Consolidated Plan).

ONE-TIME INVESTMENT *(100 words or less)*

Jack Hopkins Funds are intended to be a one-time investment. Please explain how your project fits this criterion. If you are requesting operational funds (e.g., salaries, rent, vouchers, etc), please explain how your project satisfies an exception to the one-time funding rule (pilot, bridge, or collaborative). If you are requesting operational funds that do not satisfy one of the aforementioned exceptions, but your request is being made pursuant to the 2017 allowance for operational funds, please make that clear. If you are requesting operational funding, you must detail your plan for future funding.

During the project research process, it became abundantly clear that PALS needs to invest in a long-term fencing solution rather than a short-term fix. Indiana Agricultural Fencing was recommended by another Professional Association for Therapeutic Horsemanship, Intl (PATH Intl)-certified equine center in our region. This fencing company specializes in equine industry fencing projects, using CCA treated high-quality fence boards that will ensure sustained structural integrity. A one-time investment from the Jack Hopkins Fund, supported by matching donor gifts and significant in-kind services, will keep the PALS therapy horses, clients, staff and volunteers safe for many years to come.

FISCAL LEVERAGING *(100 words or less)*

Describe how your project will leverage other resources, e.g., other funds, in-kind contributions, or volunteers.

Funds for this project are leveraged in the following ways:

- Matching Capital Donations - \$10,000 (monetary)
- Tear down equipment rental and operator fees donated by Milestone Contractors, L.P. valued at \$11,412.00 (in-kind)
- Hole filling labor provided by Wheeler Mission Ministries valued at \$3,725 (in-kind)

LONG-TERM BENEFITS *(200 words or less)*

Explain how your program will have broad and long-lasting benefits for our community.

This one-time capital improvement will have a long-standing impact on programs. After this transformative construction project is complete, annually-allocated fencing repair expenses can be reinvested into program development, freeing up organizational funds that can be used to directly help people in our community. In addition to the long-term budget relieving benefits, the Sensory Trail will add a completely new dimension to programs at PALS, allowing our trained, PATH Intl-certified instructors to incorporate additional challenges aimed to help clients grow and achieve their individual therapeutic goals.

OUTCOME INDICATORS *(100 words or less)*

Please either list or describe the outcome indicators you intend to use to measure the success of your project.

The ultimate outcome of a project (e.g., reduced hunger, homelessness or addiction rates) are often not readily observable within the Jack Hopkins funding period. For that reason, we are asking agencies to provide us with *outcome indicators*. In contrast to program activities (what you bought or did with grant funds) and the long-term impacts of a program (the lasting social change effected by your initiative), the data we seek are the short-term indicators used to measure the change your program has created during the period of your funding agreement. Where possible, this information should be expressed in quantitative terms.

Examples: an agency providing a service might cite to the number of persons with new or improved access to a service. If funds were used to meet a quality standard, the agency might report the number of people who no longer have access to a substandard service. An agency seeking to purchase equipment or to make a physical improvement might cite to the number of residents with new or improved access to a service or facility. If funds were used to meet a quality standard or to improve quality of a service or facility, an agency might report the number of people who have access to the improved service or facility

This proposed facility improvement will add a completely new program facilitation space from which all of our clients can benefit. This project will impact up to 80 individuals with disabilities of all ages, 8 veterans, and multiple groups of at-risk youth (the organization will provide several equine experiential programs in partnership with other community agencies helping at-risk youth and young adults. A number of clients cannot be provided at this time because program planning is still process).

OTHER COMMENTS *(500 words or less)*

Use this space to provide other information you think the Committee would find useful. Any additional comments should supplement, not restate, information provided in the foregoing.

Since moving into its own facility in 2013, PALS has continued to implement a five-year program expansion plan, incorporating new inclusive camps for children of all abilities and equine experimental/facilitated learning programs designed to help at-risk youth and veterans. Previous to owning the current facility on Elwren road, the organization was consistently faced a number of logistical restrictions. Renting a space meant a limited the number hours available for programs, a limited number of horses PALS could own, and most notably, a limited amount of outdoor space for expanding therapeutic programming. Now, we can introduce new programming and make the necessary facility improvements to support planned growth without externally imposed limitations.

Over the past three years, PALS staff have sought to integrate a Sensory Trail into programs. Ideas for activity stations and obstacles include, but are not limited to:

- Uphill and downhill terrain
- Variable Footing – Sand, Gravel and Wood
- Guided obstacles such as winded paths, logs, a bridge (with sign), a teeter totter, trench, and a balance beam
- Sniff & Smell Station –a series of little boxes with sensory items such as alfalfa, hay, or grain
- Road signs - “Stop,” “Yield,” etc.
- Music Station – will bells, drums, hanging chimes,
- I Spy – hide critters on the trail such as toy squirrels, bugs, birds or deer
- Woodland village – organize animal homes with various openings and doors; clients will deliver critter toys to their to homes

A Sensory Trail will not only broaden opportunities for improving the overall physical health and emotional well-being of clients, but will bring nature to those who are not able to navigate typical nature trails. For clients with physically-limiting disabilities/conditions, the Sensory Trail will provide an opportunity to experience nature while working on therapeutic goals.

The proposed renovation will also impact the quality and safety of our property, helping further our commitment to the highest equine welfare standards in the industry. The current ongoing care and maintenance of existing fencing is becoming more costly and over time, the structure will deteriorate beyond our standard of best equine practices. By preemptively installing a new, sturdy fence, we can guarantee the safety of pastures and horses for many years to come. The project will also give our staff the opportunity to re-envision a more efficient pasture design to meet the needs of the organization. Reorganized pasture space will save staff time during horse turn-out, as well as create increased capacity. Additional pastures will allow for a larger herd which translates into program growth.

PALS Fencing and Sensory Trail Project Budget with Potential Jack Hopkins Funding

Projected Timeline: Spring-Summer 2017

Total Project Expenses		
Expense Description	Supplier	Cost
Four Board Fence with 5-6" Line Post Fencing Materials - Total of 6,655 feet - includes poplar boards, vertical fascia board, 6-12' heavy galvanized gates	Indiana Agricultural Fencing	\$ 26,763.00
Labor & Travel	Indiana Agricultural Fencing	\$ 16,037.00
Removal & Disposal of Old Fencing	Indiana Agricultural Fencing	\$ 7,450.00
Hole Filling	Indiana Agricultural Fencing	\$ 3,725.00
Total Expenses		\$ 53,975.00

Total Project Income (Priority 1)	
Proposed Jack Hopkins Social Service Funding - Covers all material costs	\$ 26,763.00
Milestone Contractors, L.P. - Backhoe Rental & Operator Fees (72 hrs) - Donated In-Kind	\$ 11,412.00
Matching Individual Capital Donations	\$ 10,000.00
Wheeler Mission Ministries - In-Kind Labor -Hole filling (supported by Milestone)	\$ 3,725.00
Additional Grant Funding	\$ 2,075.00
Total Income	\$ 53,975.00

Total Project Income (Priority 2)	
Proposed Jack Hopkins Social Service Funding - Covers all labor and 25% of material costs	\$ 22,727.75
Milestone Contractors, L.P. - Backhoe Rental & Operator Fees (72 hrs) - Donated In-Kind	\$ 11,412.00
Matching Individual Capital Donations	\$ 10,000.00
Additional Grant Funding	\$ 6,110.25
Wheeler Mission Ministries - In-Kind Labor -Hole filling	\$ 3,725.00
Total Income	\$ 53,975.00

Total Project Income (Priority 3)	
Proposed Jack Hopkins Social Service Funding - Covers all labor and 10% of material costs	\$ 18,713.30
Milestone Contractors, L.P. - Backhoe Rental & Operator Fees (72 hrs) - Donated In-Kind	\$ 11,412.00
Additional Grant Funding	\$ 10,124.70
Matching Individual Capital Donations	\$ 10,000.00
Wheeler Mission Ministries - In-Kind Labor -Hole filling	\$ 3,725.00
Total Income	\$ 53,975.00



MILESTONE CONTRACTORS, L.P.

Time & Material Work Agreement
(See back for terms and conditions.)

MCLP #: **17 0401**

CUSTOMER NO.: _____

DATE: _____

DESCRIPTION/SCOPE OF WORK: _____

ADDRESS/LOCATION: _____

JOB NO.: _____

DATE EFFECTIVE: **April 1, 2017 to March 31, 2018**

EQUIPMENT RATES DO NOT APPLY TO SNOW REMOVAL

OVERTIME WILL BE CHARGED IN ACCORDANCE WITH UNION AGREEMENTS

EQUIPMENT (OPERATOR NOT INCLUDED)				LABOR	STRAIGHT TIME		TIME + 1/2		DBL TIME		TOTAL (\$)
DESCRIPTION	HOURLY RATE	HOURS USED	TOTAL (\$)		RATE	HR	RATE	HR	RATE	HR	
ASPHALT PAVER 8'	\$230.00			LABORER	\$67.00		\$86.00		\$105.00		
ASPHALT PAVER 10'	\$280.00			OPERATOR	\$91.00		\$119.00		\$147.00		
DISTRIBUTOR	\$107.50			TEAMSTER	\$77.00		\$100.00		\$124.00		
BACKHOE	\$67.50			CARPENTER	\$82.00		\$105.00		\$128.00		
SCRAPER 613	\$138.50			MECHANIC	\$91.00		\$119.00		\$147.00		
EXCAVATOR LARGE	\$225.00			FOREMAN	\$69.00		\$89.00		\$109.00		
EXCAVATOR MEDIUM	\$155.00			SUPERINTENDENT	\$90.00		\$123.00		\$156.00		
EXCAVATOR SMALL	\$97.50			HRLY SUPERINTENDENT	\$87.00		\$116.00		\$145.00		
DOZER MEDIUM	\$97.50			MATERIALS & SUPPLIES				QUANTITY	UNIT	PRICE (\$)	TOTAL (\$)
DOZER SMALL	\$82.50										
GRADER LARGE	\$107.50										
GRADER SMALL	\$55.00										
RUBBER TIRE LOADER	\$92.50										
WHEEL TRACTOR	\$55.00										
STATIC ROLLER	\$42.50										
ROLLER VIBRATORY ASPHALT	\$107.50										
ROLLER VIBRATORY DIRT	\$82.50			TRUCKING CO.				HOURS	# OF TRUCKS		TOTAL (\$)
ROLLER SHEEPSFOOT 815	\$150.00										
LOWBOY TRACTOR & TRAILER	\$97.50										
WATER TRUCK	\$55.00			SUBCONTRACTORS (Items of work performed)							TOTAL (\$)
SINGLE AXLE FLATBED	\$55.00										
WALK/HAND CONCRETE SAW	\$30.00										
AIR COMPRESSOR/ATTACHMENTS	\$36.00										
GRINDER ATTACHMENTS	\$47.50										
MTL/SKID STEER	\$57.50										
PICKUP TRUCK	\$35.00										
POWER BROOMS	\$47.50										
SIDE PAVER	\$135.00										
VacAll Sweeper Truck.	\$135.00										
	Rental Equipment See Note (i)										
	Rental Equipment See Note (i)										

Milestone Contractors, L.P.

Owners Authorized Representative

Time & Material #: _____

Total: _____

By: _____

By: _____

Printed: _____

Printed: _____

Title: _____

Title: _____

Revision: (04/1/13)

Office Copy - White

Owner Copy - Yellow

MCLP Superintendent Copy - Pink



INDIANA AGRICULTURAL FENCING

FENCING ESTIMATE

CUSTOMER NAME: PEOPLE AND ANIMAL LEARNING SERVICES

DATE: 3/30/17

INDIANA AGRICULTURAL FENCING

3050 WEST 950 SOUTH

COLUMBUS, IN 47201

812-592-0118

CHAD @INDIANAAGRICULTURALFENCING.COM

Four Board Pasture Fencing

~6,655' of total fencing, in ~846 sections

-Either three or four board treated poplar fencing

-Includes a vertical fascia board

-All line post will be either 4-5"x 7.5' or 5-6"x 7.5' and all gate post will be 7-8"x 8', CCA treated Southern Yellow Pine

-Includes 6-12' heavy galvanized gates with two way gate latches

-No clearing, hole filling or painting is included, but is available if needed

Price:

\$35,050 (-2% net 10: \$34,349) (Labor & Travel \$14,488, Materials \$20,562) Three Board with 4-5" line post

\$37,575 (-2% net 10: \$36,823.50) (Labor & Travel \$14,488, Materials \$23,087) Three Board with 5-6" line post

\$40,300 (-2% net 10: \$39,494) (Labor & Travel \$16,037, Materials \$24,263) Four Board with 4-5" line post

\$42,800 (-2% net 10: \$41,944) (Labor & Travel \$16,037, Materials \$26,763) Four Board with 5-6" line post

Removal and Disposal of the Old Fencing

-Removal and disposal of approximately 5,000' of existing fencing

-No hole filling is included in this quote

Price: \$7,450 (-2% Net 10: 7,301)

Hole Filling

-Filling all old post holes with lime

-Includes the lime and labor

Price: \$3,725 (-2% net 10: \$3,650.50) (Labor & Travel \$2,975, Materials \$750)

Painting

-Painting ~843 sections of board fencing black

-Painting is not required

Price: \$6,700 (-2% Net 10: \$6,566)

Notes

- Our estimated starting date for this project is Mid May
- This project will take about 10-16 days to complete depending on the options chosen
- Final billing will be based on the number of fence sections actually built. The invoice will be adjusted accordingly to reflect more or less sections actually built.
- We offer a "Best Price Guarantee". If we do not have the best price, we will beat any competitor's written estimate by 5%, with a valid copy of the competitor's written estimate.

Terms

- 2% NET 10 or NET 30
- Subtract 2% from the bid price if the envelope is postmarked within 10 days of billing date, otherwise the terms are net 30. Envelope MUST be postmarked within ten days of the billing date.

Let me know what you decide to do on these projects! We look forward to hopefully working with you on this and future projects!

Thank You,

Chad Decker
Indiana Agricultural Fencing
[812-592-0118](tel:812-592-0118)

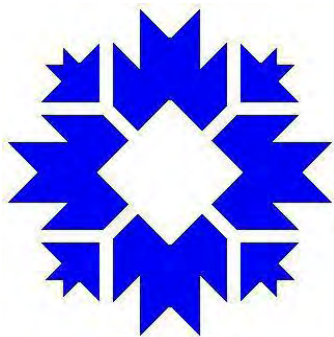
PEOPLE & ANIMAL LEARNING SERVICES (PALS)

Profit & Loss Budget vs. Actual

January through December 2016

	TOTAL
	Jan - Dec 16
Ordinary Income/Expense	
Income	
Total 400 · Program Income	82,578.91
Total 420 · Restricted Donations	76,419.69
Total 430 · Unrestricted Donations	25,769.19
Total 440 · Special Events Income	112,786.35
Total 450 · Miscellaneous Income	2,539.67
Total 460 · Facility Income	56,163.99
Total Income	356,257.80
Gross Profit	356,257.80
Expense	
Total 500 · Horse	29,309.67
Total 600 · Personnel	238,990.07
Total 700 · Program Support	74,944.07
Total 780 · Special Events	28,759.91
790 · Discretionary Fund	9,000.00
800 · Bank Service Charges	11.00
Total Expense	381,014.72
Net Ordinary Income	-24,756.92
Other Income/Expense	
Other Income	
Total 806 · Capital Campaign Income	35,168.80
Total Other Income	35,168.80
Other Expense	
Total 906 · Capital Campaign Expenses	18,065.20
Total Other Expense	18,065.20
Net Other Income	17,103.60
Net Income	-7,653.32

PALS' accountant is currently working on a formal financial statement for 2016. Provided statement is from internal bookkeeping records.



CITY OF BLOOMINGTON, COMMON COUNCIL
JACK HOPKINS SOCIAL SERVICES FUNDING COMMITTEE
2017 GRANT APPLICATION

AGENCY INFORMATION

Lead Agency Name: Laurie Blackburn

Is Lead Agency a 501(c)(3)? ☒ Yes ☐ No

Number of Employees:

Full-Time	Part-Time	Volunteers
80	95	110

Address:

Planned Parenthood of Indiana and Kentucky Health Center,
421 South College Ave.

Zip Code: 47403

Phone: (317) 637-4320

Headquarters: 200 South Meridian Street, Suite 400, Indianapolis, IN 46225

Agency E-Mail: development@ppink.org

Website: www.ppink.org

President of Board of Directors: Kim Greene

Name of Executive Director: Betty Cockrum

President and CEO

Phone: (317) 637-4320

E-Mail: development@ppink.org

Name and Title of Person to Present Proposal to the Committee: Lynne Bunch, Vice President of Patient Services, Administration

Phone: (317) 637-4320

E-Mail: lynne.bunch@ppink.org

Name of Grant Writer: Laurie Blackburn

Phone: (317)637-4320

E-Mail: laurie.blackburn@ppink.org

Agency Mission Statement *(150 words or less)*

**Note: If your organization is a faith-based agency, please provide the mission statement of your proposed project, not your agency.*

Our mission is to serve persons in Indiana and Kentucky—without bias or judgment, without fear, without fail—by providing access to high-quality health care confidentially and compassionately; by reducing unintended pregnancies and sexually transmitted disease through age-appropriate and accurate sexual health education; and by advocating for freedom of individual choice in all matters of sexual health and reproductive justice.

PROJECT INFORMATION

Project Name: Bloomington Women's Health Fund for LARCs, STD Testing and Colposcopies

Is this a collaborative project? ☐ Yes ☒ No. If yes:

List name(s) of agency partner(s):

Please indicate: how your missions, operations and services do or will complement each other; the existing relationship between your agencies and how the level of communication and coordination will change as a result of the project; any challenges and steps you plan to take to address those challenges.

Address where project will be housed:

Planned Parenthood, 421 South College Avenue, Bloomington, IN 47403

Total cost of project: \$36,744 (Women's Health Fund budget for FY17)

Requested amount of JHSSF funding: \$9,000.

Other Funds Expected for this Project *(Please indicate source, amount, and whether confirmed or pending)*:

Grants:

- Sophia Travis Community Services: \$2,000. Confirmed
- United Way of Monroe County: \$10,000. Pending request. Received \$3,800 in FY16

Donor Support:

- Annual Fundraiser: \$23,000. Pending.
Received \$21,258 in FY16 as a portion of total funds raised for the Women's Health Fund, which was divided amongst all 19 health centers across Indiana and Kentucky.

Total Number of Clients Served by this project in 2017: 20 - 500

Total Number of City Residents Served by this project in 2017: 20 - 500

Is this request for operational funds? ☐ Yes ☒ No

If “yes,” indicate the nature of the operational request:

☐ Pilot ☐ Bridge ☐ Collaborative ☐ None of the Preceding – General request for operational funds pursuant to 2017 funding guidelines.

Please describe when you plan to submit your claims for reimbursement and what steps precede a complete draw down of funds:

Reimbursement: October - December, 2017

If completion of your project depends on other anticipated funding, please describe when those funds are expected to be received:

N/A

Do you own or have site control of the property on which the project is to take place?

☒ Yes ☐ No ☐ N/A

Is the property zoned for your intended use?

☒ Yes ☐ No ☐ N/A

If “no,” please explain:

If permits, variances, or other forms of approval are required for your project, please indicate whether the approval has been received. If it has not been received, please indicate the entity from which the permitting or approval is sought and the length of time it takes to secure the permit or approval.

Note: *Funds will not be disbursed until all requisite variances or approvals are obtained.*

N/A

Due to limited funds, the Committee may recommend partial funding for a program. In the event the Committee is unable to meet your full request, will you be able to proceed with partial funding?

☒ Yes ☐ No

If “yes,” please provide an itemized list of program elements, ranked by priority and cost:

Priority #1
(Item & Cost)

Insertion and removal of Long Acting Reversible Contraceptives (LARCs)
Cost: \$630/patient = 12 uninsured women = \$7,560

Priority #2
(Item & Cost)

STD Testing for women and men who are uninsured or underinsured.
Cost: \$250 provides 4 people with an exam and lab testing.

Priority #3
(Item & Cost)

Colposcopies
Cost: \$300/patient = 4 uninsured women = \$1,200

Priority #4
(Item & Cost)

Priority #5
(Item & Cost)

Priority #6
(Item & Cost)

Project Synopsis (250 words or less)

Please provide a brief overview of your project. This synopsis will be used in a summary of your proposal. Please begin your synopsis with the amount you are requesting and a concrete description of your proposed project. E.g., "We are requesting \$7,000 for an energy-efficient freezer to expand our emergency food service program."

Planned Parenthood of Indiana and Kentucky requests funding in the amount of \$9,000 to provide subsidized insertion/removal of long-acting reversible contraceptives (LARCs) testing for sexually transmitted diseases (STDs) and Colposcopy testing for cervical cancer and other possible diseases, through our Women's Health Fund (WHF) at the Bloomington health center.

Despite previous advancements in access to health care, many people, particularly those who are uninsured or underinsured, continue to face barriers to essential health care services, sexuality and reproductive health education, and supplies. Research and our experience indicate that by providing factual information, screenings, and access to birth control that is affordable and consistent, we empower women and men to make a significant impact on their social and economic advancement. With the future of health care once again uncertain, we continue to be vital to people's lives.

The benefit of support for the Women's Health Fund is that:

- 1) It is used to directly care for testing and contraception; no funds are used to cover administrative costs or abortion services.
- 2) It provides reproductive healthcare for those who might otherwise choose to go without.
- 3) STD testing prevents early detection and treatment, thus preventing the spread of disease and potential for taxing the Bloomington healthcare system further.
- 4) Providing free or subsidized colposcopies for abnormal pap tests allows patients who can't afford healthcare or pay medical bills to receive an early diagnosis of cervical cancer, thus alleviating the additional costs of their health care for the city of Bloomington.

CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Your responses will be used in a summary of your proposal.

NEED (200 words or less)

Explain how your project addresses a previously-identified priority for social services funding as documented in the [Service Community Assessment of Needs](#), the City of Bloomington, Housing and Neighborhood Development Department's [2015-2019 Consolidated Plan](#), or any other community-wide survey of social services needs.

The *County Health Rankings* (Robert Wood Johnson Foundation) indicates that the rate of STDs among Monroe County residents continues to trend higher than the national benchmark (543 per 100,000, versus 469 per 100,000 the year prior.) Monroe County is ranked 92 out of 100 in County Demographics. Sexually transmitted infections help measure risky sexual activity. Moreover, this measure of sexually transmitted infections includes only one infection, chlamydia, and might not represent the true impact of STD's in the county.

As documented in the 2015 – 2019 Service Community Assessment of Needs (SCAN) for the City of Bloomington, of the 131 persons with at least one adult and one child in Monroe County, one hundred twenty (120) of those persons are in transitional housing units and fifty (50) are in emergency shelter. For a resident with food and shelter issues, PPINK is often the only healthcare provider they see.

Eighty-eight percent of our patients in Bloomington are women; and, most of our patients are underinsured. We are often the only health care provider they see. It is notable that our health center is also the only provider of affordable, low-cost colposcopies to the residents of Monroe County and surrounding counties.

ONE-TIME INVESTMENT *(100 words or less)*

Jack Hopkins Funds are intended to be a one-time investment. Please explain how your project fits this criterion. If you are requesting operational funds (e.g., salaries, rent, vouchers, etc), please explain how your project satisfies an exception to the one-time funding rule (pilot, bridge, or collaborative). If you are requesting operational funds that do not satisfy one of the aforementioned exceptions, but your request is being made pursuant to the 2017 allowance for operational funds, please make that clear. If you are requesting operational funding, you must detail your plan for future funding.

PPINK seeks a one-time investment to support our Women's Health Fund to care for uninsured and underinsured patients at our Bloomington health center.

In fiscal year (FY) 2016, 43 percent of our Bloomington health center clients were at or below 150 percent federal poverty level

FISCAL LEVERAGING *(100 words or less)*

Describe how your project will leverage other resources, e.g., other funds, in-kind contributions, or volunteers.

The Women's Health Fund leverages Bloomington support in several ways:

1. Donor contributions from Bloomington. (\$15,000 total for entire WHF)
2. We have applied for, and received, a number of multi-year gifts to help us ensure the organization can continue to provide services and support without interruption.
3. Grant funding = \$6,500 (based on FY16 budget)

LONG-TERM BENEFITS (200 words or less)

Explain how your program will have broad and long-lasting benefits for our community.

Although Planned Parenthood health centers comprise 10% of all safety net providers of family planning care nationwide, they serve 36% of all clients who obtain care from such providers. Research has shown that Planned Parenthood consistently outperforms all other providers of safety net family planning services, including federally qualified health centers, when it comes to meeting key measures, including:

- Providing the full range of birth control methods on-site;
- Filling longer-term contraceptive prescriptions; and
- Offering shorter wait times and expanded health center hours.

Though Monroe County offers several places for residents to access health care and contraception, specifics like the extent of care, the age at which it is provided, the range of payment options and the ease of access all play a part when it comes to reducing the number of individuals who need support.

OUTCOME INDICATORS (100 words or less)

Please either list or describe the outcome indicators you intend to use to measure the success of your project.

The ultimate outcome of a project (e.g., reduced hunger, homelessness or addiction rates) are often not readily observable within the Jack Hopkins funding period. For that reason, we are asking agencies to provide us with *outcome indicators*. In contrast to program activities (what you bought or did with grant funds) and the long-term impacts of a program (the lasting social change effected by your initiative), the data we seek are the short-term indicators used to measure the change your program has created during the period of your funding agreement. Where possible, this information should be expressed in quantitative terms.

Examples: an agency providing a service might cite to the number of persons with new or improved access to a service. If funds were used to meet a quality standard, the agency might report the number of people who no longer have access to a substandard service. An agency seeking to purchase equipment or to make a physical improvement might cite to the number of residents with new or improved access to a service or facility. If funds were used to meet a quality standard or to improve quality of a service or facility, an agency might report the number of people who have access to the improved service or facility

Funding from JHSS will allow us to provide 12 months of healthcare in the form of the free or subsidized:

- LARCs to 12 (up to at least 20) women in Monroe County.
- STD testing to a minimum of 8 women or men
- Colposcopies to a minimum of 4 women*

*From July 1, 2016 to present we have provided 22 colposcopies at our Bloomington HC. Of those patients:

- 9 Patients received WHF funding to pay for between half, or all of their procedure, totaling \$2,000.
- 3 patients used Medicaid, which we are in jeopardy of losing due to defunding.
- 6 patients billed commercial insurance, however, 4 of those ended up paying the full out of pocket cost because their plan did not cover the cost.
- In fiscal year (FY)16, the Women's Health Fund provided health care to 541 patients.

OTHER COMMENTS (500 words or less)

Use this space to provide other information you think the Committee would find useful. Any additional comments should supplement, not restate, information provided in the foregoing.

Although implementation of the Affordable Care Act (ACA) expanded access to health insurance for many previously uncovered individuals, gaps in coverage persist for many of our patients. As a safety net provider, our health centers serve as critical access points to primary health care services. No matter the outcome of the current administration's health care changes, our experience indicates that a lack of basic health services can be linked to poor health outcomes, including higher rates of sexually transmitted infections and unplanned pregnancies.

Research demonstrates that significant economic and social benefits are associated with consistent access to affordable contraception. Women who are able to plan their pregnancies and ensure healthy spacing of them are significantly more likely to:

- Become productive by participating in the workforce;
- Achieve economic stability;
- Establish stable and economically viable relationships; and
- Obtain college education and pursue advanced professional degrees.

Yet political pressure is mounting in an effort to prevent funding for the services we provide, and with this pressure will come a shortfall in care. In FY16 the number of Medicaid Patients (unduplicated users) in Indiana was 7,775. Support for PPINK is essential to the success of Indiana and Bloomington's health care safety net.

PPINK is one of 11 Indiana Title X providers and serves areas where it would be difficult if not impossible to find other providers. Indiana suffers a significant health provider shortage and ranks 49th in the country in access to reproductive health care. *"There are simply no other providers that could 'fill the overwhelming hole torn in the safety net if Congress blocks Planned Parenthood from participating in Medicaid.'"* Guttmacher.org - Hoosiers and citizens of the Commonwealth of Kentucky cannot afford to risk losing PPINK.

**Jack Hopkins Social Services Funding Application for 2017
Planned Parenthood of Indiana and Kentucky**

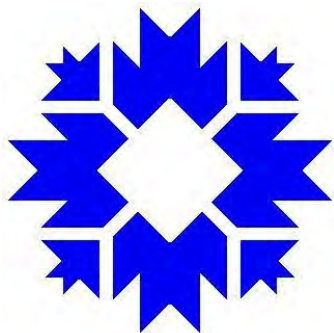
Program Budget

Item	Cost	Number of patients	Total
Insertion/removal fee of long-acting reversible contraceptives	\$630	12	\$ 7,560.00
STD Testing – exam and lab testing	\$250	4	\$ 250.00
Colposcopies	\$300	4	\$1,200.00
		Total Project cost:	\$9,010.00

Planned Parenthood of Indiana and Kentucky
Income and Expense Statement
Total Agency Cost Center
For the Month Ended 06/30/2016

Page 1

	Year to Date Actual
Revenue	
Contributions	3,544,737.53
Grants	1,820,873.43
Gov't Contracts & Grants	1,661,351.30
Program Revenue	9,201,399.33
Education Revenue	8,187.22
In Kind Contributions	198,621.62
Miscellaneous Income	184,028.84
Transfers	1,037,631.85
Non Oper Revenue(Expenses)	(1,176,633.65)
Total Revenue	<u>16,480,197.47</u>
Expenses	
Salaries & Benefits	8,482,115.00
Occupancy	2,208,494.68
Contractual	845,771.83
Travel	333,363.82
Clinic Medical Expenses	4,617,425.14
General	836,563.77
Total Expenses	<u>17,323,734.24</u>
Incr/Decr in Assets	<u><u>(843,536.77)</u></u>



CITY OF BLOOMINGTON, COMMON COUNCIL
JACK HOPKINS SOCIAL SERVICES FUNDING COMMITTEE
2017 GRANT APPLICATION

AGENCY INFORMATION

Lead Agency Name: Harmony Education Center

Is Lead Agency a 501(c)(3)? ☒ Yes ☐ No

Number of Employees:

Full-Time	Part-Time	Volunteers
23 (Harmony)	4 (Rhino's) 12 (Harmony)	4 (Rhino's) 25 (Harmony)

Address: 909 East 2nd Street

Zip Code: 47401

Phone: 812-334-8349

Agency E-Mail: harmony@indiana.edu (Lead Agency), rhinosdirector@harmonyschool.org (Project)

Website: www.harmonyschool.org (Lead Agency), www.rhinosyouthcenter.org (Project)

President of Board of Directors: Steve Bonchek

Name of Executive Director: Steve Bonchek

Phone: 812-334-8349

Agency E-Mail: harmony@indiana.edu

Name and Title of Person to Present Proposal to the Committee: Steve Bonchek, Executive Director

Phone: 812-334-8349

E-Mail: harmony@indiana.edu

Name of Grant Writer: Fern Goodman

Phone: 812-334-8349 ext. 215, 812-325-5102 cell

E-Mail: fern@harmonyschool.org

Agency Mission Statement (*150 words or less*)

**Note: If your organization is a faith-based agency, please provide the mission statement of your proposed project, not your agency.*

Rhino's Youth Center, a division of the Harmony Education Center (HEC), is a place for local teenagers to call their own. During the week, Rhino's offers unique and engaging after-school programs that invite youth ages 13-20 to come find their voice through creative media. During the weekend, we host all-ages events: music shows, movies, plays, art exhibits and more. Rhino's connects youth with adult mentors, art and music, inspiring media projects, community organizations, and other awesome kids in a safe environment free from alcohol, tobacco, and drugs. We strive to bring together teens from diverse communities and encourage them to explore self-expression through art, hone their critical thinking skills, build meaningful alliances with our staff, develop the confidence to make healthy choices in their lives, and effect positive change in their communities and the world. Instilling confidence and self-empowerment in the teenagers who attend Rhino's is our mission.

PROJECT INFORMATION

Project Name:

Rhino's Youth Center

Is this a collaborative project? ☐ Yes ☒ No. If yes:

List name(s) of agency partner(s):

N/A

Please indicate: how your missions, operations and services do or will complement each other; the existing relationship between your agencies and how the level of communication and coordination will change as a result of the project; any challenges and steps you plan to take to address those challenges.

N/A

Address where project will be housed:

331 S Walnut St.

Bloomington, IN 47403

Total cost of project:

\$90,748

Requested amount of JHSSF funding:

\$25,000

Other Funds Expected for this Project (*Please indicate source, amount, and whether confirmed or pending*):

Community Foundation of Bloomington and Monroe County (CFBMC) = \$20,000 (Confirmed)

CARES = \$8,000 (Confirmed)

United Way of Monroe County = \$12,000 (Confirmed 2016 Allocation)

IU Partnership = \$5,000 (Confirmed)

Total Number of Clients Served by this project in 2017:

In 2017 we anticipate providing services to 150 unduplicated youth in afterschool programs and 1,760 youth at our weekend music shows totaling 1,910 youth.

Total Number of City Residents Served by this project in 2017:

We anticipate that 80% of Rhino's youth are City of Bloomington residents. In 2017 we anticipate serving 120 unduplicated youth in afterschool programs and 1,408 youth at weekend music shows (1,528 of 1,910 youth) who are City of Bloomington residents.

Is this request for operational funds? ☒ Yes ☐ No

If "yes," indicate the nature of the operational request:

☐ Pilot ☒ Bridge ☐ Collaborative ☐ None of the Preceding – General request for operational funds pursuant to 2017 funding guidelines.

Please describe when you plan to submit your claims for reimbursement and what steps precede a complete draw down of funds:

Our fiscal runs September 1-August 31. We would submit claim for reimbursement prior to the end of our 2016-17 fiscal year which ends on August 31, 2017.

If completion of your project depends on other anticipated funding, please describe when those funds are expected to be received:

N/A

Do you own or have site control of the property on which the project is to take place?

☒ Yes ☐ No ☐ N/A

Is the property zoned for your intended use?

☒ Yes ☐ No ☐ N/A

If “no,” please explain:

N/A

If permits, variances, or other forms of approval are required for your project, please indicate whether the approval has been received. If it has not been received, please indicate the entity from which the permitting or approval is sought and the length of time it takes to secure the permit or approval.

Note: *Funds will not be disbursed until all requisite variances or approvals are obtained.*

N/A

Due to limited funds, the Committee may recommend partial funding for a program. In the event the Committee is unable to meet your full request, will you be able to proceed with partial funding?

☒ Yes ☐ No

If “yes,” please provide an itemized list of program elements, ranked by priority and cost:

Priority #1
(Item & Cost)

53% of Personnel and FICA = \$25,000

Priority #2
(Item & Cost)

43% of Personnel and FICA = \$20,000

Priority #3
(Item & Cost)

32% of Personnel and FICA = \$15,000

Priority #4
(Item & Cost)

21% of Personnel and FICA = \$10,000

Priority #5
(Item & Cost)

Priority #6
(Item & Cost)

Project Synopsis (250 words or less)

Please provide a brief overview of your project. This synopsis will be used in a summary of your proposal. Please begin your synopsis with the amount you are requesting and a concrete description of your proposed project. E.g., "We are requesting \$7,000 for an energy-efficient freezer to expand our emergency food service program."

This \$25,000 proposal will provide bridge support for Rhino's in 2017. Due to a larger than anticipated deficit Harmony had to subsidize Rhino's for an \$80,000 shortfall last fiscal year 9/1/15-8/31/16. The situation, as it was, was obviously unsustainable for the long-term, so the HEC Board last summer accepted the resignation of the long-time director of Rhino's and cut the Rhino's budget significantly for the 2016-17 FY. Liv Mershon, who had been Rhino's program director and co-assistant director, became the Director in September. Mershon and assistant director, Amy Oelsner, have worked over the past 2 years to form alliances with several other area youth serving agencies, started new programming with the help of grants they wrote and have updated the space. Liv and Amy have a keen understanding of the needs and interests of youth and are injecting "new blood" into this beloved Bloomington institution.

Even with the reduced budget and fewer staff, Rhino's still had a \$44,148.00 deficit for our 2016-17 FY budget. To help address this deficit the Community Foundation (CFBMC) provided \$20,000 to Rhino's, leaving us with a \$24,148.00 deficit. CFBMC was "promised" a "matching" \$25,000 from the Mayor that came in the form of a loan from BUEA. We ask for Hopkins to provide \$25,000 so Rhino's can meet our budget for 2016-17 FY without having to borrow from BUEA this fiscal year. With Hopkins help we can continue to offer our programs to 1,910 youth that do not fit into "traditional" types of youth programming.

CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Your responses will be used in a summary of your proposal.

NEED (200 words or less)

Explain how your project addresses a previously-identified priority for social services funding as documented in the [Service Community Assessment of Needs](#), the City of Bloomington, Housing and Neighborhood Development Department's [2015-2019 Consolidated Plan](#), or any other community-wide survey of social services needs.

Rhino's provides programs to youth during their most vulnerable times (Monday – Fridays from 3-6 pm and on weekends). Local and national research indicates that the most high-risk time for adolescents is afterschool and on weekend evenings. The 2012 SCAN confirms that there is a shortage of affordable afterschool activities for local youth, which has unfortunately increased from 3% in 2003 to 14% in 2012 (p. 46). The 2003 SCAN states "there is a shortage of affordable afterschool activities and tutoring between the hours of 3 and 6 pm." Further, it identifies a need to "provide more positive adult supervision and mentoring/role modeling as well as more opportunities and activities in the arts and business" (p. 74). Nationally a Harvard Family Research Project study from 2008 (republished in 2015) asked the question: "Does participation in afterschool programs make a difference? The short answer is yes, a decade of research and evaluation studies, as well as large-scale, rigorously conducted syntheses looking across many research and evaluation studies, confirms that children and youth who participate in after school programs can reap a host of positive benefits in a number of interrelated outcome areas—academic, social/emotional, prevention, and health and wellness" (p. 2).

ONE-TIME INVESTMENT *(100 words or less)*

Jack Hopkins Funds are intended to be a one-time investment. Please explain how your project fits this criterion. If you are requesting operational funds (e.g., salaries, rent, vouchers, etc), please explain how your project satisfies an exception to the one-time funding rule (pilot, bridge, or collaborative). If you are requesting operational funds that do not satisfy one of the aforementioned exceptions, but your request is being made pursuant to the 2017 allowance for operational funds, please make that clear. If you are requesting operational funding, you must detail your plan for future funding.

This grant is a one-time bridge investment in Rhino's operational expenses. The financial long-term sustainability of Rhino's is promising because of many factors. Because of state grants, there had been minimal need for individual or corporate support for Rhino's the last several years. Harmony has added a Development Director that will work to increase private support for Rhino's and create a formal weekend show sponsorship program. In addition, we are having conversations with the city and IU exploring the possibilities of annual funds for Rhino's.

FISCAL LEVERAGING *(100 words or less)*

Describe how your project will leverage other resources, e.g., other funds, in-kind contributions, or volunteers.

We received \$20,000 from the Community Foundation of Bloomington and Monroe County (CFBMC) in support of operating funds for Rhino's for 2016-17 FY. CFBMC was "promised" \$25,000 in funds from the City. To meet this commitment the Mayor requested a creative loan for Rhino's from BUEA. The Mayor's request was granted from BUEA. However, the Harmony Board prefers to avoid going into debt if possible. A grant from Jack Hopkins Funds would make it so we wouldn't need to borrow the full amount from BUEA this fiscal year and also serve to meet the City's commitment to the CFBMC grant.

LONG-TERM BENEFITS (200 words or less)

Explain how your program will have broad and long-lasting benefits for our community.

Our afterschool programming (theatre, video, radio, screen-printing, journalism, make a band) prepares teens with skills that will translate into their future lives and livelihoods. Each program develops their mastery of practical skills, which not only improves teens' ability to navigate the modern workplace and world, but also contribute to the following:

1. Improving teens' competence and confidence when pursuing individual goals and preparing them for engagement with the community on a professional level. We bring teens together from diverse communities (e.g. geographically, racially, sexual orientation, economically, etc.) and encourage them to explore self-expression, hone their critical thinking skills, build meaningful alliances with staff, develop the confidence to make healthy choices, and effect positive change in their communities and the world.
2. Rhino's intervenes and prevents destructive behavior by focusing teens' energies toward creative, community-building work and skill development.
3. Giving local youth a safe place to express themselves and join in their broader communities through skilled work.

By offering these programs, Rhino's prepares youth for meaningful and contributory roles in the community for the rest of their lives. Rhino's is designed to promote the well being of youth by keeping them engaged in activities that prevent experimentation with risky behavior.

OUTCOME INDICATORS (100 words or less)

Please either list or describe the outcome indicators you intend to use to measure the success of your project.

The ultimate outcome of a project (e.g., reduced hunger, homelessness or addiction rates) are often not readily observable within the Jack Hopkins funding period. For that reason, we are asking agencies to provide us with *outcome indicators*. In contrast to program activities (what you bought or did with grant funds) and the long-term impacts of a program (the lasting social change effected by your initiative), the data we seek are the short-term indicators used to measure the change your program has created during the period of your funding agreement. Where possible, this information should be expressed in quantitative terms.

Examples: an agency providing a service might cite to the number of persons with new or improved access to a service. If funds were used to meet a quality standard, the agency might report the number of people who no longer have access to a substandard service. An agency seeking to purchase equipment or to make a physical improvement might cite to the number of residents with new or improved access to a service or facility. If funds were used to meet a quality standard or to improve quality of a service or facility, an agency might report the number of people who have access to the improved service or facility

Bi-Annual Surveys will be conducted two times a year of Rhino's afterschool and weekend attendees. Rhino's staff and volunteers from the community will hold two focus groups of Rhino's attendees and non-Rhino's attendees. These focus groups' main purpose will be to gauge the impact of Rhino's programs and examine how Rhino's can better serve area youth.

Attendance for afterschool programs is collected daily and attendance for weekend music shows will be collected one time a month.

We are in the process of seeking out an Indiana University partner to assist us with development and implementing new evaluation measures.

OTHER COMMENTS (500 words or less)

Use this space to provide other information you think the Committee would find useful. Any additional comments should supplement, not restate, information provided in the foregoing.

Due to the significant subsidy from Harmony needed for Rhino's last fiscal year the Harmony Board undertook an extensive series of conversations in the summer of 2016 with key stakeholders throughout Bloomington in order to evaluate the need and importance of Rhino's. The purpose of this assessment was to decide if Rhino's should be closed. We had many meetings and conversations with both the Rhino's kids and some of their parents; **Mayor Hamilton**; leadership at CFBMC; the three part-time employees at Rhino's; many of the youth participating in Rhino's events; **Barry Lessow** from United Way; **Sean Starowitz**, City's Assistant Director of Economic Development for the Arts; **Ed Comentale**, Associate Vice Provost for Arts and Humanities at IU; **Tim Pritchett**, then Public Relations and Information Officer at MCCSC; and a representative from the Banneker Center and Boys and Girls Club. From our extensive assessment last summer, the Harmony Board concluded, based on unanimous and unequivocal encouragement from all the people we met with, that Rhino's is worth keeping open and is a vital program for youth in our community. It was also determined that since Rhino's serves a high-risk population which has very limited opportunities and/or access to afterschool/weekend programs. In 2016 we provided afterschool programs to on average 25 youth a day for 46 weeks (5 days a week) of programs totaling 5,750 of which we estimate 100 of them to be unduplicated youth. In 2017 we anticipate increasing our numbers to an average 35 youth a day for 46 weeks of programs (5 days a week) totaling 8,050 of which we anticipate 150 to be unduplicated youth. For weekend shows, in 2016 we had 1,760 individuals attend weekend music shows and anticipate similar results in 2017. In 2017 we anticipate providing services to 150 unduplicated youth in afterschool programs and 1,760 youth at our weekend music shows totaling 1,910 youth.

Many of these teens come in jaded and disengaged because they are battling the sometimes-oppressive nature of adolescence and authority. Many teenagers who come in to Rhino's are transgender, gender queer, and queer. They feel the world isn't built for them and that they're being held in a purgatory of some kind. These teens are at high risk of depression, suicide and homelessness. They appreciate being able to come to a place where the staff seeks to understand and accept their identity and use their preferred pronouns. After attending Rhino's for a short time, they see that they don't have to wait any longer to show and sell their art, create bands and perform, design and install public art, broadcast themselves on the radio, create their own TV shows and podcasts, and more.

The CFBMC proposal asked us to comment on how we impact on two alarming statistics. One is that Indiana ranks fourth in the number of children who have thoughts of suicide and the other Indiana ranks tenth in number of children who attempt suicide. Rhino's programs are designed specifically to address these issues.

9/1/16 - 8/31/17 Rhino's Budget

Income

Projections

Community Foundation of Bloomington and Monroe County	\$	20,000.00
United Way	\$	12,000.00
Door	\$	1,100.00
CARES	\$	8,000.00
Chocolate Prom	\$	2,500.00
Rent	\$	2,000.00
IU Partnership	\$	5,000.00
Donations	\$	16,000.00
Total Income	\$	66,600.00

Expenses

Personnel	\$	43,378.00	* Jack
FICA	\$	3,470.00	Hopkins
Sound	\$	3,000.00	Funds Support
Phone/Internet	\$	1,700.00	53% Personnel
Printing	\$	300.00	
Office Supplies	\$	1,400.00	
Technology	\$	2,500.00	
Central Ops	\$	35,000.00	
Total Expenses	\$	90,748.00	

Surplus/Deficit \$ (24,148.00)

3:22 PM

03/30/17

Cash Basis

Harmony School Corporation

Balance Sheet

As of March 30, 2017

Mar 30, 17

ASSETS

Current Assets

Checking/Savings

1003 · Vanguard Account	1,144.71
1007 · Meier Institute	-497.05
1008 · Savings	275.00
1009 · NOW Scholarship Checking Acct	18,786.71
1010 · PayPal	8,107.66

Total Checking/Savings 27,817.03

Accounts Receivable

1200 · Accounts Receivable	-9,931.66
----------------------------	-----------

Total Accounts Receivable -9,931.66

Other Current Assets

1005 · Investments-cash	86,683.77
1006 · Investment M&I Endowment	1,678,359.27
1499 · Undeposited Funds	100.00

Total Other Current Assets 1,765,143.04

Total Current Assets 1,783,028.41

Fixed Assets

1500 · Building - School

1501 · Building - Rhinos	870,071.42
1500 · Building - School - Other	816,500.00

Total 1500 · Building - School 1,686,571.42

1505 · Vehicles

90,800.00

1510 · Equipment

1511 · Equipment - Rhinos	51,608.04
1512 · Equipment - NSRF	12,407.64
1510 · Equipment - Other	78,752.39

Total 1510 · Equipment 142,768.07

1515 · Art

6,000.00

1520 · Land

444,979.69

1525 · Building Improvements

3,145,950.23

1530 · Furniture and Fixtures

24,385.04

1535 · Land Improvements

1536 · Land Improvements - Rhinos	92,290.45
1535 · Land Improvements - Other	42,712.29

Total 1535 · Land Improvements 135,002.74

3:22 PM
03/30/17
Cash Basis

Harmony School Corporation
Balance Sheet
As of March 30, 2017

	Mar 30, 17
1599 · Accumulated Depreciation	-2,144,220.22
Total Fixed Assets	3,532,236.97
TOTAL ASSETS	5,315,265.38
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	-413.06
Total Accounts Payable	-413.06
Other Current Liabilities	
2100 · Payroll Liabilities	
2102 · Social Security Withholding	-13.42
2103 · Medicare Withholding	-3.14
2105 · Indiana Withholdings	2,377.16
2106 · Local Withholding	-23.71
2107 · Health Insurance-125	9,576.96
2108 · Tax Deferred Annuities	340.00
2110 · Life Insurance	68.30
2112 · Dental Insurance-125	493.54
2118 · Child Support	5.00
2100 · Payroll Liabilities - Other	8.00
Total 2100 · Payroll Liabilities	12,828.69
2114 · Direct Deposit Liabilities	-93,033.69
2609 · BMO Line of Credit	120,600.00
2610 · German American Line of Credit	95,000.00
Total Other Current Liabilities	135,395.00
Total Current Liabilities	134,981.94
Long Term Liabilities	
2510 · German American Mortgage	638,671.04
2511 · BMO Mortgage	256,159.50
Total Long Term Liabilities	894,830.54
Total Liabilities	1,029,812.48
Equity	
3100 · Retained Earnings	4,398,860.34
Net Income	-113,407.44
Total Equity	4,285,452.90

3:22 PM
03/30/17
Cash Basis

Harmony School Corporation
Balance Sheet
As of March 30, 2017

	Mar 30, 17
TOTAL LIABILITIES & EQUITY	<u>5,315,265.38</u>

2:55 PM

03/30/17

Cash Basis

Harmony School Corporation

Profit & Loss

September 1, 2016 through March 30, 2017

Sep 1, '16 - Mar 30, 17

Ordinary Income/Expense	
Income	
4200 · Grants - private	14,221.24
4300 · Total Contributions	
4310 · Contributions	
4318 · Sagamore Income	112,666.25
4310 · Contributions - Other	9,336.97
Total 4310 · Contributions	122,003.22
4311 · Annual Fund Contributions	5,764.00
4340 · Sponsors-Fund Raising Events	1,850.30
4365 · Receipts from Maintenance Endow	124,290.84
Total 4300 · Total Contributions	253,908.36
4320 · Library Fund Contributions	631.97
4400 · Rental Income	70,213.93
4500 · Receipts	
4100 · Tuition	372,171.87
4150 · After School Payments	6,342.91
4501 · NSRF Membership	8,093.09
4506 · Coaches Trainings / Other fac	39,164.00
4509 · Summer Camp Income	425.00
4510 · Fund Raisers Other Income	
4513 · Grocery Certs sales	1,556.30
4517 · Golf Teams	3,000.00
4519 · Silent Auction	1,603.50
4522 · T-shirt sales	461.01
4580 · Follies Income	2,973.00
4510 · Fund Raisers Other Income - Other	2,601.82
Total 4510 · Fund Raisers Other Income	12,195.63
4520 · MF Materials Fees	6,085.49
4535 · ECP Summer Fee	60.00
4540 · Stud Solid Income	
4541 · Pizza Sales	5,965.59
4540 · Stud Solid Income - Other	1,598.70
Total 4540 · Stud Solid Income	7,564.29
4545 · NSRF Materials	5,679.06
4550 · Trip Income	
Misc 5th/6th Trips	278.00
4530 · MS Activity Fee	216.00
4551 · Trip Fund Raising income	
4524 · Equal Exchange	3,117.52

2:55 PM

03/30/17

Cash Basis

Harmony School Corporation
Profit & Loss
September 1, 2016 through March 30, 2017

	Sep 1, '16 - Mar 30, 17
4551 · Trip Fund Raising income - Other	4,900.12
Total 4551 · Trip Fund Raising income	8,017.64
4550 · Trip Income - Other	3,566.35
Total 4550 · Trip Income	12,077.99
4560 · Yearbook Income	
4561 · Yearbook Ads	120.00
4560 · Yearbook Income - Other	25.00
Total 4560 · Yearbook Income	145.00
4565 · ConfFees / Contracted Trainings	118,083.50
4575 · Door Money	3,167.05
Total 4500 · Receipts	591,254.88
4600 · Misc Income	
4601 · PSATs	-15.00
4605 · UNICEF collections	1,347.31
4700 · Reimbursed Expenses	
4750 · Triple Net	13,410.00
4700 · Reimbursed Expenses - Other	1,645.31
Total 4700 · Reimbursed Expenses	15,055.31
4600 · Misc Income - Other	3,228.93
Total 4600 · Misc Income	19,616.55
Total Income	949,846.93
Gross Profit	949,846.93
Expense	
5000 · Personnel Expense	
5100 · Salaries	
5101 · ECP hourly pay	13,244.39
5102 · Bonus	18,155.03
5100 · Salaries - Other	598,383.49
Total 5100 · Salaries	629,782.91
5130 · Work Study	12,713.32
5140 · Consultants/Contract Labor	43,905.90
5201 · Personnel Fringe	
5200 · Payroll Tax Expense	45,488.20
5300 · Health Insurance	

2:55 PM

03/30/17

Cash Basis

Harmony School Corporation
Profit & Loss
September 1, 2016 through March 30, 2017

	Sep 1, '16 - Mar 30, 17
5355 · HSA Company Contributions	13,063.26
5300 · Health Insurance - Other	42,075.44
Total 5300 · Health Insurance	55,138.70
5400 · Disability Insurance	937.32
5450 · Workers Compensation	1,605.00
5460 · Life Insurance premium	3,302.76
5201 · Personnel Fringe - Other	162.00
Total 5201 · Personnel Fringe	106,633.98
5000 · Personnel Expense - Other	2,216.89
Total 5000 · Personnel Expense	795,253.00
5500 · Facilities	
5550 · Insurance	8,977.00
5554 · Unrelated Business Income Tax	3,856.44
5555 · Real Estate Taxes	4,568.44
5600 · Maintenance	
5601 · Maintenance-Contract Labor	7,407.05
5603 · Maintenance Repairs & Supplies	21,149.78
5600 · Maintenance - Other	22,135.14
Total 5600 · Maintenance	50,691.97
5650 · Janitorial	
5655 · Janitorial Supplies	2,913.96
5656 · Janitorial-contract labor	3,040.00
5650 · Janitorial - Other	10.35
Total 5650 · Janitorial	5,964.31
5700 · Grounds expenses	114.04
5750 · Utilities	23,478.25
Total 5500 · Facilities	97,650.45
5775 · Telephone	3,383.14
5900 · Total Travel	
5910 · Lodging	4,391.66
5920 · Meals	990.64
5925 · Transportation	
5926 · Airfares	1,273.78
5925 · Transportation - Other	4,327.03
Total 5925 · Transportation	5,600.81

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03/30/17

Cash Basis

Harmony School Corporation
Profit & Loss
September 1, 2016 through March 30, 2017

Sep 1, '16 - Mar 30, 17	
5900 · Total Travel - Other	26,581.04
Total 5900 · Total Travel	37,564.15
6000 · Total Technology	
6020 · Network/Internet	2,051.71
6030 · New Computers	2,209.13
6045 · Computer supplies/repairs	602.04
6060 · Technology-other	368.99
6065 · AV equipment	198.55
6000 · Total Technology - Other	6,846.67
Total 6000 · Total Technology	12,277.09
6100 · Materials	
6110 · Bank Service Charges	182.08
6140 · Office Supplies	19,974.90
6150 · School Supplies	12,043.16
6155 · ECP Summer expenses	303.66
6100 · Materials - Other	25.17
Total 6100 · Materials	32,528.97
6200 · Postage and Delivery	2,230.57
6300 · Printing and Reproduction	3,584.61
6400 · Yearbook Expenses	166.91
6560 · Payroll Expenses	5,538.32
6600 · Bus Expenses	8,820.05
66900 · Reconciliation Discrepancies	3.98
6700 · Trip Expenses	
Misc 5th/6th Trips	917.00
6710 · Trip Fund Raising expenses	4,205.67
8400 · MS activities	335.00
6700 · Trip Expenses - Other	5,292.13
Total 6700 · Trip Expenses	10,749.80
69800 · Uncategorized Expenses	25.00
69810 · Bank Service Charges	22.00
7100 · Accounting Fees	4,000.00
7200 · Fund Raising events expenses	
8100 · Follies Expenses	629.38
7200 · Fund Raising events expenses - Other	2,482.78
Total 7200 · Fund Raising events expenses	3,112.16
7300 · Interest Expense	6,022.72
7400 · Attorney Fees	1,802.00

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03/30/17

Cash Basis

Harmony School Corporation
Profit & Loss
September 1, 2016 through March 30, 2017

		Sep 1, '16 - Mar 30, 17
8000 · Miscellaneous Expenses		
8050 · Misc other expenses		
8055 · Background Checks		121.14
Total 8050 · Misc other expenses		121.14
8250 · Credit Card fees		5,179.20
8998 · UNICEF Expense		1,347.31
8999 · Refunds		798.24
8000 · Miscellaneous Expenses - Other		19,541.34
Total 8000 · Miscellaneous Expenses		26,987.23
8300 · Stud Solid expense		
8301 · Pizza purchase		5,579.00
8300 · Stud Solid expense - Other		1,064.45
Total 8300 · Stud Solid expense		6,643.45
8900 · Grant Expense		1,639.65
9025 · Fixed Assets - Expense Acct		3,249.12
Total Expense		1,063,254.37
Net Ordinary Income		-113,407.44
Net Income		<u>-113,407.44</u>

10:22 AM

04/03/17

Cash Basis

Harmony School Corporation

Rhinos Profit & Loss

September 2016 through March 2017

Sep '16 - Mar 17

Ordinary Income/Expense	
Income	
4200 · Grants - private	7,232.58
4300 · Total Contributions	
4310 · Contributions	
4318 · Sagamore Income	2,544.00
4310 · Contributions - Other	3,657.00
Total 4310 · Contributions	6,201.00
4340 · Sponsors-Fund Raising Events	250.00
Total 4300 · Total Contributions	6,451.00
4400 · Rental Income	5,110.00
4500 · Receipts	
4510 · Fund Raisers Other Income	518.00
4575 · Door Money	3,167.05
Total 4500 · Receipts	3,685.05
4600 · Misc Income	63.19
Total Income	22,541.82
Gross Profit	22,541.82
Expense	
5000 · Personnel Expense	
5100 · Salaries	25,885.26
5140 · Consultants/Contract Labor	2,982.50
5201 · Personnel Fringe	
5200 · Payroll Tax Expense	1,979.96
5300 · Health Insurance	538.56
5400 · Disability Insurance	17.26
5450 · Workers Compensation	64.00
5460 · Life Insurance premium	11.28
Total 5201 · Personnel Fringe	2,611.06
Total 5000 · Personnel Expense	31,478.82
5500 · Facilities	
5550 · Insurance	548.00
5600 · Maintenance	
5601 · Maintenance-Contract Labor	812.50

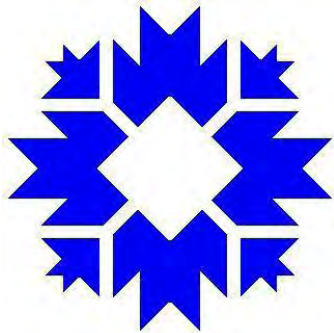
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04/03/17

Cash Basis

Harmony School Corporation
Rhinos Profit & Loss
September 2016 through March 2017

	Sep '16 - Mar 17
5603 · Maintenance Repairs & Supplies	1,178.06
Total 5600 · Maintenance	1,990.56
5650 · Janitorial	
5655 · Janitorial Supplies	591.12
Total 5650 · Janitorial	591.12
5750 · Utilities	4,856.78
Total 5500 · Facilities	7,986.46
5775 · Telephone	834.84
6000 · Total Technology	
6020 · Network/Internet	721.91
6000 · Total Technology - Other	752.72
Total 6000 · Total Technology	1,474.63
6200 · Postage and Delivery	68.00
6300 · Printing and Reproduction	356.47
6560 · Payroll Expenses	0.00
7200 · Fund Raising events expenses	220.94
8000 · Miscellaneous Expenses	
8050 · Misc other expenses	
8055 · Background Checks	121.14
Total 8050 · Misc other expenses	121.14
8000 · Miscellaneous Expenses - Other	1,745.33
Total 8000 · Miscellaneous Expenses	1,866.47
8900 · Grant Expense	961.43
Total Expense	45,248.06
Net Ordinary Income	-22,706.24
Net Income	<u>-22,706.24</u>



CITY OF BLOOMINGTON, COMMON COUNCIL
JACK HOPKINS SOCIAL SERVICES FUNDING COMMITTEE
2017 GRANT APPLICATION

AGENCY INFORMATION

Lead Agency Name: Safe Families for Children of Monroe County

Is Lead Agency a 501(c)(3)? ☒ Yes ☐ No

Number of Employees:

Full-Time	Part-Time	Volunteers
1	0	50

Address: P.O. Box 3174
Bloomington, IN

Zip Code: 47402

Phone: 812-929-7626

Agency E-Mail: bloomington@safefamilies.net

Website: www.bloomington.safe-families.org

President of Board of Directors: Susan Powell

Name of Executive Director: Meghan Garcia

Phone: 812-929-7626

E-Mail: mgarcia@safefamilies.net

Name and Title of Person to Present Proposal to the Committee:

Meghan Garcia, Executive Director

Phone: 812-929-7626

E-Mail: mgarcia@safefamilies.net

Name of Grant Writer: Meghan Garcia

Phone: 812-929-7626

E-Mail: mgarcia@safefamilies.net

Agency Mission Statement (*150 words or less*)

**Note: If your organization is a faith-based agency, please provide the mission statement of your proposed project, not your agency.*

Safe Families for Children of Monroe County (SFFC) is part of a national movement of compassion that gives hope to families in crisis. SFFC provides families in crisis with a safe place for their children to stay while the parent is freed up to tend to their crisis. Parents in crisis voluntarily choose to allow their children to be placed with a host family, who is screened and trained to help those in need. Because the biological parent retains full custody of the child, the complexities of the court system are averted and the biological parent is empowered to work towards reunification. Our dedication to family support, stabilization, and child abuse prevention is driven by responsibility for the well-being of children in our communities.

Our mission is to *strengthen families to care for children, and care for children when families cannot.*

PROJECT INFORMATION

Project Name: Salary/Benefits for Bloomington Director

Is this a collaborative project? ☐ Yes ☒ No. If yes:

List name(s) of agency partner(s):

Please indicate: how your missions, operations and services do or will complement each other; the existing relationship between your agencies and how the level of communication and coordination will change as a result of the project; any challenges and steps you plan to take to address those challenges.

Address where project will be housed: P.O. Box 3174 Bloomington, IN 47402

Total cost of project: \$30,000

Requested amount of JHSSF funding: \$6,250

Other Funds Expected for this Project (*Please indicate source, amount, and whether confirmed or pending*):

All of the additional funds for this project are confirmed.

Other Funds: \$23,750

- Individual Monthly Donors: \$18,000
- Individual One-time Donors: \$5,750

Total Number of Clients Served by this project in 2017: 50

Total Number of City Residents Served by this project in 2017: 40

Is this request for operational funds? ☒ Yes ☐ No

If “yes,” indicate the nature of the operational request:

☐ Pilot ☐ Bridge ☐ Collaborative ☒ None of the Preceding – General request for operational funds pursuant to 2017 funding guidelines.

Please describe when you plan to submit your claims for reimbursement and what steps precede a complete draw down of funds:

Reimbursement 1 (8/1/17): Submit second half of director’s salary and benefits from July
Reimbursement 2 (9/1/17): Submit second half of director’s salary and benefits from August
Reimbursement 3 (10/1/17): Submit second half of director’s salary and benefits from September
Reimbursement 4 (11/1/17): Submit second half of director’s salary and benefits from October
Reimbursement 5 (12/1/17): Submit second half of director’s salary and benefits from November

If completion of your project depends on other anticipated funding, please describe when those funds are expected to be received:

The funds for the rest of the director’s salary are coming from recurring monthly gifts and one-time gifts that are already secured.

Do you own or have site control of the property on which the project is to take place?

☐ Yes ☐ No ☒ N/A

Is the property zoned for your intended use?

☐ Yes ☐ No ☒ N/A

If “no,” please explain:

If permits, variances, or other forms of approval are required for your project, please indicate whether the approval has been received. If it has not been received, please indicate the entity from which the permitting or approval is sought and the length of time it takes to secure the permit or approval.

Note: *Funds will not be disbursed until all requisite variances or approvals are obtained.*

N/A

Due to limited funds, the Committee may recommend partial funding for a program. In the event the Committee is unable to meet your full request, will you be able to proceed with partial funding?

☒ Yes ☐ No

If “yes,” please provide an itemized list of program elements, ranked by priority and cost:

Priority #1
(Item & Cost)

Half of Director’s Salary for July - \$1,250

Priority #2
(Item & Cost)

Half of Director’s Salary for August - \$1,250

Priority #3
(Item & Cost)

Half of Director’s Salary for September - \$1,250

Priority #4
(Item & Cost)

Half of Director’s Salary for October - \$1,250

Priority #5
(Item & Cost)

Half of Director’s Salary for November - \$1,250

Priority #6
(Item & Cost)

Project Synopsis *(250 words or less)*

Please provide a brief overview of your project. This synopsis will be used in a summary of your proposal. Please begin your synopsis with the amount you are requesting and a concrete description of your proposed project. E.g., "We are requesting \$7,000 for an energy-efficient freezer to expand our emergency food service program."

We are requesting \$6,250 to pay for half of the director's salary and benefits for 5 months.

Since SFFC launched in Bloomington, it has been led by a part-time volunteer director with support from paid staff in neighboring chapters. In 2016, the local advisory board sensed a need for the director position to be full-time, in order to better serve the families entrusting SFFC with their children. A full-time director was hired in July of 2016, after the board secured seed funding for the position. Today, the new director has completed all of the necessary training and has begun fundraising. Support from the Jack Hopkins grant will allow SFFC to continue serving families in Bloomington while the director raises the other half of her salary.

A full-time director has benefited SFFC immensely, and in turn the Bloomington community. The director responds to intake calls and recruits, screens, and supervises volunteers. As an organization that provides emergency care for children, it is necessary to have a staff person that can quickly respond to requests from families in crisis. Having a full-time director has allowed SFFC to do same-day placements for families in desperate situations. The director provides oversight of the volunteer host families by conducting home evaluations and regular home visits while there is an open placement. Since hiring a director, the number of trained and screened volunteers has doubled, increasing our capacity to care for families in Bloomington.

CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Your responses will be used in a summary of your proposal.

NEED (200 words or less)

Explain how your project addresses a previously-identified priority for social services funding as documented in the [Service Community Assessment of Needs](#), the City of Bloomington, Housing and Neighborhood Development Department's [2015-2019 Consolidated Plan](#), or any other community-wide survey of social services needs.

According to the Indiana Youth Institute, the number of Monroe County children experiencing abuse and neglect has been rising steadily. In 2015, there were 12.2 substantiated cases of abuse and neglect for every 1,000 Monroe County children. This is a steep increase from 8.6 per 1,000 in 2013. Children in Need of Services (CHINS) in Monroe County have been increasing, from 172 Monroe County children in 2013 to 201 children in 2015.

The number of Monroe County children entering foster care is at a record high, putting a strain on our local Department of Child Services and creating a shortage of foster parents. A critical need exists to intervene prior to child abuse to strengthen the safety net that prevents children from entering the child welfare system.

Families in need of emergency services are often times unable to obtain these services due to the inability to find alternative care for their children. When SFFC is an option in a community, more parents have the freedom to get the help they need including drug rehabilitation, mental health services, medical attention, and housing services, and less children are exposed to the effects of their parents not receiving these services.

ONE-TIME INVESTMENT *(100 words or less)*

Jack Hopkins Funds are intended to be a one-time investment. Please explain how your project fits this criterion. If you are requesting operational funds (e.g., salaries, rent, vouchers, etc), please explain how your project satisfies an exception to the one-time funding rule (pilot, bridge, or collaborative). If you are requesting operational funds that do not satisfy one of the aforementioned exceptions, but your request is being made pursuant to the 2017 allowance for operational funds, please make that clear. If you are requesting operational funding, you must detail your plan for future funding.

SFFC is requesting a one-time investment for operational funds according to the 2017 allowance. Monthly funding has been secured to support other operational costs for the organization, as well as half of the director's salary. Along with special gifts already secured, support from Jack Hopkins will provide the rest of the needed funding for 2017, allowing SFFC to continue serving families while the director raises the rest of her salary. Plans for future funding are outlined in a detailed development calendar, which includes special events, mail appeals, and grants. SFFC expects to be fully funded by January of 2018.

FISCAL LEVERAGING *(100 words or less)*

Describe how your project will leverage other resources, e.g., other funds, in-kind contributions, or volunteers.

The Safe Families model of mobilizing volunteers allows for maximum impact using minimal resources. It is estimated to cost about \$540 to care for each child entering SFFC in Bloomington. This is a sharp contrast to the amount the state would pay if that same child entered foster care, approximately \$20,000 per child.

One paid staff person is able to mobilize over 50 committed and trained volunteers to provide a safety net for families. This project is leveraging the support of local individual donors, who have committed to giving monthly amounts to support the mission of SFFC.

LONG-TERM BENEFITS (200 words or less)

Explain how your program will have broad and long-lasting benefits for our community.

The long-term benefits of SFFC in Bloomington include:

- Decreased child abuse and neglect
 - One causal factor of child abuse and neglect is lack of concrete supports in times of need, which SFFC directly provides for vulnerable families. SFFC's objective is to provide support to intervene before abuse and neglect occur.
- Fewer children entering foster care
 - SFFC has decreased the number of children entering foster care by 50% in Chicago and by 15% in the United Kingdom.
- More parents receiving supportive services, further decreasing the likelihood of future crises
 - Support from Bloomington SFFC has directly allowed parents to receive help from various other organizations including Centerstone, New Hope Family Shelter, IU Health Hospital, and Middleway House
- Less social isolation among vulnerable populations
 - SFFC volunteers agree to be a continued support system for families even after the child has returned home. Building healthy and dependable social connections can prevent future crises.

Long-term benefits vary for each family. For some families, utilizing SFFC means their children can stay in school. For others, it means keeping a job or receiving health care that will provide lasting benefits. For all families, SFFC means an expanded support system and a strengthened family.

OUTCOME INDICATORS (100 words or less)

Please either list or describe the outcome indicators you intend to use to measure the success of your project.

The ultimate outcome of a project (e.g., reduced hunger, homelessness or addiction rates) are often not readily observable within the Jack Hopkins funding period. For that reason, we are asking agencies to provide us with *outcome indicators*. In contrast to program activities (what you bought or did with grant funds) and the long-term impacts of a program (the lasting social change effected by your initiative), the data we seek are the short-term indicators used to measure the change your program has created during the period of your funding agreement. Where possible, this information should be expressed in quantitative terms.

Examples: an agency providing a service might cite to the number of persons with new or improved access to a service. If funds were used to meet a quality standard, the agency might report the number of people who no longer have access to a substandard service. An agency seeking to purchase equipment or to make a physical improvement might cite to the number of residents with new or improved access to a service or facility. If funds were used to meet a quality standard or to improve quality of a service or facility, an agency might report the number of people who have access to the improved service or facility

We anticipate that 1) children from families in crisis will have a reduced likelihood of experiencing abuse or neglect, 2) families in crisis will have an extended support system, and 3) children will be deflected from entering the child welfare system. These outcomes will be measured by tracking the number of individuals served, the number hosting and mentoring arrangements that are provided, the number of volunteers who will be approved as host families and family coaches, the percentage of families that will meet their goals, and the percentage of children that return to their families.

OTHER COMMENTS *(500 words or less)*

Use this space to provide other information you think the Committee would find useful. Any additional comments should supplement, not restate, information provided in the foregoing.

Though new in Bloomington, Safe Families for Children is quickly becoming the national model for caring for children and families who are at risk. At the national level, SFFC has received numerous awards including the Ashoka Global Social Entrepreneur Award and the Peter Drucker Award for National Nonprofit Innovation. SFFC was founded in 2003 in Chicago and has since expanded into over 100 U.S. cities, the United Kingdom, Canada, and Japan.

The objectives of SFFC are:

- Child welfare deflection
- Child abuse and neglect prevention
- Family support and stabilization

These objectives are met through providing a family in crisis with extended family-like support. When a parent or referral agency calls SFFC, we match a child with a host family. While a child is with the host family, the parent works with a family coach. The family coach holds the parents accountable to meet their goals and connects them with resources.

The host family cares for the child anywhere from one night up to a year, depending on the need of the parent. Nationally, the average length of stay is 44 days. Last year, there were 698 child hostings in Central Indiana, resulting in 9,634 days of placement.

The parent maintains full custody of the child and can end the placement at any time. The parent is involved in all decisions concerning their child. If there is a reason to believe the child will be at-risk if reunited with their parents, SFFC will notify the authorities, though this is very rare. The reunification rate for children entering SFFC is 93%.

Parents use SFFC for any number of reasons. The most common reasons parents call SFFC include:

- Homelessness
- Hospitalization
- Lack of family support
- Domestic violence
- Mental health problems
- Unemployment

Safe Families will serve any family that has need, but the primary population that utilizes SFFC is low-income mothers and their children. SFFC also regularly provides support for grandparents caring for their grandchildren and parents of children with disabilities. Children eligible for SFFC range in age from newborn to 18 years old, including parenting teens. The average age of a Safe Families child is four years old.

SFFC relies heavily on its collaboration with local organizations. Families are regularly referred to SFFC from school social workers, WIC, Ireland Home Based Services, Stepping Stones, Shalom Community Center, and New Hope Family Shelter, among other organizations. SFFC volunteers and staff regularly connect families with other agencies in town to receive further support.

With the support of the Jack Hopkins grant, SFFC will continue serving families in Bloomington and work towards future organizational sustainability. Safe Families for Children envisions a community where every family in Bloomington is a *safe family* for their own children.

**Safe Families for Children – Monroe County, Indiana
FY17 Budget**

Revenue

Item	Jack Hopkins	Other Sources	Total
Contributions from individuals		\$25,000	\$25,000
Contributions from organizations	\$6,250	\$3,750	\$10,000
Special events (net)		\$3,500	\$3,500
Total	\$6,250	\$32,250	\$38,500
Expenses			
Salaries & Benefits	\$6,250	\$23,750	\$30,000
Consumable Supplies		\$750	\$750
Transportation		\$1,250	\$1,250
Assistance to Individuals		\$500	\$500
Program Operations		\$2,200	\$2,200
Depreciation		\$300	\$300
Administrative (Indirect)		\$3,500	\$3,500
Total	\$6,250	\$32,250	\$38,500

Budget Narrative

Safe Families for Children of Monroe County is funded entirely by contributions without charging any fees to program recipients. Contributions include individual donations and giving/grants from foundations, corporations, churches, and fundraising events.

Salaries & Benefits includes personnel costs for the director, who recruits host families and family coaches, provides home studies, leads trainings, and supervises the volunteers after the vetting process. If awarded the Jack Hopkins Grant, the \$6,250 would go towards covering this expense. *Consumable Supplies* include food, office supplies, and printing services.

Transportation includes travel costs for visits, monitoring children, and program activities.

Assistance to Individuals includes specific assistance provided to clients that include: pay per minute phones, food, car seats, etc. that are essential for a placement to run smoothly, but not provided by an in-kind donation or other local agency. *Program Operations* include: staff phones, computers, conferences/seminars, recruitment/marketing, and background checks for volunteers. *Administrative* allocations include a percentage of liability insurance, human resources, accounting, payroll, database management, and fundraising.

Statement of Revenue and Expense

Current Period: 7/1/2015 - 6/30/2016

Year-to-Date: 7/1/2015 - 6/30/2016

Cc1 = 496

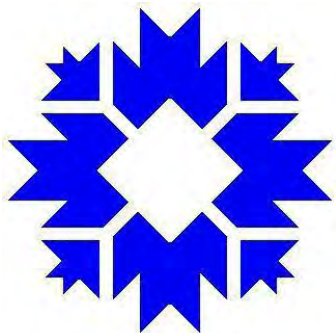
Filter: Operating and Investment Funds

Rounding: Dollars

Include Indirect Allocations

	Current Year Year-to-Date
Revenue	
49010 SATISFACTION OF RESTRICTIONS	2,939
Total Revenue	2,939
Expenses	
51020 FOOD REIMBURSEMENTS	5
53200 TRANSPORTATION-EMPLOYEE	768
57500 PRINTING EXPENSE	270
57820 FEES	124
60010 MEMBERSHIPS	37
60100 PROMOTIONAL EXPENSES	1,529
60255 PROGRAM EVENT FEES	75
71000 GNL & ADM ALLOCATION	130
Total Expenses	2,939
Excess or (Deficiency) of Revenue Over Expenses	0

**Please note that the director of Bloomington Safe Families for Children was hired July 1, 2016. Year-to-Date financial statements reflect revenue and expenses with a full-time director, and are available upon request.*



CITY OF BLOOMINGTON, COMMON COUNCIL
JACK HOPKINS SOCIAL SERVICES FUNDING COMMITTEE
2017 GRANT APPLICATION

AGENCY INFORMATION

Lead Agency Name: Shalom Community Center, Inc.

Is Lead Agency a 501(c)(3)? ☒ Yes ☐ No

Number of Employees:

Full-Time	Part-Time	Volunteers
16	5	~1900/yr

Address:

PO Box 451/620 S Walnut St
Bloomington, IN

Zip Code: 47402-0451

Phone: 812-334-5734

Agency E-Mail: shalom@shalomcommunitycenter.org

Website: www.shalomcommunitycenter.org

President of Board of Directors: Dick Rose

Name of Executive Director:

Forrest Gilmore

Phone: 812-334-5734, ext. 33

E-Mail: forrest@shalomcommunitycenter.org

Name and Title of Person to Present Proposal to the Committee: Nikki Reising, Program Director

Phone: 812-332-1444

E-Mail: nikki@shalomcommunitycenter.org

Name of Grant Writer: Forrest Gilmore

Phone: 812-334-5734, ext. 33

E-Mail: forrest@shalomcommunitycenter.org

Agency Mission Statement *(150 words or less)*

**Note: If your organization is a faith-based agency, please provide the mission statement of your proposed project, not your agency.*

Shalom Community Center is dedicated to aiding and empowering people experiencing hunger, homelessness, and poverty. Founded in 2000 in response to a growing community concern about the needs of people without homes, Shalom has grown rapidly these past 17 years to become the most comprehensive response to extreme poverty, most notably homelessness, in Monroe County. Shalom provides daytime and overnight shelter, hunger relief, housing first, rapid re-housing, social services and case management, employment support, street outreach, eviction prevention, prescription and health care assistance, life essentials (laundry, showers, mail, ID, etc.), and other health and human services to hundreds of people each day and thousands of people each year. Shalom is known as one of the busiest social service agencies in Bloomington.

PROJECT INFORMATION

Project Name:

Furthering Friend's Place

Is this a collaborative project? ☐ Yes ☒ No. If yes:

List name(s) of agency partner(s):

N/A

Please indicate: how your missions, operations and services do or will complement each other; the existing relationship between your agencies and how the level of communication and coordination will change as a result of the project; any challenges and steps you plan to take to address those challenges.

N/A

Address where project will be housed: 917/919 S Rogers St, Bloomington

Total cost of project: \$174,160

Requested amount of JHSSF funding: \$29,106 (2440 bed nights, ~2 months of sheltering for 40 beds)

Other Funds Expected for this Project (*Please indicate source, amount, and whether confirmed or pending*):

Perry Township - \$15,000 (Confirmed)

Bloomington Township - \$10,000 (Pending)

Individual Donations - \$15,000 (Pending)

Sophia Travis Community Service Grant - \$5,000 (Pending)

Monroe County CARES Grant - \$5,000 (Pending)

Total Number of Clients Served by this project in 2017: 220

Total Number of City Residents Served by this project in 2017: 220 (every person will be homeless with residency for homeless individuals being legally defined as where they are located. We prioritize guests whose last permanent address was in Monroe County.)

Is this request for operational funds? ☒ Yes ☐ No

If "yes," indicate the nature of the operational request:

☐ Pilot

☐ Bridge

☐ Collaborative

☒ None of the Preceding – General request for operational funds pursuant to 2017 funding guidelines.

Please describe when you plan to submit your claims for reimbursement and what steps precede a complete draw down of funds:

We intend to begin drawing down funds immediately upon their availability. If fully funded, we anticipate that it will take approximately 2 months to expend the funding.

If completion of your project depends on other anticipated funding, please describe when those funds are expected to be received:

The program does not depend on other anticipated funding.

Do you own or have site control of the property on which the project is to take place?

☒ Yes ☐ No ☐ N/A

Is the property zoned for your intended use?

☒ Yes ☐ No ☐ N/A

If “no,” please explain:

If permits, variances, or other forms of approval are required for your project, please indicate whether the approval has been received. If it has not been received, please indicate the entity from which the permitting or approval is sought and the length of time it takes to secure the permit or approval.

Note: *Funds will not be disbursed until all requisite variances or approvals are obtained.*

N/A

Due to limited funds, the Committee may recommend partial funding for a program. In the event the Committee is unable to meet your full request, will you be able to proceed with partial funding?

☒ Yes ☐ No

If “yes,” please provide an itemized list of program elements, ranked by priority and cost:

Priority #1
(Item & Cost)

As this is for the operational budget, the funding level can be adjusted without impacting the specifics of a particular priority.

Priority #2
(Item & Cost)

Priority #3
(Item & Cost)

Priority #4
(Item & Cost)

Priority #5
(Item & Cost)

Priority #6
(Item & Cost)

Project Synopsis *(250 words or less)*

Please provide a brief overview of your project. This synopsis will be used in a summary of your proposal. Please begin your synopsis with the amount you are requesting and a concrete description of your proposed project. E.g., "We are requesting \$7,000 for an energy-efficient freezer to expand our emergency food service program."

We are requesting \$29,106 to provide 2 months (2440 bed nights) of funding for emergency, overnight sheltering for people experiencing homelessness in Bloomington.

Martha's House, Inc. went bankrupt in the spring of 2015, putting at risk the only year-round, nonreligious, emergency shelter for adults in 7 counties.

Shalom Center took on the management of that shelter (now called Friend's Place) on January 1, 2016. The shelter provides short-term stays for up to 40 people experiencing homelessness (28 men and 12 women) in a safe and sober living environment.

Because of the significant cost of this new program and the time needed to build our budget to a sufficient level to sustainably fund it, your support would not only provide operational funding for the program in 2017 but give us essential time as we work towards creating a viable, long-term financial base.

CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Your responses will be used in a summary of your proposal.

NEED (200 words or less)

Explain how your project addresses a previously-identified priority for social services funding as documented in the [Service Community Assessment of Needs](#), the City of Bloomington, Housing and Neighborhood Development Department's [2015-2019 Consolidated Plan](#), or any other community-wide survey of social services needs.

In the 2015-19 Consolidated Plan, a survey of Housing Choice Voucher and Public Housing tenants showed that 48% of respondents had experienced homelessness at some point, with 38% of those saying that some form of shelter had been most helpful to them in their time of need.

The 2016 Annual Point-in time Count found that 340 people were experiencing homelessness in Monroe County on the night of January 27th, 198 of whom were adults without dependent children in their care.

The SCAN report reveals that in Monroe County, 70% of renters in our community spend more than 30% of their income on housing (considered the standard for affordability) with 13% of households saying that having enough money to pay their rent or mortgage was a major problem.

The Consolidated Plan describes two of its priority needs as providing “funding to non-profit organizations that serve low income individuals/families with their basic emergency needs: food, shelter and health care,” and providing “funding to non-profit organizations that provide a safety net for community members in need.”

This project clearly recognizes the challenges of homelessness and housing instability. As a nonreligious, safe and sober shelter, Friend's Place is vital to help our community address a severe need in Bloomington.

ONE-TIME INVESTMENT *(100 words or less)*

Jack Hopkins Funds are intended to be a one-time investment. Please explain how your project fits this criterion. If you are requesting operational funds (e.g., salaries, rent, vouchers, etc), please explain how your project satisfies an exception to the one-time funding rule (pilot, bridge, or collaborative). If you are requesting operational funds that do not satisfy one of the aforementioned exceptions, but your request is being made pursuant to the 2017 allowance for operational funds, please make that clear. If you are requesting operational funding, you must detail your plan for future funding.

Due to the urgent need to preserve Friend's Place shelter, we are making an application in keeping with the 2017 allowance for operational funds. We now have a Development Director on staff. Our intent is to use that position to build our donor base, achieving full funding for the shelter program as we move into 2020. Our fundraising in 2016 set us off on a great start, but we are still very far from creating annual stability. In addition to the operational support your grant would provide, it also buys us time to build up the funding base.

FISCAL LEVERAGING *(100 words or less)*

Describe how your project will leverage other resources, e.g., other funds, in-kind contributions, or volunteers.

We are grateful to have many resource partners who provide financial and in-kind in the community, including Community Kitchen, Hoosier Hills Food Bank, Perry Township, Bloomington Township, the City of Bloomington, the Monroe County Council, and many others. We use 1-2 volunteers every evening for the program to staff the shelter. Plus, we also bring to bear the many resources of the Shalom Center, including our rapid re-housing, permanent supportive housing, street outreach, hunger relief, and homeless case management programs.

LONG-TERM BENEFITS (200 words or less)

Explain how your program will have broad and long-lasting benefits for our community.

In the spring of 2015, Martha's House, Inc. went bankrupt. Their financial breakdown put at risk an essential, life-saving service in our region – the only year-round, nonreligious, emergency shelter for adults in seven counties. If the shelter were to die, over 200 homeless people each year would have no place to turn to in the midst of crisis.

Through significant cooperation from the City of Bloomington, Monroe County, the local Trustees, social service agencies, and invested individuals, the community has kept this service afloat and given it a chance at long-term sustainability.

In the last year, we saw amazing results from this collaboration, including opening the doors for transgender guests, increasing the bed use rate from 65% to near 100%, and improving the exits to permanent housing rate to almost 80% in the final months of 2016.

Your support would help us take one step closer towards long-term sustainability of this remarkable project, helping us preserve this unique and crucial resource for people facing one of the most challenging life emergencies a person could face.

The ultimate outcome of a project (e.g., reduced hunger, homelessness or addiction rates) are often not readily observable within the Jack Hopkins funding period. For that reason, we are asking agencies to provide us with *outcome indicators*. In contrast to program activities (what you bought or did with grant funds) and the long-term impacts of a program (the lasting social change effected by your initiative), the data we seek are the short-term indicators used to measure the change your program has created during the period of your funding agreement. Where possible, this information should be expressed in quantitative terms.

Examples: an agency providing a service might cite to the number of persons with new or improved access to a service. If funds were used to meet a quality standard, the agency might report the number of people who no longer have access to a substandard service. An agency seeking to purchase equipment or to make a physical improvement might cite to the number of residents with new or improved access to a service or facility. If funds were used to meet a quality standard or to improve quality of a service or facility, an agency might report the number of people who have access to the improved service or facility

We measure several key points of data, most notably number of clients served, average length of stay, income improvement, and percentage of guests leaving to permanent housing outcomes. The last two points, in particular, represent outcome indicators. We can provide all of this data during the funding period and beyond.

OTHER COMMENTS *(500 words or less)*

Use this space to provide other information you think the Committee would find useful. Any additional comments should supplement, not restate, information provided in the foregoing.

It could be argued that this sheltering program has been the most important emergency shelter resource in Bloomington over the last 15 years. To lose it would be potentially devastating to the hundreds of people each year who sadly need its services.

This program has had a long history of struggling to achieve stable funding. We believe our approach is our best shot at obtaining that long-term stability. In essence, if this plan doesn't work, funding such a program may not be workable at all. We believe we can prove that this community both wants and will fund such an essential program. We hope you'll again be a part of making that happen.

Account Name	Budget	Summary	Income	Expense
A FRIEND'S PLACE	-	A Friend's Place	69,106	174,160
	-			
Income	-			
Direct Mail Solicitations	10,000			
FEMA Grant	3,000			
Perry Township	15,000			
Bloomington Township	10,000			
Van Buren Township	2,000			
Jack Hopkins Proposal	29,106			
	69,106			
	-			
Expenses	-			
Salaries and Wages	117,624			
Payroll Taxes	13,056			
Employee Health	9,600			
Workers' Comp	4,705			
Office supplies	600			
Postage	50			
Insurance	1,200			
Accounting Fees	1,200			
Equipment	500			
Printing and Copying	600			
Miscellaneous	1,500			
Insurance	1,200			
Electricity	5,600			
Natural Gas	1,800			
Water and Sewer	1,250			
Telephone	3,500			
Maintenance and Repair	3,000			
Fire Suppression	800			
Custodial Supplies	250			
Pest Control	175			
Waste Removal	1,000			
Client Expense	950			
Capital Replacment	4,000			
	174,160			

Shalom Community Center
Balance Sheet
December 31, 2016

ASSETS

Current Assets		
Old National Checking Account	\$	245,975.41
Cash Reserves Account		12,362.64
Cash - Restricted		150,000.00
PayPal Cash		(3,932.10)
Online Donations Cash		(10.00)
Insurance Policy/WPS		10,593.13
Welcome Home Baskets		711.34
		<hr/>
Total Current Assets		415,700.42
Property and Equipment		
Land		140,980.88
Buildings		177,879.12
Furniture and Fixtures		25,327.59
Equipment		52,381.97
Accumulated Depreciation		(128,503.55)
Leasehold Improvements		434.63
Building Imp.-620 S. Walnut		248,821.05
Land Improvements 620 S Walnut		6,899.00
		<hr/>
Total Property and Equipment		524,220.69
Other Assets		
		<hr/>
Total Other Assets		0.00
		<hr/>
Total Assets	\$	<u>939,921.11</u>

LIABILITIES AND CAPITAL

Current Liabilities		
Deductions Payable	\$	25.00
Flexible Medical Spending Ded		886.05
Employee United Way Payable		497.01
Garnishment		101.60
		<hr/>
Total Current Liabilities		1,509.66
Long-Term Liabilities		
Note Payable - Building		261,820.65
		<hr/>
Total Long-Term Liabilities		261,820.65
		<hr/>
Total Liabilities		263,330.31
Capital		
Beginning Balance Equity		267,437.08
Retained Earnings		160,526.89
Net Income		248,626.83
		<hr/>
Total Capital		676,590.80
		<hr/>
Total Liabilities & Capital	\$	<u>939,921.11</u>

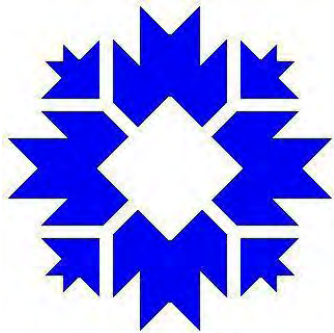
Shalom Community Center
Income Statement
For the Twelve Months Ending December 31, 2016

	Current Month		Year to Date	
Revenues				
Unrestricted - Individual	\$ 30,014.52	16.84	\$ 100,656.41	6.69
Unrestricted - Faith Community	150.00	0.08	13,887.92	0.92
Unrestricted - Business	0.00	0.00	7,996.66	0.53
Unrestricted - Foundation	0.00	0.00	18,536.02	1.23
Unrestricted - Government	0.00	0.00	22,311.96	1.48
Unrestricted - Nonprofit Org	0.00	0.00	5,848.30	0.39
Unrestricted - Organization	0.00	0.00	495.50	0.03
Indiv Gifts to Restricted Fund	25.00	0.01	25.00	0.00
TR - Hunger Relief	1,500.00	0.84	64,723.28	4.30
TR - Staff Bonus	1,915.00	1.07	2,865.00	0.19
TR - Local Bus Ticket Gifts	1,010.00	0.57	1,130.00	0.08
Friend's Place Income	42,278.00	23.72	446,894.87	29.71
Guest Needs-Designated	1,985.12	1.11	26,523.32	1.76
Welcome Home Baskets	250.00	0.14	1,500.00	0.10
United Way	952.67	0.53	10,447.61	0.69
Grants-Jack Hopkins	4,882.85	2.74	24,833.21	1.65
Interfaith Winter Shltr Laun	0.00	0.00	11,079.13	0.74
IHCDA ESG-Shelter	9,374.69	5.26	63,886.54	4.25
IHCDA - ESG-Rapid Rehousing	35,976.84	20.19	190,338.07	12.65
IHCDA ESG - Outreach	473.98	0.27	31,723.08	2.11
HUD Supportive Housing Grant	0.00	0.00	304,560.20	20.25
SHP Rent Received	1,899.00	1.07	20,919.54	1.39
Fundraising - Special Events	220.00	0.12	53,382.49	3.55
Year-End Campaign	45,316.21	25.43	47,216.21	3.14
NAP Contributions	0.00	0.00	32,314.00	2.15
Other Income	0.70	0.00	49.70	0.00
Total Revenues	178,224.58	100.00	1,504,144.02	100.00
Cost of Sales				
Total Cost of Sales	0.00	0.00	0.00	0.00
Gross Profit	178,224.58	100.00	1,504,144.02	100.00
Expenses				
Communications Expense	0.00	0.00	1,440.59	0.10
Office Supplies	70.00	0.04	3,279.27	0.22
Custodial Supplies	352.55	0.20	7,228.14	0.48
Janitorial Services	72.45	0.04	1,252.02	0.08
Waste Removal	168.62	0.09	1,960.04	0.13
Snow Removal	0.00	0.00	210.00	0.01
Maintenance and Repair	380.00	0.21	6,072.35	0.40
Postage	88.74	0.05	3,122.76	0.21
Insurance	2,058.00	1.15	7,726.75	0.51
Workers Compensation Insurance	0.00	0.00	11,515.00	0.77
Fundraising Expense	472.50	0.27	13,829.49	0.92
Bank/Credit Card Fees	333.92	0.19	1,173.79	0.08
Computer Expenses	231.12	0.13	499.10	0.03
Accounting Fees	164.86	0.09	2,222.63	0.15
SCC Supplies	0.00	0.00	43.77	0.00
Winter Shelter Supplies	70.53	0.04	297.56	0.02
Guest Needs - Optg	0.00	0.00	39.20	0.00
Guest Needs - Designated	0.00	0.00	1,037.67	0.07
Guest Needs - Pharmacy	640.70	0.36	4,994.85	0.33
Point-in-time Count	0.00	0.00	2,041.27	0.14
Kitchen Supplies	329.13	0.18	4,232.17	0.28
Non-Salary FP	2,330.25	1.31	31,442.09	2.09
Equipment Lease	0.00	0.00	3,865.41	0.26
Client Bus Tickets	360.00	0.20	3,600.00	0.24

For Management Purposes Only

Shalom Community Center
Income Statement
For the Twelve Months Ending December 31, 2016

	Current Month		Year to Date	
Client Out of Town Bus Tickets	744.00	0.42	6,391.80	0.42
Food Expense	2,577.56	1.45	34,369.21	2.28
Telephone	278.45	0.16	5,912.76	0.39
Internet Service	171.29	0.10	1,056.06	0.07
Electricity	545.19	0.31	9,162.27	0.61
Natural Gas	200.08	0.11	1,983.76	0.13
Water Expense	409.87	0.23	6,662.47	0.44
Salary and Wage Expense - SCC	25,168.67	14.12	174,183.95	11.58
Salary/Wage Exp - ESG Shelter	5,523.58	3.10	38,799.61	2.58
Salaries/Wages Friend	12,243.30	6.87	97,818.63	6.50
Salary/Wage Exp-ESG Outreach	5,778.44	3.24	45,590.46	3.03
Salary/Wage Exp-Rapid Rehousin	9,185.69	5.15	69,796.16	4.64
Salary and Wage Expense - SHP	8,632.21	4.84	76,129.51	5.06
Salaries/Wages Expense-TANF	281.91	0.16	420.19	0.03
Salary/Wage Exp-Winter Shelter	3,659.06	2.05	10,470.22	0.70
Employee Health Benefits - SCC	1,564.83	0.88	17,392.34	1.16
Payroll Tax Expense - SCC	2,012.77	1.13	13,876.19	0.92
Payroll Tax Exp-ESG Shelter	448.24	0.25	3,374.81	0.22
Payroll Taxes Friend	993.71	0.56	8,353.06	0.56
Payroll Tax Exp-ESG Outreach	468.97	0.26	3,961.27	0.26
Payroll Tax Exp-Rapid Rehousin	726.26	0.41	6,036.11	0.40
Payroll Tax Exp - SHP	700.70	0.39	6,655.69	0.44
Payroll Tax Expense-TANF	22.88	0.01	34.21	0.00
Payroll Tax Exp-Winter Shelter	296.98	0.17	965.57	0.06
Employee Expense	50.00	0.03	2,728.41	0.18
Miscellaneous Expenses	47.50	0.03	248.72	0.02
Education/Seminars	325.44	0.18	325.44	0.02
Professional Fees	6,100.00	3.42	6,100.00	0.41
Dues & Subscriptions	0.00	0.00	445.48	0.03
Client Security Deposits	150.00	0.08	1,582.00	0.11
Client Utilities and Rent	690.93	0.39	13,779.26	0.92
Client Gasoline	0.00	0.00	259.41	0.02
Client BMV/B.C. Fees	273.50	0.15	3,518.44	0.23
IHCDA-Rapid Rehousing Non-Sal	13,990.18	7.85	164,427.23	10.93
IHCDA-ESG Shelter Outreach	1,285.57	0.72	13,574.11	0.90
TANF Non-Salary	11,217.16	6.29	33,418.89	2.22
HUD Supportive Housing Non-Sal	19,558.06	10.97	232,340.63	15.45
SHP Program Exp (Rents Rcvd)	996.83	0.56	4,246.57	0.28
SHP Expense (PNC)	0.00	0.00	10,008.12	0.67
Interest Expense	1,319.80	0.74	15,992.25	1.06
Total Expenses	146,762.98	82.35	1,255,517.19	83.47
Net Income	\$ 31,461.60	17.65	\$ 248,626.83	16.53



CITY OF BLOOMINGTON, COMMON COUNCIL
JACK HOPKINS SOCIAL SERVICES FUNDING COMMITTEE
2017 GRANT APPLICATION

AGENCY INFORMATION

Lead Agency Name: South Central Community Action Program

Is Lead Agency a 501(c)(3)? ☒ Yes ☐ No

Number of Employees:

Full-Time	Part-Time	Volunteers
107		1,011

Address: 1500 W. 15th Street
Bloomington, IN 47404

Zip Code: 47404

Phone: 812-369-1423

Agency E-Mail: doug@insccap.org

Website: www.insccap.org

President of Board of Directors: Gail Hyde

Name of Executive Director: Frank Peacock, Acting Executive Director

Phone: 812-339-3447

E-Mail: frank@insccap.org

Name and Title of Person to Present Proposal to the Committee: Doug Wilson

Phone: 812-339-3447

E-Mail: doug@insccap.org

Name of Grant Writer: Doug Wilson

Phone: same as above

E-Mail:

Agency Mission Statement *(150 words or less)*

**Note: If your organization is a faith-based agency, please provide the mission statement of your proposed project, not your agency.*

The South Central Community Action Program is a nonprofit organization based in Bloomington that has served low-income people for more than 50 years. Our mission is to provide opportunities for low-income individuals and families to achieve personal and economic independence.

PROJECT INFORMATION

Project Name:

Dedicated Dads and Family Development Initiatives

Is this a collaborative project? ☐ Yes ☒ No. If yes:

List name(s) of agency partner(s):

Please indicate: how your missions, operations and services do or will complement each other; the existing relationship between your agencies and how the level of communication and coordination will change as a result of the project; any challenges and steps you plan to take to address those challenges.

Address where project will be housed: 1,500 W. 15th Street

Total cost of project: \$16,200

Requested amount of JHSSF funding: \$3,000

Other Funds Expected for this Project (*Please indicate source, amount, and whether confirmed or pending*):

SCCAP (federal Head Start funds):	\$12,000	Confirmed
Lucky's Market donation	\$1,200	Confirmed

Total Number of Clients Served by this project in 2017: 20 fathers and their children

Total Number of City Residents Served by this project in 2017: 18

Is this request for operational funds? ☐ Yes ☒ No

If "yes," indicate the nature of the operational request:

☐ Pilot ☐ Bridge ☐ Collaborative ☐ None of the Preceding – General request for operational funds pursuant to 2017 funding guidelines.

Please describe when you plan to submit your claims for reimbursement and what steps precede a complete draw down of funds:

SCCAP would purchase the items in its budget and submit a claim for reimbursement within one month of the funds becoming available. These purchases would be straightforward and simple.

If completion of your project depends on other anticipated funding, please describe when those funds are expected to be received:

The additional funds that are identified for this project have already been received, except for the funds from Lucky's Market, which will be received by June 1.

Do you own or have site control of the property on which the project is to take place?

☐ Yes ☐ No ☒ N/A

Is the property zoned for your intended use?

☐ Yes ☐ No ☒ N/A

If "no," please explain:

If permits, variances, or other forms of approval are required for your project, please indicate whether the approval has been received. If it has not been received, please indicate the entity from which the permitting or approval is sought and the length of time it takes to secure the permit or approval.

Note: *Funds will not be disbursed until all requisite variances or approvals are obtained.*

N/A

Due to limited funds, the Committee may recommend partial funding for a program. In the event the Committee is unable to meet your full request, will you be able to proceed with partial funding?
[X] Yes [] No

If “yes,” please provide an itemized list of program elements, ranked by priority and cost:

Priority #1 (Item & Cost)	Parenting Education Curriculum for Dedicated Dads/Family Development Initiatives, \$750.
Priority #2 (Item & Cost)	Two commercial, heavy duty ADA outdoor picnic tables to be used during Dedicated Dads meetings and get togethers. \$750 each, total of \$1,500.
Priority #3 (Item & Cost)	Park style outdoor charcoal grill to be used for parenting meetings. \$200.
Priority #4 (Item & Cost)	Athletic equipment, including basketballs, softballs and footballs, other outdoor games to be used during meetings. \$250.
Priority #5 (Item & Cost)	Educational games to be used indoors with parents and children at parenting meetings. \$300.
Priority #6 (Item & Cost)	

Project Synopsis *(250 words or less)*

Please provide a brief overview of your project. This synopsis will be used in a summary of your proposal. Please begin your synopsis with the amount you are requesting and a concrete description of your proposed project. E.g., "We are requesting \$7,000 for an energy-efficient freezer to expand our emergency food service program."

We are requesting \$3,000 for a parenting curriculum and equipment to allow expansion of SCCAP's Dedicated Dads and Family Development initiatives, which equip low-income parents with knowledge and skills that promote healthy family functioning, encourage daily involvement in their child's education and help their children break the cycle of poverty.

Goals of the Dedicated Dads and Family Development parenting initiatives include: 1. To enrich the lives of children by promoting and facilitating positive parental involvement, especially by fathers; 2. To encourage the significance of a male role model in the life of a child; and 3. To strengthen togetherness of the child and their parents or other adult caretakers in their life. The Dedicated Dads and Family Development initiatives are provided to children and parents who are participating in Head Start and other SCCAP programs.

Our goal is to expand participation from 20 parents currently to more than 100 parents. JHSSF funds would support the expansion through providing a curriculum to support effective parenting as well as equipment to be used during educational meetings and activities with parents and children that make the program more fun, interactive and effective. Funds from other sources will support family excursions to cultural and athletic events in Bloomington; equipment and supplies such as athletic gear, materials and food for meetings and celebrations; and low-cost incentives such as t-shirts and ball caps.

CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Your responses will be used in a summary of your proposal.

NEED (200 words or less)

Explain how your project addresses a previously-identified priority for social services funding as documented in the [Service Community Assessment of Needs](#), the City of Bloomington, Housing and Neighborhood Development Department's [2015-2019 Consolidated Plan](#), or any other community-wide survey of social services needs.

The Service Community Assessment of Needs identifies high quality Early Childhood Education has a priority for social service funding. As it notes, "United Way of Monroe County recognizes that it is important for children to enter school developmentally on track in the areas of literacy and social, emotional, and intellectual skills."

This report also cites a 2010 Household Survey in Monroe County that indicates few parents in the county said that reading to their children daily is a problem, except for low-income parents. Thirty-nine percent of households with incomes below \$15,000 said reading to their children daily is a minor problem. This is a significant concern because early literacy is often used as a predictor of school readiness. Research shows that those who are behind by the time they get to kindergarten are far more likely to struggle in school in future years.

A recently released study by John Hopkins University indicates that those who begin kindergarten behind in their development are 80 percent more likely to be held back in fourth grade. And they are 80 percent more likely to require individualized services and support, and up to seven times more likely to be suspended.

The proposed expansion of the SCCAP Dedicated Dads and Family Development initiatives directly addresses these needs.

ONE-TIME INVESTMENT *(100 words or less)*

Jack Hopkins Funds are intended to be a one-time investment. Please explain how your project fits this criterion. If you are requesting operational funds (e.g., salaries, rent, vouchers, etc), please explain how your project satisfies an exception to the one-time funding rule (pilot, bridge, or collaborative). If you are requesting operational funds that do not satisfy one of the aforementioned exceptions, but your request is being made pursuant to the 2017 allowance for operational funds, please make that clear. If you are requesting operational funding, you must detail your plan for future funding.

SCCAP is requesting funds for a curriculum and equipment that will be used on an ongoing basis each year with the Dedicated Dads and Family Development initiatives. Operational funds will be provided from other sources.

FISCAL LEVERAGING *(100 words or less)*

Describe how your project will leverage other resources, e.g., other funds, in-kind contributions, or volunteers.

Other funds for this project will be provided from federal Head Start funds (\$12,000) and a grant from Lucky's Market (\$1,200).

LONG-TERM BENEFITS (200 words or less)

Explain how your program will have broad and long-lasting benefits for our community.

This project is intended to provide a cost-effective approach to achieving long-lasting benefits in the community by investing in the future of young children in Bloomington. Extensive research shows that children, especially from low-income backgrounds, will have better educational and employment outcomes if they are closely bonded with their parents and if the parents participate positively in their education through activities such as reading to them daily. While SCCAP already provides a Head Start program with daily social, educational and health activities for young children, the role and effectiveness of their parents in these aspects of their lives is still crucial to the long-term outcomes for the children and, on a larger scale, of our community as a whole. Close bonds with supportive parents are a protective factor against numerous social problems, such as school dropout, unemployment, substance abuse and criminal activities, which are exceptionally costly to individuals and society.

OUTCOME INDICATORS (100 words or less)

Please either list or describe the outcome indicators you intend to use to measure the success of your project.

The ultimate outcome of a project (e.g., reduced hunger, homelessness or addiction rates) are often not readily observable within the Jack Hopkins funding period. For that reason, we are asking agencies to provide us with *outcome indicators*. In contrast to program activities (what you bought or did with grant funds) and the long-term impacts of a program (the lasting social change effected by your initiative), the data we seek are the short-term indicators used to measure the change your program has created during the period of your funding agreement. Where possible, this information should be expressed in quantitative terms.

Examples: an agency providing a service might cite to the number of persons with new or improved access to a service. If funds were used to meet a quality standard, the agency might report the number of people who no longer have access to a substandard service. An agency seeking to purchase equipment or to make a physical improvement might cite to the number of residents with new or improved access to a service or facility. If funds were used to meet a quality standard or to improve quality of a service or facility, an agency might report the number of people who have access to the improved service or facility

Outcome indicators:

- At least 100 parents enrolled within one year. (An increase from 20 parents currently enrolled).
- Weekly contact with participating families.
- Monthly group activities with families.
- 90% of participating parents demonstrate improved proficiency in parenting skills.

OTHER COMMENTS *(500 words or less)*

Use this space to provide other information you think the Committee would find useful. Any additional comments should supplement, not restate, information provided in the foregoing.

Jack Hopkins Social Service Funding Budget South Central Community Action Program

Budget	JHSSF	SCCAP	Lucky's	All Sources
Program Management – Head Start Parenting Engagement Specialist		\$7,500		\$7,500
Education materials, food, supplies and books used in meetings and provided to families		\$4,500		\$4,500
Tickets for community and cultural events, t-shirts and other gear and incentives			\$1,200	\$1,200
Curriculum for Dedicated Dads/Family Dev.	\$750			\$ 750
Two commercial, heavy duty ADA outdoor picnic tables for Dedicated Dads meetings	\$1,500			\$1,500
Park style outdoor charcoal grill	\$200			
Athletic equipment for meetings Basketballs, softballs, footballs, etc.	\$250			\$250
Educational games to be used at meetings	<u>\$300</u>			<u>\$300</u>
Total request	\$3,000	\$12,000	\$1,200	\$16,200

South Central Community Action Program Inc
Balance Sheet
As of 2/28/2017

Current Year

Assets

Current Assets

Cash - Old National	1000	404,191.96
Petty Cash	1004	850.00
W2W bank account	1005	7,403.15
Cash - JP Morgan Chase	1021	13,424.13
Deferred Expense	1150	6,036.82
Accounts Receivable	1200	21,107.00
Allowance for Doubtful Accounts	1201	(8,500.00)
Grants Receivable	1220	167,481.40
Grants Receivable	1221	262,584.23
Mortgage Receivable 429 Hopewell	1225	31,360.00
Equipment - Non Fed	1400	<u>119,148.28</u>
Total Current Assets		1,025,086.97

Long-term Assets

Equipment Federal	1410	739,993.14
Accum Deprec. - Non-Fed	1415	(54,905.48)
Accum depr. - Fed Equip	1420	(625,238.07)
Land	1505	39,917.74
Storm Sewer	1506	6,500.00
Real Estate - Affordable Rental Hou	1520	726,672.23
Affordable Rental Houses - Accum I	1525	(490,262.95)
Other		<u>337,636.63</u>
Total Long-term Assets		<u>680,313.24</u>

Total Assets 1,705,400.21

Liabilities

Short-term Liabilities

Accounts Payable	2000	69,458.94
Escrow Payable - Hopewell	2015	120.00
Loans Payable - Current Portion	2100	11,833.36
Current Portion - Mortgage Payable	2110	23,599.77
ARH Deposits	2240	2,647.00
Accrued Salaries	2300	172,896.23
AFLAC / LTD W/H	2360	(606.80)
Universal Life W/H	2365	(395.44)
Clearing	2380	(5,242.88)
Owen Bank Mortg. 0600	2606	8,781.92
Owen Bank Mortgage 0712	2607	10,213.88
Owen Bank Mortgage 0760	2608	8,161.45
Lindbergh Office Loan	2613	<u>73,085.33</u>
Total Short-term Liabilities		374,552.76

Long-term Liabilities

Owen Bank Mortg. 0500	2605	19,215.63
Owen Bank Mortgage 0719-355 N.	2609	7,727.17
Current portion - LT Debt	2800	(35,433.13)
Total Long-term Liabilities		<u>(8,490.33)</u>

Total Liabilities 366,062.43

Net Assets

Beginning Net Assets

South Central Community Action Program Inc
Balance Sheet
As of 2/28/2017

Unrestricted Fund Balance	3100	1,249,157.30
Temporarily Restricted Fund Balanc	3200	<u>92,062.27</u>
Total Beginning Net Assets		1,341,219.57
Current YTD Net Income		<u>(1,881.79)</u>
Total Net Assets		<u>1,339,337.78</u>
Total Liabilities and Net Assets		<u>1,705,400.21</u>

South Central Community Action Program Inc
Statement of Revenues and Expenditures
From 1/1/2016 Through 12/31/2016

	Current Period Actual	Prior Year Actual	Current Year % Change
Revenue			
Grant Revenue	7,028,303.75	7,082,569.75	(0.77)
Rental Revenue	46,127.00	43,030.00	7.20
Donations	24,173.40	15,133.38	59.74
Program Income	34,772.40	13,124.08	164.95
Investment Income	11.76	8.64	36.11
Misc Revenue - Non-Federal	69,713.28	68,199.67	2.22
Revenue-Inkind-HS	<u>867,340.47</u>	<u>1,039,263.82</u>	(16.54)
Total Revenue	<u>8,070,442.06</u>	<u>8,261,329.34</u>	(2.31)
Expense			
Payroll Processing	16,161.00	13,639.50	18.49
Salary	2,652,591.76	2,684,099.00	(1.17)
Unemployment Compensation	61,541.76	61,989.41	(0.72)
FICA	192,268.95	196,213.71	(2.01)
Employee Ins	495,042.17	429,441.12	15.28
Mileage	23,307.46	23,952.02	(2.69)
Equipment< \$5000	8,878.40	41,374.80	(78.54)
Depreciation	136,273.77	144,384.76	(5.62)
Liability Insurance	36,118.49	40,042.44	(9.80)
Workers Compensation Insurance	46,277.88	41,453.08	11.64
Parent activity	1,358.52	1,878.24	(27.67)
Policy Council	168.94	13.23	1,176.95
Inkind Support	867,340.47	1,039,263.82	(16.54)
Advertising	33,318.92	29,149.48	14.30
Rent	82,350.80	83,301.00	(1.14)
Utilities	69,669.31	67,720.06	2.88
Supplies	100,490.42	108,997.69	(7.81)
Operating Supplies	28,599.33	30,667.12	(6.74)
Nutrition Experience	1,604.75	2,096.29	(23.45)
Maintenance and Repairs	66,379.12	98,733.08	(32.77)
Vehicles Expense	24,140.44	24,992.86	(3.41)
Postage	7,609.82	9,823.41	(22.53)
Telephone	54,223.39	31,594.43	71.62
Subscriptions & Memberships	9,218.48	15,398.10	(40.13)
Copy Cost	41,444.64	42,468.19	(2.41)
Professional Services	163,666.90	136,246.19	20.13
Interest	10,066.75	16,167.45	(37.73)
I.T. Support	38,851.13	41,532.49	(6.46)
Training	43,799.62	38,555.26	13.60
Travel - Out of Town	24,928.79	21,998.98	13.32
Food Service	296,187.73	280,550.95	5.57
Employee Incentives	0.00	144.90	(100.00)
Program Assistance	2,502,921.87	2,462,387.74	1.65
Bad Debt Expense	4,572.00	6,287.75	(27.29)
Miscellaneous Expense	4,204.38	1,637.01	156.83
Gain or (loss) on sale of property	<u>(33,779.64)</u>	<u>0.00</u>	(100.00)
Total Expense	<u>8,111,798.52</u>	<u>8,268,195.56</u>	(1.89)
Excess of Revenues over Expense	<u>(41,356.46)</u>	<u>(6,866.22)</u>	<u>502.32</u>

South Central Community Action Program Inc
Statement of Revenues and Expenditures
From 1/1/2016 Through 12/31/2016

	Affordable Housing	CAP AGENCY	Circles Contingency Fund (CMF)	DSM PERMANENT	Extended Day
Revenue					
Grant Revenue	29,896.46	2,841.90	0.00	0.00	0.00
Rental Revenue	46,127.00	0.00	0.00	0.00	0.00
Donations	0.00	3,796.93	1,632.73	0.00	0.00
Program Income	0.00	0.00	0.00	2,000.00	0.00
Investment Income	0.00	0.00	0.00	0.00	0.00
Misc Revenue - Non-Federal	227.00	3,011.73	25.00	0.00	66,449.55
Revenue-Inkind-HS	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
Total Revenue	<u>76,250.46</u>	<u>9,650.56</u>	<u>1,657.73</u>	<u>2,000.00</u>	<u>66,449.55</u>
Expense					
Payroll Processing	160.63	23.36	0.00	0.00	0.00
Salary	18,277.72	24,860.00	0.00	0.00	45,945.42
Unemployment Compensation	219.85	6.04	0.00	0.00	902.33
FICA	1,330.80	14.07	0.00	0.00	3,319.48
Employee Ins	2,837.65	3,970.94	0.00	0.00	(2,452.06)
Mileage	114.37	12.61	0.00	0.00	0.00
Equipment< \$5000	247.24	(17,407.24)	0.00	0.00	0.00
Depreciation	31,234.87	57,360.31	0.00	0.00	0.00
Liability Insurance	8,210.68	0.00	0.00	0.00	0.00
Workers Compensation	466.13	0.00	0.00	0.00	0.00
Parent activity	0.00	0.00	0.00	0.00	0.00
Policy Council	0.00	0.00	0.00	0.00	0.00
Inkind Support	0.00	0.00	0.00	0.00	0.00
Advertising	0.00	56.12	0.00	0.00	0.00
Rent	0.00	0.00	0.00	0.00	0.00
Utilities	8,381.42	0.00	0.00	0.00	0.00
Supplies	264.12	993.30	4,299.20	0.00	176.72
Operating Supplies	0.00	0.00	0.00	0.00	0.00
Nutrition Experience	0.00	0.00	0.00	0.00	0.00
Maintenance and Repairs	8,882.34	10.69	0.00	0.00	0.00
Vehicles Expense	71.47	0.00	0.00	0.00	0.00
Postage	104.12	0.00	0.00	0.00	0.00
Telephone	553.36	0.00	0.00	0.00	0.00
Subscriptions & Memberships	3.94	0.00	0.00	0.00	0.00
Copy Cost	829.93	0.00	0.00	0.00	0.00
Professional Services	7,017.10	45.00	0.00	0.00	0.00
Interest	4,725.77	0.00	0.00	0.00	0.00
I.T. Support	707.87	0.00	0.00	0.00	0.00
Training	123.59	0.00	0.00	0.00	0.00
Travel - Out of Town	0.00	0.00	0.00	0.00	0.00
Food Service	0.00	0.00	0.00	0.00	0.00
Program Assistance	0.00	0.00	0.00	23,820.09	0.00
Bad Debt Expense	0.00	4,572.00	0.00	0.00	0.00
Miscellaneous Expense	0.00	4,204.38	0.00	0.00	0.00
Gain or (loss) on sale of	(33,779.64)	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
Total Expense	<u>60,985.33</u>	<u>78,721.58</u>	<u>4,299.20</u>	<u>23,820.09</u>	<u>47,891.89</u>
Excess of Revenues over Expense	<u>15,265.13</u>	<u>(69,071.02)</u>	<u>(2,641.47)</u>	<u>(21,820.09)</u>	<u>18,557.66</u>

South Central Community Action Program Inc
Statement of Revenues and Expenditures
From 1/1/2016 Through 12/31/2016

Growing Opportunities 2014	USDA Specialty Crop - Hydro	Block Grant 2016	CACFP 10/1/15- 9/30/16	Cover Kids & Families	Clear Results 2015	Cover Monroe Insurance Assistance
5,229.17	31,803.06	352,475.54	176,203.68	35,945.53	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00
2,354.00	0.00	0.00	0.00	0.00	0.00	250.00
17,369.97	7,803.43	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00
<u>24,953.14</u>	<u>39,606.49</u>	<u>352,475.54</u>	<u>176,203.68</u>	<u>35,945.53</u>	<u>0.00</u>	<u>250.00</u>
0.00	0.00	321.56	0.00	0.00	0.00	0.00
12,931.31	7,102.86	100,794.37	0.00	26,705.06	0.00	0.00
537.97	0.00	930.52	0.00	887.61	0.00	0.00
1,511.44	0.00	7,505.96	0.00	2,001.51	0.00	0.00
(276.91)	0.00	9,113.07	0.00	(540.14)	0.00	0.00
15.30	834.88	609.29	0.00	993.21	0.00	0.00
0.00	337.09	687.35	0.00	0.00	0.00	0.00
0.00	0.00	2,944.08	0.00	0.00	0.00	0.00
0.00	0.00	1,839.87	0.00	0.00	0.00	0.00
0.00	0.00	932.26	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00
3,583.62	2,000.00	2,591.70	0.00	1,666.87	0.00	0.00
0.00	0.00	1,450.00	0.00	0.00	0.00	0.00
9,240.87	0.00	2,726.95	0.00	0.00	0.00	0.00
1,859.32	8,798.23	2,385.76	0.00	2,949.57	0.00	71.60
0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00
1,447.28	0.00	423.92	0.00	0.00	0.00	0.00
0.00	0.00	141.31	0.00	0.00	0.00	0.00
0.00	0.00	1,196.11	0.00	0.00	0.00	0.00
1,263.20	0.00	4,859.80	0.00	0.00	0.00	0.00
0.00	0.00	6,404.26	0.00	400.00	0.00	0.00
0.00	0.00	3,237.27	0.00	0.00	0.00	0.00
635.00	12,730.00	5,182.03	0.00	297.00	0.00	149.15
0.00	0.00	5,340.98	0.00	0.00	0.00	0.00
8.17	0.00	2,405.02	0.00	0.00	0.00	0.00
0.00	0.00	1,887.32	0.00	840.82	0.00	0.00
0.00	0.00	9,168.16	0.00	308.88	0.00	0.00
0.00	0.00	0.00	176,203.68	0.00	0.00	0.00
0.00	0.00	177,396.62	0.00	0.00	3,911.63	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00
<u>32,756.57</u>	<u>31,803.06</u>	<u>352,475.54</u>	<u>176,203.68</u>	<u>36,510.39</u>	<u>3,911.63</u>	<u>220.75</u>
(7,803.43)	7,803.43	0.00	0.00	(564.86)	(3,911.63)	29.25

South Central Community Action Program Inc
Statement of Revenues and Expenditures
From 1/1/2016 Through 12/31/2016

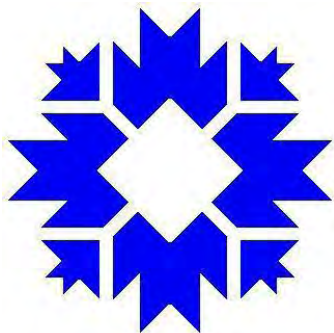
DOE 2016	EAP 2015-2016	Early Head Start - 2015-2016	Head Start 2015 - 2016	Innovative Grant 2015-2016	State EAP 2015- 2016	LIHEAP 2015- 2016
137,485.18	185,563.52	640,668.35	2,231,461.12	43,592.83	3,546.46	547,715.26
0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	10,902.87	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	8.82	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	75,557.29	791,783.18	0.00	0.00	0.00
<u>137,485.18</u>	<u>185,563.52</u>	<u>716,225.64</u>	<u>3,034,155.99</u>	<u>43,592.83</u>	<u>3,546.46</u>	<u>547,715.26</u>
68.00	912.26	2,275.27	9,628.80	0.00	0.00	970.31
27,947.22	105,194.23	406,030.55	1,373,711.24	0.00	3,229.88	147,883.67
1,301.55	3,484.21	10,499.57	36,511.35	0.00	96.91	1,940.64
2,062.33	7,893.01	29,716.98	99,736.81	0.00	219.67	10,928.37
424.01	22,252.94	51,870.08	293,726.69	0.00	0.00	27,509.29
0.00	2,450.76	2,084.26	11,096.76	0.00	0.00	57.22
0.00	6.26	3,109.56	17,704.12	0.00	0.00	8.32
736.02	3,271.28	899.58	24,289.21	0.00	0.00	3,680.19
119.30	2,804.28	1,285.29	6,696.67	0.00	0.00	4,406.65
223.52	2,455.76	5,978.56	25,195.36	0.00	0.00	2,540.20
0.00	0.00	210.36	1,148.16	0.00	0.00	0.00
0.00	0.00	87.23	81.71	0.00	0.00	0.00
0.00	0.00	75,557.29	791,783.18	0.00	0.00	0.00
1,126.41	0.00	4,504.15	9,161.18	0.00	0.00	1,126.42
0.00	2,095.20	51,060.00	19,150.00	0.00	0.00	0.00
134.58	3,303.08	13,949.04	20,356.13	0.00	0.00	2,150.47
145.80	765.40	8,266.63	28,255.94	8,699.39	0.00	7,464.64
0.00	0.00	5,182.76	21,341.95	0.00	0.00	0.00
0.00	0.00	1,264.06	277.73	0.00	0.00	0.00
87.13	420.95	1,379.07	44,267.38	0.00	0.00	2,940.81
3.07	169.74	742.94	6,150.88	13,479.44	0.00	1,599.48
0.00	1,922.12	17.78	752.68	10.52	0.00	214.37
89.70	7,331.57	5,383.19	19,752.80	0.00	0.00	4,632.05
5.70	25.82	431.46	1,850.66	0.00	0.00	21.74
120.34	4,557.92	2,537.14	15,926.73	0.00	0.00	2,736.34
228.27	3,778.19	6,987.90	69,511.18	17,903.48	0.00	4,354.52
0.00	0.00	0.00	0.00	0.00	0.00	0.00
303.80	7,443.54	2,720.09	9,395.36	0.00	0.00	2,221.07
0.00	0.00	12,194.68	24,806.67	0.00	0.00	74.00
0.00	0.00	5,188.92	9,415.21	0.00	0.00	0.00
0.00	0.00	4,811.25	42,473.45	0.00	0.00	0.00
102,358.43	3,025.00	0.00	0.00	3,500.00	0.00	318,254.49
0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00
<u>137,485.18</u>	<u>185,563.52</u>	<u>716,225.64</u>	<u>3,034,155.99</u>	<u>43,592.83</u>	<u>3,546.46</u>	<u>547,715.26</u>
<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>

South Central Community Action Program Inc
Statement of Revenues and Expenditures
From 1/1/2016 Through 12/31/2016

State LIHEAP 2015-2016	MLK Grant	Section 8 2016	Thriving Connections 2016	Vectren Energy Mobile 2016	CACFP 10/1/16- 9/30/17	DOE 2017
60,905.60	1,000.00	1,889,329.00	110,660.17	20,000.00	69,436.57	119,244.96
0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	5,236.87	0.00	0.00	0.00
0.00	0.00	0.00	0.00	7,599.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00
<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
<u>60,905.60</u>	<u>1,000.00</u>	<u>1,889,329.00</u>	<u>115,897.04</u>	<u>27,599.00</u>	<u>69,436.57</u>	<u>119,244.96</u>
0.00	0.00	650.05	298.20	0.00	0.00	357.05
4,085.76	0.00	85,689.48	67,431.53	0.00	0.00	42,760.40
0.00	0.00	1,135.41	1,398.40	0.00	0.00	0.18
337.84	0.00	6,355.95	5,022.03	0.00	0.00	3,137.86
0.00	0.00	14,845.64	15,677.58	0.00	0.00	11,546.91
0.00	0.00	3,027.85	101.38	0.00	0.00	42.50
0.00	0.00	699.42	351.27	0.00	0.00	698.00
0.00	0.00	2,453.40	2,453.40	0.00	0.00	1,962.72
353.00	0.00	2,764.60	0.00	0.00	0.00	3,219.65
0.00	0.00	1,864.52	932.26	0.00	0.00	1,037.60
0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	56.12	6,380.02	0.00	0.00	224.49
0.00	0.00	1,218.00	0.00	0.00	0.00	0.00
0.00	0.00	2,299.26	1,358.36	0.00	0.00	1,142.47
0.00	1,000.00	547.36	3,676.84	8,683.17	0.00	192.86
0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	266.92	262.93	0.00	0.00	2,963.36
0.00	0.00	110.28	110.28	226.74	0.00	333.09
0.00	0.00	1,332.54	212.29	0.00	0.00	319.72
0.00	0.00	3,145.38	1,383.33	0.00	0.00	1,814.24
0.00	0.00	12.91	53.83	0.00	0.00	8.16
0.00	0.00	2,984.85	1,659.81	0.00	0.00	1,341.59
0.00	0.00	6,341.43	4,970.05	14,721.00	0.00	1,883.08
0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	1,823.15	1,405.33	0.00	0.00	1,671.39
0.00	0.00	578.34	247.17	0.00	0.00	494.34
0.00	0.00	348.66	326.96	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	69,436.57	0.00
56,129.00	0.00	1,729,945.00	183.79	0.00	0.00	42,093.30
0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00
<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
<u>60,905.60</u>	<u>1,000.00</u>	<u>1,870,496.52</u>	<u>115,897.04</u>	<u>23,630.91</u>	<u>69,436.57</u>	<u>119,244.96</u>
<u>0.00</u>	<u>0.00</u>	<u>18,832.48</u>	<u>0.00</u>	<u>3,968.09</u>	<u>0.00</u>	<u>0.00</u>

South Central Community Action Program Inc
Statement of Revenues and Expenditures
From 1/1/2016 Through 12/31/2016

<u>EAP 2016-2017</u>	<u>Early Head Start 2016-2017</u>	<u>Head Start 2016- 2017</u>	<u>State EAP 2016- 2017</u>	<u>LIHEAP 2016- 2017</u>	<u>Vectren Share the Warmth 2016</u>	<u>Total</u>
85,083.55	36,105.60	130,340.55	533.07	71,225.62	10,011.00	7,028,303.75
0.00	0.00	0.00	0.00	0.00	0.00	46,127.00
0.00	0.00	0.00	0.00	0.00	0.00	24,173.40
0.00	0.00	0.00	0.00	0.00	0.00	34,772.40
0.00	0.00	2.94	0.00	0.00	0.00	11.76
0.00	0.00	0.00	0.00	0.00	0.00	69,713.28
<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>867,340.47</u>
<u>85,083.55</u>	<u>36,105.60</u>	<u>130,343.49</u>	<u>533.07</u>	<u>71,225.62</u>	<u>10,011.00</u>	<u>8,070,442.06</u>
283.14	0.00	0.00	0.00	212.37	0.00	16,161.00
52,181.66	21,225.97	65,923.34	496.80	12,183.29	0.00	2,652,591.76
799.27	308.71	581.24	0.00	0.00	0.00	61,541.76
3,875.01	1,561.98	4,804.27	36.27	897.31	0.00	192,268.95
7,756.96	4,003.03	23,704.50	0.00	9,071.99	0.00	495,042.17
1,514.02	3.74	317.59	0.00	31.72	0.00	23,307.46
1,392.58	0.00	0.00	0.00	1,044.43	0.00	8,878.40
1,226.73	81.80	2,208.11	0.00	1,472.07	0.00	136,273.77
891.75	145.84	664.71	0.00	2,716.20	0.00	36,118.49
938.16	547.26	2,306.31	0.00	859.98	0.00	46,277.88
0.00	0.00	0.00	0.00	0.00	0.00	1,358.52
0.00	0.00	0.00	0.00	0.00	0.00	168.94
0.00	0.00	0.00	0.00	0.00	0.00	867,340.47
505.09	0.00	0.00	0.00	336.73	0.00	33,318.92
777.60	5,100.00	1,500.00	0.00	0.00	0.00	82,350.80
1,367.21	417.02	1,923.26	0.00	919.19	0.00	69,669.31
1,383.82	33.05	9,427.21	0.00	150.49	0.00	100,490.42
0.00	202.60	1,872.02	0.00	0.00	0.00	28,599.33
0.00	16.04	46.92	0.00	0.00	0.00	1,604.75
92.92	1.44	1,169.38	0.00	1,762.60	0.00	66,379.12
36.06	0.00	239.75	0.00	725.91	0.00	24,140.44
1,276.08	0.00	146.38	0.00	105.11	0.00	7,609.82
2,062.83	597.45	583.38	0.00	771.11	0.00	54,223.39
0.00	0.00	0.00	0.00	0.00	0.00	9,218.48
2,909.72	236.31	1,253.08	0.00	1,113.61	0.00	41,444.64
1,157.30	392.38	3,951.84	0.00	1,431.00	0.00	163,666.90
0.00	0.00	0.00	0.00	0.00	0.00	10,066.75
1,666.96	538.73	5,020.17	0.00	1,520.48	0.00	38,851.13
988.68	248.25	424.25	0.00	891.51	0.00	43,799.62
0.00	172.00	0.00	0.00	0.00	0.00	24,928.79
0.00	272.00	2,275.78	0.00	0.00	715.00	296,187.73
0.00	0.00	0.00	0.00	33,008.52	9,296.00	2,502,921.87
0.00	0.00	0.00	0.00	0.00	0.00	4,572.00
0.00	0.00	0.00	0.00	0.00	0.00	4,204.38
<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>(33,779.64)</u>
<u>85,083.55</u>	<u>36,105.60</u>	<u>130,343.49</u>	<u>533.07</u>	<u>71,225.62</u>	<u>10,011.00</u>	<u>8,111,798.52</u>
<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>(41,356.46)</u>



CITY OF BLOOMINGTON, COMMON COUNCIL
JACK HOPKINS SOCIAL SERVICES FUNDING COMMITTEE
2017 GRANT APPLICATION

AGENCY INFORMATION

Lead Agency Name:

Is Lead Agency a 501(c)(3)? ☒ Yes ☐ No

Number of Employees:

Full-Time	Part-Time	Volunteers
10	3	

Address:

365 S. Parkridge Drive Suite 103
Bloomington, IN

Zip Code: 47401

Phone: 812-822-1570

Agency E-Mail: info@susiesplace.org

Website: susiesplace.org

President of Board of Directors: Kaye York

Name of Executive Director: Emily E. Perry, MSW LSW

Phone: 317-522-6202

E-Mail: emily@susiesplace.org

Name and Title of Person to Present Proposal to the Committee: Emily Perry

Phone: 317-522-6202

E-Mail: emily@susiesplace.org

Name of Grant Writer: Lynn Clinton

Phone: 317-605-7637

E-Mail: lynn@susiesplace.org

Agency Mission Statement (150 words or less)

**Note: If your organization is a faith-based agency, please provide the mission statement of your proposed project, not your agency.*

Our Mission: To provide a neutral, child-friendly center to investigate alleged child abuse and neglect, while keeping the comfort and safety of the child the first priority.

Designed as a safe and welcoming place for alleged child victims of abuse to be heard, Susie's Place Child Advocacy Center ensures that children are not further victimized by the interventions intended to protect them. Susie's Place is a 501(c)3 non-profit child advocacy center (CAC), utilizing a multidisciplinary team approach to conduct forensic interviews in criminal and child protective services cases that involve allegations of crimes against children, primarily sex crimes against children or where a child has witnessed a violent crime, such as homicides and domestic violence. Susie's Place is part of a network of Child Advocacy Centers in Indiana and currently operates two child-centered locations: Avon (Hendricks County) and Bloomington (Monroe County). A third Susie's Place center will be opening in Terre Haute, Indiana (Vigo County) in May of this year. The CAC model is considered the most effective approach in investigating crimes against children and is widely used across the country.

PROJECT INFORMATION

Project Name: Susie's Place Flooring Replacements and Improvements

Is this a collaborative project? ☐ Yes ☒ No. If yes:

List name(s) of agency partner(s):

X

Please indicate: how your missions, operations and services do or will complement each other; the existing relationship between your agencies and how the level of communication and coordination will change as a result of the project; any challenges and steps you plan to take to address those challenges.

X

Address where project will be housed: 365 S. Parkridge Drive Suite 103 Bloomington, IN 47401

Total cost of project: \$12,016.00

Requested amount of JHSSF funding: \$12,016.00

Other Funds Expected for this Project (*Please indicate source, amount, and whether confirmed or pending*): X

Total Number of Clients Served by this project in 2017: Estimated 480. The center served 477 in 2016, and has served 116 this year to date. The center is on schedule to meet or exceed the 2016 total.

Total Number of City Residents Served by this project in 2017: Estimated 190. The center served 157 city residents in 2016, and has served 47 this year to date. The center is on schedule to exceed the 2016 total.

Is this request for operational funds? ☐ Yes ☒ No
If "yes," indicate the nature of the operational request:

☐ Pilot ☐ Bridge ☐ Collaborative ☐ None of the Preceding – General request for operational funds pursuant to 2017 funding guidelines.

Please describe when you plan to submit your claims for reimbursement and what steps precede a complete draw down of funds:

Susie's Place will procure proposed flooring and install prior to August 1, 2017 and will make payment in full at that time. A claim will be submitted immediately for reimbursement regarding the flooring and installment costs prior to September, 2017.

If completion of your project depends on other anticipated funding, please describe when those funds are expected to be received:

Completion of this project depends on Jack Hopkins Social Service Grant Funds.

Do you own or have site control of the property on which the project is to take place?

☒ Yes ☐ No ☐ N/A

Is the property zoned for your intended use?

☒ Yes ☐ No ☐ N/A

If "no," please explain:

X

If permits, variances, or other forms of approval are required for your project, please indicate whether the approval has been received. If it has not been received, please indicate the entity from which the permitting or approval is sought and the length of time it takes to secure the permit or approval.

Note: Funds will not be disbursed until all requisite variances or approvals are obtained.

X

Due to limited funds, the Committee may recommend partial funding for a program. In the event the Committee is unable to meet your full request, will you be able to proceed with partial funding?
[X] Yes [] No

If “yes,” please provide an itemized list of program elements, ranked by priority and cost:

Priority #1 (Item & Cost)	Carpeting replaced in offices/halls. Vinyl flooring in waiting areas and bathrooms. \$12,016.00
Priority #2 (Item & Cost)	Carpeting replaced in offices/halls and waiting areas. Vinyl flooring in bathrooms. \$8,650.20.
Priority #3 (Item & Cost)	
Priority #4 (Item & Cost)	
Priority #5 (Item & Cost)	
Priority #6 (Item & Cost)	

Project Synopsis *(250 words or less)*

Please provide a brief overview of your project. This synopsis will be used in a summary of your proposal. Please begin your synopsis with the amount you are requesting and a concrete description of your proposed project. E.g., "We are requesting \$7,000 for an energy-efficient freezer to expand our emergency food service program."

Susie's Place is respectfully requesting \$12,016.00 for the replacement of worn and stained flooring, and the subsequent purchasing of improved flooring options to optimize the health, safety and comfort of the children served by allowing for a more hygienic and hypoallergenic center.

Since its inception in 2009, Susie's Place has conducted over 6,000 child forensic interviews of alleged child victims, of which nearly 5,000 children were alleged victims of sexual abuse. To understand what a successful CAC is, you must understand what children face without one. Without a CAC, the child may end up having to tell the worst story of his or her life over and over again, to doctors, law enforcement officers, lawyers, therapists, investigators, judges, and others. They may have to talk about that traumatic experience in a police station or sterile office building, often intimidating locations that can inhibit the child from feeling safe enough to disclose. A CAC provides a separate, child-focused setting designed to provide a safe, comfortable and neutral place where forensic interviews and other CAC services can be appropriately provided for children and families. Special attention is given to designing and decorating the client service areas. The appearance of the CAC can help facilitate the participation of children and families in the process, largely by helping to alleviate anxiety and instill confidence and comfort in the intervention system.

CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Your responses will be used in a summary of your proposal.

NEED (200 words or less)

Explain how your project addresses a previously-identified priority for social services funding as documented in the [Service Community Assessment of Needs](#), the City of Bloomington, Housing and Neighborhood Development Department's [2015-2019 Consolidated Plan](#), or any other community-wide survey of social services needs.

The Service Community Assessment of Needs states "A healthy community ensures the health and well-being of every individual." In 2016, the center served 477 alleged victims of abuse. Expectations for 2017 include not only that number of alleged child victims, but also visitors to the medical program located in the center, and the mental health provider soon to be co-located in the Bloomington center. The current flooring in the center contributes to the spread of germs, allergens and parasites, posing a danger to the families either sharing the center or entering for future appointments. Hypoallergenic and hygienic flooring is needed to to preserve the health and wellbeing of each individual entering the center.

ONE-TIME INVESTMENT *(100 words or less)*

Jack Hopkins Funds are intended to be a one-time investment. Please explain how your project fits this criterion. If you are requesting operational funds (e.g., salaries, rent, vouchers, etc), please explain how your project satisfies an exception to the one-time funding rule (pilot, bridge, or collaborative). If you are requesting operational funds that do not satisfy one of the aforementioned exceptions, but your request is being made pursuant to the 2017 allowance for operational funds, please make that clear. If you are requesting operational funding, you must detail your plan for future funding.

Susie's Place is respectfully requesting funds for a one-time replacement of worn and stained carpeting allowing us to transition to hypoallergenic, hygienic flooring in the high traffic areas at our Bloomington Child Advocacy Center.

FISCAL LEVERAGING *(100 words or less)*

Describe how your project will leverage other resources, e.g., other funds, in-kind contributions, or volunteers.

Jack Hopkins Funds for this project will allow us to have a solid starting point for maintaining a comfortable, safe, and healthy center, and will make us better stewards of funds received for cleaning and maintaining the high traffic family areas. Funds for steam cleaning and preservation have been awarded by the Victims of Violent Crime Act (VOCA) two-year grant. These funds are designated to professional cleaning of the center's flooring and furniture, however, the funds will be better used to preserve new flooring, rather than attempting to correct stains and wear that is already ingrained in the current carpeting.

LONG-TERM BENEFITS (200 words or less)

Explain how your program will have broad and long-lasting benefits for our community.

Traumatic childhood experiences, particularly child sexual abuse, often lead to an increase in addictions, mental health disorders, a multitude of health problems, increased unemployment, depression, and suicide/suicide attempts (ACE Studies – Kaiser Permanente). The average lifetime cost per victim of child abuse is \$210,012 (Darkness to Light) costing the Bloomington, IN community millions of dollars annually. With 1 in 4 girls and 1 in 6 boys becoming a victim of child sexual abuse by the age of 18, the numbers alone suggest frightening consequences for our community. Susie's Place offers a safe, comforting, welcoming environment for alleged victims to receive the necessary interventions that can stop the cycle of abuse, and this opportunity will improve the center's welcoming atmosphere and safety for the families we serve.

OUTCOME INDICATORS (100 words or less)

Please either list or describe the outcome indicators you intend to use to measure the success of your project.

The ultimate outcome of a project (e.g., reduced hunger, homelessness or addiction rates) are often not readily observable within the Jack Hopkins funding period. For that reason, we are asking agencies to provide us with *outcome indicators*. In contrast to program activities (what you bought or did with grant funds) and the long-term impacts of a program (the lasting social change effected by your initiative), the data we seek are the short-term indicators used to measure the change your program has created during the period of your funding agreement. Where possible, this information should be expressed in quantitative terms.

Examples: an agency providing a service might cite to the number of persons with new or improved access to a service. If funds were used to meet a quality standard, the agency might report the number of people who no longer have access to a substandard service. An agency seeking to purchase equipment or to make a physical improvement might cite to the number of residents with new or improved access to a service or facility. If funds were used to meet a quality standard or to improve quality of a service or facility, an agency might report the number of people who have access to the improved service or facility

Outcome indicators for the project include, but are not limited to:

1. Families visiting the center for forensic interview, mental health services, and forensic medical exams will be welcomed by a cleaner, more hygienic center.
2. Lower cleaning costs for center lice removal treatments and center deep cleaning.
3. Re-accreditation based on the standard requiring a "child-focused setting."

OTHER COMMENTS *(500 words or less)*

Use this space to provide other information you think the Committee would find useful. Any additional comments should supplement, not restate, information provided in the foregoing.

Susie's Place is respectfully requesting Jack Hopkins Social Service Grant funds in the amount of \$12,016.00 to make much needed improvements to the Susie's Place Child Advocacy Center (CAC) in Bloomington, Indiana. The goal of our centers is to be a safe and welcoming place for alleged child victims to come to tell their stories. It is critical that the center be clean, hygienic, well-kempt and pleasant to spend time. The current center is designed to provide comfort, safety and security, however the existing carpeting is stained, discolored, snagged, and in need of replacement. Since the flooring is in poor condition, Susie's Place would like to proceed not only with new flooring, but a hypoallergenic, hygienic flooring option. This is a one-time project that will make a big difference to minimize health risks and maintain the comfort and of the children and families that are served at Susie's Place.

In an effort to ensure that children are given the best opportunity to disclose their alleged abuse, Susie's Place recognizes and emphasizes the need for a clean, safe and comfortable setting. From the furniture to the toys and activities provided, all items are intentionally included or excluded depending on the scale of comfort it will bring or potential to detract from the comfort.

In early 2017, both of the Susie's Place existing centers were accredited by the National Children's Alliance. One of the standards that must be met is: Child-focused setting. It requires that "Areas where children may be present as well as toys and other resources are "childproofed," cleaned, and sanitized to be as safe as possible." It is our goal to continue to meet or exceed the criteria set within this standard and new flooring will be a huge step toward ensuring that this standard continues to be met.

In addition to improving the comfort of the center, changing from a predominantly carpeted center to a more hygienic laminate will vastly decrease the transmission of germs and parasites. In 2016, the Bloomington center hosted 477 children for forensic interviews. 87 were seen in the first two months of 2017. That number, plus the number of children visiting the center for forensic medical exams and mental health services makes the carpeted common areas a veritable breeding ground for any germs or parasites like scabies and lice, two common passengers on the children that visit the center. Removing the old, stained carpet allows for the opportunity to make a preferable choice for replacement that minimizes the ability for germs and parasites to be transferred to other children.

Moving to a hypoallergenic flooring material will also be beneficial to the children that served in this center. Susie's Place hosts therapy dogs through the My Buddy therapy dog program. The canines are well groomed, but dander and dog hair is inevitable. Carpeting is the most challenging flooring to remove all traces of dander and dog hair. Transitioning from carpet to laminate will allow staff better cleaning methods to remove allergens from the flooring. Protocol calls for the dogs to not be in the center when allergy sensitive children are present, but this flooring will take an ever better step toward providing a safe and healthy environment for all children.

Materials & Labor	Based on Estimate 1
Carpet Tile/Loom	7158.98
Baseboard	345
Vinyl Plank - Bathrooms	831.75
Transition Pieces	85.2
Vinyl Plank - Waiting Rooms	2039.8
Moving Furniture/Toilets	1050
	11510.73
Sales Tax	505.27
Total:	12016

CarpetsPlus Colortile West

1180 S. Liberty Drive, Suite 160
 Bloomington IN 47403
 812-323-0100 812-323-0263

Quote #

45320

Customer PO

Contract #

Date

3/9/2017

Sales Person1

Greg Taggart

Sales Person2

Acct # 11422
 For: 812 822-1570 Fax

Ship To: 812 822-1570

Susie's Place
 365 Parkridge Rd Suite 103
 Bloomington, IN 47401

Susie's Place
 365 Parkridge Rd Suite 103
 Bloomington, IN 47401

Type	Quantity	Product Description Labor Description	Color / Item Number Room	Sell	Total
Carpet Tile					
Materials	2304 SqFt	IMPULSE 3 MODULAR 7246		\$2.17	\$4,999.68
Labor	2304 SqFt	Carpet- Tile- Commercial		\$0.45	\$1,036.80
Notes	24 “ X 24” CARPET TILES				
Installation Materials					
Materials	1 Each	J+J NEXUS (PVC) MODULAR ADHESIVE	FOUR GALLON	\$199.20	\$199.20
Labor	2638 SqFt	Carpet- Removal- Glue Down		\$0.35	\$923.30
Furniture					
Labor	15 Each	Furniture- Remove And Replace		\$50.00	\$750.00
Wall Base					
Materials	60 LnFt	ROPPE 4 COVEBASE STICK 700	DARK GRAY 150	\$0.95	\$57.00
Labor	60 LnFt	Cove Base- 4”		\$0.75	\$45.00
Notes	COVE BASE FOR BATHROOMS				
Vinyl Tile / Plank					
Materials	120 SqFt	ADURA 5" PLANK LOCKSOLID (ALS)	ALS093 AVALON OCEAN MIST	\$4.39	\$526.80
Labor	120 SqFt	Vinyl- LVT- Floating		\$1.75	\$210.00
Notes	WATERPROOF PLANK FOR BATHROOMS FLOATING				
Installation Materials					
Materials	1 Each	ARDEX FEATHER FINISH 10LBS		\$24.95	\$24.95
Labor	2	Hourly Wage #2		\$35.00	\$70.00
Notes	FLOOR PATCHING FOR THE LOBBY AND WAITING ROOM				
Fixtures					
Labor	2 Each	Toilet- Remove And Reset		\$150.00	\$300.00
Transitions					
Materials	24 LnFt	JOHNSONITE CD-XX-C	Color TBD	\$1.00	\$24.00
Labor	24 LnFt	Transition- Commercial		\$1.00	\$24.00
Transitions					
Materials	12 LnFt	JOHNSONITE CTA-XX-A	Color TBD	\$2.10	\$25.20
Labor	12 LnFt	Transition- Commercial		\$1.00	\$12.00
Notes	Reducer Between				
VINYL/RESILIENT					
Materials	434	TIMBER GROVE 20 MIL	TBD	\$2.95	\$1,280.30
Labor	434 SqFt	Vinyl- LVT- Glued		\$1.75	\$759.50
Notes	WATERPROOF PLANK FOR WAITING ROOM, LOBBY				

Continuation For: Susie's Place, Quote # 45320

Type	Quantity	Product Description Labor Description	Color / Item Number Room	Sell	Total
Wall Base					
Materials	108 LnFt	SHOE MOLD UNFINISHED *STOCK*	OR PRIMED QUARTER ROUND	\$0.75	\$81.00
Labor	108 LnFt	Quarter Round / Shoe Mold- New		\$1.50	\$162.00
Notes	CUSTOMER TO SUPPLY PAINT TWO WEEK BEFORE INSTALLATION CARPETSPLUS WILL PAINT THE QUARTER ROUND				

Information	Total														
CARPET TILES, VINYL PLANK IN BATHROOMS, LOBBY AND WAITING ROOM	<table> <tr> <td>Labor</td><td>\$4,292.60</td></tr> <tr> <td>Materials</td><td>\$7,218.13</td></tr> <tr> <td>Contract Total</td><td>\$11,510.73</td></tr> <tr> <td>Sales Tax</td><td>\$505.27</td></tr> <tr> <td>Grand Total</td><td>\$12,016.00</td></tr> <tr> <td>Date</td><td>Ck#</td></tr> <tr> <td>Deposit</td><td></td></tr> </table>	Labor	\$4,292.60	Materials	\$7,218.13	Contract Total	\$11,510.73	Sales Tax	\$505.27	Grand Total	\$12,016.00	Date	Ck#	Deposit	
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Sales Tax	\$505.27														
Grand Total	\$12,016.00														
Date	Ck#														
Deposit															

THE SALES AGREEMENT IS A BINDING AGREEMENT BETWEEN CARPETS PLUS COLOR TILE AND THE BUYER.

. ALL SALES AGREEMENTS ARE FINAL AND MUST BE READ THOROUGHLY AND SIGNED BEFORE THE MATERIAL WILL BE ORDERED. THIS AGREEMENT COVERS THE AGREED TO PRODUCTS, PRICING, AND INSTALLATION STIPULATIONS. ALL SALES QUOTE PRICING WILL BE HONORED FOR 30 DAYS.

. PAYMENT IN FULL IS REQUIRED BEFORE MATERIAL WILL BE ORDERED ON ALL SALES UNLESS OTHER ARRANGEMENTS HAVE BEEN SET UP.

. NO CANCELLATIONS OR RETURNS ON SPECIAL ORDERS.

. NO RETURNS ON CARPETS PLUS COLOR TILE STOCK MATERIAL AFTER 30 DAYS.

. THERE MAY BE A SMALL FEE FOR ANY CHANGE OF ORDERS OR RESTOCK FEES.

. COLOR, SHADE AND FINISHES WILL VARY FROM SAMPLES AND BROCHURES.

. CARPETS PLUS COLOR TILE ASSUMES NO RESPONSIBILITY FOR YOUR MEASUREMENTS, (SHORTAGES OR OVERAGES ARE THE BUYER'S OBLIGATION).

. ALL LABOR PRICES ARE SUBJECT TO CHANGE IF PROBLEMS THAT WERE UNDETECTABLE DURING ESTIMATION ARE REVEALED.

. ALL EXTRA LABOR WILL BE QUOTED AND APPROVED BEFORE WORK BEGINS.

. COUPONS AND DISCOUNTS MUST BE GIVEN UPON TIME OF SIGNING SALES AGREEMENT.

. OVERDUE INVOICES ARE SUBJECT TO 1.5% FINANCE CHARGE PER MONTH.

. RETURNED CHECKS ARE SUBJECT TO \$30 SERVICE CHARGE.

. BUYER'S ACCEPTANCE OF THIS SALES AGREEMENT VIA ELECTRONIC MEANS EVIDENCES ACCEPTANCE OF ALL TERMS OF THIS SALES AGREEMENT.

. BUYER AGREES TO PAY ALL REASONABLE ATTORNEY'S FEES AND COSTS OF COLLECTION INCURRED BY CARPETS PLUS COLORTILE'S ENFORCEMENT OF THE SALES AGREEMENT. THE PARTIES AGREE TO VENUE WITHIN MONROE COUNTY, INDIANA FOR ANY PROCEEDINGS.

. THE LIABILITY OF CARPETS PLUS COLORTILE AND IT'S EMPLOYEES AND SUBCONTRACTORS, INCLUDING ATTORNEY'S FEES, IS LIMITED AND SHALL NOT, UNDER ANY CIRCUMSTANCE, EXCEED THE TOTAL AMOUNT PAID BY BUYER REGARDLESS OF THE LEGAL THEORY UNDER WHICH SUCH LIABILITY IS IMPOSED. CARPET PLUS COLORTILE HEREIN EXPRESSLY DISCLAIMS ANY AND ALL IMPLIED WARRANTIES AND IN SHALL NO EVENT BE LIABLE FOR SPECIAL, INCIDENTAL, CONSEQUENTIAL, OR PUNITIVE DAMAGES.

Buyer _____ Date _____ Seller _____ Date _____

WYLIES FLOOR COVERING INC

EMAIL wyliesfloorcovering@yahoo.com
Office 812-333-5667 Fax 812-333-7202
1130 S WALNUT STREET
1130 S. WALNUT ST.

Estimate

Date	Estimate #
3/23/2017	2009

Name / Address
Susie's Place Charlotte Willian 365 S Park Ridge

Description	Qty	Rate	Total
Konecto Elements 6" x 36" Wear Layer: 4 mil (.1mm) Finish: Ceramic Bead Bevel: NO Commercial Limited Warranty: Not Applicable	832.50	2.69001	2,239.43T
Labor - Install LVT	832.50	1.10	915.75
Freight Charge	1.00	65.00	65.00
Scholarship 26 10 Year Warranty: Abrasive Wear, Texture Retention, Fade-Resistance, Manufacturing Defects	280.00	11.49	3,217.20T
Labor - Install Carpet Tile	280.00	4.00	1,120.00
Broadloom Carpet Adhesive	3.00	45.00	135.00T
Freight Charge	1.00	65.00	65.00
Transition	4.00	18.50	74.00T
Labor - demo/remove existing flooring materials	3,000.00	0.20	600.00
Labor - remove and replace baseboards in areas where LVT will be installed	256.00	1.50	384.00
Labor - level subfloor near front entry	1.00	75.00	75.00
UZINE Floor Leveling	2.00	35.00	70.00T
ALT: Install LVT in Supply Closets \$10,256.99			
Subtotal			\$8,960.38
Sales Tax (7.0%)			\$401.49
Total			\$9,361.87



Bounds and McPike Flooring

2903 W. Third Street
 Bloomington, IN. 47404
 Phone # 812-332-6555 Fax #
lclarke@boundsandmcpike.com

INVOICE NO.
 DATE March 29, 2017
 CUSTOMER ID
 EXPIRATION DATE April 28, 2017

TO Susie's Place
 365 Parkridge Rd Suite 103
 Bloomington IN 47401
 Melissa 317-995-7153

SALESPERSON	JOB	PAYMENT TERMS	DUE DATE
Lisa		Due upon receipt	

QUANTITY	DESCRIPTION	UNIT PRICE	LINE TOTAL
985.95	sq ft Mohawk's Simplese luxury vinyl plank. This covers the hallway off the front door, 2 bathrooms, kid and teen waiting rooms.	\$ 2.86	\$ 2,819.82
19.00	sticks of primed quarter round	16.00	\$ 304.00
4.00	ardex feather finish	25.00	\$ 100.00
	(16) feet of 4 inch cove base & rubber transitions		\$ 145.00
	Freight		\$ 60.00
44.00	boxes Interface carept tile "The Standards"		\$ 6,551.69
3.00	boxes tac tiles		\$ 360.00
	Labor to move stove, refrigerator, pull/ reset toilets		\$ 260.00
	Labor to scrape up existing glued down carpet , grind glue, install vinyl plank and carpet tile		\$ 6,629.50
	Labor to install primed quarter round		\$ 532.00
	Labor to mvove furniture. No computer equipment		\$ 300.00
	Note UNFORSEEN FLOOR PREP WILL BE		
	BILLED AT ADD'L TIME & MATERIALS		

Late charge of 1 1/2% monthly on past due invoices will be added.

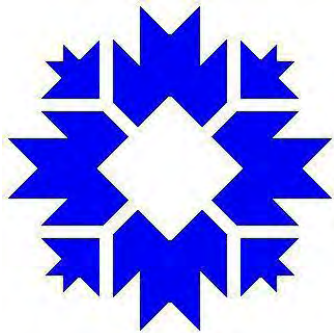
This is a quotation on the goods named, subject to the conditions noted below:
 Notice of intent to hold mechanics lein: If payment is not received within thirty(30) days of date of billing, BTY Inc., D/B/A Bounds and McPike Flooring, reserves the right to record a mechanis's lein against the real estate upon which improvements were made for the value of labor and materials provided, Pursuant to the Indiana mechanic's lein statute, I.C. 32-8-3-1. The mechanics lein will not be released until payment in full is tendered. In the event BTY Inc. D/B/A Bounds and McPike Flooring, employs an attorney to collect this account, customer agrees to pay all costs of collection, including all reasonable attorney fees.

SUBTOTAL	\$ 18,062.01
SALES TAX	exempt
TOTAL	\$ 18,062.01

To accept this quotation, sign here and return: _____

Income			
Government			
	Federal		
	State		
	Local		
Corporate Contributions			
	Business		
	Non-Profit		
Board Contributions			
	Individual		
	Match		
In-Kind Donations			
Special Events			
Individual			
Grants			
Trainings/Presentations			
Stewards of Children			
Investments/Interest			
Miscellaneous			
Total Income			
Expenses			
Personnel			\$ 164,300.38
	Payroll		\$ 151,569.11
	Payroll Taxes		\$ 12,231.27
	Payroll Expenses		\$ 500.00
Facility Expenses			\$ 53,268.20
	Rent		\$ 34,758.00
	CAM Fees		\$ 5,275.20
	Maintenance		\$ 1,000.00
	Utilities		\$ 7,235.00
		Duke Energy	\$ 2,500.00
		Citizens	\$ 185.00
		Water	\$ 500.00
		Vectren	\$ 1,200.00
		Telephone/Internet	\$ 2,500.00
		Security	\$ 350.00
	Equipment/Furniture		\$ 2,000.00
	Labor		\$ 500.00
	Supplies/Materials		\$ 2,500.00
Accounting			\$ 4,225.00
	Monthly Compilation		\$ 1,750.00
	Agency Audit		\$ 2,000.00
	Tax Preparation		\$ 475.00
Insurance			\$ 5,291.50
	D&O		\$ 569.50
	Liability		\$ 1,278.00

	Health		\$ 1,000.00
	Worker's Compensation		\$ 2,444.00
Training			\$ 6,700.00
	Registration (Staff)		\$ 1,750.00
	Lodging (Staff)		\$ 1,200.00
	Meals (Staff)		\$ 750.00
	Travel (Staff)		\$ 1,500.00
	Registration (MDT)		\$ 500.00
	Lodging (MDT)		\$ 500.00
	Meals (MDT)		\$ -
	Travel (MDT)		\$ 500.00
Technology			\$ 44,860.00
	Databases		\$ 1,860.00
		NCAtrak	\$ 1,000.00
		Giftworks	\$ 660.00
		Mailchimp	\$ 200.00
	Cell Phones		\$ 3,500.00
	Equipment		\$ 32,000.00
	Website & Design Work		\$ 2,500.00
	Misc Technology		\$ 750.00
	Labor & Support		\$ 4,250.00
Supplies			\$ 9,545.00
	Office		\$ 2,200.00
	Postage		\$ 660.00
	Food & Drink		\$ 3,560.00
	Toys & Activities		\$ 500.00
	Printing		\$ 2,500.00
	Subscriptions		\$ 125.00
Consultants			\$ 2,000.00
	Board Consultant		\$ 1,500.00
	Training		\$ 500.00
Dues & Fees			\$ 725.00
	Bank		\$ 200.00
	Professional		\$ 375.00
	Business Registration		\$ 150.00
Special Events			\$ 3,550.00
	Marketing/Printing		\$ 500.00
	Supplies/Materials		\$ 300.00
	Facilities		\$ 250.00
	Entertainment		\$ 500.00
	Food & Drink		\$ 2,000.00
Professional Development			\$ 1,200.00
Wellness			\$ 3,000.00
Employee Appreciation			\$ 1,250.00
Marketing			\$ 2,500.00
Mileage Reimbursement			\$ 4,600.00
Emergency Reserves			\$ 7,673.33
Organization Total Expenses			\$ 314,688.41



CITY OF BLOOMINGTON, COMMON COUNCIL
JACK HOPKINS SOCIAL SERVICES FUNDING COMMITTEE
2017 GRANT APPLICATION

AGENCY INFORMATION

Lead Agency Name: VOLUNTEERS IN MEDICINE

Is Lead Agency a 501(c)(3)? ☒ Yes ☐ No

Number of Employees:

Full-Time*	Part-Time*	Volunteers
5	9	~120
*Total includes 2.5 FTE positions donated by IUH Bloomington		

Address: P.O. Box 2568, Bloomington, IN

Zip Code: 47402

Phone: 812-333-4001

Agency E-Mail: info@vimmonroecounty.org

Website: www.vimmonroecounty.org

President of Board of Directors: Mark Duling

Executive Director: Nancy E. Richman, Ph.D., MPA

Title: Executive Director

Phone: 812-333-4032

E-Mail: nrichman@vimmonroecounty.org

Name and Title of Person to Present Proposal to the Committee: Nancy E. Richman

Phone: 812-333-4032

E-Mail: nrichman@vimmonroecounty.org

Name of Grant Writer: Nancy E. Richman

Phone: 812-333-4032

E-Mail: nrichman@vimmonroecounty.org

Agency Mission Statement *(150 words or less)*

**Note: If your organization is a faith-based agency, please provide the mission statement of your proposed project, not your agency.*

In cooperation with others in the community, Volunteers in Medicine provides the following services without cost to the medically underserved in Monroe and Owen counties:

- Easily accessible, quality primary and preventive health care
- Treatment for both acute and chronic conditions
- Health education that empowers individuals to take responsibility for their own well-being

PROJECT INFORMATION

Project Name: ***Narrowing Healthcare Disparities through Health IT***

Is this a collaborative project? ☐ Yes ☒ No. If yes:

List name(s) of agency partner(s):

Please indicate: how your missions, operations and services do or will complement each other; the existing relationship between your agencies and how the level of communication and coordination will change as a result of the project; any challenges and steps you plan to take to address those challenges.

Address where project will be housed: **811 W. Second Street, Bloomington, IN 47403**

Total cost of project: **\$29,683 (rounded)**

Requested amount of JHSSF funding: **\$24,830**

Other Funds Expected for this Project (*Please indicate source, amount, and whether confirmed or pending*):

Total Number of Clients Served by this project in 2017: **500**

Total Number of City Residents Served by this project in 2017: **450**

Is this request for operational funds? ☐ Yes ☐ No ☒ **Mostly no (see below)**

If “yes,” indicate the nature of the operational request: ☒ None of the Preceding – General request for operational funds pursuant to 2017 funding guidelines.

[NOTE: part of the budget is to purchase computer hardware which I believe should be considered part of the most ambitious system-wide improvement VIM has undertaken in 10 years, and probably ever. Additional explanation is provided in the Budget Notes. In addition, as explained below some items were required to have already been purchased, which Stacy Jane said is acceptable.]

Please describe when you plan to submit your claims for reimbursement and what steps precede a complete draw down of funds:

Claims will be submitted at the time of the purchase of each component of the project.

Claims for expenses already incurred will be submitted immediately upon the completion of the JH contract, should we be so fortunate. All purchases will be completed by early December 2017.

If completion of your project depends on other anticipated funding, please describe when those funds are expected to be received:

NA

Do you own or have site control of the property on which the project is to take place?

☒ Yes ☐ No ☐ N/A

Is the property zoned for your intended use?

☒ Yes ☐ No ☐ N/A

If "no," please explain:

NA

If permits, variances, or other forms of approval are required for your project, please indicate whether the approval has been received. If it has not been received, please indicate the entity from which the permitting or approval is sought and the length of time it takes to secure the permit or approval.

Note: Funds will not be disbursed until all requisite variances or approvals are obtained.

NA

Due to limited funds, the Committee may recommend partial funding for a program. In the event the Committee is unable to meet your full request, will you be able to proceed with partial funding?

[X] Yes [] No

The installation of an electronic medical record is a very complicated 6-month project with numerous steps that are all inter-dependent. Because of the timing of the project plan there have been some items that we were required to purchase prior to this grant in order for other steps to move forward. We understand that we may not receive full funding or even any funding; however, all of the budgeted items are necessary for the project to be completed. The items already purchased have been noted in the Budget Notes as well as an explanation for every budgeted item.

If “yes,” please provide an itemized list of program elements, ranked by priority and cost:

Priority #1
(Item & Cost)

Connectivity & Data Migration: Nothing moves forward without these initial steps in place: Interface with Health Information Exchange, Medical Device interfaces, Data Migration from iSalus

\$7,967

Priority #2
(Item & Cost)

Hardware & Software: 7 Laptop/Tablets; Xray Film Digitizer, Medic Card Scanner, dedicated Analog Fax Server, Windows 10 PRO & installation. This is the infrastructure for what is the most ambitious system-wide improvement VIM will ever undertake.

\$8,804

Priority #3
(Item & Cost)

EMR License Fee (2017): 4 months of EMR licenses x 2 FTE providers (this is actually 6 people, counted as 2 FTE for the licensing contract.) The vendor has agreed not to charge VIM for volunteer providers.

\$5,032

Priority #4
(Item & Cost)

Project IT Consultant: Hardware installation, onsite IT technician to assist during installation and go-live, estimated 30 hrs @ \$90/hour

\$2,700

Priority #5
(Item & Cost)

Accessory: 3 mobile computer laptop stands, essential to ensure nurses & providers maintain eye contact with patients.

\$329.97

Priority #6
(Item & Cost)

--

Project Synopsis *(250 words or less)*

Please provide a brief overview of your project. This synopsis will be used in a summary of your proposal. Please begin your synopsis with the amount you are requesting and a concrete description of your proposed project. E.g., "We are requesting \$7,000 for an energy-efficient freezer to expand our emergency food service program."

Volunteers in Medicine respectfully requests a one-time grant of \$24,830 to enable VIM to implement an Electronic Medical Record (EMR) through the vendor eClinical Works.

Medicine is an information-rich enterprise. Within a healthcare setting a seamless flow of information created by electronic medical records can transform the way care is delivered. An EMR is a digital version of a paper chart that contains all of a patient's medical history and information (labs, exam results, medications) gathered in each visit.

Through an EMR VIM providers will use a secure web portal to access comprehensive information about their patients, including medical histories, allergies, health conditions and medication lists. Providers will then use the EMR to record detailed notes, file e-prescriptions and process e-referrals which helps to facilitate care coordination. The use of electronic records in health care has been associated with increased patient safety, improved health education and streamlined operations, leading to improved quality and more efficient delivery of care. Ultimately, this results in better patient outcomes.

In addition, an EMR provides additional benefits to help VIM address the challenge of improving health care in our underserved communities. For example, we will gain the ability to transmit health-related information, monitor disease, and directly communicate with patients through the use of mobile/smart phones. VIM will be able to send appointment reminders as well as personalized messages (e.g. How are your glucose checks going?) and support messages (e.g., Keep up the good work!) in English OR Spanish.

Installing an electronic medical record is an essential step toward narrowing health disparities in in Bloomington.

CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Your responses will be used in a summary of your proposal.

NEED (200 words or less)

Explain how your project addresses a previously-identified priority for social services funding as documented in the [Service Community Assessment of Needs](#), the City of Bloomington, Housing and Neighborhood Development Department's [2015-2019 Consolidated Plan](#), or any other community-wide survey of social services needs.

In the words of the 2012 SCAN report, “*A healthy community ensures the health and well-being of every individual. It has sufficient primary health care providers and other health services, and its citizens have the means and desire to access the appropriate services.*” Both SCAN and the HAND’s 2010-2014 Consolidated Plan note that providing high quality, affordable health care for low-income uninsured individuals is a priority for social service funding in our community. Sadly, the SCAN also notes that there are significant gaps in the Bloomington area, such as a shortage of primary care physicians, long wait times (which have only gotten worse) and significant disparities in access to both medical insurance and medical care.

According to a Briefing Report prepared for the US Department of Health & Human Services (2014), to be successful in the health care arena, it is essential that health centers have state of the art information systems¹ – that is, an electronic medical record. Because free clinics are critical to the provision of care for uninsured and medically underserved individuals, finding ways to overcome the barriers in adopting electronic medical records, primarily due to limited resources, are essential. Indeed, the use of an EMR in health care has been associated with increased patient safety, improved health education, and streamlined operations, leading to improved quality and more efficient delivery of care.

¹ <https://www.healthit.gov/sites/default/files/pdf/hit-underserved-communities-health-disparities.pdf>. Understanding the Impact of Health IT in Underserved Communities and those with Health Disparities.

ONE-TIME INVESTMENT *(100 words or less)*

Jack Hopkins Funds are intended to be a one-time investment. Please explain how your project fits this criterion. If you are requesting operational funds (e.g., salaries, rent, vouchers, etc.), please explain how your project satisfies an exception to the one-time funding rule (pilot, bridge, or collaborative). If you are requesting operational funds that do not satisfy one of the aforementioned exceptions, but your request is being made pursuant to the 2017 allowance for operational funds, please make that clear. If you are requesting operational funding, you must detail your plan for future funding.

VIM seeks a one-time investment to assist with the installation of an electronic medical record.

Lack of capital and the financial resources to implement health IT are often identified as insurmountable barriers for free clinics. We are so grateful for this opportunity to bring VIM into parity with other local medical practices, thereby reducing local health disparities a bit more.

While part of this request is for the purchase of computer hardware, these costs are being undertaken only because of the EMR installation, the most significant system-wide improvement that VIM has undertaken in 10 years. These items are explained in detail in the Budget Notes.

FISCAL LEVERAGING *(100 words or less)*

Describe how your project will leverage other resources, e.g., other funds, in-kind contributions, or volunteers.

This project leverages resources as follows:

In-Kind: (1) iSalus, our current version of an EMR is giving us a 50% discount on the price of the two data migration into the new EMR, for an in-kind donation of \$2,500. (2) HealthBridge is providing a 10% discount on the fee for connecting VIM with the health information exchange, for an in-kind donation of \$275. (3) MedicScan has offered a 5% discount on the Card Scanner valued at \$49.70. (4) ProBleu has donated 5 hours of labor to this project for an in-kind donation of \$450.

Direct: Flight costs for the required 5 onsite visits by eClinical Works will be paid by VIM as we can't know precisely in advance what the costs will be. We've estimated an in-kind amount based on the first visit scheduled for early April.

Volunteers: A task force of individuals with expertise in EMR adoptions have provided dozens of hours of guidance during the RFP phase of the project. Three of these people will continue to assist during the installation, configuration, and training of the VIM EMR project. Value – priceless!

LONG-TERM BENEFITS (200 words or less)

Explain how your program will have broad and long-lasting benefits for our community.

We don't often consider that one of the health disparities faced by uninsured and medically underserved people living in poverty, or otherwise lacking in resources, is that free clinics don't typically have the resources to adopt state-of-the-art health technology. Thus, the poor and uninsured in Bloomington, to date, haven't had access to medical care in a setting with these technologies. An EMR provides technologies that help address the challenge of improving health and health care in underserved populations and as such narrows health disparities. It is time for VIM to implement an electronic medical record.

The medical literature is clear that the use of an EMR in health care is associated with several benefits:

1. Increased patient safety: e.g. An EMR provides built-in safeguards against such potential issues as prescribing medications that could interact with allergies or other medications.
2. Improved coordination of care across providers and settings
3. Improved operational efficiency (think of the time saved by not looking for lost charts!)
4. Fully integrated integration of medical and dental records for improved continuity of care.
5. Increased patient engagement through cell phone text applications.

Adopting EMR technology is essential as VIM gears up for what is likely to be an increased number of uninsured during the next few years. Through EMR technology VIM will continue to narrow the disparities experienced by the most vulnerable among us in medical care access.

OUTCOME INDICATORS (100 words or less)

Please either list or describe the outcome indicators you intend to use to measure the success of your project.

The ultimate outcomes of a project (e.g., reduced hunger, homelessness or addiction rates) are often not readily observable within the Jack Hopkins funding period. For that reason, we are asking agencies to provide us with *outcome indicators*. In contrast to program activities (what you bought or did with grant funds) and the long-term impacts of a program (the lasting social change effected by your initiative), the data we seek are the short-term indicators used to measure the change your program has created during the period of your funding agreement. Where possible, this information should be expressed in quantitative terms.

Examples: an agency providing a service might cite to the number of persons with new or improved access to a service. If funds were used to meet a quality standard, the agency might report the number of people who no longer have access to a substandard service. An agency seeking to purchase equipment or to make a physical improvement might cite to the number of residents with new or improved access to a service or facility. If funds were used to meet a quality standard or to improve quality of a service or facility, an agency might report the number of people who have access to the improved service or facility

1. Successful "Go Live" of integrated electronic medical record / practice management / electronic dental record.
2. Number of medical, dental and pharmacy patients having access to state-of-the art health IT after "Go Live" through end 2017.
3. Number of prescriptions sent to external pharmacies electronically.
4. Number of medical records faxed out electronically through the EMR.
5. Numbers of appointment reminders sent to patients via text through the EMR
6. Ease of monthly reporting to the Board of patient visits and other data points through the EMR
7. Staff comments on the impact the EMR has had on their daily practice.

(This is all assuming that I can get these numbers through EMR reports)

OTHER COMMENTS *(500 words or less)*

Use this space to provide other information you think the Committee would find useful. Any additional comments should supplement, not restate, information provided in the foregoing.

This month (April 2017) Volunteers in Medicine celebrates 10 years of providing free medical, dental, and specialty care to uninsured low-income people that otherwise would not have had access to healthcare. This is a “good news / bad news” situation. We are thrilled to celebrate the numbers of lives saved and people that without VIM would have resorted to the emergency department or no care at all. At the same time, we are saddened that after 10 years VIM is still very much needed to serve as the only safety-net free clinic in this area. There appears to be no doubt that these numbers are, one way or another, going to dramatically increase in the near future.

During the past 10 years, the VIM clinic has served over 14,000 individuals. It’s hard to believe that even with healthcare reform thousands of people across Indiana are still marginalized, disenfranchised, and lack access to medical care. Indeed, the vast majority, over 70%, of VIM patients are eligible for insurance. And, yet through the vagaries of Healthy IN Plan 2.0 and the federal Marketplace these people continue to fall through the cracks; there is still a huge need for a safety-net health clinic. Interestingly, while clinic numbers of visits fell during 2014 and 2015, in 2016 total visits increased and that trend has continued into 2017.

At the same time, over 10 years many of our costs have dramatically increased: VIM is now paying for labs and x-rays previously donated by IUHB. Medications, dental equipment, medical and dental supplies have shown significant price increases as well. Our new initiative for 2017, implementing an electronic medical record, while essential to high quality care and patient safety, is an expensive proposition. We are so grateful for all the Jack Hopkins funding has done for VIM over the past many years. We continue to need Jack Hopkins funding to help VIM continue its work to narrow the health disparities in Bloomington.

We can hope that, one day, no one will be without health insurance and that everyone who needs it will have easy access to medical care – however, that hope is not yet a reality. There is no doubt that as long as people still live in poverty, there will be need in Bloomington and surrounding communities for a safety-net free medical clinic. VIM is proud to serve this need.

Jack Hopkins Social Services Funding Application for 2017

Volunteers in Medicine Project Budget

Purpose	Item	Price	Quantity	Total
Connectivity ¹	(1) Build interface with Health Information Exchange (HealthLink)	\$3,217	1	3,217
	(2) Link medical devices to EMR (EKG, Lipid Analyzer, Vital Signs Monitor)	\$750	3	2,250
Data Migration ²	Extraction of existing data from iSalus	\$1,250	2	2,500
2017 License Fee ³	Monthly EMR license for 4 months 2017 x 2 FTE providers (Sept-Dec)	\$1,258/mo	4 mos	5,032
Hardware ⁴	(1) Fax server (Mainpine IQ Express Analog 1-port Fax Board)	\$659	1	659
	(2) Quickshot Instant Film Digitizer (film x-ray scanner)	\$998	1	998
	(3) MedicScan ScanShell 800DX scanner	\$994	1	994
	(4) Lenovo 2-in 1 ThinkPad Laptop/Tablet	\$800	7	5,600
Software ⁵	(1) Windows 10 Pro	\$9	17	153
	(2) Windows 10 Pro installation & support warranty	\$400	All 7	400
IT Consultant ⁷	Hardware inventory & installation; onsite technician during installation (ProBleu)	\$90/hour	30	2,700
Accessory ⁸	Howstar Sit-Stand Portable Mobile Laptop Desk with Adjustable Top	\$109.99	3	329.97
	TOTAL			\$24,832.97
	IN-KIND			
HealthLink	10% discount in one-time implementation and activation fee	\$275	1	275
ProBleu	Donation of 5 hours labor	\$90/hr	5	450
MedicScan	5% discount on Card Scanner	\$995	1	49.70
iSalus	50% discount on each of two data migrations	\$1,250	2	2,500
VIM	Flight costs for 5 required onsite vendor visits for work flow analysis, training and go-live support. Estimated flight cost based on price of first visit.	\$370	5	1,850
	TOTAL IN-KIND			\$4,849.70

NOTES:

¹ Connectivity: (1) The interface with the local Health Information Exchange (HealthLink) is essential for VIM to be able to send orders and receive lab and radiology results electronically through the EMR. **Part of this has already been purchased (\$2475.)** (2) We plan to “link” the EMR with 3 existing VIM medical devices including our EKG, Vital Signs Monitor, and Urinalysis Analyzer. With a link, the results from the devices are electronically imported into the EMR automatically preventing manual entry errors and documentation time.

² Data migration: This is the process of extracting the data VIM currently has in iSalus, the partial EMR the clinic has used for 10 years that no longer supports the needs of the clinic. Two migrations are required by the EMR vendor: the first allows VIM to inspect and clean up the data; the second is the final “go live” migration. **The first migration began in March as other steps could not be done until the first migration took place, and thus has been purchased (\$1250)**; the second will occur later in the summer.

³ 2017 License Fee: This is the cost of the first 4 months of license fee in 2017 after “Go Live.” We were fortunate to have been able to negotiate a fantastic contract with our EMR vendor for a very reasonable rate.

⁴ Hardware: (1) The fax server will allow VIM to fax medical records and requested information directly from the EMR to other providers. **This item has been purchased.** (2) The film x-ray scanner will allow dentists to scan dental x-rays to a flash drive and import them into the electronic dental record. (It is cost-prohibitive for VIM to purchase a digital x-ray machine.) (3) The card scanner allows drivers licenses to be scanned and the photo and all demographic information goes directly into the correct fields in the EMR, which improves accuracy and saves data entry time. **This item has been purchased.** (4) Providers and nurses must have mobile laptops to take with them from room to room, linking the EMR with the medical devices and entering data from patient interviews directly into the EMR – as we’ve all experienced at our providers’ offices. The price of \$800 per laptop is a phenomenally good price. **This item has been purchased.**

⁵ Software: (1) The new laptop/tablets come with Windows 10 Home operating system which is not supported by the EMR. However, through TechSoup, the computer vendor for nonprofits, I was able to get Windows 10 PRO for \$9/computer, which retails at Best Buy for \$199.99. In addition, 10 other VIM computers need to have their operating systems upgraded to Windows 10 PRO to support the EMR. **These 17 licenses for Windows 10 PRO have been ordered and will likely be paid for prior to the grant decisions.** (2) I was able to arrange for the Geek Squad at BestBuy to install and new operating systems on all 7 laptops for \$400 which comes with one year of unlimited support and upgrades. **This will likely be paid for prior to the grant decisions**

⁶ IT Consultant: Unfortunately, VIM does not employ an IT expert and must contract with an external company to manage and maintain our network and hardware. An EMR installation is an IT resource-intensive project.

⁷ Accessory: Today I saw my doctor. The nurse had her laptop on the counter, her back to me, with occasional, brief glances in my direction during the entire interview. VIM will not treat people that way. We plan to order mobile laptop stands so the nurse/provider can sit with a low table in front of them, laptop on the table, facing the patient at all times. Eye contact is a must in treating people with the respect and dignity they deserve!

Volunteers in Medicine Clinic of Monroe County, Inc.
Profit & Loss
January through December 2016

Jan - Dec 16

Ordinary Income/Expense**Income**

6205 · Gifts/Donations/VIM	0.00
6250 · Other Agency Gifts	251,096.34
6495 · Realized G/L	82,833.70
6490 · Unrealized G/L	-22,474.60
6450 · Investment Income	29,187.92
6000 · Grants	273,776.67
6100 · Receipts - Pharmacy	2,148.58
6200 · Gifts / Donations	122,660.33
6400 · Miscellaneous Income	2,289.83
6300 · In-Kind - Supplies Income	0.00
6325 · In-Kind - Rent Income	63,600.00
6350 · In-Kind - Medical Services Inc	56,905.06
6351 · In-Kind - Other Services Income	7,750.00
6352 · In-Kind - Hospital Services Inc	206,906.55

Total Income 1,076,680.38

Expense

7475 · Dental Expense	12,365.64
9710 · Unemployment Expense	2,196.00
7775 · Insurance - Director/Officer	1,197.00
7950 · Computer Support	11,803.04
7750 · Insurance- Business Owners	1,201.00
9750 · Travel Expense	11.02
9800 · Volunteer Expense	2,692.51
7130 · Pension Expense	16,912.77
9660 · Fees/Due/Subs	3,665.11
9650 · Professional Education	1,063.00
9550 · Management Fees	16,997.76
7000 · Payroll Expenses	423,582.68
7100 · FICA	30,893.47
7120 · Health Insurance	43,507.09
7200 · Contract Labor	1,375.00
7300 · Drugs & Medication	13,642.78
7400 · Medical Supplies	18,532.05
7450 · Medical Expense	46,320.86
7700 · Insurance - Liability	2,172.50
7800 · Insurance - Workers Comp	1,449.00
7900 · Office Supplies	6,437.90
8225 · Mileage Reimbursement Expense	195.42
8260 · Telephone Expenses	6,126.98
8255 · Equipment Rent	0.00
9000 · Postage/Printing	835.50
9200 · Repairs and Maintenance	672.40
9300 · Depreciation Expense	18,572.09

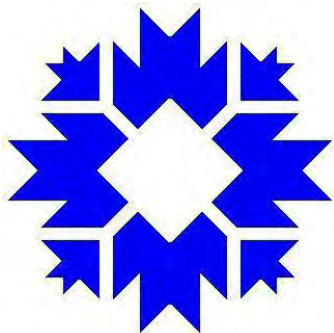
4:33 PM

03/20/17

Cash Basis

Volunteers in Medicine Clinic of Monroe County, Inc.
Profit & Loss
January through December 2016

	Jan - Dec 16
9400 · Marketing Expenses	1,334.24
9500 · Accounting Fees	33,889.50
9700 · Miscellaneous Expenses	239.68
7205 · In-Kind - Medical Services Exp	56,905.06
7210 · In-Kind - Other Services Exp	7,750.00
7212 · In-Kind - Hospital Services	206,906.55
7910 · In-Kind - Supplies	0.00
8000 · In-Kind - Rent Expense	63,600.00
Total Expense	1,055,045.60
Net Ordinary Income	21,634.78
Net Income	<u>21,634.78</u>



CITY OF BLOOMINGTON, COMMON COUNCIL
JACK HOPKINS SOCIAL SERVICES FUNDING COMMITTEE
2017 GRANT APPLICATION

AGENCY INFORMATION

Lead Agency Name: Wheeler Mission Ministries

Is Lead Agency a 501(c)(3)? ☒ Yes ☐ No

Number of Employees:

Full-Time	Part-Time	Volunteers
95	52	61

Address:

205 East New York Street
Indianapolis, IN

Zip Code: **46204**

Phone: **317-635-3575**

Agency E-Mail: **RobertZiegler@wmm.org**

Website: **<http://wheelermission.org/>**

President of Board of Directors: **Richard Alvis**

Name of Executive Director: **Richard Alvis**

Phone: **317-635-3575**

E-Mail: **RickAlvis@wmm.org**

Name and Title of Person to Present Proposal to the Committee: Colleen Gore, Director, Center for Women & Children

Phone: **317-687-3630**

E-Mail: **ColleenGore@wmm.org**

Name of Grant Writer: **Robert Ziegler**

Phone: **317-912-3586**

E-Mail: **RobertZiegler@wmm.org**

Agency Mission Statement *(150 words or less)*

**Note: If your organization is a faith-based agency, please provide the mission statement of your proposed project, not your agency.*

To improve our provision of a safe and enjoyable environment for women and children as they stay in our facility, and thus assist our long-term programming in the mission of helping each guest to rise from a position of homelessness, hunger and indigence to one of self-sufficiency.

PROJECT INFORMATION

Project Name:

Center for Women & Children – Bloomington: A Safe Place to Stay

Is this a collaborative project? ☐ Yes ☒ No. If yes:

List name(s) of agency partner(s):

N/A

Please indicate: how your missions, operations and services do or will complement each other; the existing relationship between your agencies and how the level of communication and coordination will change as a result of the project; any challenges and steps you plan to take to address those challenges.

N/A

Address where project will be housed: **400 S. Opportunity Ln., Bloomington, IN 47404**

Total cost of project: **\$2,044**

Requested amount of JHSSF funding: **\$2,044**

Other Funds Expected for this Project (*Please indicate source, amount, and whether confirmed or pending*):
N/A

Total Number of Clients Served by this project in 2017: **130 thus far, estimated 200 unique individuals by year's end.**

Total Number of City Residents Served by this project in 2017: **Addresses are tricky things for homeless people, but the great majority of our guests are from Bloomington and all were most recently in the city.**

Is this request for operational funds? ☐ Yes ☒ No
If "yes," indicate the nature of the operational request:

Please describe when you plan to submit your claims for reimbursement and what steps precede a complete draw down of funds:

If selected, we would make the purchases and subsequent installation as soon as funds are available.

If completion of your project depends on other anticipated funding, please describe when those funds are expected to be received:

Do you own or have site control of the property on which the project is to take place?

☒ Yes ☐ No ☐ N/A

Is the property zoned for your intended use?

☒ Yes ☐ No ☐ N/A

If “no,” please explain:

If permits, variances, or other forms of approval are required for your project, please indicate whether the approval has been received. If it has not been received, please indicate the entity from which the permitting or approval is sought and the length of time it takes to secure the permit or approval.

Note: Funds will not be disbursed until all requisite variances or approvals are obtained.

N/A

Due to limited funds, the Committee may recommend partial funding for a program. In the event the Committee is unable to meet your full request, will you be able to proceed with partial funding?

[X] Yes [] No

If “yes,” please provide an itemized list of program elements, ranked by priority and cost:

Priority #1
(Item & Cost)

Sixteen new HD security cameras, video server, monitor and cables for
CWC-Bloomington: \$2,044

Priority #2
(Item & Cost)

Priority #3
(Item & Cost)

Priority #4
(Item & Cost)

Priority #5
(Item & Cost)

Priority #6
(Item & Cost)

Project Synopsis *(250 words or less)*

Please provide a brief overview of your project. This synopsis will be used in a summary of your proposal. Please begin your synopsis with the amount you are requesting and a concrete description of your proposed project. E.g., "We are requesting \$7,000 for an energy-efficient freezer to expand our emergency food service program."

We are requesting \$2,044 for a system of HD security cameras to improve the security setup of our shelter for homeless women and children.

Since Wheeler took over operation of the former Agape House shelter less than two years ago, we have seen occupancy rise from under five to a near-daily maximum capacity of 40 people, typically including as many as 13 children. Our philosophy at Wheeler is to guide each guest passing through our doors into long-term programs that focus on addressing the deeper issues that led to homelessness in the first place. The goal is preparing each guest to become economically self-sufficient members of the community.

To accomplish this, it is imperative for each woman and child to feel secure from the very-real threats to their well-being that exist on the outside. New cameras would allow our staff to much more accurately identify any visitor to the facility, as well as monitor the entire perimeter of our property. Some of our guests are escaping from dire circumstances that make extra security very important. Most of our guests have at least some heightened sensitivities resulting from previous relationships, and the security of our guests is paramount if we are to accomplish our mission.

CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Your responses will be used in a summary of your proposal.

NEED (200 words or less)

Explain how your project addresses a previously-identified priority for social services funding as documented in the [Service Community Assessment of Needs](#), the City of Bloomington, Housing and Neighborhood Development Department's [2015-2019 Consolidated Plan](#), or any other community-wide survey of social services needs.

The city's previously stated priorities include emergency shelter and food and clothing for the homeless. The Center for Women & Children-Bloomington is a primary agent in meeting those needs. CWC-B is also involved in youth development, remedial and adult education, and building economic self-sufficiency through the teaching of job and life skills.

The grant we are requesting is for one-time expenses, separate from our normal operating budget. Both our short and long-term programming depend on providing a safe and comfortable environment for the women and children who are our guests, our staff and staff of various other social agencies who are partnering with us to help women make long-term change. These organizations include New Hope Family Shelter, Shalom Center, Family Solutions and Monroe County DCS, all of whom have had personnel in our facility to help our guests take important steps in conjunction with our long-term programming. Supervised parent visits, as we help birth mothers recover their ability to be suitable parents for their children, are an important aspect of this. The security cameras can help make those crucial times more positive for all involved.

ONE-TIME INVESTMENT *(100 words or less)*

Jack Hopkins Funds are intended to be a one-time investment. Please explain how your project fits this criterion. If you are requesting operational funds (e.g., salaries, rent, vouchers, etc), please explain how your project satisfies an exception to the one-time funding rule (pilot, bridge, or collaborative). If you are requesting operational funds that do not satisfy one of the aforementioned exceptions, but your request is being made pursuant to the 2017 allowance for operational funds, please make that clear. If you are requesting operational funding, you must detail your plan for future funding.

Purchasing the cameras would not lead to additional expenses. Our budget already includes staff to monitor the security setup, and IT personnel to perform necessary installation and maintenance.

FISCAL LEVERAGING *(100 words or less)*

Describe how your project will leverage other resources, e.g., other funds, in-kind contributions, or volunteers.

N/A

LONG-TERM BENEFITS (200 words or less)

Explain how your program will have broad and long-lasting benefits for our community.

There were more than 130 unique individuals who stayed at CWC-B in 2016, and that number has already been matched through just two months of tracking in 2017.

The improvements touch on community benefit in two main ways:

1. Quality of life for guests: During the time of their stay, guests at the CWC-B can expect to have a much safer and healthier environment than their previous situation of being without an actual place to stay. The shelter meets health and safety standards and follows industry-wise practices for mentoring and state requirements for child care.
2. Improved programming for future re-introduction to community (including other groups, Aiding cooperation with other agencies, rebuilding family relationships on site). The graduate of our programs is far more likely to be a fully functional, contributing member of the community, and therefore NOT a burden on the health care, legal and other components of government. A recent study by Baylor University showed \$119 million in taxpayer savings over three years in 11 cities due to long-term care by faith-based rescue missions (including Indianapolis where Wheeler serves more than half of the homeless community).

OUTCOME INDICATORS (100 words or less)

Please either list or describe the outcome indicators you intend to use to measure the success of your project.

The ultimate outcome of a project (e.g., reduced hunger, homelessness or addiction rates) are often not readily observable within the Jack Hopkins funding period. For that reason, we are asking agencies to provide us with *outcome indicators*. In contrast to program activities (what you bought or did with grant funds) and the long-term impacts of a program (the lasting social change effected by your initiative), the data we seek are the short-term indicators used to measure the change your program has created during the period of your funding agreement. Where possible, this information should be expressed in quantitative terms.

Examples: an agency providing a service might cite to the number of persons with new or improved access to a service. If funds were used to meet a quality standard, the agency might report the number of people who no longer have access to a substandard service. An agency seeking to purchase equipment or to make a physical improvement might cite to the number of residents with new or improved access to a service or facility. If funds were used to meet a quality standard or to improve quality of a service or facility, an agency might report the number of people who have access to the improved service or facility

Outcome indicators for this grant should be measured as positive steps toward self-sufficiency in the part of each of our guests (more than 100 on most days).

We also keep copious statistics regarding meals served, nights stayed at the shelter, persons entering various components of long-term programming such as addiction recovery and job training. We measure the desired ultimate outcomes of residents obtaining housing and employment for financial independence. Having a safer environment and one that is more suitable for young children to live in can play a major role in the emotional and physical health of each guests, both of which are vital to them fulfilling the goals set in the program.

With each guest who completes the programs and continues on toward financial and situational independence, the grant of the cameras and resulting improvement of our security setup can be pointed to as a contributing ingredient in their recovery and restoration to society.

OTHER COMMENTS *(500 words or less)*

Use this space to provide other information you think the Committee would find useful. Any additional comments should supplement, not restate, information provided in the foregoing.

A little more about the cameras:

These are IP cameras which means you can monitor them from anywhere in the network on which they are installed. We have security cameras currently, but as these are HD and much newer, they will allow staff much more certainty in tracking activity around the perimeter of the facility, including identifying people who come to the door. The DVR (server) holds 2 TB of video which is enough for more than a week of continuous streaming.

Budget for Security Upgrade, CWC-Bloomington

1. Video Server - \$247.50
2. Monitor - \$138.31
3. 16 Cameras and DVR - \$1,469.02
4. Cable for Networking Cameras - \$150.66
5. Shipping: - \$38.64
6. Installation: Performed In-House

Total: \$2,044.13



The Professional's Source

Government, Education, and Corporate Department

For Pricing Requests, Purchase Orders, and Customer Service:

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212-239-7503

Fax: 800-858-5517
212-239-7759

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Wheeler Mission Ministries
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INDIANAPOLIS, IN 46204

Ship To:
Wheeler Mission Ministries
205 E New York St
Attn: Accounts Payable
INDIANAPOLIS, IN 46204

Bill Phone: (317)635-3575
Work Phone: (317)635-3575
Fax Phone: (317)687-6799

(317)635-3575

Date	Customer Code	Terms	Salesperson	Ship Via
03/29/17	60443063	N/A	15S	MULTIPLE
Qty Ord	Item Description	SKU# MFR#	Item Price	Amount
1	VIZIO D-SERIES 39" CLASS FULL-ARRAY HD TV/REG	VID39HNE0 (D39HNE0)	247.50	247.50
1	HP HP ELITEDISPLAY E222 21.5" MONITOR SBY/REG	HEE222S (M1N96A8ABA)	138.31	138.31
1	EZVIZ 4MP IP KIT-16CH POE NVR/12 4MP BUL/3TB/REG	EZBN1G4CA3 (BN1G4CA3)	1,469.02	1,469.02
6	COMPREHENSIVE-C CAT5 BULK CABLE BLACK 100'/REG	COCAT5B100 (CAT5350100)	25.11	150.66
Continued on Next Page ...				
575				



The Professional's Source

Government, Education, and Corporate Department

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Phone: 800-947-8003
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212-239-7759

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Corporate: corporatesales@bhphoto.com

Federal Government: gsa@bhphoto.com
State and Local: biddept@bhphoto.com

420 Ninth Avenue, New York City, NY 10001 • www.bhphotovideo.com

Federal ID#: 13-2768071

Bid No.: 663352210

Date	Customer Code	Terms	Salesperson	Ship Via
03/29/17	60443063	N/A	Slsm	MULTIPLE

Qty Ord	Item Description	SKU# MFR#	Item Price	Amount
<p>PLEASE NOTE: -----</p> <p>**** Please reference your BID number on all PO's ****</p> <p>Certain items may be enforced by vendor to sell at the vendor-imposed price posted at the time of order.</p>				

Payment Type -	- Amount
NO PAYMENT TYPE SELECTED	

Sub-Total:	2,005.49
Shipping:	38.64
Total:	576 2,044.13

WMM Budget Summary 2016-17

	2015-2016		2016-2017	Variance	Note #
	Estimate	Budget	Budget		
Income					
Public Support / Contributions	6,660,998	6,846,196	7,207,567	546,569	1
Wills and Estates	10,737	0	0	(10,737)	
Grants	330,650	296,626	350,000	19,350	
Interest Income	10,211	10,000	10,000	(211)	
Special Events	795,682	658,000	716,144	(79,538)	2
Program Fees	35,813	41,000	38,500	2,687	
Rental Income	24,709	18,200	19,300	(5,409)	
Transitional Housing Income	2,378	3,000	3,000	622	
Concession Sales	9,087	10,000	11,500	2,413	
Merchandise Sales	405,000	380,000	438,000	33,000	3
Distribution Center Sales	18,283	66,700	40,000	21,717	3
Pallet & Industry Sales	902,915	874,500	1,125,000	222,085	4
Miscellaneous	12,759	39,400	10,380	(2,379)	
Total Income	9,219,222	9,243,622	9,969,391	750,169	
Expenses					
Salaries	3,638,230	3,776,025	4,205,743	567,513	5
Auto Allowance	7,357	9,564	3,819	(3,538)	
Cell Phone Allowance	21,434	23,679	24,500	3,066	
Payroll Taxes	239,747	255,871	291,630	51,883	
Ministers' Self-Employment Taxes	34,113	35,531	32,276	(1,837)	
Payroll Processing Fees	22,766	18,000	22,985	219	
Retirement	170,528	203,208	215,042	44,514	
Medical Insurance	573,779	645,181	697,442	123,663	6
Total Personnel Costs	4,707,954	4,967,059	5,493,437	785,483	
Telephone Service	31,552	30,262	28,988	(2,564)	
Internet Access / E-mail Service	16,356	20,469	27,240	10,884	
Office Supplies	17,353	19,666	19,500	2,147	
Bank Charges	38,042	32,950	38,625	583	
Online Sales Fees	0	500	250	250	
Interest Expense	4,215	0	2,400	(1,815)	
Utilities	449,274	477,080	465,650	16,376	
Fuel	40,853	68,550	53,350	12,497	
Insurance	195,215	175,850	183,355	(11,860)	
Kitchen Materials	3,962	1,100	1,750	(2,212)	
Equipment Repair	30,243	38,850	29,500	(743)	
Equipment Purchases	31,168	24,850	27,000	(4,168)	
Equipment Rental/Lease	20,789	22,173	23,275	2,486	
IT Equipment Purchases	21,870	21,996	28,250	6,380	
Software Maintenance and Support	18,029	21,360	18,959	930	
Facility Rent/Lease	4,500	0	4,500	0	
Cleaning Supplies	45,839	45,784	51,950	6,111	
Building Maintenance	124,043	103,416	115,900	(8,143)	
Grounds Maintenance	48,577	51,834	52,700	4,123	
Waste Water Treatment	15,698	17,000	8,000	(7,698)	
Vehicle Maintenance	29,892	38,200	27,350	(2,542)	
Forestry Management	0	500	0	0	
Total Facility and Office Operating Costs	1,187,470	1,212,390	1,208,492	21,022	

WMM Budget Summary 2016-17

	2015-2016		2016-2017	Variance	Note #
	Estimate	Budget	Budget		
Postage	43,183	48,284	47,425	4,242	7
Public Relations & Advertising	9,589	10,694	12,550	2,961	
Miscellaneous Communications	7,150	16,667	8,000	850	
Direct Mail - Cultivation	582,652	598,611	645,911	63,259	
Lockboxing	85,773	65,000	95,000	9,227	
William Wheeler Society	18,455	19,000	22,000	3,545	
Direct Mail - Donor Acquisition	736,949	637,660	712,580	(24,369)	
Digital Marketing	224,503	200,000	140,850	(83,653)	
Printing & Promotion	24,980	17,959	28,525	3,545	
Airtime	29,340	30,000	25,260	(4,080)	
Total Communications Costs	1,762,574	1,643,875	1,738,101	(24,473)	
Professional Services	47,770	51,453	57,572	9,802	8
Total Professional Fees	47,770	51,453	57,572	9,802	
Travel & Conferences	26,996	31,950	21,500	(5,496)	
Expense Accounts	20,547	23,500	23,950	3,403	
Expense Account - Major Donors	1,093	2,000	2,000	907	
Auto Expenses	10,323	9,491	10,025	(298)	
Membership Fees	13,828	15,487	14,940	1,112	
Total Staff Expense	72,787	82,428	72,415	(372)	
Purchases for Resale	495	3,500	3,400	2,905	
Cost of Sales - Industry	653,051	568,000	814,616	161,565	
Special Events	350,860	334,525	351,536	676	4
Total Cost of Sales (Thrift, Industry, DD, RC)	1,004,406	906,025	1,169,552	165,146	
Program Materials	32,763	33,484	27,200	(5,563)	
Medical Clinic	3,669	1,850	1,200	(2,469)	
Dental Clinic	145	250	250	105	
Drug Tests / Background Checks	4,350	5,600	6,500	2,150	
Food	109,154	108,334	122,000	12,846	
Kitchen Prep Supplies	10,894	0	5,300	(5,594)	
Security Services	45,915	45,915	45,915	0	
Concessions	6,675	7,000	7,000	325	
Volunteer Activity	2,070	2,500	4,500	2,430	9
Resident Grants	42,638	37,250	44,500	1,862	
Transitional Housing Expense	4,344	3,000	5,000	656	
Program Expense - Global Ministry	0	1,000	1,000	1,000	
Miscellaneous	2,069	5,534	2,900	831	
Total Program Costs	264,686	251,717	273,265	8,579	
Total Expenses	9,047,647	9,114,947	10,012,834	965,187	
Net Income Operating Surplus / (Deficit)	171,575	128,675	(43,443)	(215,018)	10
Net Surplus/(Deficit) Recap:					
Bloomington	(99,455)	(10,701)	(139,748)	(40,293)	
Indianapolis + Camp Hunt	271,030	139,376	96,305	(174,725)	
Net Surplus/(Deficit) Total	171,575	128,675	(43,443)	(215,018)	



**CITY OF BLOOMINGTON, COMMON COUNCIL
JACK HOPKINS SOCIAL SERVICES FUNDING COMMITTEE**

2017 GRANT APPLICATION

AGENCY INFORMATION

Lead Agency Name: Monroe County United Ministries, Inc.

Is Lead Agency a 501(c)(3)? ☒ Yes ☐ No

Number of Employees:

Full-Time	Part-Time	Volunteers
17	15	208

Address: 827 West 14th Court
Bloomington, IN 47404

Phone: 812.339.3429

Agency E-Mail: mcum@mcum.org

Website: www.mcum.org

President of Board: Brian Drummy

Name of Executive Director: Erin Predmore

Phone: 812.339.3429 ext. 11

E-Mail: epredmore@mcum.org

Name and Title of Person to Present Proposal to the Committee:

Erin Predmore, Executive Director
Phone: 812.339.3429 ext. 11

E-Mail: epredmore@mcum.org

Name of Grant Writer: Katie Broadfoot

Phone: 812.339.3429 ext. 14

E-Mail: kbroadfoot@mcum.org

Agency Mission Statement *(150 words or less)*

**Note: If your organization is a faith-based agency, please provide the mission statement of your proposed project, not your agency.*

Monroe County United Ministries creates lasting solutions to economic, educational, and social injustice in our community through quality services, collaboration, and innovation.

PROJECT INFORMATION

Project Name: Compass Early Learning Center Start-Up Renovation

Is this a collaborative project? ☒ Yes ☐ No. If yes:

List name(s) of agency partner(s):

First United Methodist Church

Please indicate: how your missions, operations and services do or will complement each other; the existing relationship between your agencies and how the level of communication and coordination will change as a result of the project; any challenges and steps you plan to take to address those challenges.

First United Methodist Church (FUMC) is one of twelve congregations that founded MCUM in 1939 and has shown consistent support for MCUM's mission ever since. FUMC's contributions to MCUM include nearly \$400,000 in financial support, 80,000 pounds of food and hygiene items, and 5,000 hours of volunteer time. With a consistent representative from FUMC to MCUM's Board of Directors, the agencies have a longstanding history of collaborative relationships between their respective leadership. In October 2016, MCUM began a new partnership with FUMC's Wednesday Pantry to feed an additional 250 people every week. MCUM provides case management support while FUMC provides volunteers and space, and both agencies collaborate with the Hoosier Hills Food Bank for the pantry's food. As a result, we feel the agencies are well-positioned to partner collaboratively on this project.

Address where project will be housed: 214 East 4th Street, Bloomington IN 47408

Total cost of project: \$102,378

Requested amount of JHSSF funding: \$28,500

Other Funds Expected for this Project (*Please indicate source, amount, and whether confirmed or pending*):

Funding Sources	Amount
Jack Hopkins Social Services Grant - requested	\$28,500
Raymond Foundation - confirmed	\$10,000
Partnerships for Early Learners - requested	\$25,000
First United Methodist Church - confirmed	\$35,000
Interfraternity Council in kind labor - confirmed	\$3,878
Total	\$102,378

Total Number of Clients Served by this project in 2017: 96 children + 157 parents

Total Number of City Residents Served by this project in 2017: 94 children + 154 parents

Is this request for operational funds? ☐ Yes ☒ No
If "yes," indicate the nature of the operational request:

☐ Pilot ☐ Bridge ☐ Collaborative ☐ None of the Preceding – General request for operational funds pursuant to 2017 funding guidelines.

Please describe when you plan to submit your claims for reimbursement and what steps precede a complete draw down of funds:

We have received all necessary estimates to move forward with the renovations. Capital improvements will begin as soon as funding is available. All work will be completed prior to our program's planned opening on August 9, 2017. Reimbursement will be submitted when the kitchen renovation project is completed.

If completion of your project depends on other anticipated funding, please describe when those funds are expected to be received:

We have confirmed multiple funding sources and will begin the project as funding is available, beginning with our top priorities.

Do you own or have site control of the property on which the project is to take place?

☒ Yes* ☐ No ☐ N/A

**First United Methodist Church owns the property and is working in collaboration with MCUM on this project.*

Is the property zoned for your intended use?

☒ Yes ☐ No ☐ N/A

If "no," please explain:

If permits, variances, or other forms of approval are required for your project, please indicate whether the approval has been received. If it has not been received, please indicate the entity from which the permitting or approval is sought and the length of time it takes to secure the permit or approval.

Note: Funds will not be disbursed until all requisite variances or approvals are obtained.

The project bid from Equity Builders of Bloomington, Inc. includes the cost and acquisition of the permit required. Once funding is available and MCUM is ready to begin, the contractor will apply for the permit and MCUM should receive it within 7-10 days.

Due to limited funds, the Committee may recommend partial funding for a program. In the event the Committee is unable to meet your full request, will you be able to proceed with partial funding?

☒ Yes ☐ No

If “yes,” please provide an itemized list of program elements, ranked by priority and cost:

Priority #1 (Item & Cost)	<table><tbody><tr><td>Kitchen Renovation</td><td>\$38,500</td></tr><tr><td colspan="2">We have already confirmed \$10,000 from the Raymond Foundation for Phase 1 and request \$28,500 from Jack Hopkins to cover the remaining portion.</td></tr></tbody></table>	Kitchen Renovation	\$38,500	We have already confirmed \$10,000 from the Raymond Foundation for Phase 1 and request \$28,500 from Jack Hopkins to cover the remaining portion.	
Kitchen Renovation	\$38,500				
We have already confirmed \$10,000 from the Raymond Foundation for Phase 1 and request \$28,500 from Jack Hopkins to cover the remaining portion.					
Priority #2 (Item & Cost)					
Priority #3 (Item & Cost)					
Priority #4 (Item & Cost)					
Priority #5 (Item & Cost)					
Priority #6 (Item & Cost)					

Project Synopsis *(250 words or less)*

Please provide a brief overview of your project. This synopsis will be used in a summary of your proposal. Please begin your synopsis with the amount you are requesting and a concrete description of your proposed project. E.g., "We are requesting \$7,000 for an energy-efficient freezer to expand our emergency food service program."

MCUM has acquired classroom and facility use from FUMC to expand its childcare program (renamed the Compass Early Learning Center); through the opening of a second center – the Downtown location. Jack Hopkins funding of \$28,500 will cover the remaining portion of the funding necessary for Phase 1 of the Downtown location's renovations. Phase 1 (kitchen) renovations must be completed prior to the center's opening to maintain MCUM's quality, licensing, and accreditation standards.

FUMC has three kitchens, one of which is unused. This project will enable FUMC/MCUM to update the unused kitchen to allow Compass Early Learning Center to provide two healthful, nutritious meals and two snacks to enrolled children each day, estimated to be 75% of children's overall nutritional requirements. This essential service provision requires constant, uninterrupted meal prep time throughout the day.

Phase 1 renovations include: removing tile from the floor, installing new tile, resetting new kitchen equipment, painting, installing a new ceiling, and mounting additional lighting.

We have confirmed full funding for the sprinkler system, partial funding for the remaining portion of the project, and we have several pending funding sources. Jack Hopkins funding will help FUMC/MCUM complete this project quickly and efficiently, allowing Compass Early Learning Center – Downtown to open on the goal date of August 9, 2017.

CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Your responses will be used in a summary of your proposal.

NEED (200 words or less)

Explain how your project addresses a previously-identified priority for social services funding as documented in the [Service Community Assessment of Needs](#), the City of Bloomington, Housing and Neighborhood Development Department's [2015-2019 Consolidated Plan](#), or any other community-wide survey of social services needs.

Currently, 64% of Monroe County children ages 0-4 do not have a spot in a licensed childcare center. In recent years, the number of children in Monroe County in this age group has increased by nine percent (City of Bloomington SCAN 50), while spaces in licensed centers have decreased. MCUM's childcare program currently offers 84 slots and is the *only* licensed and accredited center in Monroe County that specifically targets low-income families. This project seeks to add 96 additional spots in a second location opening in August 2017. MCUM's program is directly sought by Section 4-A of the Anti-Poverty Strategy in The City of Bloomington's 2015-2019 Consolidated Plan.

Additionally, Monroe County reported the highest poverty rate in the state of Indiana in 2016 (US Census). Twenty-one percent of Monroe County children are considered food insecure, and 36% received free or reduced-price lunches last year (KidsCount Data Center).

Of the children enrolled in MCUM's childcare program in 2016, 93% lived in homes at the extremely low-moderate income range or below, with 42% considered extremely low-income (below 30% AMI). Including a kitchen that will provide 75% of enrolled children's daily nutritional needs in the Compass Early Learning Center's Downtown location therefore addresses a critical community need.

ONE-TIME INVESTMENT *(100 words or less)*

Jack Hopkins Funds are intended to be a one-time investment. Please explain how your project fits this criterion. If you are requesting operational funds (e.g., salaries, rent, vouchers, etc), please explain how your project satisfies an exception to the one-time funding rule (pilot, bridge, or collaborative). If you are requesting operational funds that do not satisfy one of the aforementioned exceptions, but your request is being made pursuant to the 2017 allowance for operational funds, please make that clear. If you are requesting operational funding, you must detail your plan for future funding.

Once the renovations have been completed, the kitchen will be immediately able to impact the children enrolled in Compass Early Learning Center – Downtown. We expect these renovations to last the facility many years without need for further updates.

FISCAL LEVERAGING *(100 words or less)*

Describe how your project will leverage other resources, e.g., other funds, in-kind contributions, or volunteers.

The physical renovations for Compass Early Learning Center – Downtown are part of a much larger project that has been met with enthusiasm and also includes a pilot funding project for start-up operational costs of the second site. First United Methodist Church has confirmed support for the updates to the sprinkler system. We have applied for funding through Partnerships for Early Learners (pending), and will also use volunteer labor through the Inter Fraternity Council summer volunteer program (confirmed) to help with demo, painting, and set-up. In addition to \$10,000 earmarked for facility updates, the Raymond Foundation has committed to providing a second \$10,000 in “matching” incentives to encourage MCUM’s other donors to collectively raise \$10,000 at MCUM’s Spring Luncheon on April 30. These funds will be restricted for the Downtown site.

MCUM is prepared to undertake additional fundraising as necessary to ensure the project is completed.

LONG-TERM BENEFITS (200 words or less)

Explain how your program will have broad and long-lasting benefits for our community.

The primary goal of Compass Early Learning Center is to provide high-quality care and school preparation at a cost that supports financial stability for working parents and low-income families. Other long-term outcomes include:

- prevent grade repetition and special education by up to 39%¹ (15% of Monroe County students receive special education);
- increase one's likelihood to pursue higher education¹ (49% of Monroe County adults do not have higher education degrees¹);
- support the attainment of higher-paying, stable jobs (Monroe County's current unemployment rate is 4.6%¹); and
- reduce the use of social services (10,472 Monroe County residents used SNAP benefits last year and more than ½ of Monroe County students were free and reduced lunch recipients).

OUTCOME INDICATORS (100 words or less)

Please either list or describe the outcome indicators you intend to use to measure the success of your project.

The ultimate outcome of a project (e.g., reduced hunger, homelessness or addiction rates) are often not readily observable within the Jack Hopkins funding period. For that reason, we are asking agencies to provide us with *outcome indicators*. In contrast to program activities (what you bought or did with grant funds) and the long-term impacts of a program (the lasting social change effected by your initiative), the data we seek are the short-term indicators used to measure the change your program has created during the period of your funding agreement. Where possible, this information should be expressed in quantitative terms.

Outcome	# Served	Estimated Impact
More children will have new access to 8 classrooms and program services	96	Provide 96 additional children high-quality early childhood education and comprehensive services over the course of one year through both Compass Early Learning Center locations, including 90 flu shots, 48,960 meals, and higher kindergarten readiness in 40 5-year olds.
Provide new access to infant care.	16	Provide 16 infants quality care that sets them up for success in school and as adults.
More parents will have opportunities to maintain their employment and or pursue higher education.	157	Parents will not have to choose between affordability and quality and will also enjoy benefits like daily meals for their children that positively offset their overall financial condition.

OTHER COMMENTS (500 words or less)

Use this space to provide other information you think the Committee would find useful. Any additional comments should supplement, not restate, information provided in the foregoing.

It is imperative for children, parents, and the entire community that Monroe County has a spot for every child in a licensed childcare center. The number of children age 0-4 living in Bloomington has increased by 9% in recent years, generating an increased need for affordable childcare services.¹ MCUM is one of only eight childcare centers in Monroe County accredited by the National Association for the Education of Young Children in Monroe County (NAEYC), but is the *only* center in Monroe County that is licensed, accredited, and targets low-income families. Currently, there are 7,703 children from birth through age five in Monroe County, but only 3,543 spots in licensed childcare centers. Of the 7,703 children, more than 4,300 are living at ~~more~~ more than 130% below the poverty level². This project will add 96 spots in a licensed, accredited center and will allow MCUM to continue to focus comprehensively on the development and well-being of enrolled children by providing its high standards for food service.

¹ City of Bloomington Service Community Assessment of Needs (SCAN) Report. https://bloomington.in.gov/documents/viewDocument.php?document_id=2069

¹ City of Bloomington SCAN. https://bloomington.in.gov/documents/viewDocument.php?document_id=2069

Compass Early Learning Center Start-up Renovation



m c u m

Funding Sources	Amount	Percent
Jack Hopkins Social Services Grant - requested	\$28,500	28%
Raymond Foundation - confirmed	\$10,000	10%
Partnerships for Early Learners - requested	\$25,000	24%
First United Methodist Church - confirmed	\$35,000	34%
Interfraternity Council in kind labor - confirmed	\$3,878	4%
Total	\$102,378	100%

Project Expenses		
Kitchen	\$38,500	38%
Sprinkler	\$35,000	34%
Bathrooms	\$19,105	19%
Elevator	\$9,773	10%
Total	\$102,378	100%

MONROE COUNTY UNITED MINISTRIES, INC.

STATEMENT OF ACTIVITIES YEAR ENDED DECEMBER 31, 2016 (WITH COMPARATIVE TOTALS FOR THE YEAR ENDED DECEMBER 31, 2015)

	2016			2015
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Support and revenues				
Contributions	\$ 327,362	\$ 50,980	\$ -0-	\$ 378,342
Childcare vouchers	316,389	-0-	-0-	316,389
Grants	164,894	-0-	-0-	164,894
Childcare fees	188,752	-0-	-0-	188,752
Investment return, net	33,313	211	-0-	33,524
Change in value of beneficial interest in assets held by others, net	-0-	14,340	-0-	14,340
Miscellaneous income	8,497	-0-	-0-	8,497
Gain (loss) on disposal of equipment	1,500	-0-	-0-	1,500
Net assets released from restrictions	70,754	(70,754)	-0-	-0-
Total support, gains, and other revenue	1,111,461	(5,223)	-0-	1,106,238
Expenses				
Program services				
Preschool	759,951	-0-	-0-	759,951
Emergency services	173,324	-0-	-0-	173,324
Total program services	933,275	-0-	-0-	933,275
Management and general	63,317	-0-	-0-	63,317
Fundraising	97,459	-0-	-0-	97,459
Total expenses	1,094,051	-0-	-0-	1,094,051
Change in net assets	17,410	(5,223)	-0-	12,187
Net assets, beginning of year	2,209,754	40,280	210,346	2,460,380
Net assets, end of year	\$ 2,227,164	\$ 35,057	\$ 210,346	\$ 2,472,567

See accompanying notes to financial statements.

Equity Builders of Bloomington,
Inc.
3211 N O'Brien Place
Bloomington, IN 47404
(812) 650-2424
schmidt.doug@yahoo.com

1078

ADDRESS

First United Methodist
Church

DATE
03/29/2017

TOTAL
\$38,500.00

ACTIVITY	DATE	QTY	RATE	AMOUNT
Subcontract Labor Labor and materials to remove tile from kitchen floor, smooth and prep, install new tile, remove and reset kitchen equipment, paint all kitchen walls, remove all ceiling tile and install new drop ceiling, install additional lighting.	03/29/2017	1	38,500. 00	38,500.00

TOTAL

\$38,500.00

THANK YOU.

Accepted By



Accepted Date



Monroe County United Ministries

827 West 14th Court
Bloomington, IN 47404-3347
(812) 339-3429 (812) 339-2912 fax
mcum@mcum.org www.mcum.org

MEMORANDUM OF UNDERSTANDING

This Memorandum of Understanding (MOU) entered into on March 29, 2017 by and between Monroe County United Ministries and First United Methodist Church – Bloomington acknowledges the agreement to participate in a Collaborative grant project through the Jack Hopkins Social Services Funding Committee.

Mission, Purpose, and Scope

Monroe County United Ministries and First United Methodist Church will work together to accomplish a shared goal of adding more spots in high-quality, licensed, accredited childcare for Monroe County children. MCUM will share First United Methodist Church's space to provide a second site for its Compass Early Learning Center (formerly childcare program). Both parties will work together to provide funding for the necessary physical updates to ensure and maintain MCUM's accreditation and licensing standards and will implement the project in compliance with Jack Hopkins funding requirements. Additionally, the parties will work together to promote and sustain the market for high-quality, affordable childcare in Monroe County and intend to maintain conditions that meet or exceed industry standards.

Responsibilities, Obligations, and Terms of Understanding

This MOU does not establish or create a manner of formal agreement, but rather an agreement between parties to work together in such a manner that would promote a genuine atmosphere of collaboration and alliance in the support of an effective and efficient partnership and leadership meant to maintain, safeguard and sustain sound and optimal managerial, financial and administrative commitment with regards to all matters related to this Jack Hopkins collaborative project.

Erin Predmore, Executive Director

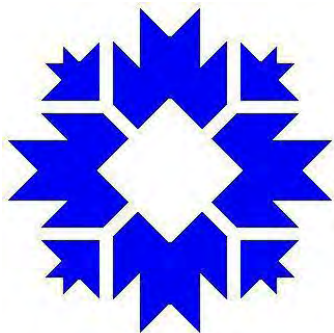
Monroe County United Ministries

Stacey Fischer Gehring, Associate Pastor

First United Methodist Church

Date

Date



CITY OF BLOOMINGTON, COMMON COUNCIL
JACK HOPKINS SOCIAL SERVICES FUNDING COMMITTEE
2017 GRANT APPLICATION

AGENCY INFORMATION

Lead Agency Name:

Is Lead Agency a 501(c)(3)? ☒ Yes ☐ No

Number of Employees:

Full-Time	Part-Time	Volunteers
16	5	~1900/yr

Address:

PO Box 451/620 /S. Walnut St.
Bloomington, IN

Zip Code: 47402-0451/47401

Phone: 812-334-5734

Agency E-Mail: shalom@shalomcommunitycenter.org

Website: www.shalomcommunitycenter.org

President of Board of Directors: Dick Rose

Name of Executive Director:

Forrest Gilmore

Phone: 812-334-5734 x33

E-Mail: forrest@shalomcommunitycenter.org

Name and Title of Person to Present Proposal to the Committee:

Danielle Sorden

Phone: 812-334-5728

E-Mail: danielle@shalomcommunitycenter.org

Name of Grant Writer:

Danielle Sorden

Phone: 812-334-5728

E-Mail: danielle@shalomcommunitycenter.org

Agency Mission Statement *(150 words or less)*

**Note: If your organization is a faith-based agency, please provide the mission statement of your proposed project, not your agency.*

Shalom Community Center is dedicated to aiding and empowering people experiencing hunger, homelessness, and poverty. Founded in 2000 in response to a growing community concern about the needs of people without homes, Shalom has grown rapidly these past 17 years to become the most comprehensive response to extreme poverty, most notably homelessness, in Monroe County. Shalom provides daytime and overnight shelter, hunger relief, housing first, rapid re-housing, social services and case management, employment support, street outreach, eviction prevention, prescription and health care assistance, life essentials (laundry, showers, mail, ID, etc.), and other health and human services to hundreds of people each day and thousands of people each year. Shalom is known as one of the busiest social service agencies in Bloomington.

PROJECT INFORMATION

Project Name: Crawford Homes Technology Access Project

Is this a collaborative project? ☒ Yes ☐ No. If yes:

List name(s) of agency partner(s):

LifeDesigns

Please indicate: how your missions, operations and services do or will complement each other; the existing relationship between your agencies and how the level of communication and coordination will change as a result of the project; any challenges and steps you plan to take to address those challenges.

LifeDesigns' mission is to partner with people of all ages and abilities to lead meaningful and active lives. The mission of the Shalom Community Center is to aid and empower people experiencing homelessness and poverty.

LifeDesigns and Shalom Community Center are partners in a program providing permanent supportive housing to chronically homeless people with disabilities. LifeDesigns owns the building, provides property management by Valenti Real Estate Services, provides training to the staff, and participates in eviction prevention. Shalom pays the rents, provides case management, service coordination, and also participates in eviction prevention. We work very closely together to provide the residents with the most supportive environment possible. Property management and case management communicate daily and we make all important decisions affecting the residents together. Property management would coordinate installation and Shalom would provide the training on the use of the internet and the machines.

Address where project will be housed: 2440 S. Henderson St.

Total cost of project: \$27,949

Requested amount of JHSSF funding: \$27,949

Other Funds Expected for this Project (*Please indicate source, amount, and whether confirmed or pending*):

Total Number of Clients Served by this project in 2017: 105

Total Number of City Residents Served by this project in 2017: 105

Is this request for operational funds? ☐ Yes ☒ No

If "yes," indicate the nature of the operational request:

☐ Pilot ☐ Bridge ☐ Collaborative ☐ None of the Preceding – General request for operational funds pursuant to 2017 funding guidelines.

Please describe when you plan to submit your claims for reimbursement and what steps precede a complete draw down of funds:

If awarded the funds we would immediately take steps to schedule the installation of the equipment. As soon as the project is completed, the vendor will present us with a bill. At that time, we would pay the bill. We would also immediately purchase the Chromebooks and distribute them as the residents participate in training. Then we would submit for reimbursement for the full amount of the grant. The project should be completed with all reimbursements submitted prior to September 30th, if not sooner.

If completion of your project depends on other anticipated funding, please describe when those funds are expected to be received:

We are hoping to fund this project fully from this grant. If unable to do so, we will have to look to alternative resources to raise any additional funding.

Do you own or have site control of the property on which the project is to take place?

☒ Yes ☐ No ☐ N/A

Is the property zoned for your intended use?

☒ Yes ☐ No ☐ N/A

If “no,” please explain:

If permits, variances, or other forms of approval are required for your project, please indicate whether the approval has been received. If it has not been received, please indicate the entity from which the permitting or approval is sought and the length of time it takes to secure the permit or approval.

Note: Funds will not be disbursed until all requisite variances or approvals are obtained.

N/A

Due to limited funds, the Committee may recommend partial funding for a program. In the event the Committee is unable to meet your full request, will you be able to proceed with partial funding?

☒ Yes ☐ No

If “yes,” please provide an itemized list of program elements, ranked by priority and cost:

Priority #1 (Item & Cost)	Purchase and installation of equipment to provide free wireless internet to residents of Crawford I. \$3,068
Priority #2 (Item & Cost)	Chromebooks for residents of Crawford I. \$7,000. 25 households. \$280/Chromebook.
Priority #3 (Item & Cost)	Chromebooks for residents of Crawford II. \$10,080. 36 households. \$280/Chromebook.
Priority #4 (Item & Cost)	Chromebooks for scattered site Crawford Homes Program residents. \$6,160. 21 households. \$280/Chromebook.
Priority #5 (Item & Cost)	Staff support for purchase of equipment, providing training to residents, troubleshooting, and distribution of machines. \$1641 Program manager at \$17.51/hour plus 17.2% peripherals. Approximately 4 hours per week = \$82.08/week. 20 weeks to implement project, provide training, and distribute Chromebooks.
Priority #6 (Item & Cost)	

Project Synopsis *(250 words or less)*

Please provide a brief overview of your project. This synopsis will be used in a summary of your proposal. Please begin your synopsis with the amount you are requesting and a concrete description of your proposed project. E.g., "We are requesting \$7,000 for an energy-efficient freezer to expand our emergency food service program."

We are requesting \$27,949 to provide internet access and Chromebook computers to the residents of the Crawford Homes and Johnson Homes permanent supportive housing programs.

In order to make the wireless internet signal at Crawford Apartments I available to all the residents, equipment and wiring must be installed. Crawford Apartments II will have the wiring installed as part of the construction, so it will not be necessary to retrofit that building. The cost for the equipment and labor is estimated at \$3,068.

We are requesting \$14,240 to provide Chromebooks to all of the residents of the Crawford Homes Program, which operates at Crawford Apartments I and at scattered sites, and the soon to be operating Johnson Homes Program, which will be at Crawford Apartments II and at scattered sites.

We are asking for \$1641 to pay staff for extra work hours spent purchasing equipment and coordinating the project. Program manager at \$17.51/hour plus 17.2% peripherals. Approximately 4 hours per week = \$82.08/week. 20 weeks to implement project, provide training, and distribute Chromebooks.

In order to acquire a Chromebook, residents will be required to earn 100 points through the system that we use to distribute hygiene items. Residents may participate in educational programming, access health care, perform volunteer work in the community, or help with chores around the building. They will also be required to attend a basic computer skills class which will be provided by IU's Serve IT program at Crawford Apartments. If some residents do not want to earn a Chromebook they can access the wireless signal on their own device and we can save the extra machines for when we have turnover.

CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Your responses will be used in a summary of your proposal.

NEED (200 words or less)

Explain how your project addresses a previously-identified priority for social services funding as documented in the [Service Community Assessment of Needs](#), the City of Bloomington, Housing and Neighborhood Development Department's [2015-2019 Consolidated Plan](#), or any other community-wide survey of social services needs.

The term digital divide describes a gap in terms of access to and usage of information and communication technology. "It was traditionally considered to be a question of having or not having access, but it is becoming a relative inequality between those who have more and less bandwidth and more or less skills." (Wikipedia)

The issue of technology disparities between socioeconomic groups was noticeably absent from the Bloomington SCAN report and the Consolidated Plan, considering it is a well-known problem people experiencing poverty. "WebJunctionⁱ, ICMAⁱⁱ, and TechSoup Globalⁱⁱⁱ conducted a nationwide community needs assessment to understand more about the level of awareness of digital inclusion issues..." called the Digital Inclusion Community Needs Assessment. They polled over 600 libraries, nonprofit organizations, and city and county offices in 50 states. "There is notable commonality, especially in the strongly shared priorities of free public access and application to education and career preparation." 82% of the nonprofits stated that their highest priority is programs to teach people how to use the Internet productively and safely.

The residents of Crawford lived outside of society for years. It has become impossible to rejoin society without access to and basic knowledge of the internet.

ONE-TIME INVESTMENT *(100 words or less)*

Jack Hopkins Funds are intended to be a one-time investment. Please explain how your project fits this criterion. If you are requesting operational funds (e.g., salaries, rent, vouchers, etc), please explain how your project satisfies an exception to the one-time funding rule (pilot, bridge, or collaborative). If you are requesting operational funds that do not satisfy one of the aforementioned exceptions, but your request is being made pursuant to the 2017 allowance for operational funds, please make that clear. If you are requesting operational funding, you must detail your plan for future funding.

Once the building is wired for wireless internet, it will never need to be done again. The Chromebooks will also be a one-time expense. If a few residents opt out of taking a computer, we will have some for new residents for several years.

We are requesting a small amount of operational funds to provide for staff hours to purchase the computers and distribute them. This is also a one-time expense. A small amount of salary would go toward trouble shooting but that duty can be absorbed into the case manager positions once the initial set up is over.

FISCAL LEVERAGING *(100 words or less)*

Describe how your project will leverage other resources, e.g., other funds, in-kind contributions, or volunteers.

We already have an agreement with Serve IT, which “exists to serve local non-profit organizations with a wide range of technological services provided by a staff of students, faculty, and employees dedicated to furthering the mission of those organizations.” Serve IT will provide students to teach the residents basic to intermediate computer skills. We will offer a series of classes, as well as multiple basic classes.

Both Shalom and LifeDesigns provide hundreds of thousands of dollars in funding each year to the Crawford Homes program.

LONG-TERM BENEFITS (200 words or less)

Explain how your program will have broad and long-lasting benefits for our community.

Permanent supportive housing residents have better housing stability rates, better health outcomes, and better employment rates when they improve their connection to the larger community. Internet access will allow them to reconnect with estranged family, have better access to educational and employment opportunities, and feel more connected to the world. This is a population that costs the community dearly in terms of resources when they are homeless. If these opportunities help them stay housed, it alleviates the financial costs of the cycle of homelessness. On a more human level, all the community benefits when everyone can be a part of it.

OUTCOME INDICATORS (100 words or less)

Please either list or describe the outcome indicators you intend to use to measure the success of your project.

The ultimate outcome of a project (e.g., reduced hunger, homelessness or addiction rates) are often not readily observable within the Jack Hopkins funding period. For that reason, we are asking agencies to provide us with *outcome indicators*. In contrast to program activities (what you bought or did with grant funds) and the long-term impacts of a program (the lasting social change effected by your initiative), the data we seek are the short-term indicators used to measure the change your program has created during the period of your funding agreement. Where possible, this information should be expressed in quantitative terms.

Examples: an agency providing a service might cite to the number of persons with new or improved access to a service. If funds were used to meet a quality standard, the agency might report the number of people who no longer have access to a substandard service. An agency seeking to purchase equipment or to make a physical improvement might cite to the number of residents with new or improved access to a service or facility. If funds were used to meet a quality standard or to improve quality of a service or facility, an agency might report the number of people who have access to the improved service or facility

Number of residents with access to wireless internet. 28
Number of residents who apply for jobs online. 10
Number of residents who get jobs from online applications. 5
Number of residents who reconnect with families or old friends. 10
Number of residents who report less depression because of mental stimulation. 20
Number of residents who receive a new Chromebook. 83
Number of residents who learn to use a computer for the first time. 40
Number of residents who increase computer skills. 40
Number of residents who attend the required training session. 83
Number of residents who attend additional training sessions voluntarily. 20
Number of activities residents engaged in to earn the points for their Chromebook. 1660
Number of volunteer hours provided. 160
Number of hours of nutrition education. 40
Number of hours of health care attended. 200

OTHER COMMENTS *(500 words or less)*

Use this space to provide other information you think the Committee would find useful. Any additional comments should supplement, not restate, information provided in the foregoing.

There are children in Crawford homes who do not have access to online coursework, and their families do not have access to the online student monitoring software for parents. There are men and women who have not seen or spoken to a family member for years, who could learn how to use Facebook and communicate with loved ones. There are men and women who have not looked for a job in years, but after getting stable are learning that all job applications are online now. Where do most of us get our news, learn about our political candidates, keep up with pop culture? The Crawford residents do not have access to any of that information. Many of them have no cash income, so without cable TV they lack for even basic entertainment. The Crawford Apartments I residents have access to one computer in the community room, and competition to use it is fierce. At every community meeting I have held for the last two years, the residents have asked if I have found a way to provide wireless internet. The scattered site residents and their children have to take a bus to the library to access the internet. The need for this project is strong.

Memorandum of Understanding
LifeDesigns and Shalom Community Center
4/1/2017 – 4/1/2018

Purpose

The purpose of the memorandum is to develop a framework of cooperation between LifeDesigns (LD) and Shalom Community Center (SCC) in order to manage a grant from the Jack Hopkins Social Service Funding Committee, which shall provide financial support for the installation of wireless internet at Crawford Apartments and the provision of Chromebook computers for all of the residents of Crawford Homes Program and Johnson Homes Program.

Statement of mutual benefit:

The residents and staff of Crawford Apartments and Crawford Homes Program will benefit from use of wireless internet and Chromebooks.

LifeDesigns Shall:

Make arrangements with ConsulTech to install the equipment needed for each apartment to receive wireless internet.

Allow Shalom to use the community room to provide training for residents to learn to use their Chromebooks and the internet.

Shalom Shall:

Act as fiscal agent for any monies acquired from the Jack Hopkins Social Services grant for the purposes of installing wireless internet or providing Chromebooks.

Make the payments to ConsulTech.

Select and purchase the Chromebooks.

Track and record the progress each resident makes in earning points to receive a Chromebook.

Arrange for and coordinate the provision of training by Indiana University Serve IT.

Arrange for and coordinate technical support by Indiana University Serve IT.

Distribute the Chromebooks.

Commencement, Termination & Expiration

This instrument is executed on April 4th, 2017 through April 4th, 2018 and may be canceled at any time by any party with written 30 day notification.

Principal Contacts

The principal contacts for this instrument are:

Susan Rinne Executive Director, LifeDesigns 200 E. Winslow Rd. Bloomington, IN 47401 812-332-9615	Forrest Gilmore Executive Director, Shalom Community Center PO Box 451/620 S. Walnut St. Bloomington, IN 47402-0451 812-334-5728
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Indemnification

LifeDesigns and Shalom shall indemnify and hold harmless each other against and in respect to all actions, suits, proceedings, demands, assessments, judgments, costs and expenses, including without limitation reasonable attorneys' fees, whether brought by agency clients or third parties, incident to all liabilities resulting from or arising out of the Agreement.

Entire Agreement and Modification

This Agreement constitutes the entire agreement of the parties concerning the subject matter hereof and supersedes all previous representation, understandings and agreements of the parties, whether oral or written, concerning the same. This Agreement may only be modified by a written document signed by the parties thereto.

Governing Law

This Agreement shall be governed by and construed under the laws of the State of Indiana.

LifeDesigns

Signature  Date 4-3-17

Shalom Community Center

Signature  Date 4/3/17

Program Budget 2017
Crawford Homes Technology Access Project

\$3,068	Purchase and installation of equipment to provide free wireless internet to residents of Crawford I.
\$7,000	Chromebooks for residents of Crawford I. 25 households. \$280/Chromebook.
\$10,080	Chromebooks for residents of Crawford II. 36 households. \$280/Chromebook.
\$6,160	Chromebooks for scattered site Crawford Homes Program residents. 21 households. \$280/Chromebook.
\$1641	Staff support for purchase of equipment, providing training to residents, troubleshooting, and distribution of machines. Program manager at \$17.51/hour plus 17.2% peripherals. Approximately 4 hours per week = \$82.08/week. 20 weeks to implement project, provide training, and distribute Chromebooks.
\$27,949	TOTAL JACK HOPKINS GRANT REQUEST

Crawford House Wireless Project:

Upon confirmation that the cables in each unit do indeed run down to the mechanical closet and are electrically capable of running Ethernet, we believe the best route would be to install a single access point in each unit. (25) Access points would be installed and configured on a per unit basis with each unit having its own private network. In the mechanical closet, we would need to install (1) 28 port managed switch and (1) router. 25 hours of labor would be needed for termination, configuration and installation. The existing internet connection would be used and managed in the mechanical closet, we would recommend a 50x10 bandwidth package to accommodate the building.

Equipment & Labor:

25 x BR-6208AC V2 @ \$40/piece

1 x Routerboard 750GL @ \$78

1 x ES3500 Switch @ \$190

Mounting hardware for switch and patch panel @ \$50

25 hours labor @ \$95/ hour \$2,375 Discount to \$70/hour for Shalom/Crawford House \$1750

Estimated Total Equipment: \$1318

Total Labor: \$1750

Estimated Total: \$3,068

Hardware estimates are based on current availability and pricing, and are subject to change. Labor is fixed. Upon acceptance of this proposal we will need 50% up front (\$1,534) with the remainder due within 30 days of completion. Hardware will be ordered upon receipt of downpayment. Please allow two weeks after receipt of down payment for ordering and scheduling the install. Quote is valid for 90 days from ConsulTech signing date.

Derek Storvik, CEO

Date

Forrest Gilmore

Date

Shalom Community Center
Balance Sheet
December 31, 2016

ASSETS

Current Assets		
Old National Checking Account	\$	245,975.41
Cash Reserves Account		12,362.64
Cash - Restricted		150,000.00
PayPal Cash		(3,932.10)
Online Donations Cash		(10.00)
Insurance Policy/WPS		10,593.13
Welcome Home Baskets		711.34
		<hr/>
Total Current Assets		415,700.42
Property and Equipment		
Land		140,980.88
Buildings		177,879.12
Furniture and Fixtures		25,327.59
Equipment		52,381.97
Accumulated Depreciation		(128,503.55)
Leasehold Improvements		434.63
Building Imp.-620 S. Walnut		248,821.05
Land Improvements 620 S Walnut		6,899.00
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Total Property and Equipment		524,220.69
Other Assets		
		<hr/>
Total Other Assets		0.00
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Total Assets	\$	<u><u>939,921.11</u></u>

LIABILITIES AND CAPITAL

Current Liabilities		
Deductions Payable	\$	25.00
Flexible Medical Spending Ded		886.05
Employee United Way Payable		497.01
Garnishment		101.60
		<hr/>
Total Current Liabilities		1,509.66
Long-Term Liabilities		
Note Payable - Building		261,820.65
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Total Long-Term Liabilities		261,820.65
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Total Liabilities		263,330.31
Capital		
Beginning Balance Equity		267,437.08
Retained Earnings		160,526.89
Net Income		248,626.83
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Total Capital		676,590.80
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Total Liabilities & Capital	\$	<u><u>939,921.11</u></u>

Shalom Community Center
Income Statement
For the Twelve Months Ending December 31, 2016

	Current Month		Year to Date	
Revenues				
Unrestricted - Individual	\$ 30,014.52	16.84	\$ 100,656.41	6.69
Unrestricted - Faith Community	150.00	0.08	13,887.92	0.92
Unrestricted - Business	0.00	0.00	7,996.66	0.53
Unrestricted - Foundation	0.00	0.00	18,536.02	1.23
Unrestricted - Government	0.00	0.00	22,311.96	1.48
Unrestricted - Nonprofit Org	0.00	0.00	5,848.30	0.39
Unrestricted - Organization	0.00	0.00	495.50	0.03
Indiv Gifts to Restricted Fund	25.00	0.01	25.00	0.00
TR - Hunger Relief	1,500.00	0.84	64,723.28	4.30
TR - Staff Bonus	1,915.00	1.07	2,865.00	0.19
TR - Local Bus Ticket Gifts	1,010.00	0.57	1,130.00	0.08
Friend's Place Income	42,278.00	23.72	446,894.87	29.71
Guest Needs-Designated	1,985.12	1.11	26,523.32	1.76
Welcome Home Baskets	250.00	0.14	1,500.00	0.10
United Way	952.67	0.53	10,447.61	0.69
Grants-Jack Hopkins	4,882.85	2.74	24,833.21	1.65
Interfaith Winter Shltr Laun	0.00	0.00	11,079.13	0.74
IHCDA ESG-Shelter	9,374.69	5.26	63,886.54	4.25
IHCDA - ESG-Rapid Rehousing	35,976.84	20.19	190,338.07	12.65
IHCDA ESG - Outreach	473.98	0.27	31,723.08	2.11
HUD Supportive Housing Grant	0.00	0.00	304,560.20	20.25
SHP Rent Received	1,899.00	1.07	20,919.54	1.39
Fundraising - Special Events	220.00	0.12	53,382.49	3.55
Year-End Campaign	45,316.21	25.43	47,216.21	3.14
NAP Contributions	0.00	0.00	32,314.00	2.15
Other Income	0.70	0.00	49.70	0.00
Total Revenues	178,224.58	100.00	1,504,144.02	100.00
Cost of Sales				
Total Cost of Sales	0.00	0.00	0.00	0.00
Gross Profit	178,224.58	100.00	1,504,144.02	100.00
Expenses				
Communications Expense	0.00	0.00	1,440.59	0.10
Office Supplies	70.00	0.04	3,279.27	0.22
Custodial Supplies	352.55	0.20	7,228.14	0.48
Janitorial Services	72.45	0.04	1,252.02	0.08
Waste Removal	168.62	0.09	1,960.04	0.13
Snow Removal	0.00	0.00	210.00	0.01
Maintenance and Repair	380.00	0.21	6,072.35	0.40
Postage	88.74	0.05	3,122.76	0.21
Insurance	2,058.00	1.15	7,726.75	0.51
Workers Compensation Insurance	0.00	0.00	11,515.00	0.77
Fundraising Expense	472.50	0.27	13,829.49	0.92
Bank/Credit Card Fees	333.92	0.19	1,173.79	0.08
Computer Expenses	231.12	0.13	499.10	0.03
Accounting Fees	164.86	0.09	2,222.63	0.15
SCC Supplies	0.00	0.00	43.77	0.00
Winter Shelter Supplies	70.53	0.04	297.56	0.02
Guest Needs - Optg	0.00	0.00	39.20	0.00
Guest Needs - Designated	0.00	0.00	1,037.67	0.07
Guest Needs - Pharmacy	640.70	0.36	4,994.85	0.33
Point-in-time Count	0.00	0.00	2,041.27	0.14
Kitchen Supplies	329.13	0.18	4,232.17	0.28
Non-Salary FP	2,330.25	1.31	31,442.09	2.09
Equipment Lease	0.00	0.00	3,865.41	0.26
Client Bus Tickets	360.00	0.20	3,600.00	0.24

For Management Purposes Only

Shalom Community Center
Income Statement
For the Twelve Months Ending December 31, 2016

	Current Month		Year to Date	
Client Out of Town Bus Tickets	744.00	0.42	6,391.80	0.42
Food Expense	2,577.56	1.45	34,369.21	2.28
Telephone	278.45	0.16	5,912.76	0.39
Internet Service	171.29	0.10	1,056.06	0.07
Electricity	545.19	0.31	9,162.27	0.61
Natural Gas	200.08	0.11	1,983.76	0.13
Water Expense	409.87	0.23	6,662.47	0.44
Salary and Wage Expense - SCC	25,168.67	14.12	174,183.95	11.58
Salary/Wage Exp - ESG Shelter	5,523.58	3.10	38,799.61	2.58
Salaries/Wages Friend	12,243.30	6.87	97,818.63	6.50
Salary/Wage Exp-ESG Outreach	5,778.44	3.24	45,590.46	3.03
Salary/Wage Exp-Rapid Rehousin	9,185.69	5.15	69,796.16	4.64
Salary and Wage Expense - SHP	8,632.21	4.84	76,129.51	5.06
Salaries/Wages Expense-TANF	281.91	0.16	420.19	0.03
Salary/Wage Exp-Winter Shelter	3,659.06	2.05	10,470.22	0.70
Employee Health Benefits - SCC	1,564.83	0.88	17,392.34	1.16
Payroll Tax Expense - SCC	2,012.77	1.13	13,876.19	0.92
Payroll Tax Exp-ESG Shelter	448.24	0.25	3,374.81	0.22
Payroll Taxes Friend	993.71	0.56	8,353.06	0.56
Payroll Tax Exp-ESG Outreach	468.97	0.26	3,961.27	0.26
Payroll Tax Exp-Rapid Rehousin	726.26	0.41	6,036.11	0.40
Payroll Tax Exp - SHP	700.70	0.39	6,655.69	0.44
Payroll Tax Expense-TANF	22.88	0.01	34.21	0.00
Payroll Tax Exp-Winter Shelter	296.98	0.17	965.57	0.06
Employee Expense	50.00	0.03	2,728.41	0.18
Miscellaneous Expenses	47.50	0.03	248.72	0.02
Education/Seminars	325.44	0.18	325.44	0.02
Professional Fees	6,100.00	3.42	6,100.00	0.41
Dues & Subscriptions	0.00	0.00	445.48	0.03
Client Security Deposits	150.00	0.08	1,582.00	0.11
Client Utilities and Rent	690.93	0.39	13,779.26	0.92
Client Gasoline	0.00	0.00	259.41	0.02
Client BMV/B.C. Fees	273.50	0.15	3,518.44	0.23
IHCDA-Rapid Rehousing Non-Sal	13,990.18	7.85	164,427.23	10.93
IHCDA-ESG Shelter Outreach	1,285.57	0.72	13,574.11	0.90
TANF Non-Salary	11,217.16	6.29	33,418.89	2.22
HUD Supportive Housing Non-Sal	19,558.06	10.97	232,340.63	15.45
SHP Program Exp (Rents Rcvd)	996.83	0.56	4,246.57	0.28
SHP Expense (PNC)	0.00	0.00	10,008.12	0.67
Interest Expense	1,319.80	0.74	15,992.25	1.06
Total Expenses	146,762.98	82.35	1,255,517.19	83.47
Net Income	\$ 31,461.60	17.65	\$ 248,626.83	16.53