

City of Bloomington Common Council

Jack Hopkins Social Services Funding Applications

2015

Office of the Common Council
P.O. Box 100
401 North Morton Street
Bloomington, Indiana 47402
812.349.3409

council@bloomington.in.gov
<http://www.bloomington.in.gov/council>

City of
Bloomington
Indiana

City Hall
401 N. Morton St.
Post Office Box 100
Bloomington, Indiana 47402



Office of the Common Council

p: (812) 349-3409

f: (812) 349-3570

council@bloomington.in.gov

www.bloomington.in.gov/council

To: Jack Hopkins Social Services Funding Committee
From: Council Office
Re: Packet of Social Service Funding Applications
Date: April 20, 2015

25 Applications for Jack Hopkins Social Services Funding

Social service agencies have submitted 25 applications for 2015 Jack Hopkins Social Services Funding. This year we have **\$270,000** appropriated for grants and a total request of approximately **\$472,004**.

Packet Materials and Link to Application Material

This packet includes:

- This memo;
- Two Indexes – one listing requests in alpha order, the other organized by amount requested; and
- Application Summaries (presented in alphabetical order).
 - *Please recall that this is the second year that applicants filed electronic applications. Recall, that unlike past years wherein staff have summarized applications, we now ask agencies to provide their own summaries. Therefore, the language you see in the summary re: project synopsis and satisfaction of criteria are those words of the applicants. Note that staff provided the information at the top of the first page, History of Funding, and Staff Comments. Any changes to agency-provided information is noted in the Staff Comments and typically affected the Table of Cost/Amount of Request in the summaries.*

In order to save paper, the original application materials are in electronic form and can be found on [Jack Hopkins Social Services Funding Committee](#) webpage. At this link, you'll find the Applications for 2015 which are presented in alphabetical order and include the:

- Application Form;
- Narrative;
- Program Budget;
- Estimates and excerpts from catalogues (*if any*);
- Memoranda of Understanding (*in regard to the two applications under the Collaborative Initiative*); and
- Financial Statements.

Please let staff know soon whether you need a hardcopy of the Summaries or more extensive materials as soon as possible, so that we can run them off in time for your use.

Meeting – Monday, April 27, 2015 at 5:30 pm, Hooker Room to Discuss Applications

The Committee will meet on **Monday, April 27, 2015 at 5:30 p.m. in the Hooker Room** to share impressions about the applications, decide which applications merit presentation, and raise questions for agencies to address during their *Presentations on Thursday, May 7th at 4:00 p.m. in the Council Chambers*. This meeting will also give the Committee members a chance to disclose any conflicts of interest (*see below*) and raise any other questions about the procedure to be followed over the course of the next few meetings.

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 funds. 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. Please share your thoughts.

2015 JACK HOPKINS SOCIAL SERVICES FUNDING SCHEDULE

* Committee Initially Reviews Applications	Monday, April 27, 2015, 5:30 pm Hooker Room
* Invited Agencies Present Applications	Thursday, 07 May 2015, 4:00 pm Council Chambers (#115)
Committee Members Submit Rating of Applications	Wednesday, 13 May 2015, Noon
* Committee Discusses Allocations and Makes Preliminary Recommendation	Monday, 18 May 2015, 5:30 pm Council Library (#110)
* Committee Recommends Allocation of Funds (optional)	Thursday, 21 May 2015, 4:00 pm Council Chambers (#115)
Agencies to Sign Funding Agreements	Early June 2015
* Committee Review of 2015 Procedures (<i>Debriefing Meeting</i>)	Wednesday, 10 June 2015, 5:30 pm Council Library (#110)
* Common Council Acts on Committee Recommendations (optional)	Wednesday, 17 June 2015
HAND Technical Assistance Meeting Regarding Claims & Reimbursements	Tuesday, 23 June 2015, 8:30 am McCloskey Room (#135)
Submittal of Claims for Reimbursement	In accordance with Funding Agreement; no later than December 4, 2015

** These are either meetings of the Committee or Common Council. The other listings are either Committee deadlines or staff meetings and actions.*

Index – Alphabetical Order

Agency	Request	Page
1. Amethyst House	\$ 30,250.00	1
2. Area 10 Agency on Aging	\$ 3,684.88	41
3. Big Brothers Big Sisters	\$ 17,268.00	58
4. Bloomington Area Birth Services	\$ 8,812.00	75
5. Bloomington Police Department	\$ 100,000.00	92
6. Bloomington PRIDE	\$ 12,080.00	108
7. Boys & Girls Club of Bloomington	\$ 25,000.00	122
8. Catholic Charities Bloomington	\$ 9,658.48	139
9. Escuelita	\$ 8,000.00	162
10. Habitat for Humanity	\$ 34,200.00	174
11. Middle Way House	\$ 25,000.00	197
12. Monroe County United Ministries	\$ 27,475.00	219
13. Mother Hubbard's Cupboard	\$ 4,250.00	240
14. My Sister's Closet	\$ 16,258.48	261
15. New Hope Family Shelter	\$ 25,000.00	279
16. New Leaf – New Life	\$ 8,000.00	306
17. People & Animal Learning Services (PALS)	\$ 21,855.00	329
18. Planned Parenthood of Indiana and Kentucky	\$ 5,000.00	342
19. Shalom Community Center	\$ 11,020.00	355
20. South Central Community Action	\$ 26,100.00	369
21. Stepping Stones	\$ 25,000.00	382
22. Volunteers in Medicine	\$ 5,714.54	395
Total	\$ 449,626.38	
Collaborative		
23. Bloomington Hospital Foundation	\$ 6,370.00	409
24. Shalom – IFWS	\$ 6,928.00	436
25. Stone Belt - LIFE Designs	\$ 9,080.00	453
Total	\$ 22,378.00	
Grand Total	\$ 472,004.38	

Index – Order of Request

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APPLICATION SUMMARIES

City Residents Served: 300 (of: 370)

Employees:

Full-Time	Part-Time	Volunteers
10	14	10

Mission: Provide 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 \$30,250 from the Jack Hopkins Social Services Fund for the sake of continued improvements to our Men's Three-Quarter (3/4) Way House, as well as for the purchase of new chairs that would furnish our outpatient group rooms and our Men's Halfway House. The 3/4 Way House upgrading would include weatherization of all windows and re-painting various parts of the exterior, improving energy costs as well as the aesthetics of the facility. The chairs purchased would serve as seating both for clientele who attend our outpatient treatment as well as for members of the local recovery community who attend weekly Alcoholics Anonymous (AA) and Narcotics Anonymous (NA) meetings in the lower level of our Men's Halfway House.

Criteria:

Need – Amethyst House is currently in its 34th 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 – N/A

Fiscal Leveraging – As noted above, Amethyst will utilize the \$10,000 that has been confirmed funding from the CDBG grant. (Please be advised that this \$10,000 was a portion of the CDBG grant that was awarded to Amethyst in 2014; these are the remaining funds available, following the expense of architectural consultant fees that were required for writing up labor and materials estimates for the 3/4 Way House project.)

Broad & Long-Lasting Effects – Over the past 34 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:

- 30% increase in number of Amethyst residents who utilize the 3/4 Way House
- 20% annual reduction in heating bills for the 3/4 Way House

Cost

Amount Requested (in order of priority)

1. Weatherization Improvements & Restoration (Men’s ¾ Way House) – replace 21 storm windows; reglaze windows; prepare and paint exterior trim	\$19,000.00
2. Cosmetic Restoration (Men’s ¾ Way House) – prepare and paint porches and decking	\$3,000.00
3. Refurnishing (Outpatient Office, Men’s & Women’s ½ Way Houses) – purchase 50 chairs for clientele and outpatient group rooms)	\$5,750.00
4. Contingency Funds	\$2,500.00
TOTAL REQUESTED	\$30,250.00
Fundraising (Confirmed) – Community Development Block Grant	\$10,000.00
Total Project Cost	\$40,250.00

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

Staff Comments

Request The application requests a grant for what appear to be two different purposes: 1) exterior improvements at one address; and 2) chairs for group sessions at other addresses. The Elaboration of Policies limits agencies to one application per funding cycle unless it is a collaborative project or the agency is not serving as a lead agency. The question this request raises is when does one application, in essence, function as two?

One-Time Cost Along with weatherizing the windows, the application requests funds to paint portions of the exterior of the ¾-House Men’s facility, which may be considered maintenance of the building. If so, the Elaboration of Criteria states that “the costs associated with the maintenance of a facility are considered part of the operational costs of the program and, when eligible, will be given low priority.”

More Than a Meal Nutrition Program Mobile Food Pantry - \$3,684.88

City Residents Served: ~203 (of: ~328)

Employees:

Full-Time	Part-Time	Volunteers
58	24	417

Mission: The mission of Area 10 Agency on Aging is to serve as a leader in providing resources and solutions and promoting opportunities that empower community members to live longer, stronger lives. Area 10 provides access to a wide variety of high-quality, affordable services to older adults and those with disabilities in Monroe and Owen Counties, and to others in the community who have concerns with older family members or friends. Area 10 serves the community’s rapidly growing aging population through programs including the Aging and Disability Resource Center, case management, meal and grocery delivery, assistance to the homebound, transportation services, Retired and Senior Volunteer Program, senior housing, and the Endwright Center. The mobile food pantry assists the community's elderly with access to wholesome foods and nutritional education so that they can better maintain an independent lifestyle and remain in their homes as long as possible.

Project Synopsis: Area 10 Agency on Aging’s mobile food pantry program seeks grant support in the amount of \$3,684.88 to help expand and aid the nutrition services for the homebound. The total includes \$2,199.00 to purchase a new energy efficient refrigerator, \$673.00 to purchase a new energy efficient freezer, \$439.92 to purchase four new utility carts, \$172.96 to purchase four new shopping carts, and \$200 for estimated shipping costs. The refrigerator and freezer units will increase our food storage capacity and the utility carts and grocery carts will assist with baggage preparation for the grocery packaging and for delivery. In 2013, when we last made a request for grant support, the Area 10 mobile food pantry delivered 5,832 bags of groceries to an average of 243 clients per month. In 2014 that number jumped to 6,958 bag of groceries to an average of 289 clients per month. As of March, 2015 we have delivered 1,870 bags of groceries to an average of 311 clients per month. This is a 21% increase in client numbers from 2013 to 2015 and we project a delivery total of almost 7,500 bags of groceries in 2015. In addition, the refrigerators in use currently are older models, not energy efficient, and in some cases, not working at optimum levels.

Criteria:

Need – Area 10 Agency on Aging’s mobile food pantry program addresses community needs identified in Monroe County’s Service Community Assessment of Needs (SCAN) and HAND’s 2010-2014 Consolidated Plan. In Monroe County’s Service Community of Needs, Area 10’s mobile food pantry program aligns with the section on Hunger and Food Insecurity. In this section of the document it states, “The recent increase in need for food assistance and drop in donors has kept food pantries struggling to keep up with demand. According to Feeding America, 11.2% of Indiana residents were classified as having food insecurity. 2-1-1 Infolink reports that 8% of their 2010 requests for assistance were food-related referrals (129). Additionally, 20,820 Monroe County residents were considered food insecure in 2009—16.3% of the population (129). Of those classified as food insecure, 61% had an income at or below 130% of the poverty threshold, 2% were at 130-185% of the poverty threshold, and 37% had incomes above 185% of the poverty threshold (129). The HAND’s Consolidated Plan priority needs strategy 5 to “provide funding to non-profit organizations that serve low income individuals/families with their basic emergency needs: food, shelter and health care” (19) aligns with Area 10’s mobile food pantry program's mission (see mission statement).

One-Time Investment – Area 10 Agency on Aging is requesting funding for a one-time investment to purchase a refrigerator, freezer, and utility carts for our mobile food pantry program. Area 10's mobile food pantry is the only home delivered food pantry in the area providing groceries to homebound individuals in Monroe County who are unable to go to the grocery store or other food pantries due to physical limitations. Additional equipment is required due to the increase in our client numbers and will increase our food storage capacity and ability to provide fresh and wholesome foods to our clients. Currently we have a waiting list for clients and are unable to accept some donations of fresh food due to lack of storage. Additional utility carts will minimize the physical burden of grocery packing for more than 90 volunteers by decreasing lifting and walking with heavy groceries.

Fiscal Leveraging – Area 10’s food pantry program has partnerships with other facilities in the community that have proven to be of great benefit to fulfilling our mission. In Monroe County, Area 10’s food pantry program has partnered with 1st United Church which has donated building space to house groceries for our food pantry to allow volunteers to travel to this location to pick up groceries and deliver them to homebound clients in Monroe County. Additionally, Area 10 food pantry also has a collaborative partnership with First-Presbyterian church where many of our food pantry volunteers are recruited. Over 90 volunteers contribute 4-6 hours each month with the coordination of the mobile food pantry grocery delivery each month equaling a dollar amount of \$360-\$480 per month.

Broad & Long-Lasting Effects – Area 10 Agency on Aging’s food pantry program seeks to provide nutritional assistance to homebound individuals by delivering groceries on a monthly basis. Our aim is to assist those in need with access to wholesome foods and nutritional education so that they can better maintain an independent lifestyle. For the homebound elderly in our community nutrition is an important factor in maintaining their health and wellness and increasing their ability to remain in their homes for as long as possible. General health, medication efficacy, and mood are all affected by the quantity and quality of their nutrition intake. Low income seniors often do not have enough money to provide healthy food for themselves throughout the entire month. Area 10 strives to provide groceries with more fresh and frozen foods due to their higher nutritional content and so requires additional refrigerator or freezer storage. Some of the appliances currently in use are older and not energy efficient and replacing them will help cut utility costs allowing for a greater food budget. The Jack Hopkins Social Service Grant funding support to purchase a refrigerator, freezer, and carts will assist with providing homebound individuals with a sustainable source of accessible fresh foods and also alleviate the effects and level of food insecurity.

Outcome Indicators:

In 2013, when we last made a request for grant support, the Area 10 mobile food pantry delivered 5,832 bags of groceries to an average of 243 clients per month. In 2014 that number jumped to 6,958 bags of groceries to an average of 289 clients per month. As of March, 2015 we have delivered 1,870 bags of groceries to an average of 311 clients per month. This is a 21% increase in client numbers and we project a delivery total of almost 7,500 bags of groceries in 2015. Currently the Area 10 mobile food pantry maintains a wait list of clients and is unable to accept some donations of fresh food due to a lack of proper storage for those items. Purchase of new equipment will allow us to expand our capacity to keep up with the current increase in clients and our increased need for fresh and frozen nutritious food.

Cost

Amount Requested (*in order of priority*)

1. 1 Maxx Cold 23-cu ft Commercial Side-by-Side Refrigerator (Stainless Steel) Energy Star	\$2,199.00
2. 1 Frigidaire N/A 20.2-cu ft Upright Freezer (Silver Mist) Energy Star	\$673.00
3. 4 Rubbermaid Commercial Products 33.25-in Utility Cart @ 109.98	\$439.92
4. 4 Folding Shopping Cart with Double Basket-Jumbo size 150 lb Capacity Block @ 43.24	\$172.96
5. Shipping	\$200.00
TOTAL REQUESTED	\$3,684.88
Total Project Cost (+ in-kind)	\$3,684.88

Past SSF Funding

Year	Status	Title	Amount
1995	Denied	Handyman Program	\$30,000.00
1997	Denied	Senior nutrition services - freezer, fridge, range	\$8,606.00
1999	Denied	Laptops	\$4,000.00
2002	Granted	To purchase equipment for the Food Pantry at the Girls, Inc. site	\$1,475.00
2003	Granted	To pay for 50% annual wage for the Food Pantry/Emergency Food VISTA	\$4,614.00
2004	Denied	To fund 2-1-1 Call Center	\$5,000
2006	Granted	To buy online software for 2-1-1 Call Center	\$2,187.00
2008	Denied	To buy resources for Aging and Disability Resource Center	\$23,500.00
2000	Denied	Equipment to find those caught in fires	\$11,995.00
2012	Granted	Collaboration with Community Kitchen: Nutrition Links Program	\$7,800
2013	Granted	To purchase a new refrigerator, freezer, utility carts and folding tables to expand the Mobile Food Pantry Program located at the Fairview United Methodist Church at 600 West 6th Street.	\$3,535

Staff Comments

City Residents Served – Follow-up emails with grant writer informed these numbers.

One-to-One Mentoring - \$17,268.00
City Residents Served: 110 (of: 310)
Employees:

Full-Time	Part-Time	Volunteers
4	3	250

Mission: Our mission is to provide children facing adversity with strong and enduring, professionally supported 1-1 relationships that change their lives for the better, forever.

Project Synopsis: Big Brothers Big Sisters of South Central Indiana (BBBSSI) is an affiliated member of oldest national mentoring organization known for providing adult mentors for children in need. BBBS has been serving the Monroe County community for 43 years. In 2014 we served 310 youth in Monroe, Owen, and Putnam Counties. 280 of the children served were Monroe County youth and 182 were specifically located in Bloomington. Our staff includes four full-time and four part-time professionals. BBBS is requesting \$17,268 to support a Match Support Specialist position in our One-to-One (OTO) Mentoring Program.

BBBS provides services targeted to those families and children most at-risk for substance abuse, educational deficiencies, adolescent pregnancy, crime, and other social problems. We use criteria determined by the US Department of Health and Human Services to assess our effectiveness and gather outcomes.

Over the past 25 years we have developed a plan that focuses on two strategies: establishing collaborative community relationships and offering a breadth of volunteer opportunities. Rather than relying on a one-size-fits-all model of mentoring, we give our adult mentors (Bigs) the flexibility of four unique mentoring opportunities. The four mentoring opportunities are as follows: First Friends, School Mentoring, Site-Based Mentoring, and Community-Based Mentoring.

Criteria:

Need – According to the 2012 SCAN Report, “youth born to single parent households are more likely to live below the federal poverty line. Also youth in single-parent households experience greater rates of parental absence, lack of parental involvement in childrearing, and a lack of supervision, all of which have been shown to place youth at greater risk for poor educational attainment, behavior problems, and poor psychological well-being.” We provide services for the city’s most high-risk families involved with the Department of Child Services, probation, social workers, and temporary or transitional housing. These are the children who, without intensive intervention and support, are at highest risk for removal from the home or involved with the judicial system. A snapshot of the conditions faced by our matched children reveals that 10% live in foster care, with grandparents, or with another relative; 40% of children served live with one female parent; 80% of families served in Bloomington meet Federal Low Income guidelines with the majority of rest qualifying as Low-Moderate.

Other alarming statistics include:

- ☐ 12% of youth served are already involved with the juvenile justice system
- ☐ 35% of youth served have a disability of some sort
- ☐ 40% of families served have experienced domestic violence
- ☐ 20% of youth served come from an incarcerated parent

One-Time Investment – BBBS is asking for bridge funding one-time only. 2011-2013 the economic downturn left BBBS facing some difficult fiscal challenges. In 2014 we finished in the black and were able to replenish our reserves. We were unable to receive the 2015 CDBG grant and our OJJDP grant runs out this September. Our fund-raising budget for 2015 is \$152,450. This is the amount we need to raise to just maintain our current level of all programming. If we are granted \$17,268, and meet our fund-raising goals for 2015, we can expand services. We are currently limited in our ability to serve more OTO matches because our caseloads are full. Our 2015 BFKS Campaign was a success and we were able to increase our individual giving by 60% last year. We are encouraged that our fiscal growth will continue and receiving the Jack Hopkins grant would be a part of the plan of stabilizing our financial situation. We will continue to focus on engaging our donors, attracting new donors, and maintaining smart financial practices to achieve our vision to serve more youth.

Fiscal Leveraging – BBBS has a strong history of leveraging resources and in-kind contributions. When we increase our service to community youth we also increase service to volunteers. In 2014 our volunteers provided over 30,000 hours of service. In 2011 we established an IU student organization that is responsible for recruiting volunteers and fundraising on the campus of IU (\$34,000 2014/15). We have already surpassed our BFKS Campaign goal by \$11,000. We partner with area businesses that do not only donate support but also services and goods. BBBS actively seeks and submits local, state, and national public and private grants. Funding from the Jack Hopkins Social Services Committee would contribute to the organization’s continuing trend away from fiscal uncertainty toward a new era of growth and sustainability.

Broad & Long-Lasting Effects – The BBBS goals are to reduce factors that place youth at risk of delinquency, substance use, adolescent pregnancy, school dropout, and other social problems. Our One to One program accomplishes this by enhancing protective factors for youth which include: improving access to client-centered social services; establishing a support network of adults; providing opportunities for positive, safe,

structured activities; setting clear behavior guidelines; promoting self efficacy, self discipline, and problem solving skills; and the opportunity to bond with positive, stable adults who provide consistent, caring responses. In 2009 our organization implemented the Youth Outcome Survey (YOS). This tool allows us to acquire assessment data for individual matches on which to gauge the outcomes of our youth served. The youth is measured at the beginning of the relationship and 12 months and continuing twelve-month intervals for the life of the match. Our 2014 YOS results showed positive outcomes for the youth served:

- 92% of our youth improved or maintained in Social Acceptance
- 79% improved or maintained in Scholastic Competence
- 71% improved or maintained in Educational Expectations
- 58% improved or maintained in Attitudes Toward Risky Behaviors

2014 six Littles graduated from high school, five are attending college and one is in the U.S. Army.

Outcome Indicators:

We will be able to match at least 50 new youth with mentors. The Big Brother Big Sister one to one model of mentoring has been found to be highly effective. Research has shown that the success of our matches is attributable to the careful structuring of the program and professional support provided by the Match Support Specialist. There are hundreds of youth in Bloomington that fit our criteria and could use our services. A Big Brother’s or Big Sister’s presence can provide a youth with a personal connection, supervision and guidance, self-worth, and perhaps the most important, *goals and hope for the future.*

Cost

Amount Requested <i>(in order of priority)</i>	
1. 100% funding would serve 50 kids.	\$17,628
2. 60% partial funding would serve 30	
2. 50% partial funding would serve 25 kids	
3. 40% partial funding would serve 20 kids	
TOTAL REQUESTED	\$17,628
<i>OJJDP Grant</i>	\$59,340
<i>United Way (pending)</i>	\$34,000
<i>NAP Credits (pending)</i>	\$20,000
<i>BFKS Grants (pending)</i>	\$130,000
<i>Grants Pending</i>	\$10,000
<i>Individual Giving</i>	\$60,000
<i>Unidentified</i>	\$13,178
Total Project Cost	\$344,146

Past SSF Funding

Year	Status	Title	Amount
1995	Granted	Office renovation	\$4,800.00
1999	Denied	Capital grant	\$50,000.00
2000-June	Denied	Long range business and growth plan	\$20,000.00
2000-Oct.	Granted	Expand hours and activities for children at Crestmont site	\$9,500.00
2001	Granted	Purchase & install windows and doors for its facility	\$8,779.00
2002	Granted	Purchase computer equipment for recruitment and training initiative	\$3,623.00
2003	Granted	Pay for manager and expenses for Girl’s Inc. Teen Outreach LEAP Program	\$11,904.00
2004	Granted	Purchase equipment & software to start Phase 1 of its long-range service plan	\$4,500.00
2005	Granted	Salary of partnership coordinator for a multi-year Capacity Building project	\$5,000.00
2006	Granted	Rebuild & repair roof and replace water-damaged fiber board at S. Walnut location	\$8,109.00
2007	Denied	Congregation Volunteer Recruitment Project	\$5,215.00
2008	Denied	Bookend Bigs	\$7,905.00
2010	Granted	Purchase <i>BlackBaud Sphere in a Box</i> website software and associated set up and training fee for use	\$2,900.00
2011	Granted	Provide bridge funding for salaries, utilities, supplies, and other operational costs for the One-to-One child mentor program	\$7,000.00
2012	Denied	Big Brothers Big Sisters Relocation	\$4,975.00
2012	Denied	COLLABORATION - PALS & BBBS: Project LEAD (Linking Essential Assets for Development)	\$32,833.00
2013	Granted	Finish basement of new facility at N. Walnut: including a training/conference room, dedicated intake office, meeting room, and 3 separate cubicles for match-support specialists and graduate interns	\$25,600.00
2014	Denied	One-to-One Youth Mentoring	\$25,000.00

Staff Comments

City Residents Served The application stated that 110 of its 310 children served by this program would be residents of the City. The Project Synopsis, however, indicated that 182 of these 310 children in 2014 were residents of the City. This will need to be clarified.

Cost – Amount Requested – In order to make the cost of the project match the \$344,146, staff added \$13,178 to the list of other funds leveraged by this agency.

Operational Costs – Bridge Funding – See One-Time Investment section for the applicant’s rationale for, and compliance with, the Bridge-Funding exception this rule.

Blooming Families Doula and Breastfeeding Support Program - \$8,812.00
City Residents Served: 25 (of: 30)
Employees:

Full-Time	Part-Time	Volunteers
2	7	75

Mission: To promote the health of mothers and their families during pregnancy, birth, breastfeeding, and early parenting by providing education, support, and resources.

Project Synopsis: Bloomington Area Birth Services (BABS) requests \$8,812 to pilot an expansion and integration of our Lactation Center and doula programs. A continuum of care during the perinatal period will lead to both short and long-term health benefits for both mother and baby. The purpose of the project is to improve breastfeeding rates of low-income women who are participants of BABS’ doula program. The American Academy of Pediatrics and Indiana State Department of Health recommend exclusive breastfeeding through six months. At present, our doula clients have a high rate of initiation, but low rates of duration and exclusivity at three and six months. We have found that many of our doula clients do not utilize the services of the Lactation Center. Thirty doula clients will receive two lactation consultations, an initial postpartum consultation and a follow-up visit, from one of BABS’ International Board Certified Lactation Consultants (IBCLC). These consults will allow for an assessment of mother and baby (including baby’s weight, suck and latch, or any discomfort the mother may have), the development of any plans of action that will support the mother in meeting her breastfeeding goals, and to provide a space to answer nursing or newborn care questions. Participants will also receive nursing bras and our Lactation Center will be enhanced with a new scale that will enable the IBCLC to more accurately assess an infant’s feeding intake. A woman must feel supported to breastfeed. Low-barrier access to support and resources improves breastfeeding experiences and improves duration.

Criteria:

Need – The 2012 SCAN Report notes “a healthy community ensures the health and well-being of every individual” (p.93). The Report documents a 9% population increase in the 0-4 age group since 2003, indicating a growing need to assist young families and infants. Secondly, infant mortality is identified as a key health indicator. Breastfed babies have a lower incidence of SIDS, a leading cause of infant death. Despite the benefits of breastfeeding, Indiana has low rates of duration and exclusivity. In addition to low rates, disparities exist, with low-income women breastfeeding at lower rates in comparison to their higher-income counterparts. The 2012 SCAN Report also notes that 33% of Monroe County households that fall below the poverty line are headed by single females. There is a need to provide low-income women and families with birthing and breastfeeding assistance.

One-Time Investment – This request for funding represents a one-time investment to pilot an expansion and enhancement of present programming: Doula Programs and Lactation Center. Following the pilot period the program will be evaluated, and modified as necessary, and additional funding will be pursued. In addition to Jack Hopkins funds, BABS will be reapplying for a Maternal and Child Health Title V block grant as well as grants from TJK, RGK, and Kellogg Foundations. A grant proposal was submitted to the Anthem Foundation on March 6, 2015.

Fiscal Leveraging – Operational costs, including salaries of the doula programs supervisor and community-based doulas are covered by a Maternal and Child Health Title V block grant through the end of September 2015. The Lactation Center receives funds and support through private donations and fees for services.

Broad & Long-Lasting Effects – The combined support of doulas with lactation consultations will provide long-term economic and health benefits. Breastfeeding benefits children with stronger immune systems, decreased risk of respiratory infections, and decreased rates of asthma, obesity, and type 2 diabetes. Mothers who breastfeed have decreased rates of type 2 diabetes, decreased risk of breast and ovarian cancer, and decreased occurrence of postpartum depression.

Research has also shown that mothers who utilized community doulas were less likely to endorse parenting attitudes linked to child maltreatment and were more responsive to child distress. This reduces the physical, emotional, and economic costs associated with childhood neglect, injury and trauma, and potential involvement in the court system.

Outcome Indicators:

Thirty women will receive two lactation consultation appointments (an initial postpartum consultation and a follow-up consultation). Nursing bras will also be provided to program participants. Neither private consultations nor quality nursing bras would be normally available to these clients. We will be looking to see how these consultations will affect the 6 month breastfeeding rates. We will be able to compare early entry data.

BABS currently collects data on a number of measures including breastfeeding rates (initiation, duration and exclusivity at 3 and 6 months), and will continue to do so beyond the duration of this pilot program and Jack Hopkins Grant funding period.

Cost

Amount Requested (in order of priority)

1. Lactation Consultations	\$7,200.00
2. Lactation Center Scale	\$1,122.00
3. Nursing Bras	\$490.00
TOTAL REQUESTED	\$8,812.00
<i>ISDH Title V Grant – Doula Supervisor, Community-based Doulas, Rent and Utilities</i>	\$30,097.33
Total Project Cost	\$38,909.00

Past SSF Funding

Year	Status	Title	Amount
2013	Granted	Collaborative Project with Mother Hubbard’s Cupboard: To pay for staff salaries, printed materials, program supplies and scholarships for the Birth, Lactation and Perinatal program	\$1,960

Staff Comments

Operational Costs – Pilot Project – See One-Time Investment and Narrative sections for the applicant’s rationale for, and compliance with, the Pilot Project exception this rule.

BPD Outreach Program - \$100,000.00
City Residents Served: Undetermined /350
Employees:

Full-Time	Part-Time	Volunteers
680	210	

Mission: The goal of the BPD Outreach Program is to build relationships that help address the needs of homeless individuals and families and those and at-risk for homelessness through coordination of agency and community resources by offering access to shelter, medical treatment and other essential necessities.

Project Synopsis: We are requesting \$100,000 to provide services to homeless individuals and/or families and those at risk of homelessness encountered by the BPD Resource Officers and/or Street Social Worker. These services provide a foundation for these individuals to move their lives forward.

Criteria:

Need – According to the 2014 Point-in-Time Homeless County, 302 persons (201 households) experiencing homelessness were in Monroe County. Of the 201 households, 40 of those households have at least one child. While we do not have Point-in-Time number specific to the city limits, the assumption is that most of those persons are utilizing Bloomington's safety net services. The BPD Outreach Program was launched on April 1, 2014 to address the needs of homeless individuals and/or families that police officers were encountering. (Consolidated Plan 2015-2019 -- www.bloomington.in.gov/hand)

According to the Federal Task Force on Homelessness and Severe Mental Illness, approximately one-third of homeless persons have a mental illness. Many homeless persons with mental illness (approx. 50%) also have drug or alcohol issues. Mental illness may keep these individuals from seeking the help they need so it is important to create a relationship of trust with homeless individuals to bring assistance to them.

Further there is a need to enhancing service integration for individuals with multiple problems such as need for stable shelter, food, medical care, mental health services, employment services, to improve accessibility and coordination of care.

One-Time Investment – The BPD Outreach Committee received funding for this pilot project in 2014. The project was officially launched on April 1, 2014. Due to the complicated nature of this program, it is still a pilot project as we continue to evolve as we work on assessing the needs of this population. While we are not applying as a collaboration, this project has many community partners. BPD/HAND is applying for funding that will be used to help fill gaps in services specifically directed to provide assistance to this population.

Fiscal Leveraging – This project leverages community wide resources as follows:

- There is substantial staff time invested in this program through the City of Bloomington BPD and HAND Departments. Resource officer time: \$505,323.00. Technology cost through BPD: \$720.00. There is also substantial in-kind from all of the community partners who participate in the Outreach Committee and administer various parts of this program.
- Please see attached budget for additional information.
- Total Leverage = \$545,643.00

Broad & Long-Lasting Effects – The community cost of homelessness can be quite high. According to the New England Journal of Medicine, homeless individuals spend an average of four days longer per hospital visit than comparable non-homeless individuals. Poor health is often associated with homelessness. According to the National Coalition for Homeless, rates of both chronic and acute health problems are extremely high. They also spend more time in jails, often for non-violent crimes.

This approach allows the Resource Officers to have enough time to proactively solve problems and build the needed relationships that will allow the homeless individuals to accept the offered assistance. In the 9 months that this program operated in 2014, we saw reductions in calls for service, arrests and emergency room usage. The savings to the community for those reductions is substantial. We expect continued savings as we work through the Mobile Health Clinic to provide on-site services and help people access HIP Plus. Please see page 1 of Narrative.

Outcome Indicators:

This year, we will track the following:

1. Calls for service for top 50 individuals who indicate no permanent address.
2. Arrests for top 50 individuals who indicate no permanent addresss.
3. Use of the Emergency Room for top 50 individuals who indicate not permanent address.
4. Number of individuals signed up for HIP Plus.

(over)

And, from the various components:

1. Number of individuals entered into HMIS.
2. Number of individuals who utilized the personal economic development component and jobs secured.
3. Number of individuals who utilized JH funded medical assistance (intermediary assistance while applying for HIP Plus).

Cost

Amount Requested (in order of priority)

1. Street Social Worker (full time)	\$34,575.00
2. Power accounts	\$2,400.00
3. Mobile Health Clinic Equipment	\$6,755.00
4. Personal economic development assistance	\$13,250.00
5. Medical Bridge Funding	\$5,020.00
6. Mental Health Outreach Coordinator	\$38,000.00
TOTAL REQUESTED	\$100,000.00
Resources Officers	\$505,323.00
Technology	\$720.00
Mobile Health Clinic (@ Centerstone’s federal negotiated administrative rate)	\$14,700.00
Administrative (BPD & HAND) and BPD Outreach Committee	In-Kind
Medical Bridge Funding	In-Kind
Personal Economic Development	\$3,700.00
Mental Health Outreach Coordinator (full time)	\$10,600.00
Total Project Cost (in-kind ~ \$10,600)	\$645,643.00

Past SSF Funding

Year	Status	Title	Amount
2000	Denied	Equipment to find those caught in fires	\$11,995.00
2014	Granted	To pay for: the salary and benefits for a Street Social Worker; a laptop; services for homeless clients: instruction, equipment, transportation, and medical assistance	\$53,303.00

Staff Comments

<p><u>One-Time Funding – Exception as Collaborative Initiative or Pilot Project</u> – Without addressing the community-wide benefits of this program (which are slowly bearing fruit and have great potential), the application has not been written in a manner that fits well with program criteria. While the project is collaborative in nature and would qualify for a second-year of program funding as a Collaborative Project, the application has not sought funding under that provision of the program guidelines. Rather, it has sought funding as a Pilot Project, which has not, in staff’s memory, ever been extended for the second year of a start-up program. If inclined to fund this exceptional and ground-breaking program, rather than bend the rules here, the Committee may want to request that the applicant meet the requirements of a Collaborative Project or fund the request at the same time as the other grants, but do so explicitly outside of the criteria.</p> <p><u>Reimbursement Plan and History</u> – The application asks for \$100,000 for the second year of this program (which is the highest request ever received under this two-decade-old program). However, last year the applicant was granted its entire request of \$53,303, but had spent less than half (~47%) of the grant when it received an extension in February until June of this year. If the Committee wishes to provide funds for this program, it should explore and obtain a realistic reimbursement schedule.</p> <p>Note that a call to Ms. Abbott confirmed that grant funds would not be used in their entirety in the event the program is included in the 2016 Civil City Budget.</p> <p><u>City Residency</u> - the application notes that, since the clients served by this program are homeless, the program does not qualify them based upon last residency. Under Needs, the application assumes that, while the homeless clientele have no residence, most “are utilizing Bloomington’s safety net services.”</p> <p><u>Explanation of Abbreviations</u> HMIS means Homeless Management Information System HIP means Healthy Indiana Program</p>

Full-Time	Part-Time	Volunteers
0	0	188

Mission: Through community-based events and services, Bloomington PRIDE celebrates queer arts, creates safe and inclusive spaces, and challenges stereotypes to enrich LGBTQA community and culture. We achieve our mission through our three programs and events: Prism Youth Community, the PRIDE Film Festival, and Summerfest. Prism Youth Community is our youth group for teens ages 12-20 who identify as lesbian, gay, bisexual, transgender, queer, or are straight allies. We conduct weekly meetings, host monthly special events, and lead quarterly community-wide panel discussions on behalf of and in support of queer and allied adolescents.

Project Synopsis: Bloomington PRIDE is requesting a total of \$12,080 to support the professional services fees of the Project Manager and Technology Manager, and to purchase essential equipment to pilot our LGBTQ Youth Cultural Competency Training Project. The equipment that the requested funds will purchase are an LCD projector, projector screen, books and other hard copy training materials, a laptop, and a laser printer. Prism Youth Community became a Bloomington PRIDE program in 2014, and until Prism’s formation, queer youth had very limited local resources and safe places to affirm their identities. The program has grown by nearly 40% every quarter creating greater demand for more resources. Prism offers teens a way to help others and themselves by empowering them to feel comfortable and confident with who they are through an affirming, safe, and supportive environment for all youth. Despite these efforts, local LGBTQ youth frequently report incidents of bullying, harassment, and a lack of safe environments outside of PRIDE events. At our last community-wide panel discussion in January, community members identified a need for cultural competency trainings specifically tailored for the Bloomington community that directly involve queer youth in their planning and implementation. Some of the topics to be included in the trainings will cover gender identity, gender expression, sexual orientation, and coming out. These trainings will be scaled to educate individuals as well as large groups in person. Providing well-researched resources online for youth, parents, professionals, and service providers will make these tools easily accessible for all demographics.

Criteria:

Need – Our LGBTQ Youth Cultural Competency Training Project will have a direct positive impact on local youth. The 2012 SCAN identified five critical elements of healthy youth development, and our project will address physical health and safety, emotional fulfillment, and academic achievement to improve the lives of this vulnerable population. Survey data conducted by the Gay, Lesbian, and Straight Education Network (GLSEN, 2013 State Snapshot) recommended that Indiana leaders support Gay-Straight Alliances (GSAs) to improve on their 2013 findings. Schools with GSAs have higher academic achievement. To give students and school staff support, Prism will arrange trainings and guide them through the GSA process. GLSEN also reported that 81% of LGBTQ students experienced verbal harassment because of their sexual orientation and 40% were physically harassed. Only two schools in Bloomington have GSAs, and many service providers are unsure of things like which pronouns to use for transgender youth or how to react when a teen comes out. We’ve conducted trainings with MCCSC staff and other local youth-serving agencies, and also stood on a panel covering sexuality at IU for future educators. By establishing stronger community support networks and increasing cultural competency, queer youth will become empowered citizens.

One-Time Investment – The requested Jack Hopkins pilot funding will support the research and creation of all initial training materials to support the establishment of a cultural competency training program with online resources. The initial costs of this project are extensive and current contractors will fulfill both managerial roles to ensure institutional memory and cost efficiency. After the start-up costs of kicking off this project incur, future costs will be minimal. We will conduct the needs assessment every five years; and funding generated from trainings, in addition to private donations, will cover the future costs of staff time and printing materials.

Fiscal Leveraging – Ticket sales generated from the annual PRIDE Film Festival, private individual donations from our annual appeal letter, and funding from the Unitarian Universalist Church of Bloomington's grant program will provide sufficient funds to cover over 25% of the project cost. We will host at least two public trainings at the Monroe County Public Library (no rental cost) and charge a minimal fee to for-profit businesses to receive training. Our youth leadership committees, two interns and at least two adult volunteers will commit their time in developing and implementing training resources.

Broad & Long-Lasting Effects – Long-term spillover benefits from this one-time investment will establish greater acceptance and understanding in Bloomington about gender identity, gender expression, and sexual orientation. Teens who identify as LGBTQ are eight times more likely to attempt suicide than their peers who do not identify on the LGBTQ spectrum. According to GLSEN's 2013 National School Climate Survey,

lower levels of victimization and discrimination lead to better outcomes for LGBT students including their higher GPAs, more likely to plan to go to college, and higher self esteem. Better education leads to the improved quality of life for the LGBTQ youth in our community. Supporting these youth allows them to return the favor and serve the community. About 20 Prism youth volunteered at the Winter Interfaith Shelter this winter. Community members donated desserts to the Winter Rainbow Ball in February and rather than taking home the leftover treats, the teens unanimously decided to donate them to the shelter. Prism youth have also participated in service projects with the Hoosier Hill Food Bank, Middle Way House, Pages to Prisoners, and the Bloomington AIDS Walk. Our LGBTQ Youth Cultural Competency Training Project will continue to make Bloomington an even better place to live and work and can serve as a model for similar cities.

Outcome Indicators:

The outcome indicators listed below are an expected result of Jack Hopkins funding.

- Number of Bloomington residents with access to the online resources: ~82,500
- Number of Bloomington youth who can potentially benefit from this project: ~13,300 (estimated from the 2010 Census data population aged 10-19 years)
- Number of Bloomington youth-serving agencies targeted to receive cultural-competency training: 18(includes Rhino's, WonderLab, United Way, Girls, Inc., Big Brothers Big Sisters, YMCA, area schools)
- Percentage of Prism youth involved in the development of this project: 60%
- Number of adult volunteers involved in the development of this project: 6

Cost

Amount Requested (<i>in order of priority</i>)	
1. Project Manager Fees	\$5,000.00
2. Technology Manager Fees	\$5,000.00
3. LCD project for presentations	\$500.00
4. Project screen for presentations	\$200.00
5. Books and hard copy supportive training materials to review and adapt into trainings	\$300.00
6. Laptop to run trainings	\$650.00
7. All-in-one color laser printer to print training materials. (PRIDE does not own a printer.)	\$430.00
TOTAL REQUESTED	\$12,080.00
<i>PRIDE Film Festival</i>	\$3,380.00
<i>Annual Appeal Letter (pending)</i>	\$300.00
<i>Unitarian Universalist Church of Bloomington 25% Plate Grant (pending)</i>	\$1,000.00
Total Project Cost	\$16,760.00

Past SSF Funding

Year	Status	Title	Amount
2004	Denied	Beacon / Lead Agency: Start-up & partial operating costs during first six months. Includes rent, telephone, part-time staff, insurance & internet access	\$10,030

Staff Comments

Crestmont Club Roof Replacement – \$25,000.00

City Residents Served: 350+ (of: 400+)

Employees:

Full-Time	Part-Time	Volunteers
12	42	700+

Mission: The Boys & Girls Clubs of Bloomington is a guidance organization whose mission is to empower all young people, especially those who need us most, to reach their full potential as productive, caring 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 to club sites, and free programming offerings such as cooking club, drama club, Indiana Kids Tutoring, and Fencing Club.

Project Synopsis: The Boys and Girls Clubs of Bloomington is requesting \$25,000.00 to replace the flat roof of a recently purchased building at 803 North Monroe Street, in the heart of the Crestmont Community. This 9000 square foot facility, which once housed an Indiana University community eye clinic, will become the home of the Boys and Girls Clubs of Bloomington’s Crestmont Club. Furthermore, this renovation will also allow the Boys and Girls Club to further realize a partnership with Catholic Charities. Currently, the Boys and Girls Club is renting a portion of the facility to Catholic Charities for the purpose of offering low or no-cost counseling to Crestmont families. Lastly, the administrative staff of the Boys and Girls Clubs of Bloomington will move to this location, cementing our commitment to, “those youth who need us most” and the community they call home.

This roof replacement project, originally scheduled for Phase II of the Boys and Girls Club Crestmont building project, which will include a gymnasium and additional club facility, will allow the Club to more efficiently/effectively replace and raise the deteriorating flat roof. By replacing and raising the flat roof at this time, solid HVAC duct work will be able to be more cost effectively installed at this time and allow office spaces to retain current ceiling heights. If the roof replacement were to wait for Phase II construction, lower ceilings would have been the result. Additionally, and perhaps most important, the need to replace this aged flat roof could not come at a better time.

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.” 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” Project delivery also addresses the “Antipoverty Strategy” (91.215 (h) through “goals, programs, and policies for reducing the number of poverty level families.” Lastly, this project addresses the “Community Development Needs Strategy” (91.215 (e), as it would meet a “priority non-housing community need” through youth services goals. In 2003, the SCAN reported that 10% of households with annual incomes below \$15,000 viewed finding affordable after-school programs to be a major challenge. In 2012, when SCAN was updated, that percentage increased dramatically to 33%. Households with incomes from \$15,001 to \$25,000 increased from 6% to 30%, and households earning \$25,001 to \$35,000 increased from 8% to 38%.

One-Time Investment – Jack Hopkins funds, if awarded for this vital Bloomington community project, will be a one-time investment for a collaborative 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 – Since the foundation of the Bloomington Housing Authority, there has not been a more important project to come to the Crestmont Community. The excitement and anticipation of this transformational community project has local leaders, children, families, and potential donors anxiously awaiting the launching of this building project. If the Jack Hopkins Social Services Grant Funding Committee were to support this roof replacement project, continued momentum, excitement, and funding will follow. Current key prospective donors are watching carefully as the progress unfolds. \$5000.00 already exists to serve as a “match” for this roofing project.

Broad & Long-Lasting Effects – It has been just 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 \$5.00 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:

The replacement of the aged flat roof of the future home of the Boys and Girls Clubs of Bloomington’s Crestmont Club, and current home of Catholic Charities, will secure the future of this facility by replacing an integral component of this building’s infrastructure. Project completion will allow Boys and Girls Club Administrative Staff to move to 803 S. Monroe, and create a clear physical delineation between BG Club and Catholic Charities space. Furthermore, by moving to the Crestmont Community, the BG Club’s Administrative and Development staff will be able to more effectively communicate the Club’s capital campaign goals.

Cost

Amount Requested *(in order of priority)*

1. Roof Replacement <i>(Project will not be able to proceed at this time without \$20,000)</i>	\$20,000.00
2. Roof Replacement (the rest of the remaining request)	\$5,000.00
TOTAL REQUESTED	\$25,000.00
<i>Private Donations</i>	\$4,760.00
<i>Total Project Cost</i>	\$29,760.00

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

Staff Comments

<p><u>Project Cost</u> – A call to the Director confirmed that the agency is requesting \$25,000 (with at least \$20,000 needed for the roof-replacement to go forward) and had commitments of \$4,760 for the remainder of the costs.</p>
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City Residents Served: 300 (of: 300)

Employees:

Full-Time	Part-Time	Volunteers
13	15	75

Mission: Recognizing mental health care as an essential service in a flourishing community, Catholic Charities Bloomington (CCB) strives to remove barriers to quality mental health counseling by providing these services on a sliding fee scale, by reaching out into the community to persons experiencing homelessness and other consequences of poverty, and by providing counseling support within school settings. We work to enhance the dignity and functioning for all persons in the community-at-large through education, social service delivery, and advocacy.

Project Synopsis: Catholic Charities Bloomington (CCB) is requesting **\$9,658.48** from the Jack Hopkins Social Services Funding Program for 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. The program will provide activities promoting life style changes that are known to nurture positive mental and physical health outcomes for our older citizens. CCB staff will engage seniors in a weekly group held at CCB, screen area seniors for potential mental health problems such as depression, and make appropriate referrals for those in need of mental health services. Our Seniors Community Group will meet weekly for 3 hours, which includes time for a meal and unstructured social interaction. The structured part of the group, facilitated by CCB staff and Psychology & Counseling Interns, will focus on critical issues facing seniors today such as isolation, lack of physical activity, and struggles with chronic disease. CCB will also attempt to locate elders who are homebound and conduct screenings of that population. In particular, CCB hopes to reach seniors from the Crestmont community where our offices are located. This pilot program will help CCB develop a more expansive, well-rounded range of services specifically designed for older adults in our community.

Criteria:

Need – According to the 2010 U.S. Census, Bloomington has over 6,000 senior residents (age 65+) making up 7.9% of the population. In the Area 10 Agency on Aging 2013 Community Assessment Survey of Older Adults, the most common mental health issues reported by seniors in our area are depression (48%) and feeling bored (44%). Other issues included feeling lonely or isolated (36%) and dealing with the loss of a close family member or friend (41%). In that same survey, 64% of older residents said the availability of quality mental health care is only fair (38%) or poor (26%). Additionally, the 2010 Service Community Assessment of Needs reports that 80% of households with an income less than \$15,001 count stress, anxiety, or depression as a major or minor problem in their lives. For households with an income between \$15,001-\$25,000, stress, anxiety, and depression are a major or minor problem for 56% of those families/individuals.

One-Time Investment – CCB already has in place well trained, mental health professionals with experience and training in psychological evaluation and group therapy, who will be utilizing to complete this pilot program. The funds requested would provide additional resources and staff to begin this program and track it’s successes and failures. Ultimately, CCB will use the information gathered during this pilot program to develop a well-rounded list of services for older adults in our area. Once the procedures and practices are in place, CCB mental health professionals will be able to continue the program.

Fiscal Leveraging – CCB has increased the number of health professionals who are Medicare providers to further serve the underserved, senior population. Our therapists will primarily be funded from Medicaid, Medicare, and other insurance reimbursements. CCB also receives private donations throughout the year, which help to defray the many costs not covered by insurance. CCB staff will work to secure some in-kind contributions for group activities, especially the lunches provided.

Broad & Long-Lasting Effects – The long-term benefits of this program will allow Catholic Charities to expand mental health services to older adults in general, and particularly those living in poverty. This should, over time, impact this segment of the Bloomington community by reaching older adults earlier in the onset of mental health problems before they worsen. Like any other illness, mental health problems can often be treated more effectively and at less cost with earlier intervention. If some of the elderly in the community can be attracted to the proposed programs, reducing their isolation and improving their physical activity, it would be reasonable to expect, some prevention of mental health problems. Hopefully the program would be the first of many opportunities for collaboration between Catholic Charities and the Boys and Girls Clubs of Bloomington in the Crestmont community. This initial project will help identify the older adult population that could interface in many ways with the children who will be at the Crestmont Boys and Girls Clubs in the future. The essential services offered by these two stable agencies can hopefully have an ongoing and increasing positive influence in Crestmont and throughout Bloomington.

Outcome Indicators:

- To measure the success of this project, we will be tracking four critical elements:
- (1) regular involvement of older adults in the weekly group held at CCB,
 - (2) the number of mental health screenings conducted by CCB staff,
 - (3) the number of referrals made for mental health services,
 - (4) and the percentage of participants from the Crestmont community.

We will also be conducting a survey of those attending the Senior Community Group, requesting feedback on the helpfulness of the project and recommendations moving forward.

Cost

Amount Requested (in order of priority)

1. Project Coordinator	\$6,483.48
2. Weekly Senior Community Group Screening and Activity Supplies	\$800.00
3. Theraplay materials	\$300.00
4. Commercial Range for Kitchen	\$1,500.00
5. Marketing Materials	\$300.00
6. Community Awareness Brochures	\$275.00
TOTAL REQUESTED	\$9,658.48
Medicaid, Medicare, and other insurance reimbursements for therapists time	\$1,590.40
Lunch for Senior Community Group attendees donated by private donors (pending)	\$2,000.00
Total Project Cost	\$13,248.88

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.)	13,176.3

Staff Comments

Operational Costs – One-Time Grant – Pilot Project – The agency is seeking operational costs as a Pilot Project, which is explained in the One-Time Investment and Narrative sections of the applicant materials.

Escuelita Para Todos - \$8,000.00
City Residents Served: 27 (of: 31)
Employees:

Full-Time	Part-Time	Volunteers
0	0	35

Mission: Escuelita Para Todos (School for Everyone) is a community organization that empowers Latino families and creates a new generation of children that are bilingual, biliterate, and bicultural.

Project Synopsis: We are requesting \$8,000 for tablets, educational consultants, field trips, books and materials to enhance our educational program. The educational goal for the students of Escuelita para Todos is to teach in Spanish, to complement the education the students are receiving in their local schools; to help create a new generation of children who are bilingual, bicultural, and biliterate. Second and third generation Latinos often do not have the opportunity to preserve or gain native language fluency, and seldom learn to read and write in Spanish. Escuelita para Todos is to help students be more successful adults and give them a leading edge in this increasingly globalized world.

In addition, Escuelita para Todos is to give parents the skills in English so they are able to meet their families' needs and support their children's learning.

Criteria:

Need – English as a New Language (ENL) literacy programs work towards helping learners develop literacy in English, but rarely work with developing literacy in the learners' first language. Research has provided many interesting reasons to consider first language literacy as an essential component of literacy programs.

Numerous studies demonstrate that English learners become more fluent in English when they learn to read in their primary language. Literature indicates that unilateral aspects of literacy facilitate the transfer of skills and knowledge from one language to another.

In contrast to the remedial bilingual education model, which aims to bring English learners up to speed in English so they can be mainstreamed, dual language proficiency is considered an enrichment skill that challenges students to become bilingual, and biliteracy skills enable them to function efficiently in different cultures.

Students who do not read or write in their native language have a difficult time learning English and they often drop out of school. Native language literacy instruction has shown to have a positive effect on retention rates in ENL programs, in addition to helping facilitate the process of second language acquisition.

One-Time Investment – Receipt of funding from the Jack Hopkins Funds will allow Escuelita Para Todos to purchase Samsung Tablets, offer in service training for our volunteer teachers and offer its families to participate in cultural events that would be out of the school's reach. These one-time purchases and training opportunities the Jack Hopkins would provide will address these needs for the long term. While field trips and materials are ongoing needs, visits to Latino Expo, the Mexican Embassy and the Children's Museum will be one-time expenditures.

Fiscal Leveraging – Escuelita para Todos is a staffed by volunteer teachers and collaborators who provide in-kind services on a weekly basis. In Kind donations from the services of students from the Speech and Hearing Department, Department of Spanish and Portuguese at Indiana University, BHNS Amigos Program are other resources, in addition to donations from families and other supporters of the Escuelita. It is difficult to determine the exact number of volunteers who will give their time during the funding period. It often changes as semesters at Indiana University and BHSN change. Currently, there are 35 regular volunteers

Escuelita expects to apply for an Archer Grant and is exploring other grant opportunities.

Broad & Long-Lasting Effects – Bilingual experts have discovered that the effectiveness of dual language education extends beyond academic outcomes. Entire communities benefit when multiple languages and cultural heritages are validated. Not only is achieving literacy in Spanish a necessary first step toward English acquisition, but learning to read and write in one's primary language is vital to success and one's self-confidence in the workplace. In addition, eradicating illiteracy among Latinos could add billions of dollars to our economy; and lower healthcare and social-service costs. Reading skills keep workers safe and literacy attainment boosts income by 10-20%. (OHS Insider, "Ties Between Worker Literacy and Workplace Safety", Aug. 3, 2010.)

In January 2015 Indiana Legislature unanimously passed a Bill approving the Seal of Biliteracy. The Seal of Biliteracy is an award given by a school, district, or county office of education in recognition of students who have studied and attained proficiency in two or more languages by high school graduation. The Seal of Biliteracy encourages students to pursue biliteracy, honors the skills our students attain, and can be evidence of skills that are attractive to future employers and college admissions offices.

Outcome Indicators: Individual student and family assessments are now administered on a regular basis and will continue.

Prior to developing an individualized instructional plan, a bilingual assessment is individually administered with the purpose of assessing both language proficiency and academic skills in both English and Spanish. During the assessment process, the family and student are interviewed to acquire additional information considered relevant for instructional purposes, such as cultural background and stages of acculturation, primary language development and how it relates to second language development, previous educational background and progress, and the family history. This information is vital and essential in meeting linguistic, cultural, and educational needs for the student and for facilitating the effective transfer of information from one language to another. Families and students are assessed as they enter the program, and regularly as classes to assess progress to assure that linguistic, cultural, and educational needs are being met.

The Assessment Tool used is: The Brigance Assessment of Basic Skills (Spanish Edition) and with informal language and academic assessments.

Cost

Amount Requested <i>(in order of priority)</i>	
1. Purchase of 20 Samsung Tablets	\$3,000.00
2. Hiring of an educational consultant for teacher training	\$1,000.00
3. Field Trip fees (van charter, lunch, and entry fees)	\$3,000.00
4. Books and materials	\$1,000.00
TOTAL REQUESTED	\$8,000.00
<i>Annual Contributions from Escuelita parents</i>	\$7,000.00?
<i>Total Project Cost</i>	\$15,000.00

Past SSF Funding

Year	Status	Title	Amount
2004	Denied	Bloomington Beacon: Start-up & partial operating costs during first six months. Includes rent, telephone, part-time staff, insurance & internet access	\$10,030

Staff Comments

Project Budget – An email to one of the grant writers confirmed that this agency requests \$8,000 from JHSSF for a project budget of \$15,000. In order to make the budget numbers add-up correctly, the amount of leveraged funds was lowered by staff from \$9,000 to \$7,000.

Operational Costs - One-Time Investment – Under the Elaboration of Criteria, this request is for operational costs. While probably fitting under the Pilot Project exception, the applicant has not addressed how this request fits that exception in its materials.

Construction Truck and Skid Loader - \$34,200.00
City Residents Served: 5 houses (families) (out of 5 houses [families])
Employees:

Full-Time	Part-Time	Volunteers
11	1	500

Mission: Our mission is to eliminate poverty housing by building simple, decent, and affordable homes in partnership with families in need. Habitat homeowners pay an interest-free mortgage and invest 250 hours of sweat equity, or volunteer time. Volunteer labor from Bloomington and Monroe County plus donations from individuals and organizations fund construction costs and homeowner mortgage payments help sponsor future houses.

Project Synopsis: We are requesting \$34,200.00 for the purchase of a Chevy Silverado truck and John Deere skid steer with a skid steer trailer to be used for construction of new homes. Our current ton truck is over 20 years old and we’ve been advised that it is no longer feasible to continue maintaining because it has a failing transmission, the engine is weak, and the bed and frame are rusting away. Habitat uses this truck to pull our tool trailers from site to site and to avoid delivery fees by picking up building material such as concrete block, long lumber, landscape material (mulch and shrubs), and fill dirt that are too heavy for our pick-up truck. The skid steer would be impactful because we are often building on sites with very limited space and we struggle to find staging space for material and maintain a safe orderly worksite. The skid steer would allow us to move building material such as lumber, plywood, gravel and dirt around as needed. It will also be helpful with landscaping. Our current strategic plan is to increase our house production to an average of 15 per year and we will need this capital investment to help successfully achieve this goal to serve more families.

Criteria:

Need – According to the 2012 SCAN report affordable housing remains a challenge for our community. Homeownership is a significant factor in achieving economic stability yet as of 2009 only 53.4% of Monroe County households were owner occupied which lags behind the state average of 70.4% and the national average of 65.9%. Even acknowledging that the data is a bit skewed by the student population, it is still a significant concern because Monroe County’s housing costs exceed that of other nearby counties as well as the state average. The number of people reporting that they are having trouble paying their rent or mortgage has increased drastically over the past decade with 56% of those surveyed stating they spend more than half their income on housing. This is alarming because HUD’s standard is that any more than 30% is considered a burden. Habitat for Humanity serves the population that cannot obtain a mortgage through a traditional bank loan. This helps provide an opportunity for housing and economic stability for those that most desperately need it.

One-Time Investment – This project is a one-time investment because it will be used to purchase durable capital assets. With proper maintenance we can get a decade or more of use from the truck, skid steer and trailer.

Fiscal Leveraging – This grant will allow us to divert funds to our program needs. Currently we are developing the B-Line neighborhood which will consist of 35 additional affordable homes. Developing this project has had over a \$100,000 in unanticipated expenses beyond the original estimate. Without this grant we will need to delay the purchases of the equipment we need. We currently have staff and volunteers trained to use the skid steer, so this will allow us to complete work that we currently hire a subcontractor to service.

Broad & Long-Lasting Effects – This grant will be used to purchase equipment we will be able to use for the next 10 years or more. Habitat for Humanity is committed to serving our community and steadily increasing house production in the near future. Our current truck has enabled us to capture significant savings over its life (it’s been with us for over 100 houses) by being able to transport our own materials that we purchase in addition to all the work it does pulling our equipment from job site to job site. Replacing this truck and purchasing a skid steer will help us sustain our operations for accomplishing our mission. This grant will allow us to direct our donors’ funds to building more houses and because our homeowners repay us through their mortgage payments we are able to continually recycle their donations by reinvesting in our mission.

Outcome Indicators:

Simple decent affordable housing in our community is a basic need that is high demand in our community. While building a house is the ultimate outcome everyone envisions that work cannot be accomplished without the ability to transport tool trailers around town to the next job site or to pick-up and deliver the material necessary to build the house. Once delivered to the worksite we need to be able to move material around to where it is needed. This equipment will assist us during the construction of 5-7 new homes from July through December 2015.

Cost

Amount Requested *(in order of priority)*

1. Chevy Silverado <i>(See Vendor document)</i>	\$14,900.00
2. John Deere Skid Steer <i>(See Vendor document – used - 2005)</i>	\$15,500.00
3. Skid Steer Trailer <i>(See Vendor document – discount)</i>	\$3,800.00
TOTAL REQUESTED	\$34,200.00
<i>Total Project Cost</i>	\$34,200.00

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 two heaters and insulation 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

Staff Comments

<p><u>City Residents Served</u> A call to the grant writer confirmed that all the houses are located in the City and all the families are currently residents of the City. He also noted that the agency may try to put as many a six houses under roof by December and finish the interiors over winter.</p>

Middle Way House Communication Project - \$25,000.00

City Residents Served: 1550 (of: 2400)

Employees:

Full-Time	Part-Time	Volunteers
18	42	300+

Mission: Middle Way House's Mission is to end violence, both structural and interpersonal, in the lives of women and children.

Middle Way House envisions a community where individuals live free from violence and the threat of violence; a community characterized by equality across the gender continuum.

Middle Way House empowers women by:

- Giving them a safe place in which to connect with other women,
- Making information, education and training accessible
- Providing opportunities to make informed decisions and participate in concerted action and generally,
- Enabling growth and experimentation

Project Synopsis: We request \$25,000 for a high-speed, fiber-optic, integrated internet/phone system and a server, to meet crucial funding requirements and enable more efficient response to emergency assistance and legal advocacy service requests. Assisting victims of domestic and teen dating violence, sexual assault, and stalking requires secure communication between three of our facilities and the Monroe County Court system. This project will enable call routing and recording, voice mail, paging, protective order submission, and coordinated electronic client tracking.

Our downtown Bloomington sites operate on disparate phone/data systems, which does not allow for call transfers or centralized data management. The crisis line and shelter systems are particularly vulnerable; we are struggling with a very slow DSL connection and a data server that does not have sufficient capacity to store or process the required data. The enterprise phone system, in all buildings, needs to be replaced: voice mail capability is non-existent, we are unable to transfer calls for assistance between our buildings, and we cannot direct dial our staff internally.

Our clients are fleeing domestic violence, sexual abuse - including child sexual/physical abuse - or stalking. Many of these clients are referred to us by law enforcement, hospitals and medical providers, or Child Protective Services. We need to respond to calls quickly and transfer them seamlessly to appropriate service providers. Perhaps most pressing is our need for rapid, secure access to downloadable client records in order to maintain the funding we receive as a provider of services to homeless individuals and families.

Criteria:

Need – Provision of appropriate services for those made homeless by domestic violence is a recognized community need, which Middle Way fills (Consolidated Plan, pages 51, 55). Crisis intervention; emergency shelter, transitional housing, and childcare; case management; access to legal services and/or human services, including substance abuse programs; and mastery of life and job skills are all important milestones on the road to stability, recovery, and economic self-sufficiency. Middle Way provides a coordinated, highly confidential, continuum of care with excellent outcomes: MWH is a national-model domestic violence program; our recidivism rate is approximately 13% which is 75% lower than the national average of 52%.

Page 24 of the SCAN states, "technology has increasingly become a necessity for nonprofit organizations." Our clients' files are often complex and the universe of services required for each individual is widely varied; case managers must have access, not only to client data, but external service providers. Today this data must be accessed, reported, and downloaded via the Internet. We recently purchased up-to-date computers and software from IU Surplus and other steeply discounted outlets, however, we require a robust Internet and telephony backbone in order to fully realize the benefits of this equipment.

One-Time Investment – This project will be a one-time investment. It includes purchase of telephony hardware, software, networking/cabling, a large capacity server, and installation services that will enable fast, secure communication and computing.

The increased, ongoing monthly operating costs for high-speed service are Not included in this request - Middle Way will absorb those costs.

MWH is coping with a \$6,000 reduction in CDBG Social Services funds for its Emergency Shelter and a difference of \$7,000 between its request and its grant from CDBG PI for additional security equipment. Funds which would have gone toward the proposed project have to be diverted to providing basic and emergency services in a secure location.

Fiscal Leveraging – 1. MWH intends to dedicate a total of 120 staff hours toward technical project management, at an additional cost to us of \$1,800. Up to \$4,000 in additional hardware/software/labor and the ongoing \$500 monthly cost of the high-speed solution will be borne by MWH.

2. Due to the highly specialized programming and networking skills required to implement this project, MWH must contract with capable technology providers and will not be able to rely on our volunteer corps. We have

chosen two local technology providers, Smithville and AME Group, as they offer the best solution for us, at the lowest cost. Smithville is providing MWH with a \$3,308.78 discount, upon award.

3. In order to comply with Federal electronic tracking/reporting requirements, MWH must implement this solution. Our inadequate technology backbone puts >\$200,000 in Federal funding at risk.

Broad & Long-Lasting Effects – Middle Way provides life-saving/life-changing services to a very vulnerable population. Failure to intervene appropriately places victims at risk in the here and now, but threatens the whole community over time as domestic violence is the most generative of social ills. We assist >200 Bloomington residents each year with shelter, transitional and permanent housing, but close to 80% of our clients do not live in MWH facilities. We provide phone-based advocacy and referrals to more than 1,000 Bloomington residents each year, and legal advocacy to approximately 600 Bloomington residents annually.

Our residential facilities and service provision are extremely dependent on HUD funds. Our ability to access these funds is threatened by the lack of technological resources sufficient to capture, process and transmit data required by HUD.

Outcome Indicators:

Implementation of the phone/data systems will reduce lag-time between precipitating events and provision of services, including legal interventions such as protective orders, by 25%, and reduce client "drop-offs" by 50%.

Data throughput will be dramatically increased, both by the installation of an appropriately sized server and fiber-optic Internet access. Recently, it took us close to two hours to download one 100 mb file; with fiber-optic connectivity, we can download 35 similarly sized files within the same time span.

More than 1,000 local callers will receive enhanced service and voice mail will immediately increase confidentiality of communication. With this update, we will continue to bring in excess of \$200,000 in federal funds into our community annually.

Cost

Amount Requested *(in order of priority)*

Communications Project – <i>Petitioner indicates that they will not be able to pursue this project without the full \$25,000 JHSSF grant</i>	
Smithville - Telephone System and Network Installation (\$11,000); AME Group – Server and Professional Services – without any propriety software (\$9,500 - \$15,000);	
TOTAL REQUESTED	\$25,000
<i>MWH Match</i>	\$1,800
<i>Estimated Cash Match – up to</i>	\$4,000
<i>Donated/Discounted value – Smithville (\$3,308.78)</i>	
Total Project Cost	\$31,800.00

Past SSF Funding

Year	Status	Title	Amount
1993	Denied	Transitional housing project and day care center	\$34,000.00
1994	Granted	Women’s and children’s transitional facility	\$35,000.00
1996	Granted	Child care facility	\$17,350.00
1999	Denied	Interim Salary for Coordinator	\$20,000.00
2000-June	Granted	Construct addition onto shelter	\$10,000.00
2000-June	Granted	Buy and install security devices for 2 facilities	\$2,426.00
2000-June	Denied	Travel and Conference	\$2,545.00
2000-Oct.	Granted	Buy and Industrial Grade document scanner for Confidential Document Destruction Program	\$3,211.00
2001	Granted	Support pilot childcare nutrition program/enterprise by paying salaries of cook	\$23,885.00
2003	Granted	Purchase thermal carriers; pots, pans, and food trays; and, dishwasher proof dishes and flatware in order to extend program to Area 10	\$4,100.00
2004	Granted	Pay a portion of salary and benefits for a Housing Specialist to develop a cooperative housing program & facility for low-income women	\$7,500.00
2005	Granted	Steel ramp, tow bar loops, lifts for Confidential Document Destruction	\$10,000.00
2006	Granted	Personnel expenses for the Martha’s House homeless shelter	\$8,000.00
2007	Granted	Salaries, taxes and benefits for House Manager and weekend staff for the Emergency Shelter	\$6,500.00
2008	Denied	Alt. Power & Energy for New Wings Community Partnership	\$55,000.00
2009	Granted	Purchase beds and mattresses for the Emergency Shelter	\$10,500.00
2010	Granted	Purchase Food Works Kitchen equipment, including: an ice machine, a coffee maker, a pH meter, a mixer, an electric pasta machine and two pasta machine cutters, an electric stone mill and a dehydrator for the	\$4,225.00

		facility located at 318 S. Washington Street.	
2011	Granted	Equipment and lighting to make facilities on S. Washington more sustainable	\$12,000.00
2012	Granted	New Wings Emergency DV Shelter	\$24,000.00
2013	Granted	Pay for salaries of 2 Crisis Intervention & Prevention Service Coordinators, plus taxes & benefits	\$11,715.00
2014	Denied	New Wings Community Partnership	\$25,000.00

Staff Comments

<p><u>Project Cost</u> – Note that the applicant is requesting full funding and has indicated that it will not be able to complete this project with partial funding. Also, please note that the estimates for the Smithville and AME components of this fiber/telephony/computer project are maximum amounts with a \$5,500 difference between the high and low estimates.</p>

Mission: Monroe County United Ministries is a nurturing organization serving working families and those in distress by assisting with emergency needs and subsidized childcare. We provide quality education and a safe place for children, basic needs assistance for the poor and community service opportunities.

Project Synopsis: Monroe County United Ministries (MCUM) requests \$27,475 for capital improvements to two playgrounds on its property in the Crestmont neighborhood. Specifically, funds will purchase and install two new play structures and support the demolition of the old equipment. 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 project will serve more than 130 children from the low-income Bloomington families MCUM serves each year. Additionally, MCUM is partnering with the Boys and Girls Club to allow their children and staff to use the community playground for outdoor programming during summer camp and afterschool. When the new playgrounds are not in use by MCUM or its community partner, they will be open to the public. This will have the greatest impact on the 773 children who reside in the neighborhood according to the 2013 US Census Data numbers. Currently this neighborhood is served by only the Crestmont Playground.

Criteria:

Need –

- 1) The SCAN mentions MCUM (51) as an important service for low-income families, stating the number of Bloomington children age 0 to 4 has increased dramatically, generating a need for quality, affordable services. MCUM’s playground will primarily serve this age group.
- 2) The Consolidated Plan lists the provision of childcare services as high priority for its impact on poverty alleviation, noting “the single most direct indicator [of homelessness] appears to be level of education” (61). MCUM’s play-based program reduces a barrier to for parents, allowing them to further their educations and maintain employment.
- 3) “Children enrolled in quality programs are more likely to complete higher levels of education.” (SCAN 58) School success is linked to physical, intellectual, social and emotional development in a child’s early years. MCUM’s playgrounds will help children develop the cognitive function, linguistic abilities, social capabilities, and motor skills necessary to succeed in school.
- 4) The Community Health Needs Assessment ranks obesity as third in community health needs, “attributed primarily to the lack of nutritional education, physical activity in schools, and access to fresh fruits and vegetables” (33). MCUM’s preschoolers receive two meals, a snack, and physical activity daily; new playgrounds will provide space for this activity.

One-Time Investment – The capital improvements MCUM will make using Jack Hopkins funding include purchasing and installing new equipment scientifically and academically proven to stimulate brain development, core strength, and social function in children. Once the equipment is installed, the playgrounds will immediately impact the children who use them, specifically MCUM’s preschoolers who will be working toward social and cognitive development and school readiness. The MCUM community playground project will not require additional Jack Hopkins funding to support and is expected to last our community 15-20 years.

Fiscal Leveraging – The community playground project includes demolishing the old playgrounds and purchasing and installing the new ones in addition to new signage and landscaping to improve the appearance of the area. MCUM is actively leveraging funds from multiple sources to ensure the project will be completed. Please see our project budget for a breakdown of other sources of funding anticipated to help complete the playground renovations. In addition, our Board of Directors fully supports this project and will draw upon all resources available until it is completed.

Broad & Long-Lasting Effects – There is substantial research showing a clear link between unstructured play and brain development, motor-skills, and social capabilities, and “the most crucial time for a child’s development is in the earliest years” (Families First Commission). According to this research, an improved playground will:

☐ Provide critical space to play and move for 130 MCUM children and an estimated 773 children in the community. This will build citizenship and neighborliness by giving children with different backgrounds an opportunity to play together;

☐ Support the development of advanced fine motor skills, physical strength, and emotional intelligence, helping children focus during school and develop stable relationships, leading to higher education attainment, income, and emotional intelligence later in life; and,

☐ Supplement MCUM’s high-quality early childhood education program, preparing young children to “complete higher levels of education, have higher earnings, have better health, and [to be] less likely to be incarcerated” (SCAN 53). Programs like MCUM’s have an estimated \$7 return-on-investment for every dollar spent by reducing the strain on government, taxpayers, and the welfare system.

Outcome Indicators:

Outcome Indicator	Anticipated Number Served (Per Year)	Estimated Frequency (Times Used Per Child, Per Year)	Total Impact
Children in MCUM’s program with improved access to playground facilities	130	375 (2 times per day, MCUM open ~250 days/year)	48,750 Plays
Children in the Boys and Girls Club with new access to playground facilities	130	70 (2 times per week x 35 weeks of programming)	9,100 Plays
Children residing within the neighborhood with new access to playground facilities	773	52 (1 time per week x 52 weeks per year)	40,196

Cost

Amount Requested *(in order of priority)*

1. Go Play System 37 Inground Mount	\$12,250.00
2. Go Play System 17 Inground Mount	\$7,300.00
3. Installation of new play structures and move blue crawl tunnel (cost - \$12,250)	\$7,925.00
4. Demo existing t swing, 2 spring animals, geo dome, and old climbers	\$2,275.00
TOTAL REQUESTED	\$27,475.00
<i>Old National Bank (pending)</i>	\$35,000.00
<i>The Community Foundation of Bloomington & Monroe County (pending)</i>	\$10,000.00
<i>Private Donors/Fundraising</i>	\$4,437.00
Total Project Cost	\$76,912.00

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

Staff Comments

City Residents Served In an email, the grant writer confirmed that approximately 1,000 of 1,033 users of the playground will be residents of the city and that was reflected in heading of the first page.

Budget In that same email, the grant writer also confirmed the priorities for allocations (which meant partial funding for the third priority and no funding for the fourth priority) and these were reflected by staff in the Cost section of the summary.

Technology Upgrade - \$4,250.00
City Residents Served: 4,400 (of: 8,000)
Employees:

Full-Time	Part-Time	Volunteers
5	3	400

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 184,493 bags of healthy groceries to people in need.

Project Synopsis: Mother Hubbard's Cupboard (MHC) requests \$4,250 to purchase 4 laptop computers, 2 external CD drives, and software to increase organizational efficiency. MHC’s 8 staff use computer equipment dating back as far as 2006. Our newest equipment, 3 laptops from 2010, is also the most utilized. This constant use has aged the equipment at a faster rate and it now struggles to perform everyday functions. For easy access and file security, MHC stores the majority of our files in a “cloud” based storage facility. As the cloud-based system has advanced over the past ten years, our out of date computers have made it challenging to use this technology at its most effective ability. Our financial management system and donor database are also cloud based, and have advanced beyond the capabilities of our outdated equipment. We estimate we lose a total of 2 hours per week per most used computer waiting for programs and documents to open, save, and edit (approximately 8 hours/week, a total of \$416/month at \$13/hour). Estimates for upgrading/improving the current equipment fall in the range of \$400-\$500, roughly half the price of new equipment, which come with warranty, last longer, and provide more efficient operations than refurbished equipment.

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) 2010-2014 Consolidated Plan. Specifically, MHC aligns with strategy 5, General Public Services, which states HAND’s priority to “provide funding to nonprofit organizations that serve low-income individuals and families with their basic emergency needs: food, shelter, and health care” (p.19). MHC believes its programming also fulfills the goals of strategy 48, which states, “it is an essential part of the development of new programs and facilities to address poverty issues” (p.56). 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). Since 2013, our services have increased 42% and we project an additional 10% in growth during 2015. Efficient technology will enable MHC to continue providing innovative programming and meet the needs of Monroe County residents.

One-Time Investment – The purchase of new equipment will increase operational efficiency for many years to come. Most of our equipment is ten years old, and we anticipate the same durability of new equipment. We currently operate on Apple equipment, using Mac laptops and desktops. This equipment is not only durable, but has proven to be some of the most effective and efficient office-based operating systems. New computers will help us continue to expand our reach for years to come. Our 2010 computers will not be wasted and will be used to replace the most outdated computers from 2006-2008.

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 receives discounted technology support from Tech Soup and we often use volunteers to help maintain the systems and set up program software needs, such as the Tool Share patron-accessible web page and the patron surveys. Not only will the requested equipment enhance MHC’s award winning programming, it will allow for quick, easy, and frequent communication with the donors and volunteers that contribute to MHC.

Broad & Long-Lasting Effects – MHC’s programming would significantly benefit from a technology upgrade. 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 24,000 food insecure people live in Monroe County. Monroe County’s food insecurity rate was 17.9% in 2014, 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 and we are often asked to participate in Webinars and present at national conferences. Updated technology would allow MHC to continue to be an innovative leader in food justice and anti-hunger work.

Outcome Indicators: New technology will save MHC time and money by increasing program efficiency. With new equipment, we assume the time lost waiting for slow computers will be eliminated. MHC projects a 10% increase in services in 2015. Time saved with new technology will allow MHC to focus our limited resources and staff time on meeting the increased need of the community.

Cost

Amount Requested (in order of priority)

1. 13” Macbook Air (4 @ \$999/ea)	\$3,996
2. External CD Drive (2 @ \$79/ea)	\$158
3. Microsoft Office Suite Downloads (4@ \$24/ea)	\$96
TOTAL REQUESTED	\$4,250.00
Total Project Cost	\$4,250.00

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

Staff Comments

- The Elaboration of Criteria directs that:

Generally the costs associated with the purchase, installation, and maintenance of personal computers and related equipment will be considered an operational cost and, when eligible, be given low priority. However, the costs associated with system-wide improvements for information and communication technologies, or for specialized equipment may be considered a one-time investment.

MHC advises that it “plans extensively for the future, both programmatically and financially. When the time comes to replace the requested technology, MHC will anticipate the year that this will need to happen, and ensure these purchases happen by seeking out funding from other sources, or allocating funds.”
- In the event of partial funding, note that MHC would eliminate reduce its request by 1 laptop, 1 external drive and one software download for a total of \$3,148.

Rising to Meet the Needs of our Clients - \$16,258.48
City Residents Served: 177 (of: 192) Voucher Clients; 322 (of: 350) Non-Voucher Patrons
Employees:

Full-Time	Part-Time	Volunteers
2	2	192

Mission: My Sister's Closet is a non-profit organization established to provide free work force attire and Success Institute training to low-income and at-risk women pursuing employment.

We work in partnership with more than 40 social services agencies in the Bloomington area to provide women the clothing, grooming, and communication skills needed to help them present themselves professionally, interview successfully, and then fit into the corporate cultures of their new positions.

Project Synopsis: My Sister’s Closet is requesting 1-time budget assistance to pay the 1st year’s salary of \$10,000 to our executive director to stabilize our organization during its growth spurt at our new location; \$5,000 in funding assistance to establish mentors and life skills counselors on site for our Success Institute programming, and \$1,259.48 – Software and Computer hardware requests to stabilize our organization’s ability to communicate and serve our clients.

Criteria:

Need – My Sister’s Closet addresses the needs of low income and at risk persons seeking self-sufficiency by obtaining employment. We serve those populations who are unemployed and underemployed, while addressing individual issues that are preventing people from moving forward in their lives that are related to obtaining and keeping a job and maintaining a quality level of life. Our clients face issues such as job loss, reduction in hours, and increased expenses due to changed life circumstances, and generally do not having a set of skills or education to move them forward.

The idea is by teaching these skills, a person will be more equipped obtain a job and put an end to some of the previous bad choices that kept them in a state of poverty or as a person living At-risk. The overall goal of our organization is to empower individuals to help solve common community problems while transitioning themselves out of poverty.

One-Time Investment – One time funding needed until our store sales are established in the first year to where we can cover the salary and Success Institute expenses ourselves.

Fiscal Leveraging – Fundraising and store sales.

Broad & Long-Lasting Effects - The lack of appropriate interview clothing, training and education are significant barriers to struggling women needing to find employment. My Sister’s Closet addresses this economic and educational needs by providing free services in two categories: 1) Free interview/workforce clothing & image counseling; and 2) Interview & Life Skills workshops through our Success Institute. The combination of these services allows a woman to present herself credibly and professionally during an interview, significantly increasing her chances of getting hired and maintaining a position; the counseling and education taught by the Success Institute is designed to address various obstacles communicated to us by clients that are preventing them from moving forward out of poverty and towards self-sufficiency.

Outcome Indicators:

Total Number of Clients Served by this project in 2015:
200+

Total Number of City Residents Served by this project in 2015:
192 – Clients
350 – Residents, Non-clients who come in learn Success Institute skills.
‘Based on recent statistics from our Square reports - approximately 3600 residents using the Bargain Boutique as a reduced cost clothing resource.’

Cost

Amount Requested (in order of priority)

1. Assistance for 1 st year’s salary of Executive Director	\$10,000.00
2. Software and Computer hardware [\$239.98 total for 2 upgrades to Windows 8.1; \$479.52 total– (2 years each x 2 computers) – Online MS Office 365 -\$9.99/month/computer; \$500.00 total– (2) Used HP LaserJet Printers at IU Warehouse; \$38.98 total - Cost of cable to network computers]	\$1,259.48
3. Success Institute Programming assistance	\$5,000.00
TOTAL REQUESTED	\$16,258.48
<i>Fundraising – Night of Extraordinary Women (pending)</i>	\$6,500.00
<i>Fundraising – Dancing with the Celebrities (pending)</i>	\$5,000.00
<i>Excess Sale of Donated Clothing (pending)</i>	\$7,000.00
<i>What Women Auto Know event (pending)</i>	\$3,242.00
Total Project Cost	\$38,000.00

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

Staff Comments

<ul style="list-style-type: none">Applicant clarifies that it is not seeking re-imbursement for costs incurred prior to Council allocation in June. Instead, agency will be able to draw down funds within the June-December 2015 window.Applicant clarified the metrics it will use to measure the success of the project by:<ul style="list-style-type: none">An increase in the numbers of requests to attend a workshop.The number of brochures and advertisements that are refilled and handed out by staff.An increase in the number of SI mentor hours scheduled.An increase in the number of SI volunteers to MSC.An increase in the number of mentors assigned to clients.MSC has moved to a new location and has expanded its work. To date, the organization has operated with a volunteer Executive Director. The narrative indicates that the organization has grown to such a point to make management of the organization by a volunteer Executive Director problematic. For that reason, a component of the organization’s request for JHSSF is operational funds to partially fund the salary of an Executive Director in 2015. The Director will work 35 hrs/wk. The starting salary is anticipated to be \$25,000, no benefits.Applicant further explained under separate cover that the \$5,000 requested from the Committee is part of the agency’s plan to expand the Success Institute. The total cost projection for expansion is as follows: The Success Institute Expansion budget is broken into the following:<ul style="list-style-type: none">\$8,000 – Stipend Salary for someone to recruit, train, and schedule mentors and workshops.\$1250 – Programming materials for workshops and individual clients.\$750 – Marketing materials to advertise to recruit mentors and times they are available to clients.The Elaboration of Criteria directs that:<p><i>Generally the costs associated with the purchase, installation, and maintenance of personal computers and related equipment will be considered an operational cost and, when eligible, be given low priority. However, the costs associated with system-wide improvements for information and communication technologies, or for specialized equipment may be considered a one-time investment.</i></p><p>As with the salary and programming expansion requests, agency advises that it plans to cover future technology costs through increased store sales and its new location. “The request is to reduce the burden of bringing in these funds while we are establishing our new location to shoppers and donors in 2015.” Agency writes that it anticipates sales at its new store to increase by 65%.</p>

Employees:

Full-Time	Part-Time	Volunteers
2	10	60

Mission: The mission of the New Hope Family Shelter (NHFS) 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 request \$25,000 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. Our shelter houses are crowded, and do not provide adequate space for children’s programs. Through enrichment activities, tutoring, and mentorship, we provide social, emotional, physical, and academic support to children experiencing homelessness and poverty. This new space will provide daycare for young children, afterschool enrichment activities for school-aged kids, parent education, and summer break programming.

Equivalent space would cost at least \$1400 a month, or \$16,800 a year. This property is more valuable given that it is adjacent to existing New Hope facilities. This upfront cost, plus the merely nominal rent of \$1 a year that we pay IU Health Bloomington Hospital, will give New Hope important space at an annual cost of utilities and maintenance. That is a key part of our business plan, allowing us to focus on services to families. Those services are the key to our success in moving 2/3rds of former resident families to self-sufficiency. The New Hope board, which includes a former VP at the hospital plus a current member of the IU Health Bloomington Hospital board, has from the first anticipated that the hospital would relocate. We have cultivated a close working relationship with hospital leadership. Elaine Guinn will serve on the mayor’s committee to advise about future use of the hospital’s current buildings and campus. We hope to remain in our current location for the long term.

Criteria:
Need – 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 New Hope Children’s Program will provide high-quality, full-day care and education for children from birth to five years, ensuring they enter Kindergarten confident, capable, and ready for success while simultaneously meeting parents’ needs for care. The report additionally indicates that 60% of low-income families said finding safe, engaging afterschool activities presented a problem, with 40% identifying it as a major problem as compared to only 5% of families who were not low-income. The report says children who do not have access to high-quality afterschool programming are more likely to engage in negative behaviors. By providing children with enrichment activities, we help them discover healthful interests and work to break the cycle of homelessness and poverty.

The 2010-2014 Consolidated Plan identifies families experiencing homelessness as a priority population. New Hope has worked to meet that need, sheltering 71 families while working with other agencies to address the underlying causes of homelessness. Because we understand that lack of access to affordable childcare is a major contributor to family homelessness and that access to afterschool enrichment activities leads to long-term positive outcomes for children, we see the Children’s Program as an integral part of serving homeless families.

One-Time Investment – We are requesting funds for the rehabilitation of the property in which the program will be housed. Once the building is appropriately renovated, the funding apparatus in place for New Hope for Families will be sufficient to maintain it. This is a one-time expense.

Fiscal Leveraging – New Hope has a dedicated team of volunteers called the Hope Builders who renovate and maintain our properties. We also make use of church groups and supporter work days. These dedicated volunteers have saved New Hope tens of thousands of dollars. Members of the group have also secured donations of materials and skilled labor from sources ranging from appliance and hardware stores to HVAC specialists and landscapers. We have funds from private donors for this project and anticipate a major gift to fully fund the creation of play spaces. Use of 311 for the Children’s Program is not conditional on this play space gift. We lease our properties from IU Health Bloomington Hospital for one dollar annually for each house.

Broad & Long-Lasting Effects – Early childhood programming:
1. Parents with reliable childcare can secure and sustain employment, afford and maintain housing, care for their families, and meaningfully contribute to our community.

2. High-quality early childhood education prepares children for academic success, and 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.¹
3. The stability of consistent care promotes attachment early on, which is essential to social, emotional, and intellectual development.²

School-aged children's programming:

1. The presence of adult mentors is linked to improved long-range outcomes ranging from school performance and college enrollment to job success and incarceration rates.³
2. At-risk children engaged in the arts are likely to have better academic performance, higher career goals, and more engagement in their communities.⁴
3. In addition to improved physical health, children who engage in adequate physical activity are less likely to exhibit behavioral problems at school.⁵

Outcome Indicators:

1. Number of children with access to high-quality care and early childhood education experiences.
2. Number of families with access to high-quality care and early childhood education experiences.
3. Number of children with access to stable, engaging afterschool programming.
4. Number of families with access to stable, engaging afterschool programming.
5. Improved social, emotional, intellectual, and physical development as measured by the ASQ-3 and ASQ-SE2.
6. Improved Kindergarten readiness as measured by the ASQ-3 and ASQ-SE2.
7. Improved school performance as reported by parents and children (self-reporting survey tool).
8. Improved social and emotional health as reported by parents and children (self-reporting survey tool).

¹ Hart, Betty and Todd R. Risley. "The Early Catastrophe." 2004. Available at http://www.gsa.gov/graphics/pbs/The_Early_Catastrophe_30_Million_Word_Gap_by_Age_3.pdf

² Theilheimer, R. (2006). *Molding to the children: Primary caregiving and continuity of care*. Zero to Three, 26, 3.

³ Jekielek, Susan M., et al. "Mentoring: A promising strategy for youth development." February 2002. Available at <http://www.doneldinkins.com/f/ChildsTrendsMentoringBrief2002.pdf>

⁴ Catterall, James A. "The Arts and Achievement in At-Risk Youth: Findings from four longitudinal studies." March 2012. Available at <http://arts.gov/sites/default/files/Arts-At-Risk-Youth.pdf>.

⁵ Strong, William B, et al. "Evidence-based physical activity for school-aged youth." June 2005. Available at [http://www.jpeds.com/article/S0022-3476\(05\)00100-9/abstract](http://www.jpeds.com/article/S0022-3476(05)00100-9/abstract)

Cost

Amount Requested (in order of priority)

1. Plumbing	\$11,410.00
2. Electrical	\$5,200.00
3. Windows, Doors, Entrance	\$6,104.43
4. HVAC	\$4,925.00
5. Interior Finishes	\$3,069.39
6. Fencing, Landscaping	\$2,500.00
7. Appliances	\$2,567.99
8. Foundation/Sidewalk Repair	\$61.40
TOTAL REQUESTED	\$25,000.00
<i>Funds dependent on final cost of other renovation</i>	~\$5,000.00 and 10,000.00
<i>Donations and saved furnishings</i>	~\$5,000.00
Total Project Cost	\$39,000.00

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

Staff Comments

<ul style="list-style-type: none">Renovations are expected to be complete by the end of 2015.In October 2014, the Planning’s Hearing Officer granted New Hope conditional use approval to allow a child daycare center at 311 W. 2nd within a Medical (MD) zoning district and a variance from the minimum lot area requirements for a daycare center.NH’s current lease agreement with IU Health Bloomington for \$1/year runs until 2018. NH writes, “In response to the Hospital’s recent announcement, New Hope writes that it assumes the Hospital’s relocation will take years to complete and “[o]ur board believes this time will be well spent serving an additional population in immediate need of these services. The cost of the improvements will be offset by the value of the nominal rent and thus well worth the investment. In the interim, we are encouraged in the New Hope endeavors by the goodwill of the hospital leadership toward New Hope, and the city’s stated strong support for protecting the interests of agencies currently using hospital property as well as the invitation to be represented on the board advising the future uses of the current hospital properties. The New Hope board has been cognizant of the need to plan for a potential future move. That will continue but in the meantime not suspend the mission of New Hope.”Last year, NH received pilot funding for the salary of the Children’s Programming Director and funding to purchase furniture for the Children’s Program. At the time, NH indicated they had the funding to renovate 311 W. 2nd and that the Children’s programming would be sited there. However, NH encountered additional renovation problems at another of its facilities and the funds anticipated to be devote to 311, were instead directed to other facilities. Since the inception of the program, the program has been operated out the front room of the NH office. NH advises that this is not an ideal arrangement (meetings in one room, fingerprinting in another). <p>From NH: “Additionally, since last year, we have expanded our intentions for 311, as we now plan to offer full-time childcare for families in that location year-round. The improvements necessary to ready the space for those services have increased the total cost of the project to an amount higher than we anticipated when we wrote last years proposal. We are very excited about this addition to our Children's Program plan, and we believe the value these services will offer our children and families will be well worth the additional investment in the space.”</p> <ul style="list-style-type: none">Note further that last year’s grant from the JHSSF Committee included funding for furniture. This year’s application for funding cites \$5,000 in collected furniture as leverage toward the proposal for renovation. Know that of the \$11,519.43 granted to NH last year, about \$780 was claimed for furniture for Children’s Program.Note that the itemized list enumerated above exceeds the \$25,000 requested. NH is requesting that that Committee commit the requested amount toward the broader renovation effort.

New Leaf – New Life Transition Support Center - \$8,000.00

City Residents Served: 400 (of: 800)

Employees:

Full-Time	Part-Time	Volunteers
	2	50

Mission: The New Leaf New Life 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 back into our community. Our primary in jail programs are a GED and job preparation program and an addiction recovery program. Our Transition Support Center is focused on helping persons released from the Monroe County Correctional Center overcome the obstacles that they face in becoming productive, law-abiding citizens.

Project Synopsis: We are requesting \$8,000 for a pilot project to provide an additional 20 hours/week of much needed casework capacity at our Transition Support Center.

Casework—counselling clients on the obstacles they must deal with to make a successful transition to a law-abiding lifestyle and then providing guidance and assistance in getting the services they need—is the most important contribution we can make to reducing recidivism in our community. At present our half-time Center Manager/Caseworker is overwhelmed with her management duties and has very little time to devote to casework, so adding this requested casework capacity will be a tremendous improvement in our effectiveness in reducing recidivism.

At our new Transition Support Center we provide our clients basic necessities such as clothing and hygiene products, and can point them to the places that they can eat and get temporary shelter. We also provide computer literacy training, job counseling, and help in preparing job applications and resumes, but we cannot directly help with addiction issues, mental health issues, educational needs, housing, etc. This help is available through other community organizations, but they are scattered throughout the community and have different requirements for obtaining their help. Our most effective service is casework provided by a trained professional who works closely with clients to help them get the help they need and to encourage them and assist them when they encounter obstacles. We are dependent upon this grant to provide the needed casework capacity.

Criteria:

Need – Most of our clients are poverty stricken and many are virtually destitute. One of the primary things that we do is to help them deal with the poverty they and their families are facing. Whether explicitly recognized in the priority documents or not, recidivism is a serious community problem. Rehabilitating offenders rather than depending on punishment alone is being widely recognized as the only cost-effective approach to dealing with crime in the community. That is what we are about.

One-Time Investment – This pilot project will fund the addition of a half-time caseworker for the rest of 2015. We will continue funding that position in the future. We raised \$15,000 by our first fund drive last Fall and we expect to greatly increase that this Fall. We have an angel who has agreed to match new gifts and additions to current gifts and are confident that we can produce the increase in support required to continue this position.

Fiscal Leveraging – Our budget for the Transition Support Center is \$22,000 in addition to the requested grant. We have three trainees funded by Experience Works that man the center when our half-time employee is absent, and around 10 volunteers help at the center. And the Perry Township Trustee is furnishing the space for the center at no cost to us. He also paid for renovating the space to suit our needs and a 2014 Jack Hopkins Grant furnished and equipped it.

Broad & Long-Lasting Effects – The benefits of reduced recidivism are broad and long-lasting. Each person who reoffends is a financial burden on the community. The costs of arresting, prosecuting, defending, judging, and incarcerating him or her have been estimated as high as \$30,000, and that does not include the costs to the community of the crimes he or she committed. The benefits of reducing recidivism are long-lasting. Enabling an offender to make it as a productive citizen benefits the community for the rest of his or her life.

Outcome Indicators:

It is really difficult to accurately measure the outcome of our activities. For example, when a client gets a job he seldom comes back to report the success. He simply disappears just as he does when he gives up looking. But we will try to track such things as birth certificates obtained, job applications submitted, job interviews scheduled, admissions to Amethyst House arranged, admissions to Ivy Tech, housing leads generated, etc.

We will also track the number of clients provided casework support and the hours spent with casework.

Cost

Amount Requested (in order of priority)

1. Caseworker wages	\$8,000.00
TOTAL REQUESTED	\$8,000.00
Supporter donations	\$15,000.00
Jail Contract and County Council Grant	\$7,000.00
Total Project Cost	\$30,000.00

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	Purchase a washer, dryer, computers, carrels, a copier, folding chairs, folding tables, and a caddy for the New Transition Support Center	\$4,085.71

Staff Comments

- At 20 hours/week, the extra social worker will work 4 hours/day. Applicant advises that ideally, these hours would occur M-F. However, “casework can be very lumpy and the caseworker may need to work with a client outside of her/his normal working hours or more than 4 hours a day.”
- Relatedly, when asked if the existing plus the proposed caseworker would yield casework 8hrs/day, 5 days/week, the applicant responds that, “[t]he intention of applicant is that casework will be available to a new client “whenever the office is open. However, that may mean an initial screen that will be followed up if needed with scheduled appointments.”
- Note that New Leaf-New Life’s *current* manager/caseworker is the same position (Transition Center Manger) funded by the Hopkins Committee in 2012. The applicant points out that the 2012 Hopkins grant “enabled us to get started with our transition program that has blossomed far beyond our initial efforts.”

Hauling Vehicle for Equine Assisted Learning (EAL) Program - \$21,855.00

City Residents Served: 281 (of: 360)

Employees:

Full-Time	Part-Time	Volunteers
5	4	150+/week

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

Since its inception in 2000, PALS has provided over 17,600 therapeutic horseback riding lessons, various educational programs, and camp opportunities designed to improve the lives of hundreds of individuals with disabilities, impairments, and chronic illness, as well as disadvantaged youth, ages three and up, in the Bloomington community. As the only organization in south central Indiana to have received a Premiere Accreditation distinction from the Professional Association of Therapeutic Horsemanship International (PATH Intl.), PALS has been instrumental in providing the highest quality therapeutic equine programs for clients with a variety of needs.

Project Synopsis: PALS is requesting funding for a hauling vehicle for an Equine Assisted Learning (EAL) Pilot Program. The program is an off-site after-school educational program designed to provide school-aged children with unique experiential educational opportunities that facilitate learning and appropriate social interactions. The goal of the program is to help expose children who live in more condensed city regions to farm animals while creating an environment which is conducive to the development a variety of primary and secondary skills.

Since purchasing its own facility in 2013, PALS has focused its efforts on implementing a five-year program expansion plan. The plan details several areas of service expansion which will ultimately allow PALS to increase the number of clients served by 33%. Additional programs proposed in the plan are focused on meeting the needs of children, at-risk youth and other vulnerable populations. According to its current design, a successful EAL program will greatly assist the organization in accomplishing objectives outlined in the expansion plan by reaching over 700 school-aged children in one year, individuals who are not currently within the organization's reach. PALS is asking the Committee to help significantly expand this limited reach by funding the purchase of a 2010 Ford F250 truck which will allow the organization to reliably schedule regular, off-site weekly programming in Bloomington schools to children in need of supplemental educational experiences.

Criteria:

Need – The most recent SCAN highlights the necessity for afterschool programming. PALS plans to partner with many afterschool service providers in Bloomington by offering unique supplemental educational opportunities for students. PALS EAL program will be the first equine therapy program available for afterschool service providers in the Bloomington community. The program’s unique curriculum includes lessons using equine-themed content to encourage student participation, while incorporating educational standards and curriculum from subjects such as math, reading, and science. Sessions can be tailored to meet classroom and student specific goals reinforcing educational themes after class has dismissed.

The activities create an environment which is conducive to developing important secondary skills. PALS EAL program gives students the opportunity to practice life skills ranging from team building and problem solving, to effective communication. The program provides an opportunity for students to learn more about themes like empathy and acceptance, while being encouraged to work alongside their peers. With specially trained staff and volunteers, the program will also offer additional opportunities for those students with disabilities in the community to fully participate alongside their peers.

One-Time Investment – The purchase of a reliable hauling vehicle will create dividends for years to come. The addition of this highly important piece of equipment will allow PALS to reach out into the Bloomington community in ways which are currently not feasible. Bringing our equine partners to schools, hospitals, senior centers and other facilities with vulnerable populations creates opportunities for healing, engagement and even improvements in literacy. This one-time investment will give the organization the ability to be flexible beyond the charity of its staff members, thus allowing for a solid foundation for building long-standing partnerships. The supplemental funding beyond this large start-up expense is outlined in the accompanying budget, highlighting specific areas of anticipated income.

Fiscal Leveraging – Funding from the Jack Hopkins Social Services Committee would provide crucial start-up equipment for the program. A combination of program service fees, volunteer support (1-2 per engagement opportunity), other foundation support, in-kind donations and individual contributions will all supplement the start-up and ongoing expenses of the program.

Broad & Long-Lasting Effects – Bringing PALS programs to those who cannot come to the facility for special engagements has become a priority in the organization's long-term program development plan. In the first six months of the EAL pilot program, PALS expects to reach a total of 360 students (an average of 15 students/week for 24 weeks) of all ages and demographics living within the community. Several organizations and educational institutions have already expressed interest in hosting PALS' EAL program including: Binford Elementary, St. Charles Catholic School, St. Mark's Nursery School, and the Boys & Girls Club (Camp Rock). PALS staff have already started planning future engagements in the Monroe County Community School Corporation (MCCSC) with the assistance of the school system's School Age Care Program Manager, Laura Webster. Given the demonstrated community interest, PALS expects the program to continue for years to come.

Outcome Indicators:

In the six-month pilot period, PALS will measure the success of the program by tracking the number of school-aged children reached by the program, the number of partnerships formed and will conduct surveys to measure overall satisfaction levels of participants/partner program facilitators. These short-term indicators-- number of individuals reached, number of demonstrated partnerships, and overall satisfaction figures-- will measure the successes of the pilot program and provide meaningful information for future program design. As the EAL program develops, long-term outcomes such as increases in reading levels and improvements in social skills, will be measured by pre-test, post-test instruments. These types of quantitative outcomes are beyond the scope of the grant agreement, but will be developed during this crucial time of program implementation.

Cost

Amount Requested (*in order of priority*)

1. Full Funding for Hauling Vehicle	\$21,855.00
2. (Partial Funding for Hauling Vehicle – in the event full funding is not available)	(\$18,000.00)
3. (Partial Funding for Hauling Vehicle -- in the event full funding is not available)	(\$15,000.00)
TOTAL REQUESTED	\$21,855.00
<i>In Kind Donations – miniature horse</i>	\$1,500
<i>Other Foundation Support (pending)</i>	395
<i>Individual Contributions</i>	\$1,560
<i>Program Service Fees</i>	
Total Project Cost	\$25,310.00

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

Staff Comments

- Note that PALS provides that in the event full funding is not available, its second priority is \$18,000 for the truck. In the event \$18,000 is not available, its third priority is \$15,000. PALS has provided separate budgets for each of these funding scenarios. See primary application materials for details.

Subsidized Long-Acting Reversible Contraceptives through Women’s Health Fund at Bloomington Health Center - \$5,000.00

City Residents Served: 50-75 (of: 500)

Employees:

Full-Time	Part-Time	Volunteers
132	47	80

Mission: Planned Parenthood of Indiana and Kentucky’s 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 diseases 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 \$5,000, 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.

Aligned with our mission and commitment to ensuring access to affordable health care, our WHF was established to provide subsidized and/or free health care services and supplies to our patients—those who may be uninsured/underinsured or otherwise unable to pay due to financial hardships. It is notable that our WHF is used to cover only patient-related clinical expenses—no funds are used to cover administrative costs and abortions.

We have budgeted \$27,806 during the current fiscal year (ending June 30, 2015) to provide subsidized and/or free services and supplies through the WHF at our Bloomington health center. It is notable that from July 1, 2014 through January 31, 2015, we have expended \$8,149 to provide subsidized services and supplies to 449 patients at our Bloomington health center.

To meet the evolving needs of our patients, funding from the Jack Hopkins Social Services Committee will be used to subsidize insertion/removal fee (\$79.00) of LARCs for low-income women, as well as to provide testing for STDs, and life-saving testing and treatments such as colposcopies. We are the only provider of low-cost colposcopies in Bloomington and southern Indiana—we offer this service for \$271, whereas other for-profit providers offer this service for \$400-\$500.

Criteria:

Need – The County Health Rankings published by the University of Wisconsin Population Health Institute, in collaboration with the Robert Wood Johnson Foundation, indicates that the rate of STDs among residents of Monroe County continues to trend higher (398 per 100,000) than the national benchmark. Further, this report indicates that 18% of Monroe County’s residents are uninsured and 19% report that they have inadequate social support. The 2010-2014 Consolidated Plan developed by the City of Bloomington’s Housing and Neighborhood Department recognizes that, “it is important to the health of the community to provide a safety net for those in need.” The recently released 2012 Service Community Assessment of Needs (SCAN) report for Monroe County identifies that, “It was more difficult for households at all incomes levels to afford getting to the doctor in 2010.” Despite the various mandates of the Affordable Care Act and the expansion of HIP 2.0 in Indiana, our experience, supported by data, indicates that many low-income Hoosiers continue to remain un/underinsured and face difficulties in accessing affordable, basic health services. Research conducted by the Guttmacher Institute demonstrates significant economic and social benefits, such as higher education and economic stability are associated with consistent access to affordable contraception.

One-Time Investment – We are committed to ensuring that our services remain meaningful and address the evolving needs of our patients. Over the past year, an increasing number of our patients are choosing long-acting, reversible contraceptives instead of oral contraceptives. During FY 2014, our clinicians performed 1,648 LARC procedures—a 38% increase compared to the number procedures performed previously. However, an overwhelming 80% of our patients report incomes less than 150% federal poverty level. To meet the needs of our patients, during the current and upcoming fiscal years, we have launched initiatives to subsidize insertion/removal fee of LARCs for patients through our WHF.

Fiscal Leveraging – Our dedicated development team works diligently to ensure a diverse funding stream for our programs, including the Women’s Health Fund. While the majority of funds for the Women’s Health Fund are raised through our annual fundraiser, Gathering of Goddesses and Gods, we continually educate our donors and foundations (as applicable) to demonstrate the need for funding the Women’s Health Fund.

Broad & Long-Lasting Effects – At Planned Parenthood of Indiana and Kentucky, we are unwavering in our belief that all people deserve access to high-quality, affordable health care services and supplies. Our Women’s Health Fund ensures that we can continue providing preventive and life-saving services and supplies to our patients, regardless of their ability to pay. Funding support from the Jack Hopkins Social Services

Committee will enhance our ability to continue providing services and supplies to low-income patients served by our Bloomington health center. Our experience and data indicate that by subsidizing the insertion/removal fee of LARCs, testing for sexually transmitted diseases, and colposcopies, we can help our patients to decrease their risk of unplanned pregnancies and STDs—thus making a significant impact on their health and well-being.

Outcome Indicators:

Data indicates that women’s ability to obtain and effectively use contraceptives has a positive impact on their mental health and the well-being of their children. These studies underscore the need to ensure access to contraceptives to the most disadvantaged women, those who are of color and face poverty, thus providing solutions to broader poverty and economic inequities. By subsidizing the insertion/removal fee of LARCs and by providing access to other life-saving services through our WHF, to 50-75 low-income residents of the City of Bloomington, we can help them to live healthy and productive lives.

Cost

Amount Requested *(in order of priority)*

1. Insertion/removal fee for long-acting reversible contraceptives for 50-75 low income residents @ \$79/ea	
2. Testing for sexually transmitted diseases (Gonorrhea and Chlamydia) for 50-75 low income residents @ \$22/ea	
3. Colposcopy (includes lab and biopsy fee) for 50-75 low income residents @ \$271/ea	
TOTAL REQUESTED	\$5,000.00
<i>Annual Fundraiser – Gathering of Goddesses and Gods (pending)</i>	\$170,000.00
<i>Sophia Travis Community Services Grant Program (pending)</i>	\$4,500.00
Total Project Cost	\$27,806.00

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

Staff Comments

- Note that the Hopkins Committee has provided funds for various programs supported through PPIN’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. Applicant characterizes this project as a “pilot” request for operational support. However, two of components of this proposal are not new – STD testing and colposcopies. PPINK has been providing those services via the Women’s Health Fund for years. The pilot component is the LARC component. From the narrative it appears that while PPINK has been providing LARCs, the organization has not yet provided free or subsidized LARCs. PPINK is proposing to pilot subsidizing these costs through funding support from the JHSSF at the Bloomington Health Center.

A Floor to Stand On - \$11,020.00
City Residents Served: 2,125 (of 2,500)
Employees:

Full-Time	Part-Time	Volunteers
8	6	~1400

Mission: The Shalom Community Center is dedicated to aiding and empowering people experiencing homelessness and poverty. As a daytime resource center for people who are living in poverty and experiencing its ultimate expressions, Shalom provides life essentials, case management, housing support, employment assistance, and community access for many of the community’s government and social service agencies. We are the front door to many services in our community, especially for those experiencing homelessness, and one of the busiest agencies in Bloomington.

Project Synopsis: We are requesting \$11,020 as a one-time investment to apply an epoxy/polyurethane system to the bare concrete floors at the Shalom Center.

When Shalom needed to move to a new location in 2010, we worked diligently to create a workable space to provide the necessary, essential services for our hungry and homeless neighbors. Due to the need to move quickly, we were not able to mount the capital campaign we had hoped for and some intended renovations to the Center have remained undone.

Currently, approximately 75% of the Shalom Center's floor is bare, rough concrete. This surface creates 3 core problems - it's not very safe; it is very difficult to keep sanitary; and, quite honestly, it's ugly.

In exploring multiple approaches to improving the floor, including paint, stain, and epoxy, the epoxy system seems to provide us with the greatest durability, aesthetic quality, and ability to clean. For reference, you commonly see epoxy flooring in supermarkets and stores, such as Kroger and Lowe's.

Since Shalom is a central hub for many people experiencing hunger, homelessness, and poverty, we feel this is an essential need for making our Center more attractive, sanitary, and safe for the hundreds of people we serve every day and thousands every year.

Criteria:

Need – According to the 2010-2014 Consolidated Plan, “A significant part of the City of Bloomington’s Anti-Poverty Strategy is to provide access to information and emergency assistance to the most vulnerable elements of the community (p 55).”

Our proposal especially addresses Category 5 of the Consolidated Plan Strategy, which calls on our community to, “provide funding to non-profit organizations that serve low income individuals & families with their basic emergency needs: food, shelter and health care... [that] provide a safety net for community members in need... [and that] provide valuable services to improve quality of life (p. 19).”

The plan also states that, “Service coordination is a key part of the local strategy of support and effort to regain self-sufficiency (p. 64) and the Shalom Center provides, “an ideal location to make caseworkers from different agencies available (p.68).”

As a resource center for people experiencing hunger, homelessness, and poverty, Shalom strives to be a “front door” for emergency assistance and social service information, access and coordination. Shalom serves several populations (including the chronically homeless, homeless families, people with physical and mental disabilities, and the elderly), which have been identified as priorities for social service funding by the Consolidated Plan.

One-Time Investment – This is a one-time equipment expense.

Fiscal Leveraging – While we do not anticipate additional funding for the specifics of this project, Shalom spends approximately \$80,000 per year and countless volunteer hours on maintenance, cleanliness, utility, and mortgage costs. The moving of furniture, kitchen equipment, etc., to make this project possible will all be provided by volunteers. Since the project will take 3-4 days to complete, we will also have to find creative ways to maintain our services through that time, which might include outdoor meals and shelter and require additional volunteers and support.

Broad & Long-Lasting Effects – The Shalom Center is a central facility in the care and feeding of people in need. Improving the Center's environs to be more sanitary, safe, and aesthetic will make our Center more accessible and functional for the important work we do. While difficult to measure, the benefits of cleanliness, safety, and beauty will make a profound difference for those in need of a safe, clean, and accessible resource center.

Outcome Indicators:

The outcomes we hope to improve are easy to name, but difficult to measure. We hope to increase the safety, cleanliness, and beauty of the Center.

We will survey clients before and after the addition of the floor to assess their sense of change with the addition of the floor.

Cost

Amount Requested *(in order of priority)*

1. Full Project Funding	\$11,020.00
TOTAL REQUESTED	\$11,020.00
Total Project Cost (Upgrade + Assessment System)	\$11,020.00

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

Staff Comments

<ul style="list-style-type: none">• In separate communication, applicant indicates that the epoxy floor is anticipated to have a life of at least 15 years.• The quote for the works comes from a company in Fishers. When asked if any local businesses are positioned to do this type of work, applicant responded that, “[t]here are a small number of businesses that do this work. Of the 3 companies we contacted, this is the only company that responded to our request for a bid.”• In separate communication, the applicant explained the safety concerns associated with a rough, bare concrete floor to be “multi-fold, primarily starting with cleanliness. The rough floor is also more dangerous if a fall occurs and more difficult to dry in the case of spills, which happens a lot.”

City Residents Served: 300 (of: 300)

Employees:

Full-Time	Part-Time	Volunteers
102		1068

Mission: The South Central Community Action Program (SCCAP) is a nonprofit organization based in Bloomington, Ind. that has served low-income people for 49 years. Our mission is to provide opportunities for low-income citizens to move toward personal and economic independence. A shorter version of this mission statement is provided in our agency tagline, “Empowering people to reach their potential.” SCCAP administers the Circles Initiative and Head Start programs in Monroe County, and also operates the Energy Assistance, Weatherization, Individual Development Account and Section 8 programs in Monroe, Morgan, Owen and Brown counties. It serves more than 8,000 families annually, representing more than 13,000 individuals.

Project Synopsis: SCCAP is requesting \$26,100 to make housing more affordable for low-income citizens in the City of Bloomington by reducing their energy costs. We are proposing to do this by providing outreach and incentives for landlords to insulate attics, walls and crawl spaces and providing energy efficiency kits and expanded energy education to low-income families. Part of the support we are requesting is for an intern for July through November who will work with SCCAP staff and Monroe County Energy Challenge partners to implement the project, training volunteers and set up a structure for ongoing operation after this year.

This project addresses dramatically increasing energy cost of recent years that have impacted low-income families more than others because home energy claims a larger share of their budgets. It proposes to do so through insulation incentive and energy efficiency education initiatives because these are types of initiatives that have been proven to have a high return on investment. While saving on energy costs may not be as obvious a need as some of the other client needs that SCCAP serves with other programs, it is one that we believe should receive high priority because addressing it will free up meaningful amounts of money month after month, year after year, for low-income families to spend on their other basic needs.

Criteria:

Need – As identified in the City of Bloomington's 2010-2014 Consolidated Plan, the cost of rental housing is high in Bloomington compared to the rest of the state and renter-occupied housing is the dominant form of housing here composing almost 60 percent of the city's housing units. This plan identifies Bloomington's most apparent obstacle to meeting underserved needs as "the cost of housing. Bloomington continues to suffer from comparatively low wages compromised further by challenging housing costs."

The true cost of rental housing includes energy costs paid by the tenant. And sharply rising energy costs increase the burden on household. Home energy efficiency, as furthered by our project, enables households - particularly the 25.1% in Monroe County that fall below the poverty line - to increase the comfort of their homes and to keep money in their pockets to cover other basic expenses.

National statistics demonstrate the growing vulnerability of lower-income families to energy costs because energy represents a larger portion of their budgets. In 2001, families with incomes below the national median spent an average of 12% of their average pre-tax annual income of \$21,834 on energy. In 2012, these households spent 21% of their average after-tax income of \$22,390 on energy (Energy Cost Impacts on American Families, 01-12).

One-Time Investment – SCCAP is requesting one-time funding for a pilot project. This request includes a relatively small amount for operational funds, \$3,600, for an intern to help us set up the structure and organization to make this an ongoing program. This investment will create a return of energy improvements that will save money for low-income citizens annually for many years and will help in raising additional money to continue and expand this program. It will also stimulate additional energy efficiency improvement by Bloomington landlords through demonstrating the effectiveness of investing in insulation to save money and attract cost-conscious tenants.

Fiscal Leveraging – This project will stimulate action by others - by landlords who invest in energy efficiency improvements, by tenants who install energy efficiency devices and change energy using behaviors, and by volunteers who are trained to do outreach, energy education and energy assessments. The project will involve funding, in-kind contributions and/or financial incentives from SCCAP, City of Bloomington Department of Economic and Sustainable Development, Duke Energy, Vectren Energy and other Monroe County Energy Challenge partners, which include more than a dozen other local government organizations, school corporations, utilities and private businesses, as well as IU and Ivy Tech.

Broad & Long-Lasting Effects – Making homes energy efficient and teaching people how to use less energy are exceptionally cost-effective, long-lasting means of helping low-income people save money month after month, year after year. In addition to the long-lasting nature of the impact of the initial activities requested to be funded through the Jack Hopkins program, we aim to use this start-up time to recruit and train volunteers, develop and refine our educational materials and process, and demonstrate the payback to landlords who better insulate attics and walls so that our pilot program will continue long after the grant period.

As part of the broader Monroe County Energy Challenge, this program will also play a part in helping our entire community use less energy, benefitting all of us by improving the environment and giving Monroe County its best chance at winning the \$5 million Georgetown University Energy Prize. The MCEC leadership team has established a goal to reduce Monroe County's residential energy use by 10% per meter over the next two years. To do this, the team plans to reach 80% of Monroe County's nearly 54,000 households and to obtain commitments from at least 20% of these households to reduce energy use.

Outcome Indicators:

The short-term outcome indicators of success we will use will include the number of rental homes of low-income families in which insulation is installed and results from written participant surveys. Data will include number of low-income citizens who receive home energy efficiency devices and number of devices by type, number and percentage of households who report installing the devices, satisfaction reported with the devices and number of changes in behavior affecting energy use. We will also collect baseline data on energy use and expenditures, and follow-up after the grant period to survey a sample of participants on energy savings.

Cost

Amount Requested *(in order of priority)*

1. Incentives for at least 50 rental units to have their attics and/or walls insulated (up to \$250/ea)	\$12,500.00
2. Intern for July-November, 15 hours per week (\$12/hr x300 hrs)	\$3,600.00
3. 250 energy efficient kits for low-income households (\$40/kit)	\$10,000.00
TOTAL REQUESTED	\$26,100.00
<i>Vectren Foundation</i>	\$59,000.00
<i>In-kind support from SCCAP and City of Bloomington Office of Economic and Sustainable Development</i>	\$7,625.00
Total Project Cost	\$92,725.00

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

Staff Comments

No comments.

Mission: The mission of Stepping Stones is to build futures for youth 16 – 20 years old who are experiencing homelessness. We provide safe and secure shelter as well as programs that foster independence and self-reliance for vulnerable and homeless youth. While staying in our shelter program all our youth participate in a life skills development program that is individualized and can be up to two years in length. We shelter up to nine youth at a time, both boys and girls in an apartment setting on the eastside of Bloomington, Indiana. Three apartments serve as group housing units, one apartment for overnight Resident Assistants and one apartment serving as offices and a Community Center. We are currently in our eleventh year of operation.

Project Synopsis: We are requesting \$25,000 in Bridge Funding to replace the loss of CDBG funding for 2014/15 granting period. The \$25,000 from CDBG was earmarked entirely for staffing expense. This is a one-time request for to offset this critical funding loss. In order to continue the operation of our 24/7 youth shelter we must have our current level of staffing to ensure safety, supervision and provision of programs for our residents. We seek financial assistance at this time so that we may ensure the uninterrupted provision of services and have the appropriate staffing levels.

We are the only service of this kind in Bloomington and fill a critical emergency need for 16 - 20 year olds who are without housing, supervision or other forms of support.

Criteria:

Need – The Anti-Poverty Strategy” 91.215 (h) of the 2010-2014 Consolidated Plan (Con Plan) recounts the creation of Stepping Stones as the results of a community needs assessment. Stating the “need for a residential mentoring program for ‘runaway’ or ‘throwaway’ teens, Stepping Stones was created in 2004 with the intent “to provide access to information and emergency assistance to the most vulnerable elements of the community” (56). Youth Services were listed as High Needs in the Development Needs Table.

The Housing Network that has primary responsibility for gathering data for the Continuum of Care applications throughout the state of Indiana funded Stepping Stones as part of this network to address the gap in youth housing and services that address poverty issues.

Indiana Dept. of Education data indicates that a record of 16,223 students across Indiana were homeless in 2012-2013. Monroe County School Corporation identified 244 homeless students in 2010 and that number has grown to 408 in 2013.

Currently our 9 beds are spoken for and we keep from 15 - 25 youth on an active wait list.

100% of the youth served in our program are at or below 30% of the Area Median Income. 61% have no financial resources at all upon entry.

One-Time Investment – In this eleventh year of operation we have undertaken a major effort to strengthen our sustainability by decreasing our dependency on grants and increasing our capacity as fundraisers. In the past 10 months we have undertaken a strategic planning process, increased our board membership and finalized a fund development plan. We have re-aligned staff roles so that our infrastructure going forward will support our new development initiatives. We have not increased our bottom line while doing this. Currently, 70% of our cash income is from grants, next year our goal is 60% from grants, a \$26,000 decrease. The overall goal is to shift that difference to donor development/support. Because of these development initiatives we see this request as a one time investment.

Fiscal Leveraging – Stepping Stones will leverage 92% of our total budget for this fiscal year outside of this Jack Hopkins Bridge request which is 8% of our total budget (it is 17% of our budget for payroll expense). Our staffing is supplemented by student interns, Americorps members and volunteers. \$60,000 or 19% of our budget will come from In-Kind Contributions that will be from Tutors, gifts of supplies, accounting expertise, maintenance services, furnishings, and professional consultations, etc. Our Board of Directors has a \$71,000 fundraising goal this year which will support 22% of our overall budget. In years past we have received approx. \$171,000 in grant funding; \$97,273 has already been approved. We fully expect to meet the \$171,000 projection as the timelines draw closer for each individual request.

Broad & Long-Lasting Effects – Funding support for Stepping Stones will ensure that the only program in our community serving unaccompanied minors will be able to continue its operations. In providing these services we are taking steps to ensure that more people do not enter the ranks of homelessness and poverty. By providing housing and focusing on education and life skills development we are encouraging the development of citizens who will become taxpayers, parents and social contributors. Our goal in teaching independent living skills is to help each resident become a self-sufficient adult. Each of our residents must agree while at Stepping Stones to focus on furthering their education. Last year 100% of our residents were enrolled in school if they

had no diploma, three are currently enrolled in Ivy Tech. Gaining employment is also a program goal for our residents: last year 93% of our residents were unemployed upon program entry and 94% obtained employment prior to departure. Housing stability: 100% of residents entering our program would be classified as homeless and 80% of our residents who graduated from Stepping Stones secured stable housing. Stepping Stones may be viewed by some as a costly program but it must be compared against the cost of not providing these opportunities that are both preventive and life changing.

Outcome Indicators:

Overall Achievements In the past 12 months:
100% of residents were enrolled in school if they had no diploma. 3 residents are currently enrolled in Ivy Tech.
93% of our residents were unemployed upon program entry and 94% obtained employment prior to departure.
100% of residents entering our program would be classified as homeless and 80% of our residents who graduated from Stepping Stones secured stable housing.

Activities/Benchmarks In the last 6 months: (15 residents)
Four residents failed our initial drug screens.
Four residents were provided formal drug and alcohol evaluations.
Four residents passed subsequent drug tests.
Overall ten residents were referred for further counseling services.
80 healthy activity groups were provided
175 individual sessions

Cost

Amount Requested *(in order of priority)*

1. One Time Bridge funding to replace CDBG funds	\$25,000.00
TOTAL REQUESTED	\$25,000.00
Other payroll funds	131,600
Total Project Cost (payroll)	156,600

Past SSF Funding

Year	Status	Title	Amount
2006	Denied	Incentive project	\$4,598.00
2007	Granted	Tutoring & back-to-school supplies fpr 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. (Due to change in leadership, this grant was subsequently declined by Stepping Stones.)	\$13,176.30
2014	Granted	Pay for computers, technical support, a non-profit postal permit and office furniture.	\$6,755.00

Staff Comments

<ul style="list-style-type: none">Applicant notes that, “[i]f we are partially funded from this request we would use whatever funds are allocated against our salary expense.”
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Early Detection of Cardiovascular Disease Risk in Uninsured Adults - \$5,714.54

City Residents Served: 250-500 (of: 250-500)

Employees:

Full-Time	Part-Time	Volunteers
8*	5*	~200
*including 3 FTE Bloomington Hospital Employees		

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: VIM seeks a one-time investment of \$5,714.54 to purchase the Alere Cholestech System in order to offer patients onsite fasting lipid testing for the screening of risk factors for cardiovascular disease.

High blood cholesterol is one of the major risk factors for heart disease. Research shows that patients living in poverty, who are uninsured, are more likely to have elevated LDL cholesterol and high triglycerides as compared with their insured counterparts. Preventive health screening labs are important for all VIM patients. However, because of their higher risk, early detection is particularly important for Hispanic and Latino patients who, if they are undocumented non-citizens, are no longer able to access free services from the hospital. It is increasingly important for VIM to offer critical point-of-service testing to patients unable to access free labs and unable to afford medical bills.

The immediate benefits of this system are:

1. It is CLIA-waived, thus no special certification or training is required.
2. It yields rapid results (just 5 minutes) which enables the provider to provide immediate counseling and intervention.
3. It uses finger stick sampling, rather than a blood draw, which makes it less painful as well as less time-consuming.
4. It offers highly accurate results.
5. It will improve patient compliance as no referrals for labs will be needed for this test.
6. It will improve clinic efficiencies, such as eliminating calling patients back into the clinic after their hospital lab results are received.

Criteria:

Need – According to SCAN 2012, a significant number of people, particularly at lower incomes do not receive regular check-ups or have a primary family doctor (p.99). The inability or unwillingness of individuals to seek regular medical check-ups has serious implications for the prevention and treatment of chronic diseases. Identification of chronic disease risk factors and early disease detection through screening may decrease the burden of chronic disease and protect and promote the health of older adults.

Although chronic diseases are among the most common and costly health problems, they are also among the most preventable. Risk factor identification, screening and interventions have been successful in preventing chronic diseases and their associated morbidity and mortality in older adults.

At the same time, both SCAN and 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. All VIM patients are uninsured with household incomes of 200% FPL or below. VIM is the only safety net medical facility in Monroe County, leveraging and coordinating the existing resources of the health care community to provide medical, dental and behavioral health services to people that otherwise would fall through the cracks.

One-Time Investment – VIM seeks a one-time investment from the JHSSF to purchase the Alere Cholestech LDX System in order to offer patients an onsite complete lipid profile. Undetected risk factors for cardiovascular disease lead to potential risk of serious medical complications, ultimately, costing the healthcare system in Bloomington many thousands of dollars. This investment will enable VIM to enhance what is already high quality care while maximizing cost savings over the long term. These benefits directly translate into the clinic having greater capacity to serve its clients. The need for onsite testing is particularly critical for our undocumented noncitizen Hispanic and Latino patients

Fiscal Leveraging – This project leverages funds in several ways.

In-kind:

1. With a contract to purchase supplies, the Cholestech Analyzer is provided by the company at no charge (value 2,136.15).
2. The printer (\$300) and unlimited paper are being donated to VIM by the company.

Broad & Long-Lasting Effects – As the number of people with chronic conditions grows both locally and worldwide, medical care takes an ever-increasing proportion of national (and local) health care budgets. High cholesterol, in particular, has no direct symptoms and therefore its diagnosis depends on the patient having access to screening tests that measure cholesterol.

Because of its chronic nature, the severity of its complications and the means required to control complications, cardiovascular disease is costly, not only for the affected individual and his/her family, but also for the health care system as a whole. Beyond the direct costs of medications, tests, and hospitalizations, the indirect costs (loss of work and premature retirement due to heart attack) and intangible costs (correlations with obesity, diabetes,) also have great impact on the lives of patients and their families. Appropriate action taken at the right time is beneficial in terms of quality of life, and is cost-effective, especially if it can prevent hospital admission. Providing free early detection and treatment for uninsured patients is a priority for the clinic. This grant will enhance VIM’s capacity to provide convenient and timely onsite testing, resulting in improved care for the most vulnerable of Bloomington’s residents.

Outcome Indicators:

- This funding request is for a piece of equipment and supplies to last 12 months. The outcome indicators:
- In the course of 12 months, VIM will provide lipid testing to 2 patients daily for a total of 480 individuals.
 - 50 of these patients will be Hispanic. Thus, point-of-service testing will allow 50 Hispanic patients to be tested free-of-charge rather than through a referral to the hospital resulting in a bill for the blood draw and lab analysis.

Cost

Amount Requested (*in order of priority*)

1. Starter Kit and supplies (capillary tubes and plungers, lancet 28G, test cassettes, Multi-Analyte controls) for the first 6 months (240 tests)	\$2,811.71
2. Supplies for the second 6 months (capillary tubes and plungers, lancet 28G, test cassettes, Multi-Analyte controls) (240 tests)	\$2,902.83
TOTAL REQUESTED	\$5,714.54
CHOLESTECH LDX Placement (<i>Placement of</i> the analyzer itself is “placed” at no cost with VIM on a long-term basis with a contract for ordering test cartridges and controls)	\$2,136.15
<i>Results Printer and Paper</i> (Our vendor has arranged with the Alere Company to donate the printer and paper to VIM as an in-kind donation.)	\$300.00
<i>Total Project Cost</i>	\$8,150.69

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

Staff Comments

No comments/

Full-Time	Part-Time	Volunteers
1600	250	120

Mission: Bloomington Hospital Foundation’s mission is to support Indiana University Health Bloomington Hospital to be one of the best hospitals in the state of Indiana. Indiana University Health Bloomington Hospital's mission is to improve the health of our patients and community through innovation and excellence in care, education, research, and service.

HealthLINC's mission is to advance responsible healthcare through innovative use of electronic health information and is committed to improving patient outcomes through its tools and services that facilitate data exchange and meaningful use of technology.

Mental Health America of Monroe County's mission is to promote mental health as a critical part of overall wellness, including prevention services for all, early identification and intervention for those at risk, and integrated care and treatment for those who need it, with recovery as the goal.

Project Synopsis: The Bloomington Hospital Foundation requests \$6,370 in one-time costs to implement changes and upgrades to the current Electronic Mental Health Directory, allowing users to more easily search for mental health providers and social support services. Currently, the Mental Health Directory is housed on the Mental Health America of Monroe County's website (<http://mha-monroe.com/directory>). The website was launched in 2011, and currently patients and families can search the 97 mental health providers and social service organizations that provide assistance in South Central Indiana. The directory includes drop down menus for various search items, such as provider area of expertise, geographic location, gender, ages served, and type of insurance accepted. Physicians are able to edit and maintain their information through a secure login.

While the directory has been a welcome resource for patients, families, and physicians, the website needs improvements and updates. In particular, the Mental Health Directory needs a makeover to make it more user-friendly. The proposed request is a collaborative effort between the Bloomington Hospital Foundation, Indiana University Health Bloomington Hospital, Health LINC, and Mental Health America of Monroe County.

Criteria:

Need – This project addresses the 2012 Service Community Assessment of Need (SCAN) Healthy Community priority to increase access to mental health services. In fact, area providers who completed the Client Challenges Survey indicate that a larger portion of their clients have a problem dealing with the negative impact of stress, anxiety, or depression than have a problem with drugs or alcohol disrupting their lives, or than have a problem getting into a substance abuse treatment program. The SCAN report also notes that Indiana was ranked 31/50 for availability of mental health providers, further illustrating the need to ensure patients and families are aware of local services.

One-Time Investment – The upgrades to the Mental Health Directory is a one-time request which will be completed through 100 hours of labor by a qualified programmer. After the upgrades are complete, ongoing maintenance will be provided in-kind by Mental Health America of Monroe County and HealthLINC.

Fiscal Leveraging – This project is leveraging in-kind funds of \$3,440, which includes ongoing annual costs for maintenance of the project.

Broad & Long-Lasting Effects – Once the upgrades to the Electronic Mental Health Directory are complete, all residents of Bloomington and South Central Indiana will have free access to mental health providers and resources. The site will be maintained by project partners, who will ensure provider information is up-to-date, and social service resources are listed correctly. Because patients increasingly want to have access to resources in an electronic format, the directory will be a local healthcare asset for years to come.

Outcome Indicators:

The outcome indicators for this project include tracking the number of hits to the Electronic Mental Health Directory, as well as the type of service frequently requested (type of healthcare provider vs. social service needs), type of insurance requested for coverage, and location of provider. This information will be assessed quarterly and shared to grant partners as a means to continually improve patient care.

Cost

Amount Requested (in order of priority)

1. Electronic Mental Health Directory Update – includes \$2,620 for System Administrator salary to assist Programmer and \$3,750 for ~100 hours of programming. (Not able to proceed without full-funding).	\$6,370.00
TOTAL REQUESTED	\$6,370.00
HealthLINC and Mental Health America of Monroe County – staffing time for program updates	\$2,720.00
Health Bloomington - staffing resources to facilitate Partner meetings.	\$720.00
HealthLINC - printing costs for advertising	\$100.00
Total Project Cost	\$9,910.00

Past SSF Funding

Year	Status	Title	Amount
1997	Denied	Hospitality House: Adult Day Service Expansion	\$25,000.00
2000	Granted	Home Health Services: Pilot Healthcare for released inmates	\$3,000.00
2002	Denied	Community Health Services: PT Bilingual Therapist	\$25,000.00
2003	Denied	Hospitality House: Wheelchair Accessible Van	\$22,331.00
2004	Denied	Hospitality House: Materials for garden	\$3,873.00
2004	Denied	Positive Link: Personnel/materials for social assets bargaining	\$1,590.00
2005	Granted	Community Health Edu.: Facilitator salary for New Parents Initiative	\$3,000.00
2006	Granted	Positive Link: Supplies for Nutrition Links program	\$1,150.00
2006	Denied	Hospitality House: Rainbow garden	\$4,125.00
2007	Granted	Positive Link: Transp., training materials, and client services materials for Mpowerment group support program	\$2,360.00
2010	Granted	Community Health: Salary of the <i>Fresh Start to Life</i> Coordinator	\$6,809.76.00
2012	Denied	Community Health: Community Health Resource Library	\$10,000.00
2014	Denied	Trauma Services	\$40,000.00
Collaborative Partners			
2002	Granted	Monroe County Mental Health America - To start-up five new support groups and to publish an updated version of the directory of mental health services.	\$10,192.00
2011	Denied	Monroe County Mental Health America – Preventing Suicide in Monroe County	\$3,884.00

Staff Comments

City Residents Served An email to the grant writer confirmed that all the ~800 users of the website (which she thought was a conservative estimate) would probably be residents of the City.

Collaborative Project – Additional Criteria – Memorandum of Agreement – Recall that Collaborative Projects must address additional criteria (found in the Elaboration of Criteria) and provide additional documents (i.e. a Memorandum of Agreement [MOA]). Please see the MOA for a delineation of duties for the various partners. Please see the Narrative and decide whether it addresses the questions about the current relationship between the partners, how that will change with initiation of this project, and what the greatest challenges for the collaboration and how they will be addressed.

I'm Gonna Wash That Homelessness Out of My Clothes - \$6,928

City Residents Served: 2,125 (of: 2,500)

Employees:

Full-Time	Part-Time	Volunteers
8	6	~1400

Mission: The Shalom Community Center is dedicated to aiding and empowering people experiencing homelessness and poverty. As a daytime resource center for people who are living in poverty and experiencing its ultimate expressions, Shalom provides life essentials, case management, housing support, employment assistance, and community access for many of the community’s government and social service agencies.

The mission of the Interfaith Winter Shelter is to provide a low-barrier winter shelter for homeless individuals in Monroe County from November through March, from 9 p.m. to 7 a.m., seven days a week.

Project Synopsis: IWS and Shalom are requesting \$6,928 for 4 washers, dryers, and PureWash systems to allow us to continue to provide laundry services for our homeless and impoverished clients.

The laundry machines will be housed at the Shalom Community Center, which currently has 4 locations to set up machines.

We will purchase 4 commercial-grade Speed Queen washers and dryers. We will also purchase 4 EdenPure Pure Wash systems, which will allow us to do laundry without detergent, saving thousands of dollars in laundry soap each year.

This new machines will replace the old ones, which are reaching the end of their life expectancy. They will allow Shalom to continue to provide free laundry services for its guests and to maintain the partnership between IWS and Shalom to complete the IWS's laundry through the winter season..

Criteria:

Need – According to the 2010-2014 Consolidated Plan, “A significant part of the City of Bloomington’s Anti-Poverty Strategy is to provide access to information and emergency assistance to the most vulnerable elements of the community (p 55).”

Our proposal especially addresses Category 5 of the Consolidated Plan Strategy, which calls on our community to, “provide funding to non-profit organizations that serve low income individuals & families with their basic emergency needs: food, shelter and health care... [that] provide a safety net for community members in need... [and that] provide valuable services to improve quality of life (p. 19).”

Both the Interfaith Emergency Winter Shelter and Shalom Community Center provide essential services for people experiencing homeless in our community. Laundry both for the operations of both agencies and for the clients who strive to be clean are crucial for those without homes and experiencing extreme poverty.

Shalom and Interfaith serve several populations (including the chronically homeless, people with physical and mental disabilities, and the elderly), which have been identified as priorities for social service funding by the Consolidated Plan.

One-Time Investment – This is a one-time equipment expense.

Fiscal Leveraging – While we do not anticipate additional funding for the machines themselves, both IWS and Shalom provide many resources for the laundry system. IWS provided the salaries for two homeless individuals to launder the IWS blankets, sheets, and pillowcases during their sheltering season. They also provide the transportation of IWS laundry to and from Shalom. Shalom provides the space, water, and electricity for the machines. Shalom also provides the management support for the staff who clean IWS's laundry and countless staff and volunteer hours, making laundry services available to guests of the Center.

Broad & Long-Lasting Effects – Being clean is an indispensable need for all of us, yet we are not all able to access the necessary cleaning facilities to do so. By providing free laundry services for people without homes or who are too impoverished to afford laundry, we offer a critical support for people in need.

Outcome Indicators:

Our approach is preventative. Our current laundry machines are growing old, requiring more and more maintenance, and need to be replaced. In 2014, clients washed 2,819 loads of laundry. In partnership with IWS, Shalom also launders the sheets, blankets, and pillowcases for Interfaith Winter Shelter during its 5 month season, hiring homeless individuals to perform the tasks. Our outcome indicator will be our continued ability to provide these services.

Cost

Amount Requested (in order of priority)* See Notes below [If granted partial funding, would ask for fewer sets @ \$1,732.00/ea]

1. 4 Speed Queen Washing Machines at \$758 each	\$3,032
2. 4 Speed Queen Dryers at \$677 each	\$2,708
3. 4 EdenPure Pure Wash Systems at \$297 each	\$1,188
TOTAL REQUESTED	\$6,928.00
<i>Total Project Cost (Upgrade + Assessment System)</i>	\$6,928.00

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

Interfaith Winter Shelter

Year	Status	Title	Amount
2010	Granted	IFWS: To purchase two large-capacity washing machines, two large-capacity drying machine, and laundry supplies; The payment of utilities, salary or salaries of one or more homeless guests to act as independent contractors to provide laundry services.	\$15,193.75
2011	Granted	First United Church for IFWS: To purchase sleeping mats for the IFWS	\$10,000.00
2012	Granted	IFWS: To purchase sleeping mats and cleaning supplies	\$11,630.39

Staff Comments

<ul style="list-style-type: none">• The expected lifespan of these commercial machines, given the existing level of use is estimated to be around 4-5 years.• In 2010, the JHSSF Committee awarded \$15,193.75 to IWS for the purchase of two Speed Queen Washers and Dryers which were installed at the Shalom Community Center, pursuant to an agreement with Shalom to provide laundry service to the four Shelter Sites of the IWS. The present request replaces those machines plus Shalom's extant machines.• Point of clarification: the <i>EdenPure PureWash</i> systems attach to the Speed Queen washers, they are not independent washing units.• If granted partial funding, agencies advise that they would “purchase fewer set-ups of washing machine, dryer, and PureWash” with each set up at \$1,732.00.
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Management Training for Frontline Supervisors - \$9,080.00

City Residents Served: 80 (of: 80)

Employees:

Full-Time	Part-Time	Volunteers
360	124	45

Mission: Stone Belt provides resources and supports to individuals with disabilities and their families. We believe in the uniqueness, worth and right to self-determination of every individual. It is our mission, in partnership with the community, to prepare, empower and support individuals with developmental disabilities and their families to participate fully in the life of the community. Our work includes educational programs, employment services (job coaching, placement, and on-site manufacturing), residential programs (group homes and supported living), and psychological and clinical health services (through our Milestones Clinic). Services are provided with a person-centered, customized approach that focuses on the person's capabilities and interests. Our beliefs are self-determination is essential; learning creates empowerment; all people have contributions to make; home life must be self-directed; employment is a fundamental part of adult life; and social life and relationships help create quality of life. We serves over 2,400 clients in Monroe and surrounding counties.

Project Synopsis: Stone Belt and LIFEDesigns request \$9,080 for eight, 3-hour Ivy Tech management/supervisory classes for 20 frontline managers and 6 future managers working within City limits. The eight classes will be selected from a menu of twelve currently offered by the Ivy Tech Corporate College’s Management & Supervisory Institute and will then be customized to the disabilities industry. These frontline managers taking the selected classes supervise approximately 140 Direct Support Professionals (DSPs) who in turn support approximately 80 clients living within City limits. Currently staff turnover rates for the two organizations averages 43%, resulting in clients experiencing a revolving door of staff that provide life-essential services to them and the two agencies spending limited resources on replacing lost staff. One step in reducing DSP turnover rates is increasing the skills of their frontline managers. Research indicates that supervisors that understand how to manage can have a significant effect on decreasing staff turnover (Allen, D., 2008, SHRM Foundation).

Criteria:

Need – The 2012 SCAN reported that 83% of local human services organizations (like Stone Belt and LIFEDesigns) saw an increase in demand (pg 20), while at the same time 48% of responding organizations saw meeting client needs as a major challenge (pg 22). In order to meet these identified needs, the Alliance must reduce our costly 2014 average staff turnover rate of 43%. Research suggests that direct replacement costs can reach as high as 50-60% of an employee’s salary, with total costs associated with turnover ranging from 90% to 200% of annual salary (2006, *Academy of Management Executive*, 15, 96-108). Action is needed now to stem the increasing turnover numbers the Alliance is experiencing due to the improving economy attracting employees elsewhere (WSJ, 3/23/15). While actively advocating for increased funding to improve this group’s wage scale, we understand having effective supervisors is another tool we need to increase retention. By increasing the frontline mangers’ supervisory skills, we expect a decreased turnover of staff under their supervision (Allen, D., 2008, SHRM Foundation). This will have a direct benefit to the almost 80 individuals with disabilities who receive support from these employees and who currently experience disruption and discontinuity at unprecedented levels.

One-Time Investment – As we continue our multi-pronged approach to decreasing staff turnover, we expect to see increased staff retention which will result in savings in current recruitment, hiring, and training costs. Those savings will be re-invested in future frontline manager training and other retention approaches. Indications are that the state administration and the Indiana General Assembly are restoring rates, which could also provide operational funds in future years to offer this program.

Fiscal Leveraging – LIFEDesigns and Stone Belt are contributing funding and staff resources to the project. As outlined in the budget, we will cover the time for 10 staff while they are identifying classes and helping customize the training program (1 human resource representative, 2 frontline managers, and 2 future managers from each agency for 4 hour each). We will also pay the 26 frontline managers and future managers while they attend the trainings (10 frontline and 3 future managers from each agency for 24 hours of instruction each).

Broad & Long-Lasting Effects – The Alliance is committed to providing exceptional services to individuals with disabilities. Consistency in staff is part of those exceptional services. Working to strengthen frontline supervisor’s management skills paired with better DSP onboarding to each agency and other strategies, we expect to see increased retention rates among DSPs which will lead to better services for clients. Staff consistency for a client can lead to increased understanding and better services for that client by the staff. A result of increased retention is decreased staff recruitment costs. The cost savings will lead to additional efforts in DSP retention, including training for the other Alliance frontline managers, thus positively affecting the lives of an increasing number of clients in both agencies. All of the over 265 Stone Belt and LIFEDesigns clients living in the City will benefit from increased DSP retention, and ultimately all of our clients will be positively affected.

Once the eight courses are identified and customized, the process of training additional frontline managers is simplified. The Alliance is committed to continuing improving the skills of all our frontline managers.

Outcome Indicators:

- We will measure the following for those starting the classes:
- 1) Number of frontline and future managers earning a certificate of completion. Goal: 26 out of 26
 - 2) Number of current frontline managers with improved supervisory ratings by their subordinates. Goal: 15 out of 20
 - 3) Turnover rate of DSPs supervised by these frontline managers. Goal: TBD
 - 4) Number of current frontline managers whose skills are improved as measured by pre and post skill assessments. Goal: 20 out of 20
 - 5) Number of future managers that advance to supervisory positions. Goal: 4 out of 6

Cost

Amount Requested (in order of priority)

1. Management/Supervisory Classes (Eight, 3-hr x \$875)	\$7,000
2. Class Supplies/Workbooks (26 students x 8 classes x \$10/ea.)	\$2,080
TOTAL REQUESTED	\$9,080.00
Stone Belt General Budget	\$3,800.00
LIFEDesigns General Budget	\$3,800.00
Total Project Cost	\$16,680.00

Past SSF Funding

Stone Belt

Year	Status	Title	Amount
1997	Granted	Primary network server for computer system	\$15,000.00
1999	Granted	Industrial sewing machines	\$4,000.00
2000-June	Granted	Equipment & software for “compuplay” facility for children with disabilities	\$11,500.00
2003	Denied	Architectural fees	\$35,000.00
2004	Denied	Wheelchair lift	\$20,818.00
2005	Granted	Salary for Curriculum Specialist for new Career Advancement program	\$5,000.00
2007	Granted	Renovate quadrant of manufacturing center for production of client-designed and manufactured fine art pieces	\$7,746.00
2011	Granted	Pay for computers, scanners, other equipment & software to implement the Electronic Health Record program	\$7,700.00
2014	Denied	Energy Efficient Windows for 6 Group Homes	\$65,560.00

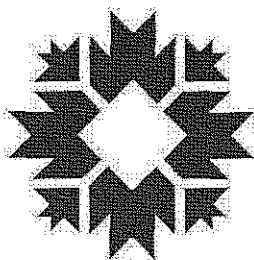
LIFEDesigns

Year	Status	Title	Amount
2012	Granted	LIFEDesigns: Housing Options II Essentials	\$6,196.86
2013	Granted	LIFEDesigns: 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	LIFEDesigns: 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

Staff Comments

- These funds will provide training for 20 frontline managers and 6 future managers. These individuals will supervise staff who serve 80 clients, all of whom are City residents.
- If partial funding is available, agencies write that their 1st priority would be to hold all eight classes but eliminate supplies (total: \$7,000); 2nd priority: offer six classes (total: \$5,250); 3rd priority: offer four classes (\$3,500).
- Recall that the Committee granted LIFEDesigns \$13,470 in 2013 to purchase a training program to help stave employee turnover in direct service personnel. This application is targeted to training of supervisors and is predicated on the idea that improving supervisors’ skills will help better engage and retain the direct support workforce. In 2014, the turnover rate for LIFEDesigns was 49% and 36% for Stone Belt. In separate communication, Stone Belt relays that they are taking a multi-pronged approach to mitigate turnover. In addition to manager training, they are continuing training for service providers.

APPLICATIONS
ORIGINAL SUBMISSIONS



CITY OF BLOOMINGTON, COMMON COUNCIL
JACK HOPKINS SOCIAL SERVICES FUNDING
COMMITTEE
2015 GRANT APPLICATION

AGENCY INFORMATION

Lead Agency Name Amethyst House, Inc.

Is Lead Agency a 501(c)(3) ☐ yes
☐ no

Number of Employees

Full-time 10 Part-time 14 Volunteers 10

Address PO Box 11

Zip Code 47402

Phone 812.336.3570

Agency E-mail amethyst@amethysthouse.org

Website http://www.amethysthouse.org/

President of Board of Directors Mike Long

Executive Director Mark DeLong

Title Executive Director

Phone 812.336.3570 (x206)

E-Mail mdelong@amethysthouse.org

Name of Person to Present Proposal to the Committee
(If not the Executive Director)

Title Maintenance/Facilities Manager

Phone 812.360.4179

E-Mail

Name of Grant Writer Sarah Owen

Phone 812.336.3570 (x209)

E-mail sowen@amethysthouse.org

Agency's Mission Statement (150 words or less)

Our Mission is to provide 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

Is this a collaborative project? ☐ yes
☐ no

If a collaborative project, list name(s) of non-lead agency partner(s)

Address where project will be housed

Total Cost of Project

Requested JHSSF Funding

Other Funds Expected for this Project (Source, Amount and Confirmed or Pending)

Number of Total Clients Served by this Project in 2015

Total Number of City Residents Served by this Project in 2015

Is this a request for operational funds? ☐ yes
☐ no

If "yes," indicate whether the request is for a pilot project, bridge funding or a collaborative project. ☐ pilot
☐ bridge
☐ collaborative

Please indicate the period in which you intend to draw down funds, if granted ☐ July-September 2015
☐ October-December 2015

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 3/4 Way House improvements in late summer or early fall, whereas we would anticipate submitting claims immediately for the sake of purchasing new chairs.

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

CDBG (\$10,000 funds) - Will be billed once project is completed.

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 and Cost)	Weatherization Improvements & Restoration (Men's 3/4 Way House) Total cost: \$19,000 - Replace existing all 21 storm windows with triple track bronze screens - Re-glaze existing windows - Remove paint/re-paint exterior windows & trim, and exterior door trim - Paint north side, single story overhang
Priority #2 (Item and Cost)	Cosmetic Restoration (Men's 3/4 Way House) Total cost: \$3,000 - Paint east porch decking, columns, and railing - Paint south porch decking, rim boards, columns, overhang, & lattice
Priority #3 (Item and Cost)	Refurnishing (Outpatient Office, Men's & Women's 1/2 Way Houses) Total cost: \$5,750 - New chairs for clientele, for two outpatient group rooms (50 chairs total @ \$115/each)
Priority #4 (Item and Cost)	Contingency Funds (Men's 3/4 Way House project): Total cost: \$2,500
Priority #5 (Item and Cost)	
Priority #6 (Item and Cost)	
Priority #7 (Item and Cost)	

PROJECT SYNOPSIS (250 words or less)

Please provide a brief overview of your project. Assume that 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 \$30,250 from the Jack Hopkins Social Services Fund for the sake of continued improvements to our Men's Three-Quarter (3/4) Way House, as well as for the purchase of new chairs that would furnish our outpatient group rooms and our Men's Halfway House. The 3/4 Way House upgrading would include weatherization of all windows and re-painting various parts of the exterior, improving energy costs as well as the aesthetics of the facility. The chairs purchased would serve as seating both for clientele who attend our outpatient treatment as well as for members of the local recovery community who attend weekly Alcoholics Anonymous (AA) and Narcotics Anonymous (NA) meetings in the lower level of our Men's Halfway House.

CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Assume that 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 2010-2014 Consolidated Plan, or any other community-wide survey of social services needs.

Amethyst House is currently in it's 34th 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 Untied 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 -- i.e., is your request for a pilot project? for bridge funding? for a collaborative project? If you are requesting operational funds, you must detail your plan for future funding.

N/A

FISCAL LEVERAGING (100 words or less)

Describe how your project will leverage other resources, such as other funds, in-kind contributions, volunteers, etc.

As noted above, Amethyst will utilize the \$10,000 that has been confirmed funding from the CDBG grant. (Please be advised that this \$10,000 was a portion of the CDBG grant that was awarded to Amethyst in 2014; these are the remaining funds available, following the expense of architectural consultant fees that were required for writing up labor and materials estimates for the 3/4 Way House project.)

LONG-TERM BENEFITS (200 words or less)

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

Over the past 34 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.

- 30% increase in number of Amethyst residents who utilize the 3/4 Way House
- 20% annual reduction in heating bills for the 3/4 Way House

JACK HOPKINS GRANT NARRATIVE

Submitted by Amethyst House, Inc

Jack Hopkins Social Service Funding Committee

March 30, 2015

Amethyst is requesting \$30,250 from the Jack Hopkins Social Services Fund for the purpose of various upgrades to Men's ¾ Way House facility, as well as new chairs for our outpatient office and Men's Halfway House. The ¾ Way House modifications would include new storm windows throughout the facility, as well as painting various parts of the exterior for aesthetic improvement. Meanwhile, the new chairs would serve at two of our other locations. Those furnishing our outpatient office would be utilized by both staff and clientele in rooms which not only serve as our location for outpatient group treatment, but also staff trainings and board meetings. The chairs issued to our Men's Halfway House would serve residents as well as members of the local recovery community on a weekly basis; for years, the lower level of the Amethyst Men's House has served as a location for weekly Alcoholics Anonymous (AA) and Narcotics Anonymous (NA) 12-step meetings, the attendance for which has noticeably increased within the past couple of years alone.

If granted funds by the Jack Hopkins Committee, Amethyst would pursue these improvements at the earliest possible date, submitting claims for the chairs immediately, and for the ¾ Way improvements by late summer or early fall.

As indicated on our application, we have prioritized the weatherization upgrades for the Men's ¾ Way House, due to the project's significant expense and the energy bills which have increased in recent years, with our current degraded storm windows unable to stand up to more extreme recent winters. Please also note that the paint removal and repainting of exterior window and door trims are included in the weatherization estimate because the restoration would protect against the elements and prevent deterioration of the surrounding woodwork.

The second highest priority would be the cosmetic restoration of the Men's ¾ Way House, involving the painting of various parts of the exterior (e.g. porch railings, columns, decking etc). As with the repainting of the window and door trims, it would not only help protect against deterioration, but it also helps Amethyst maintain the integrity of the facilities that we offer our clients for long-term housing. Furthermore, we as an agency are aware that aesthetic improvements to our facilities also help keep us in good standing with our surrounding neighbors, which include both private residences and local businesses. Because our three residences are integrated into the downtown area, we hope that their continued improvements help the community hold Amethyst House in a positive regard.

Finally, though noted as our third priority, we hope that funding for new seating at two of our other locations be considered, as it would serve as a significant courtesy to both our clientele and to members of the local 12-step recovery community. Over the past few years, the chairs furnishing our outpatient group rooms have been subject to significant wear and tear, due to a high volume of clientele. With our treatment sessions lasting two hours at a time, two to three

times a week on average, we have received pointed feedback from numerous clients requesting better seating, and we hope that we can satisfy these appeals in the foreseeable future. As noted earlier, these same chairs are utilized at our Men's House for weekly AA and NA meetings and, again, due to the high volume of people and regular use, they are long overdue in being replaced.

With these proposed projects impacting three of our four facilities, and considering the high utilization rate of both our Men's House and Outpatient Office, we anticipate this positively impacting at least 450 clients and/or members of the local recovery community within the 2015 year alone. Moreover, these proposals are in accordance with the one-time funding criteria of John Hopkins, as each initiative is intended to last for the next 15-20 years at minimum. Future replacement and/or maintenance of these improvements would be funded through the Amethyst operating budget, fundraising, and donations.

The Jack Hopkins funding provided to our agency contributes, in turn, to our annual outcome measures. Amethyst's outcomes are determined by the Substance Abuse and Mental Health Services Administration's National Outcome Measures (NOMS), including Reduced Morbidity, Social Connectedness, Employment/Education, and Stability in Housing. Our outcome goals for the 2014 are as follows:

Reduced Morbidity – 70% of clients leaving the program will have maintained abstinence from drugs/alcohol for a minimum of three months at the time of discharge. This will be measured by monitoring progress and behavior while a resident. Urine screening will be required as clinically necessary (minimum of one screening each month, in conjunction with random testing process). Amethyst House has the ability to screen for 14 drugs including ETG (longer-term alcohol testing), Ivory, K2/Spice, and Suboxone.

Social Connectedness – 80% of clients discharged will have established a network of support in a recovery community that is supportive of a sober lifestyle. Success will be measured by thorough documentation of participation in supportive activities. Residents will focus on recovery/discharge planning throughout their program involvement and will fill out forms necessary to measure social support involvement.

Employment/Education – 70% of residents leaving the program will have increased their income significantly or have entered college carrying a minimum of six hours per semester. Success is measured by documenting level of income at admission and discharge and monitoring college involvement.

Stability in Housing – 65% of residents leaving the program will have secured stable housing. Success is measured through confirmation by case managers of address and living arrangements. Residents who have supportive family members available to them will be offered regular family sessions to assist in addressing family and recovery needs and to help coordinate efforts for housing following program completion.

The staff of Amethyst House wishes to thank the Jack Hopkins Committee for their generous support of our program and initiatives. We appreciate your time and consideration of our current request.

Amethyst House Project Budget

Facilities Improvements

Expenses:	Grant:	Leverage	Total:
3/4 House	\$ 24,500.00	\$ 10,000.00	\$ 34,500.00
Chairs (OP & Men's House)	\$ 5,750.00	\$ -	\$ 5,750.00
Total Expenses:	\$ 30,250.00	\$ 10,000.00	\$ 40,250.00

SECTION 00410 - BID FORM

TO: (Owner) Amethyst House, Inc.
P.O. Box 11
Bloomington, IN 47402

FROM: (Name of Bidder) Neidigh Construction Corporation
(Address of Bidder) 2220 West Vernal Pike
Bloomington, IN 47404
(Telephone/Fax of Bidder) 812-334-0362 fx 812-334-3144

FOR: (Project Title) Amethyst House, Inc: Men's 3/4 House Project
416 W. 4th Street
Bloomington, Indiana 47404

DATE: (Date of Proposal) January 9, 2015

PROPOSAL:

The undersigned, in accordance with the "Invitation for Bids", proposes to perform the Work in accordance with Bidding Documents prepared by John Byers Associates. The undersigned, having examined the Bidding Documents, the Site of the proposed Work, and being familiar with all the conditions affecting the construction of the proposed Work, including the availability of materials and supplies, agrees to furnish all labor, materials, equipment, and services necessary for the proper completion of the Work, for the amounts stated below, which stated sums include taxes, fees and all other charges applicable to materials, appliances, labor and all things subject to and upon which taxes or other charges may be levied.

BASE BID: Bidder agrees to perform all work as described in the Bidding Documents for the Base Bid for the sum of:

Twenty-eight Thousand Four Hundred Thirty-one Dollars
Base Bid (words)

\$ 28,431.00
Base Bid (figures)

(Show the Bid Amounts in both words and figures. In the case of discrepancy between the words and figures, the words shall govern.)

Bid Form
00410-1

ALTERNATES:

Alternate No. 1: Paint the East Porch decking, columns, & railings:

One Thousand Dollars
Base Bid (words)

\$ 1,000.00
Base Bid (figures)

Alternate No. 2: Paint the South Porch decking & rim boards:

Two Thousand Dollars
Base Bid (words)

\$ 2,000.00
Base Bid (figures)

Alternate No. 3: Paint the South Porch columns, overhang, & lattice:

Three Thousand Two Hundred Dollars
Base Bid (words)

\$ 3,200.00
Base Bid (figures)

CONTRACT TIME:

Bidder agrees to commence the Work within Twenty-one (21) days
after the Contract Signing.

Bidder agrees to complete the Work by Friday, April 3rd, 2015.

PROPOSAL TIME: Bidder agrees that this Bid shall remain in force for a period of sixty (60) days from the Bid date, and Bids may be accepted or rejected at any time during this period. Bids not accepted within said time shall be deemed rejected.

NON-DISCRIMINATION: The Contractor and subcontractors, if any, shall not discriminate against or intimidate any employee, or application for employment, to be employed in the performance of this contract, with respect to any matter directly or indirectly related to employment because of race, religion, color, sex, national origin or ancestry. Breach of this covenant may be regarded as a material breach of the contract.

Bid Form
00410-2

NON-COLLUSION AFFIDAVIT: The undersigned Bidder or agent, being duly sworn on oath, says that Bidder has not, nor has any other member, representative, or agent of the firm, company, corporation or partnership represented by the Bidder, entered into any combination, collusion or agreement with any person relative to the price to be bid by anyone at such letting, nor to prevent any person from bidding, nor to induce anyone to refrain from bidding, and that this Bid is made without reference to any other bid and without any agreement, understanding or combination with any other person in reference to such bidding. Bidder further says that no person or persons, firms, or corporation has, have or will receive, directly or indirectly, any rebate, fee, gift, commission or thing of value on account of such sale.

ADDENDA: The bidder hereby acknowledges receipt of the following addenda:

Addendum No. 1 Dated 12/16/14

Addendum No. Dated

Addendum No. Dated

Addendum No. Dated

GENERAL AGREEMENTS: The Bidder agrees that he has had an opportunity to examine the site of the work and has examined the Bidding Documents therefore, and that he has carefully prepared his proposal upon the basis thereof, and that he has carefully examined and checked this proposal and the materials, equipment and labor required there under, the cost thereof, and his figures therefore, and hereby states that the amount or amounts set forth in this proposal is, or are correct, and that no mistake or error has occurred in this proposal or in the Bidder's computations upon which this proposal is based, and the Bidder agrees that he will make no claim for reformation, modification, rescission or correction of this proposal after the scheduled closing time for the receipt of proposals.

Bidder understands that the Owner reserves the right to reject any or all bids and to waive any informality in the bidding

The Bidder understands that the Owner will not be liable for any amount in excess of the lump sum bid, except as expressly stated in written change orders duly executed and delivered by the Owner.

The Bidder declares that in preparing this bid he/she has reasonably assured himself/herself of the availability of all labor, materials, and products required to complete the Work.

FINANCIAL STATEMENT FOR BIDDERS

Attachment of Bidder's financial statement is mandatory. Any Bid submitted without said financial statement as required by statute shall thereby be rendered invalid. The financial statement provided hereunder to the governing body awarding the contract must be specific enough in detail so that said governing body can make a proper determination of the Bidder's capability for completing the project if awarded.

CONTRACTOR'S BID FOR PUBLIC BIDDING FORM 96: Bidder must include with Bid Proposal a properly executed Contractor's Bid For Public Bidding Form 96.

Bid Form
00410-3

The undersigned hereby designates his business structure:

Bidder is (check one): Individual () Partnership ()
Corporation (x) Limited Liability Company ()

If Bidder is a partnership, state following:

Name of Partners: _____

If Bidder is a Corporation or a Limited Liability Company, state following:

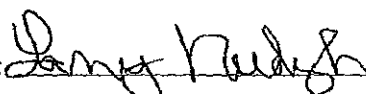
Organized under the laws of the State of Indiana

Names and titles of Officers authorized to sign contracts: .

Larry Neidigh, President

This Bid is hereby authorized and submitted by:

Name of Bidder: Neidigh Construction Corporation

By (Signature):  Date: 01/09/2015


Name/Title (Printed or Typed): Larry Neidigh, President

Address: 2220 W. Vernah Pike, Bloomington, IN 47404

Witness My Hand and Notarial Seal, this 9th day of January, 2015.

Monroe
County of Residence

12/15/2016
My Commission Expires


Notary Public (Signature)

Debra D. Johnson
Name (Printed or Typed)

END OF SECTION 00410

Bid Form
00410-4



FINANCIAL STATEMENTS
AND
INDEPENDENT AUDITORS' REPORT

June 30, 2014 and 2013

AMETHYST HOUSE, INC.

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Our People. Your Success.

Independent Auditors' Report

Board of Directors
Amethyst House, Inc.

Report on the Financial Statements

We have audited the accompanying financial statements of Amethyst House, Inc., a not-for-profit organization, which comprise the statements of financial position as of June 30, 2014 and 2013, and the related statements of activities, functional expenses and cash flows for the years 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; 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.

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States 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 auditors' 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 auditors consider 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 Amethyst House, Inc. at June 30, 2014 and 2013, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States.

Report on Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The schedule of expenditures of federal awards, as required by Office of Management and Budget Circular A-133, *Audits of States, Local Governments, and Non-Profit Organizations*, is presented for purposes of additional analysis and are not a required part of the 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 financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States. In our opinion, the information is fairly stated, in all material respects, in relation to the 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 February 26, 2015, on our consideration of Amethyst House, 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 Amethyst House, Inc.'s internal control over financial reporting and compliance.

Katy, Anger & Miller, LLP

Indianapolis, Indiana
February 26, 2015

AMETHYST HOUSE, INC.
STATEMENTS OF FINANCIAL POSITION
June 30, 2014 and 2013

ASSETS

	2014	2013
CURRENT ASSETS		
Cash	\$ 46,876	\$ 35,309
Accounts receivable, net of allowance for doubtful accounts of \$6,000 in 2014 and \$8,000 in 2013	1,965	2,626
Grants receivable	80,936	70,817
Prepaid expenses and other		400
Total Current Assets	<u>129,777</u>	<u>109,152</u>
PROPERTY AND EQUIPMENT		
Land	15,000	15,000
Construction in progress		6,498
Buildings and improvements	961,529	909,863
Furniture and equipment	<u>76,187</u>	<u>86,187</u>
	1,052,716	1,017,548
Less: Accumulated depreciation	<u>355,633</u>	<u>341,102</u>
Total Property and Equipment	<u>697,083</u>	<u>676,446</u>
TOTAL ASSETS	<u><u>\$ 826,860</u></u>	<u><u>\$ 785,598</u></u>

LIABILITIES AND NET ASSETS

CURRENT LIABILITIES		
Accounts payable	\$ 29,480	\$ 23,165
Accrued expenses	32,729	30,024
Current portion of long-term debt	<u>13,446</u>	<u>12,920</u>
Total Current Liabilities	75,655	66,109
LONG-TERM DEBT	<u>334,982</u>	<u>348,345</u>
Total Liabilities	<u>410,637</u>	<u>414,454</u>
NET ASSETS		
Unrestricted	393,723	371,144
Unrestricted - board designated	<u>22,500</u>	
Total Net Assets	<u>416,223</u>	<u>371,144</u>
TOTAL LIABILITIES AND NET ASSETS	<u><u>\$ 826,860</u></u>	<u><u>\$ 785,598</u></u>

See accompanying notes.

AMETHYST HOUSE, INC.

STATEMENTS OF ACTIVITIES
Years Ended June 30, 2014 and 2013

	2014	2013
REVENUE AND SUPPORT		
Federal, state, and local grants	\$ 715,374	\$ 626,408
Donations	6,356	9,900
United Way	23,226	24,980
Program fees - half-way houses	127,058	113,077
Treatment fees	93,826	85,298
Fundraising revenues	58,869	57,866
Miscellaneous income	2,618	2,992
Total Revenue and Support	<u>1,027,327</u>	<u>920,521</u>
EXPENSES		
Program services	860,998	767,492
Management and general	88,824	84,725
Fundraising	<u>32,426</u>	<u>31,814</u>
Total Expenses	<u>982,248</u>	<u>884,031</u>
INCREASE IN NET ASSETS	45,079	36,490
NET ASSETS		
Beginning of Year	<u>371,144</u>	<u>334,654</u>
End of Year	<u>\$ 416,223</u>	<u>\$ 371,144</u>

See accompanying notes.

AMETHYST HOUSE, INC.

STATEMENTS OF FUNCTIONAL EXPENSES
Years Ended June 30, 2014 and 2013

	Program Services		Management and General		Fundraising		Total	
	2014	2013	2014	2013	2014	2013	2014	2013
Salaries	\$ 403,068	\$ 401,408	\$ 21,906	\$ 21,816	\$ 13,144	\$ 13,089	\$ 438,118	\$ 436,313
Payroll taxes	37,527	37,404	2,040	2,033	1,224	1,220	40,791	40,657
Health insurance	32,353	28,618	1,758	1,555	1,055	933	35,166	31,106
Insurance	19,901	19,888	4,545	3,324			24,446	23,212
Dues and subscription	4,781	929	1,142	1,301	2,381	2,268	8,304	4,498
Telephone	9,468	9,328	1,094	1,086	656	651	11,218	11,065
Occupancy	11,202	10,800	7,001	6,750	4,201	4,050	22,404	21,600
Marketing and advertising	2,372	2,017	390	598	400	405	3,162	3,020
Conferences and training	2,725	4,059	1,737	3,526	105		4,567	7,585
Professional services	5,000	4,400	24,062	19,814			29,062	24,214
Repairs and maintenance	31,651	17,139	754	1,128	453	677	32,858	18,944
Program costs and supplies	100,232	90,441	12,657	11,744	49		112,938	102,185
Office supplies and postage	5,035	4,647	2,855	2,729	450	400	8,340	7,776
Depreciation	19,625	19,220	3,066	3,003	1,840	1,802	24,531	24,025
Interest	8,981	9,678	2,245	2,420			11,226	12,098
Subcontract	130,648	77,530					130,648	77,530
Fundraising	1,000				5,550	5,543	6,550	5,543
Equipment rental	8,873	8,760	42	604			8,915	9,364
Utilities	26,556	21,226	1,530	1,294	918	776	29,004	23,296
TOTAL EXPENSES	\$ 860,998	\$ 767,492	\$ 88,824	\$ 84,725	\$ 32,426	\$ 31,814	\$ 982,248	\$ 884,031

See accompanying notes.

AMETHYST HOUSE, INC.
STATEMENTS OF CASH FLOWS
Years Ended June 30, 2014 and 2013

	2014	2013
OPERATING ACTIVITIES		
Increase in net assets	\$ 45,079	\$ 36,490
Adjustments to reconcile increase in net assets to net cash provided by operating activities:		
Depreciation	24,531	24,025
(Increase) decrease in certain current assets:		
Accounts and grants receivable	(9,458)	(38,962)
Prepaid expenses and other	400	900
Increase in certain current liabilities:		
Accounts payable	6,315	11,906
Accrued expenses	2,705	2,148
Net Cash Provided by Operating Activities	<u>69,572</u>	<u>36,507</u>
INVESTING ACTIVITIES		
Purchases of property and equipment	(45,168)	(8,098)
Net Cash Used by Investing Activities	<u>(45,168)</u>	<u>(8,098)</u>
FINANCING ACTIVITIES		
Principal payments on long-term debt	(12,837)	(12,108)
Proceeds from line of credit		33,000
Payments on line of credit		(33,000)
Net Cash Used by Financing Activities	<u>(12,837)</u>	<u>(12,108)</u>
NET INCREASE IN CASH	11,567	16,301
CASH		
Beginning of Year	<u>35,309</u>	<u>19,008</u>
End of Year	<u>\$ 46,876</u>	<u>\$ 35,309</u>
SUPPLEMENTAL DISCLOSURES		
Interest paid	\$ 11,226	\$ 12,098

See accompanying notes.

AMETHYST HOUSE, INC.

NOTES TO FINANCIAL STATEMENTS

June 30, 2014 and 2013

NOTE 1 - ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Organization: Amethyst House, Inc. (the Organization) is an Indiana not-for-profit organization that provides outpatient treatment services for chronically addicted persons in Monroe County, Indiana and in Vanderburgh County, Indiana, as well as half-way house programs in Monroe County, Indiana. The Organization is supported by the State Hoosier Assurance Program, client fees, other grants, and donations.

Government funding provided to the Organization comes from the State of Indiana Family and Social Services Administration Division of Mental Health. A portion of the funding comes from the U.S. Department of Health and Human Services and U.S. Department of Housing and Urban Development.

Basis of Accounting: The Organization prepares its financial statements using the accrual basis of accounting. Accrual accounting requires the recognition of revenues when they are earned and measurable in the accounting period when services are provided, and the recognition of expenses in the period in which they occur.

Estimates: The preparation of financial statements in conformity with accounting principles generally accepted in the United States requires management to make estimates and assumptions that affect certain 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 revenues and expenses during the reporting period. Actual results could differ from those estimates.

Net Assets By Class: Temporarily or permanently restricted net assets are created by donor-imposed restrictions on their use. When a donor restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions. Contributions whose restrictions lapse, expire, or are otherwise met in the same reporting period as the contribution was received are recorded as unrestricted support. All other net assets, including board-designated or appropriated amounts are reported as part of the unrestricted class. The Organization did not have any temporarily or permanently restricted net assets as of June 30, 2014 and 2013.

Functional Expenses: Expenses have been allocated directly or indirectly between program, management and general, and fundraising services as listed in the statements of functional expenses. Expenses that can be identified with a specific program or supporting service are allocated based on an analysis of personnel time utilized for the related activities.

Cash: Cash is maintained in bank deposit accounts which, at times, may exceed federally insured limits. There have been no losses in such accounts.

Accounts Receivable and Credit Policies: Accounts receivable represent uncollateralized obligations due to the Organization from clients for treatment services and residency in the halfway and three-quarter way houses. The balances are due and payable within 30 days of the billing date. Accounts receivable are stated at the amount billed to the client, less an allowance for uncollectible accounts.

NOTE 1 - ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

The Organization does not charge late fees or interest due to the nature of its clientele and treatment services. However, those with overdue balances receive warnings, and when balances reach \$200 for outpatient session fees and \$800 for residency fees, services are subject to stoppage. A client with a balance due must pay the balance or make arrangements acceptable to management prior to treatment resuming.

The Organization establishes an allowance for uncollectible accounts receivable based on historical collection experience, economic conditions and management's evaluation of collectibility of outstanding balances. Management periodically reviews the status of delinquent accounts and writes off uncollectible accounts after reasonable collection efforts have been exhausted.

Grants Receivable: The Organization receives its grant support through periodic claims filed with the respective funding sources, not to exceed a limit specified in the funding agreement. Since the financial statements are prepared on the accrual basis, all earned portions of the grants not yet received as of June 30, 2014 and 2013, have been recorded as receivables.

Property and Equipment: Property and equipment are recorded at cost. Depreciation expense is computed using the straight-line method over the estimated useful lives of the assets, which range up to 40 years for buildings and improvements and from 3 to 10 years for furniture and equipment. The Organization's policy is to capitalize and depreciate asset acquisitions of \$500 and greater.

Long-lived Assets, including the Organization's property and equipment, are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. Recoverability is measured by comparison of the carrying amount to future net undiscounted cash flows expected to be generated by the related asset. If such assets are considered to be impaired, the impairment to be recognized is measured by the amount by which the carrying amount exceeds the fair market value of the assets. To date, no adjustments to the carrying amount of long-lived assets have been required.

Government Grants: Support funded by grants is recognized as the Organization performs the contracted services under grant agreements. Grant revenue is recognized as earned as the services are performed or eligible expenses are incurred. Grant expenditures are subject to audit and acceptance by the granting agency and, as a result of such audit, adjustments could be required.

Advertising: The Organization expenses all advertising costs as they are incurred.

Income Taxes: The Organization is exempt from taxes under the provisions of Section 501(c)(3) of the Internal Revenue Code. Therefore, no provision or liability for income taxes has been included in the financial statements. In addition, the Organization has been determined by the Internal Revenue Service not to be a private foundation within the meaning of section 509(a) of the Internal Revenue Code. There was no unrelated business income for the years ended June 30, 2014 and 2013.

The Organization files information tax returns in the U.S. federal jurisdiction and in the state of Indiana. The Organization is no longer subject to U.S. federal and state income tax examinations by tax authorities for fiscal years before 2011.

Reclassifications: Certain 2013 balances have been reclassified to conform to the presentation of the 2014 financial statements.

Subsequent Events: The Organization has evaluated the financial statements for subsequent events occurring through February 26, 2015, the date the financial statements were available to be issued. See Note 3.

NOTE 2 - LEASE COMMITMENTS

The Organization leases office space and equipment under long-term noncancellable operating leases expiring through December 2018. Future minimum rental payments as of June 30, 2014, are as follows:

Payable In Year Ending June 30,	Rental Payments
2015	\$ 27,244
2016	26,952
2017	25,500
2018	22,596
2019	<u>11,132</u>
	<u>\$113,424</u>

As provided in the office lease agreement, the Organization is assessed monthly operating expense fees. The monthly charges are based upon the Organization's square footage in the building. Total rent expense was \$31,319 and \$30,964 for the years ended June 30, 2014 and 2013, respectively.

NOTE 3 - DEBT AND CREDIT ARRANGEMENTS

Long-term debt consisted of the following at June 30, 2014 and 2013:

	2014	2013
Mortgage payable to United Commerce in monthly installments of \$165, including interest computed at prime plus 1% (4.25% at June 30, 2014), through September 12, 2023. Secured by real estate.	\$ 15,056	\$ 16,363
Mortgage payable to United Commerce in monthly installments of \$835, including interest computed at prime (3.25% at June 30, 2014), through October 11, 2026. Secured by real estate.	101,384	107,967
Term note payable to United Commerce in monthly installments of \$1,005, including interest computed at 5% through September 1, 2014 and prime plus 1% thereafter, through July 1, 2031. Secured by real estate.	138,488	143,435
Noninterest-bearing note payable to City of Bloomington in 2018. The note is forgivable at maturity in the event the Organization does not default on provisions of the loan agreement.	<u>93,500</u>	<u>93,500</u>
	348,428	361,265
Less: Current maturities	<u>13,446</u>	<u>12,920</u>
Total Long-term Debt	<u>\$334,982</u>	<u>\$348,345</u>

NOTE 3 - DEBT AND CREDIT ARRANGEMENTS (CONTINUED)

At June 30, 2014, the aggregate maturities in each of the next five years for the above long-term obligations were as follows:

Payable In Year Ending June 30,	Principal
2015	\$13,446
2016	13,993
2017	14,563
2018	15,157
2019	15,777

The Organization has entered into a line of credit agreement that provides for short-term borrowings up to a maximum amount of \$100,000. Interest on the line of credit borrowings is payable monthly and is computed at 6%. The line of credit, which was renewed after June 30, 2014 through September 1, 2015, is secured by real estate. No borrowings were outstanding on the line of credit at June 30, 2014 or 2013.

NOTE 4 - CONCENTRATIONS

The Organization received 70% in fiscal year 2014 and 68% in fiscal year 2013 of its total revenues and support from government grants. The Organization is dependent on federal grant funding to continue its operations. Such grants have been renewed for fiscal year 2015.

The Organization is primarily providing services within Monroe County, Indiana.

NOTE 5 - ASSETS HELD AT COMMUNITY FOUNDATION OF BLOOMINGTON AND MONROE COUNTY

The Organization established an endowment as part of the Community Foundation of Bloomington and Monroe County (Community Foundation) Matchstick program. The Matchstick program allows for donors to contribute money towards the Amethyst House Endowment, and for every two dollars raised a dollar is matched by the Community Foundation. The Organization has granted variance power to the Community Foundation. At June 30, 2014 and 2013, the funds approximated \$34,400 and \$30,300, respectively, based on information available from the Community Foundation.

SUPPLEMENTARY INFORMATION AND OTHER REPORTS



Our People. Your Success.

*Independent Auditors' 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*

Board of Directors
Amethyst House, Inc.

We have audited, in accordance with auditing standards generally accepted in the United States and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of Amethyst House, Inc., which comprise the statement of financial position as of June 30, 2014, and the related statements of activities, functional expenses and cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon, dated February 26, 2015.

Internal Control over Financial Reporting

In planning and performing our audit of the financial statements, we considered Amethyst House, Inc.'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 financial statements, but not for the purpose of expressing an opinion on the effectiveness of Amethyst House, Inc.'s internal control. Accordingly, we do not express an opinion on the effectiveness of Amethyst House, Inc.'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 Amethyst House, Inc.'s 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 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 entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Katy, Sappin & Miller, LLP

Indianapolis, Indiana
February 26, 2015

AMETHYST HOUSE, INC.

**SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS
Year Ended June 30, 2014**

	Federal CFDA Number	Pass-through Entity Identifying Number	Expenditures
U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES			
Passed through the Indiana Family and Social Services Administration, Division of Mental Health and Addiction:			
Block Grants for Prevention and Treatment of Substance Abuse	93.959	A55-3-53-13-HO-2739	\$ 241,660
		A55-3-53-13-WF-2739	120,000
			<u>361,660</u>
Substance Abuse and Mental Health Services-Access to Recovery	93.275	INATR-003	9,300
U.S. DEPARTMENT OF HOUSING AND URBAN DEVELOPMENT			
Direct programs:			
Supportive Housing Program	14.235	None Assigned	88,707
Passed through the City of Bloomington:			
Home Investment Partnerships Program	14.239	M04MC18022	93,500
Community Development Block Grants/Entitlement Grants	14.218		31,473
U.S. DEPARTMENT OF HOMELAND SECURITY			
Passed through the United Way of Monroe County:			
Emergency Food and Shelter National Board Program	97.024	None Assigned	<u>2,000</u>
TOTAL EXPENDITURES OF FEDERAL AWARDS			<u><u>\$ 586,640</u></u>

See accompanying notes to schedule of expenditures of federal awards.

AMETHYST HOUSE, INC.

NOTES TO SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS Year Ended June 30, 2014

NOTE 1 - BASIS OF PRESENTATION

The accompanying schedule of expenditures of federal awards (the Schedule) includes the federal grant activity of Amethyst House, Inc. (the Organization) and other programs of the federal government for the year ended June 30, 2014. The information in the Schedule is presented in accordance with the requirements of OMB Circular A-133, *Audits of States, Local Governments, and Non-Profit Organizations*. Because the Schedule presents only a selected portion of the operations of the Organization, it is not intended to and does not present the financial position, changes in net assets, or cash flows of the Organization.

NOTE 2 - 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 OMB Circular A-122, *Cost Principles for Non-profit Organizations*, wherein certain types of expenditures are not allowable or are limited as to reimbursement.

Pass-through Entity Identifying Numbers are presented where available.

NOTE 3 - NON-CASH ASSISTANCE

The amount reported in the Schedule under CFDA Number 14.239 represents an outstanding loan of \$93,500.

NOTE 4 - SUBRECIPIENT AWARDS

Included in the federal expenditures presented in the Schedule are federal awards provided to subrecipients by the Organization in the amount of \$130,600 under CFDA Number 93.959. This amount is presented on the accrual basis of accounting.



Our People. Your Success.

*Independent Auditors' Report on Compliance for
Each Major Federal Program and Internal Control
over Compliance Required by OMB Circular A-133*

Board of Directors
Amethyst House, Inc.

Report on Compliance for Each Major Federal Program

We have audited Amethyst House, Inc.'s compliance with the types of compliance requirements described in the *OMB Circular A-133 Compliance Supplement* that could have a direct and material effect on each of Amethyst House, Inc.'s major federal programs for the year ended June 30, 2014. Amethyst House, Inc.'s major federal programs are identified in the summary of auditors' results section of the accompanying schedule of findings and questioned costs.

Management's Responsibility

Management is responsible for compliance with the requirements of laws, regulations, contracts, and grants applicable to its federal programs.

Auditors' Responsibility

Our responsibility is to express an opinion on compliance for each of Amethyst House, Inc.'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; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; and OMB Circular A-133, *Audits of States, Local Governments, and Non-Profit Organizations*. Those standards and OMB Circular A-133 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 Amethyst House, Inc.'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 Amethyst House, Inc.'s compliance.

Opinion on Each Major Federal Program

In our opinion, Amethyst House, Inc. 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, 2014.

Other Matters

The results of our auditing procedures disclosed an instance of noncompliance, which is required to be reported in accordance with OMB Circular A-133 and which is described in the accompanying schedule of findings and questioned costs as item 2014-001. Our opinion on each major federal program is not modified with respect to this matter.

Amethyst House, Inc.'s response to the noncompliance finding identified in our audit is described in the accompanying schedule of findings and questioned costs. Amethyst House, Inc.'s response was not subjected to the auditing procedures applied in the audit of compliance and, accordingly, we express no opinion on the response.

Report on Internal Control over Compliance

Management of Amethyst House, Inc. 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 Amethyst House, Inc.'s internal control over compliance with the types of requirements that could have a direct and material effect on each major federal program in order 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 OMB Circular A-133, 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 Amethyst House, Inc.'s internal control over compliance.

Our consideration of internal control over compliance was for the limited purpose described in the first paragraph and was not designed to identify all deficiencies in internal control over compliance that might be material weaknesses or significant deficiencies and therefore, material weaknesses or significant deficiencies may exist that were not identified. However, as discussed below, we identified a deficiency in internal control over compliance that we consider to be a material weakness.

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. We consider the deficiency in internal control over compliance described in the accompany schedule of findings and questioned costs as item 2014-001 to be a material weakness.

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.

Amethyst House, Inc.'s response to the internal control over compliance finding identified in our audit is described in the accompanying schedule of findings and questioned costs. Amethyst House, Inc.'s response was not subjected to the auditing procedures applied in the audit of compliance and, accordingly, we express no opinion on the response.

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 of OMB Circular A-133. Accordingly, this report is not suitable for any other purpose.

Katy, Sappin & Miller, LLP

Indianapolis, Indiana
February 26, 2015

AMETHYST HOUSE, INC.

**SCHEDULE OF FINDINGS AND QUESTIONED COSTS
Year Ended June 30, 2014**

Summary of Auditors' Results

Financial Statements

Type of auditors' report issued [*unmodified, qualified, adverse, or disclaimer*]: Unmodified

Internal control over financial reporting:

- Material weakness(es) identified? ☐ yes ☒ no
- Significant deficiency(ies) identified? ☐ yes ☒ none reported
- Noncompliance material to financial statements noted? ☐ yes ☒ no

Federal Awards

Internal control over major programs:

- Material weakness(es) identified? ☒ yes ☐ no
- Significant deficiency(ies) identified? ☐ yes ☒ none reported

Type of auditors' report issued on compliance for major programs [*unmodified, qualified, adverse, or disclaimer*]: Unmodified

Any audit findings disclosed that are required to be reported in accordance with section 510(a) of OMB Circular A-133?

☒ yes ☐ no

Identification of major program:

CFDA
Numbers Name of Federal Program

93.959 Block Grants for Prevention and Treatment of Substance Abuse

Dollar threshold used to distinguish between type A and type B programs:

\$300,000

Auditee qualified as low-risk auditee?

☐ yes ☒ no

AMETHYST HOUSE, INC.

SCHEDULE OF FINDINGS AND QUESTIONED COSTS (CONTINUED)
Year Ended June 30, 2014

Financial Statement Findings

None

Federal Award Findings and Questioned Costs

U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES

2014-001 Block Grants for Prevention and Treatment of Substance Abuse – CFDA #93.959

Noncompliance and Material Weakness in Internal Control Over Compliance – Eligibility of Participants

Criteria: According to guidelines from the Family and Social Services Administration (FSSA), a person may be eligible to have their treatment paid by the Hoosier Assurance Plan if the person shows that they qualify for Medicaid, food stamps, or fall at or below 200% of the poverty level. Also, the person must meet certain evaluation criteria that are determined by a mental health professional, provide proof of income, and provide a Social Security number.

Condition and Context: We sampled 37 participant files and noted that one of the 37 were above the poverty level guidelines for being able to receive treatment and be covered by the Hoosier Assurance Plan funding.

Cause and Effect: Employees did not properly check the wages of each participant against the poverty level guidelines. Therefore, a participant was incorrectly covered through the Hoosier Assurance Plan funding. Internal control over compliance was not sufficient to ensure all participants were eligible under FSSA guidelines.

Recommendation: We recommend that employees responsible for determining participant eligibility receive additional training to ensure requirements are understood. Further, we recommend employees perform secondary reviews of each other's client files on a periodic basis to ensure selected clients meet eligibility requirements.

Management Response: Amethyst House, Inc. (the Organization) started a new process on September 1, 2013 related to the orientation of new outpatient clients. The Organization has created a financial orientation which is separate from the clinical orientation and completed by one of the three staff members from the billing department. The Organization implemented the following process for new residential clients. After new residential clients have completed their intake paperwork, case managers will fax the Division of Mental Health and Addiction Supported Consumer (DSC) eligibility form along with the DSC enrollment form to the billing team to review before the new client is enrolled into Data Assessment Registry for Mental Health and Addiction (DARMHA). The billing department can better monitor that the Organization is enrolling only clients that are DSC eligible into the DARMHA system. This new system of double checking will reduce the chance of future errors and takes the burden off the clinical staff. The Organization is committed to following the Division of Mental Health and Addiction's contract guidelines.

INDIANA HOUSING AND COMMUNITY DEVELOPMENT AUTHORITY

SUMMARY SCHEDULE OF PRIOR AUDIT FINDINGS

Year Ended June 30, 2014

U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES

2013-001 Block Grants for Prevention and Treatment of Substance Abuse

Noncompliance and Material Weakness in Internal Control Over Compliance – Eligibility of Participants

Condition: Participants must meet eligibility requirements outlined in the guidelines from the Family and Social Services Administration to have their treatment paid by the Hoosier Assurance Plan. Certain participants selected for testing during the audit were above the poverty level guidelines.

Recommendation: The auditors recommended that employees responsible for determining participant eligibility receive additional training to ensure requirements are understood. Further, the auditors recommended employees perform secondary reviews of each other's client files on a periodic basis to ensure selected clients meet eligibility requirements.

Current Status: The Organization started a new process on September 1, 2013 related to the orientation of new outpatient clients to resolve the issue. There was a similar finding noted in the 2014 audit.



A United Way Agency
P.O. Box 11, Bloomington, IN 47402

CORRECTIVE ACTION PLAN Year Ended June 30, 2014

U.S. Department of Health and Human Services

Amethyst House, Inc. respectively submits the following corrective action plan for the year ended June 30, 2014.

Name and address of independent public accounting firm:

Katz, Sapper & Miller, LLP
800 East 96th Street, Suite 500
Indianapolis, IN 46240

Audit period: Year ended June 30, 2014

The finding from the schedule of findings and questioned costs (the Schedule) for the year ended June 30, 2014, is discussed below. The finding is numbered consistently with the number assigned in the Schedule.

FINANCIAL STATEMENT AUDIT FINDINGS

None

MAJOR FEDERAL AWARDS PROGRAM AUDIT FINDINGS AND QUESTIONED COSTS

U.S. Department of Health and Human Services

2014-001 Block Grants for Prevention and Treatment of Substance Abuse – CFD #93.959

Significant Deficiency – Eligibility

Recommendations: The auditors recommend that employees responsible for determining participant eligibility receive additional training to ensure requirements are understood. Further, the auditors recommend employees perform secondary reviews of each other's client files on a periodic basis to ensure selected clients meet eligibility requirements.

Actions Taken: We agree with the recommendations. We started a new process on September 1, 2013 related to the orientation of new outpatient clients. We have created a financial orientation which is separate from the clinical orientation and completed by one of the three staff members from the billing department. We implemented the following process for new residential clients. After new residential clients have completed their intake paperwork, case managers fax the Division of Mental Health and Addiction Supported Consumer (DSC) eligibility form along with the DSC enrollment form to the billing team to review before the new client is enrolled into Data Assessment Registry for Mental Health and Addiction (DARMHA). The billing department can better monitor that Amethyst House, Inc. is enrolling only clients that are DSC eligible into the DARMHA system. This new system of double checking will reduce the chance of future errors and takes the burden off the clinical staff. Amethyst House, Inc. is committed to following the Division of Mental Health and Addiction's contract guidelines.

www.amethysthouse.org • email: amethyst@amethysthouse.org

Administration (812) 336-3570
Fax (812) 336-9010

Men's Program (812) 336-2812
Fax (812) 336-9020

Women's Program (812) 336-2666
Fax (812) 323-0144

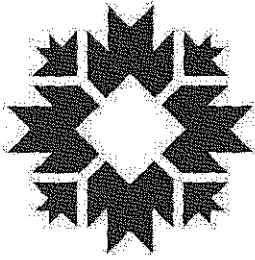
CORRECTIVE ACTION PLAN (CONTINUED)
Year Ended June 30, 2014

If the U.S. Department of Health and Human Services has questions regarding this plan, please call Gina Lovell at (812) 336-3570.

Sincerely,

A handwritten signature in cursive script that reads "Gina Lovell". The signature is written in black ink and is positioned above the printed name.

Gina Lovell, Administrative Director



CITY OF BLOOMINGTON, COMMON COUNCIL
JACK HOPKINS SOCIAL SERVICES FUNDING
COMMITTEE
2015 GRANT APPLICATION

AGENCY INFORMATION

Lead Agency Name

Area 10 Agency on Aging

Is Lead Agency ☐ yes
a 501(c)(3) ☐ no

Number of Employees

Full-time Part-time Volunteers

Address

631 W. Edgewood Dr.

Ellettsville, IN

Zip Code

47429

Phone

812-876-3383

Agency E-mail

area10@area10agency.org

Website

area10agency.org

President of Board of Directors

Marsha Keith and Nancy Lorenz (Co-Chairs)

Executive Director

Kerry Conway

Title

Executive Director

Phone

812-876-3383 X 503

E-Mail

kconway@area10agency.org

Name of Person to Present Proposal to
the Committee
(If not the Executive Director)

Laura Kray

Title

Nutrition Program Manager

Phone

812-876-3383 X 553

E-Mail

lkray@area10agency.org

Name of Grant Writer

Laura Kray

Phone

812-876-3383 X 553

E-mail

lkray@area10agency.org

Agency's Mission Statement (150 words or less)

The mission of Area 10 Agency on Aging is to serve as a leader in providing resources and solutions and promoting opportunities that empower community members to live longer, stronger lives. Area 10 provides access to a wide variety of high-quality, affordable services to older adults and those with disabilities in Monroe and Owen Counties, and to others in the community who have concerns with older family members or friends. Area 10 serves the community's rapidly growing aging population through programs including the Aging and Disability Resource Center, case management, meal and grocery delivery, assistance to the homebound, transportation services, Retired and Senior Volunteer Program, senior housing, and the Endwright Center. The mobile food pantry assists the community's elderly with access to wholesome foods and nutritional education so that they can better maintain an independent lifestyle and remain in their homes as long as possible.

PROJECT INFORMATION

Project Name

More Than a Meal Nutrition Program Mobile Food Pantry

Is this a collaborative project? ☐ yes
☐ no

If a collaborative project, list name(s) of non-lead agency partner(s)

Address where project will be housed

Total Cost of Project

Requested JHSSF Funding

Other Funds Expected for this Project
(Source, Amount and Confirmed or Pending)

Number of Total Clients Served by this Project in 2015

Total Number of City Residents Served by this Project in 2015

Is this a request for operational funds? ☐ yes
☐ no

If "yes," indicate whether the request is for a pilot project, bridge funding or a collaborative project.
☐ pilot
☐ bridge
☐ collaborative

Please indicate the period in which you intend to draw down funds, if granted
☐ July-September 2015
☐ October-December 2015

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

A purchase order for the items requested will be presented to the Area 10 CFO, Natalie LeBeau. Checks are issued twice a month on the 6th and 21st of the month and signed by both the Executive Director, Kerry Conway, and a board member. After the purchase of the items requested a receipt will be presented to the CFO and she will complete the process to complete the draw down of funds.

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.

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 and Cost)	1 Maxx Cold 23-cu ft Commercial Side-by-Side Refrigerator (Stainless Steel) Energy Star @ \$2,199.00
Priority #2 (Item and Cost)	1 Frigidaire N/A 20.2-cu ft Upright Freezer (Silver Mist) Energy Star @ \$673.00
Priority #3 (Item and Cost)	4 Rubbermaid Commercial Products 33.25-in Utility Cart @ 109.98 Total: \$439.92
Priority #4 (Item and Cost)	4 Folding Shopping Cart with Double Basket-Jumbo size 150 lb Capacity Black @ 43.24 Total: \$172.96
Priority #5 (Item and Cost)	
Priority #6 (Item and Cost)	
Priority #7 (Item and Cost)	

PROJECT SYNOPSIS (250 words or less)

Please provide a brief overview of your project. Assume that 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."

Area 10 Agency on Aging's mobile food pantry program seeks grant support in the amount of \$3,684.88 to help expand and aid the nutrition services for the homebound. The total includes \$2,199.00 to purchase a new energy efficient refrigerator, \$673.00 to purchase a new energy efficient freezer, \$439.92 to purchase four new utility carts, \$172.96 to purchase four new shopping carts, and \$200 for estimated shipping costs. The refrigerator and freezer units will increase our food storage capacity and the utility carts and grocery carts will assist with baggage preparation for the grocery packaging and for delivery. In 2013, when we last made a request for grant support, the Area 10 mobile food pantry delivered 5,832 bags of groceries to an average of 243 clients per month. In 2014 that number jumped to 6,958 bag of groceries to an average of 289 clients per month. As of March, 2015 we have delivered 1,870 bags of groceries to an average of 311 clients per month. This is a 21% increase in client numbers from 2013 to 2015 and we project a delivery total of almost 7,500 bags of groceries in 2015. In addition, the refrigerators in use currently are older models, not energy efficient, and in some cases, not working at optimum levels.

CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Assume that 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 2010-2014 Consolidated Plan, or any other community-wide survey of social services needs.

Area 10 Agency on Aging's mobile food pantry program addresses community needs identified in Monroe County's Service Community Assessment of Needs (SCAN) and HAND's 2010-2014 Consolidated Plan. In Monroe County's Service Community of Needs, Area 10's mobile food pantry program aligns with the section on Hunger and Food Insecurity. In this section of the document it states, "The recent increase in need for food assistance and drop in donors has kept food pantries struggling to keep up with demand. According to Feeding America, 11.2% of Indiana residents were classified as having food insecurity. 2-1-1 Infolink reports that 8% of their 2010 requests for assistance were food-related referrals (129). Additionally, 20,820 Monroe County residents were considered food insecure in 2009—16.3% of the population (129). Of those classified as food insecure, 61% had an income at or below 130% of the poverty threshold, 2% were at 130-185% of the poverty threshold, and 37% had incomes above 185% of the poverty threshold (129). The HAND's Consolidated Plan priority needs strategy 5 to "provide funding to non-profit organizations that serve low income individuals/families with their basic emergency needs: food, shelter and health care" (19) aligns with Area 10's mobile food pantry program's mission (see mission statement).

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 -- i.e., is your request for a pilot project? for bridge funding? for a collaborative project? If you are requesting operational funds, you must detail your plan for future funding.

Area 10 Agency on Aging is requesting funding for a one-time investment to purchase a refrigerator, freezer, and utility carts for our mobile food pantry program. Area 10's mobile food pantry is the only home delivered food pantry in the area providing groceries to homebound individuals in Monroe County who are unable to go to the grocery store or other food pantries due to physical limitations. Additional equipment is required due to the increase in our client numbers and will increase our food storage capacity and ability to provide fresh and wholesome foods to our clients. Currently we have a waiting list for clients and are unable to accept some donations of fresh food due to lack of storage. Additional utility carts will minimize the physical burden of grocery packing for more than 90 volunteers by decreasing lifting and walking with heavy groceries.

FISCAL LEVERAGING (100 words or less)

Describe how your project will leverage other resources, such as other funds, in-kind contributions, volunteers, etc.

Area 10's food pantry program has partnerships with other facilities in the community that have proven to be of great benefit to fulfilling our mission. In Monroe County, Area 10's food pantry program has partnered with 1st United Church which has donated building space to house groceries for our food pantry to allow volunteers to travel to this location to pick up groceries and deliver them to homebound clients in Monroe County. Additionally, Area 10 food pantry also has a collaborative partnership with First-Presbyterian church where many of our food pantry volunteers are recruited. Over 90 volunteers contribute 4-6 hours each month with the coordination of the mobile food pantry grocery delivery each month equaling a dollar amount of \$360-\$480 per month.

LONG-TERM BENEFITS (200 words or less)

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

Area 10 Agency on Aging's food pantry program seeks to provide nutritional assistance to homebound individuals by delivering groceries on a monthly basis. Our aim is to assist those in need with access to wholesome foods and nutritional education so that they can better maintain an independent lifestyle. For the homebound elderly in our community nutrition is an important factor in maintaining their health and wellness and increasing their ability to remain in their homes for as long as possible. General health, medication efficacy, and mood are all affected by the quantity and quality of their nutrition intake. Low income seniors often do not have enough money to provide healthy food for themselves throughout the entire month. Area 10 strives to provide groceries with more fresh and frozen foods due to their higher nutritional content and so requires additional refrigerator or freezer storage. Some of the appliances currently in use are older and not energy efficient and replacing them will help cut utility costs allowing for a greater food budget. The Jack Hopkins Social Service Grant funding support to purchase a refrigerator, freezer, and carts will assist with providing homebound individuals with a sustainable source of accessible fresh foods and also alleviate the effects and level of food insecurity.

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 2013, when we last made a request for grant support, the Area 10 mobile food pantry delivered 5,832 bags of groceries to an average of 243 clients per month. In 2014 that number jumped to 6,958 bag of groceries to an average of 289 clients per month. As of March, 2015 we have delivered 1,870 bags of groceries to an average of 311 clients per month. This is a 21% increase in client numbers and we project a delivery total of almost 7,500 bags of groceries in 2015. Currently the Area 10 mobile food pantry maintains a wait list of clients and is unable to accept some donations of fresh food due to a lack of proper storage for those items. Purchase of new equipment will allow us to expand our capacity to keep up with the current increase in clients and our increased need for fresh and frozen nutritious food.

Common Council Social Services Funding Application 2013
Area 10 Agency on Aging

Mission of the Area 10 Agency on Aging

The mission of Area 10 Agency on Aging is to serve as a leader in providing resources and solutions and promoting opportunities that empower community members to live longer, stronger lives. Area 10 Agency on Aging is one of 16 area agencies on aging in the state of Indiana and one of 629 in the country. The agency provides access to a wide variety of high-quality, affordable services to older adults and those with disabilities in Monroe and Owen Counties, and to others in the community who have concerns with older family members or friends.

Area 10 Agency on Aging serves the community's rapidly growing aging population through programs including the Aging and Disability Resource Center, case management, meal delivery and food pantry, assistance to the homebound, transportation services, Retired and Senior Volunteer Program, senior housing, and the Endwright Center. In 2014 the Nutrition Program delivered over 36,000 meals to homebound individuals in Monroe and Owen Counties. In addition, the Mobile Food Pantry provided two bags of groceries to almost 300 low income, homebound individuals in the city of Bloomington each month.

Funding Request and Proposed Use of Funds

Area 10 Agency on Aging's food pantry program seeks grant support in the amount of \$3,084.88 to help expand and aid the nutrition services for the homebound. The total includes \$2,199.00 to purchase a new refrigerator, \$673.00 to purchase a new freezer, \$439.92 to purchase four new utility carts and \$172.96 to purchase four new grocery carts, and \$200 for estimated shipping costs. The refrigerator and freezer units will increase our food storage capacity and the utility and grocery carts will assist with baggage preparation for the grocery packaging for delivery.

Addressing a Previously-Identified Priority for Social Services Funding

Area 10 Agency on Aging's nutrition food pantry program address community needs identified in Monroe County's Service Community Assessment of Needs (SCAN) and HAND's 2010-2014 Consolidated Plan. In Monroe County's Service Community of Needs, Area 10's nutrition food pantry program aligns with the section on Hunger and Food Insecurity. In this section of the document it states, "The recent increase in need for food assistance and drop in donors has kept food pantries struggling to keep up with demand. According to Feeding America, 11.2% of Indiana residents were classified as having food insecurity. 2-1-1 Infolink reports that 8% of their 2010 requests for assistance were food-related referrals (129). Additionally, 20,820 Monroe County residents were considered food insecure in 2009—16.3% of the population (129). Of those classified as food insecure, 61% had an income at or below 130% of the poverty threshold, 2% were at 130-185% of the poverty threshold, and 37% had incomes above 185% of the poverty threshold (129).

The HAND's Consolidated Plan priority needs strategy 5 to "provide funding to non-profit organizations that serve low income individuals/families with their basic emergency needs: food, shelter and health care" (19) also aligns with Area 10's food pantry program mission to

assist those in need with access to wholesome foods and nutritional education so that they can better maintain an independent lifestyle. Moreover, under this consolidated plan Area 10 Agency on Aging is documented as one of the supportive services that “provide a number of services to the elderly and frail elderly in our community” (78). It’s also reported that “providing the frail elderly with services to allow them to stay in their homes as long as possible is very important” (78).

One-Time Investment

Area 10 Agency on Aging is requesting funding for a one-time investment to purchase a freezer, refrigerator, and utility carts for our food pantry program. As one of the only food pantry programs that delivers home-delivered and congregate meals to homebound individuals in Monroe County who are unable to go to the grocery store or other food pantries due to physical limitations, the addition of this new equipment will exceedingly increase our food storage capacity and ability to provide fresh and wholesome foods to our clients. Currently, Area 10’s food pantry program has been very limited in its ability to provide additional storage for the food donated to us due to the absence of these items. The Agency’s food pantry program has had to decline food donated by private in-kind sources. This issue has contributed to the inability to keep up with the demand of providing emergency food assistance to a larger spectrum of clients in the community.

The purchase of the utility carts will assist with minimizing the physical burden of grocery packing for the volunteers by decreasing lifting and walking with heavy groceries from one grocery packing station to another. Therefore, by expanding our food storage capacity, Area 10’s food pantry program would be able to increase the accessibility and availability to fresh foods, double the quantity of bags of groceries distributed annually to our clients, and minimize the gap for the demand of emergency food assistance.

Leveraging Matching Funds

Area 10’s food pantry program has partnerships with other facilities in the community that have proven to be a great benefit to fulfilling our mission. In Monroe County, Area 10’s food pantry program has partnered with First United Church which has donated building space to house groceries for our food pantry to allow volunteers to travel to this location to pick up groceries and deliver them to homebound clients in Monroe County. Additionally, Area 10 food pantry also has a collaborative partnership with First-Presbyterian church where many of our food pantries volunteers are recruited. Over 90 volunteers assist with the coordination of the packing and delivery of groceries each month.

Broad and Long-Lasting Benefits to the Community

Area 10 Agency on Aging’s food pantry program seeks to provide nutritional assistance to homebound individuals by delivering groceries on a monthly basis. Our aim is to assist those in need with access to wholesome foods and nutritional education so that they can better maintain an independent lifestyle. The Jack Hopkins Social Service Grant funding support to purchase a freezer, refrigerator, and carts will not only assist with providing homebound

individuals with a sustainable source of accessible fresh foods but, alleviate the effects and level of food insecurity.

Food Pantry Equipment Budget and Justification 2015

Equipment	Quantity	Costs Per Item	Total Equipment Costs
Energy Star Refrigerator	1	\$2,199.00	\$2,199.00
Energy Star Freezer	1	\$673.00	\$673.00
Utility Carts	4	\$109.98	\$439.92
Grocery Carts	4	\$43.24	\$172.96
Total Estimated Shipping Costs:			\$200.00
Total Requesting Funding Amount:			\$3,084.88

Justification:

- The refrigerator and freezer units will increase our food storage capacity.
- Utility and grocery carts will assist with baggage preparation for the grocery packaging for delivery.

AREA 10 COUNCIL ON AGING OF MONROE AND OWEN COUNTIES, INC.

STATEMENT OF FINANCIAL POSITION

UNAUDITED

June 30, 2014

ASSETS

CURRENT ASSETS:

CASH		\$ 404,820.25
ACCOUNTS RECEIVABLE		33,383.86
SECURITY DEPOSIT RECEIVABLE		400.00
GRANTS RECEIVABLE		736,206.92
RELATED PARTY RECEIVABLES:		
CUNOT APARTMENTS. L.P.:		
CUNOT FHLB LOAN	131,976.00	
CUNOT FHLB ACCRUED INTEREST RECEIVABLE	22,409.82	
CUNOT IHFA LOAN	350,000.00	
CUNOT IHFA LOAN ACCRUED INTEREST RECEIVABLE	48,980.82	
CUNOT OTHER LOAN	599,634.78	
CUNOT OTHER LOAN ACCRUED INTEREST RECEIVABLE	772,818.71	
CUNOT MANAGEMENT & MAINTENANCE FEES RECEIVABLE	260,595.19	2,186,415.32
EDGEWOOD VILLAGE APARTMENTS, L.P.		
EDGEWOOD MANAGEMENT & MAINTENANCE FEES RECEIVABLE	89,928.27	
EDGEWOOD FHLB LOAN	220,752.00	
EDGEWOOD FHLB LOAN ACCRUED INTEREST	36,818.86	
EDGEWOOD DEVELOPMENT FEE ACCRUED INTEREST RECEIVABLE	65,255.52	412,754.65
TOTAL CURRENT ASSETS		<u>3,773,981.00</u>

PROPERTY AND EQUIPMENT:

BUILDINGS	507,085.06	
IMPROVEMENTS	17,614.79	
EQUIPMENT	7,119.00	531,818.85
LESS: ACCUMULATED DEPRECIATION		(223,352.51)
TOTAL PROPERTY AND EQUIPMENT, NET		<u>308,466.34</u>

OTHER ASSETS:

INVESTMENTS		50,021.00
ENDOWMENT FUNDS		44,842.86
RESERVE FOR UNCOLLECTIBLE NOTES RECEIVABLE		(1,000,000.00)
		<u>(905,136.14)</u>

TOTAL ASSETS

\$ 3,177,311.20

AREA 10 COUNCIL ON AGING OF MONROE AND OWEN COUNTIES, INC.
STATEMENT OF FINANCIAL POSITION
UNAUDITED
June 30, 2014

LIABILITIES AND NET ASSETS

ACCOUNTS PAYABLE	\$ 127,711.29
ACCRUED PAYROLL	61,625.50
ACCRUED VACATION AND COMP TIME	66,188.51
PAYROLL WITHHOLDINGS	32,450.00
SICK PAY LIABILITY	12,213.24
SECURITY DEPOSITS PAYABLE	4,022.00
DEFERRED INCOME	<u>2,422.00</u>
TOTAL CURRENT LIABILITIES	306,632.54
UNRESTRICTED	302,512.13
TEMPORARILY RESTRICTED	2,523,323.67
PERMANENTLY RESTRICTED	<u>44,842.86</u>
TOTAL NET ASSETS	<u>2,870,678.66</u>
TOTAL LIABILITIES & NET ASSETS	<u><u>\$ 3,177,311.20</u></u>

AREA 10 COUNCIL ON AGING OF MONROE AND OWEN COUNTIES, INC.

STATEMENT OF ACTIVITIES AND NET ASSETS

UNAUDITED

YEAR ENDED JUNE 30, 2014

REVENUES & SUPPORT:

FEDERAL GRANTS	\$ 1,502,526.52
STATE GRANTS	1,095,797.96
COUNTY SUPPORT	75,423.00
CITY CONTRACTS	4,324.85
PROJECT INCOME	215,233.28
MEDICAID	404,494.38
DONATIONS - UNITED WAY	41,604.23
DONATIONS - DIRECT PUBLIC SUPPORT	124,770.16
SERVICE AGENCY REIMBURSEMENTS FOR TRANSPORTATION	131,063.50
FARE REVENUE	82,706.40
MISCELLANEOUS INCOME	143,545.28
IN-KIND SUPPORT	228,919.01
INVESTMENT INCOME	57,508.62
TOTAL REVENUE AND SUPPORT	<u>\$ 4,107,917.19</u>

EXPENDITURES

PERSONNEL COSTS	\$ 2,121,519.77
UTILITIES	65,976.20
TELEPHONE & POSTAGE	21,883.20
MATERIALS & SUPPLIES	109,112.68
PRINTING	597.28
VOLUNTEER RECOGNITION	105,927.81
TRAVEL	44,753.52
CONTRACT SERVICES	120,622.57
SERVICE PROVIDERS	720,031.53
MEALS	228,289.72
PHYSICAL EXAMS	3,954.45
ENROLLEE TRAINING	5,012.46
CASUALTY & LIABILITY INSURANCE	71,651.30
EQUIPMENT	13,613.08
TIRES	15,087.20
FUEL EXPENSE	228,687.95
ADVERTISING & RECRUITMENT	10,843.02
INDIRECT	247,755.24
MISCELLANEOUS	6,467.49
EMERGENCY FOOD	10,072.51
DEPRECIATION	66,675.82
TOTAL EXPENDITURES	<u>\$ 4,218,534.80</u>

CHANGE IN NET ASSETS	(110,617.61)
CHANGE IN PERMANENTLY RESTRICTED ASSETS	(1,942.00)
NET ASSET, BEGINNING OF YEAR	2,983,238.27
NET ASSETS, END OF YEAR	<u><u>\$ 2,870,678.66</u></u>

Internal Revenue Service

District
Director

Department of the Treasury

P.O. Box 2508
Cincinnati, OH 45201

Person to Contact:

Dale A. Pepper

Telephone Number:

513-684-3866

Refer Reply to:

EP:EO

Date: SEP 3 1981

Area 10 Council on Aging of Monroe
and Owen Counties, Inc.
347 South Lincoln St.
Bloomington, IN 47401

CIN: EO: 811 874

Based on information supplied, and assuming your operations will be as stated in your application for recognition of exemption, we have determined you are exempt from Federal income tax under section 501(c)(3) of the Internal Revenue Code effective July 3, 1981.

We have further determined you are not a private foundation within the meaning of section 509(a) of the Code, because you are an organization described in section 509(a)(1) and 170(b)(1)(A)(vi).

For the period for which you are exempt under section 501(c)(3) of the Code, you are not liable for social security (FICA) taxes unless you file a waiver of exemption certificate as provided in the Federal Insurance Contributions Act. You are not liable for the taxes imposed under the Federal Unemployment Tax Act (FUTA).

Since you are not a private foundation, you are not subject to the excise taxes under Chapter 42 of the Code. However, you are not automatically exempt from other Federal excise taxes. If you have any questions about excise, employment, or other Federal taxes, please let us know.

As of the effective date of this determination, donors may deduct contributions to you as provided in section 170 of the Code. Bequests, legacies, devises, transfers, or gifts to you or for your use are deductible for Federal estate and gift tax purposes if they meet the applicable provisions of sections 2055, 2106, and 2522 of the Code.

If your sources of support, purposes, character, or method of operation is changed, please let us know so we can consider the effect of the change on your exempt status. Also, you should inform us of all changes in your name or address.

If your gross receipts each year are normally more than \$10,000, you are required to file Form 990, Return of Organization Exempt From Income Tax, by the 15th day of the fifth month after the end of your annual accounting period. The law imposes a penalty of \$10 a day, up to a maximum of \$5,000, for failure to file a return on time.

12013

Area 10 Council on Aging of Monroe and Owen Counties, Inc.

You are not required to file Federal income tax returns unless you are subject to the tax on unrelated business income under section 511 of the Code. If you are subject to this tax, you must file an income tax return on Form 990-T. In this letter we are not determining whether any of your present or proposed activities are unrelated to trade or business as defined in section 513 of the Code.

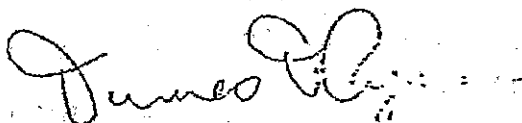
You need an employer identification number even if you have no employees. If an employer identification number was not entered on your application, a number will be assigned to you and you will be advised of it. Please use that number on all returns you file and in all correspondence with the Internal Revenue Service.

Under the income tax regulations, an organization which seeks exemption under section 501(c)(3) of the Code must file its exemption application within 15 months from the end of the month in which it was formed. (See section 1.508-1(a)(2) of the Regulations.) You indicated in your application that you did not submit your application within 15 months of the date you were formed and that you intended that the application be considered as a request for recognition of exemption under section 501(c)(3) of the Code from the date that the application was submitted and not retroactively to the date you were formed. Therefore, it is necessary for us to hold that the effective date of your exemption under section 501(c)(3) of the Code is as stated in the first paragraph of this letter. (Also see section 1.508-1 of the Income Tax Regulations).

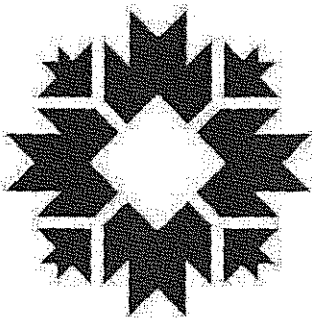
Our determination letter dated April 30, 1979, held you to be exempt under section 501(c)(4) of the Code. That determination remains in effect for the period from August 15, 1978, your date of incorporation, to July 3, 1981, your effective date of exemption under section 501(c)(3) of the Code.

Please keep this determination letter for your permanent records.

Sincerely yours,



James J. Ryan
District Director



CITY OF BLOOMINGTON, COMMON COUNCIL
JACK HOPKINS SOCIAL SERVICES FUNDING COMMITTEE
2015 GRANT APPLICATION

AGENCY INFORMATION

Lead Agency Name:

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

Number of Employees:

Full-Time	Part-Time	Volunteers
4	3	250

Address:

Zip Code: 47402

Phone: 812-334-2828

Agency E-Mail: bbbs@bigsindiana.org

Website: bigsindiana.org

President of Board of Directors: Keith Leonard

Executive Director:

Title: Program Director

Phone: 812-334-2828 ext 227

E-Mail: mvoland@bigsindiana.org

Name of Person to Present Proposal to the Committee: Mark Voland
(if not the Executive Director)

Title: Program Director

Phone: 334-2828 x 227

E-Mail: mvoland@bigsindiana.org

Name of Grant Writer: Mark Voland

Phone: 334-2828 x 227

E-Mail: mvoland@bigsindiana.org

Agency Mission Statement (150 words or less)

Our mission is to provide children facing adversity with strong and enduring, professionally, supported 1-to-1 relationships that change their lives for the better, forever.

PROJECT INFORMATION

Project Name: One-to-One Mentoring

Is this a collaborative project? ☐ Yes ☒ No

If a collaborative project, list name(s) of non-lead agency partner(s):

807 N. College Ave., Bloomington IN 47404

Address where project will be housed: 807 N College 47404

Total Cost of Project: \$344,146

Requested JHSSF Funding: \$17,268

Other Funds Expected for this Project (*Source, Amount, and Confirmed or Pending*)

OJJDP Grant \$59,340 United Way \$34,000 (pending) NAP Credits \$20,000 (pending), BFKS \$130,000
Grants pending \$10,000, Individual Giving \$60,000

Total Number of Clients Served by this project in 2015: 310

Total Number of City Residents Served by this project in 2015: 110

Is this request for operational funds? ☒ Yes ☐ No

If "yes," indicate whether the request is for a pilot project, bridge funding,
or a collaborative project:

☐ Pilot ☒ Bridge ☐ Collaborative

Please indicate the period in which you intend to draw down funds, if granted:

☒ July-September 2015

☒ October-December 2015

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 once per month.

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

Anticipated funding is expected to be received from United Way-monthly, OJJDP grant-monthly (until Sept.), NAP Credits-June-Aug, Individual Giving on – going, BFKS June-Feb.

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)	\$17,268 we could serve 50 kids. At 60% partial funding we could serve 30
Priority #2 (Item & Cost)	At 50% we could serve 25 kids
Priority #3 (Item & Cost)	At 40% we could serve 20 kids.
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. Assume that 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."

Big Brothers Big Sisters of South Central Indiana (BBBSSI) is an affiliated member of oldest national mentoring organization known for providing adult mentors for children in need. BBBS has been serving the Monroe County community for 43 years. In 2014 we served 310 youth in Monroe, Owen, and Putnam Counties. 280 of the children served were Monroe County youth and 182 were specifically located in Bloomington. Our staff includes four full-time and four part-time professionals. BBBS is requesting \$17,268 to support a Match Support Specialist position in our One-to-One (OTO) Mentoring Program.

BBBS provides services targeted to those families and children most at-risk for substance abuse, educational deficiencies, adolescent pregnancy, crime, and other social problems. We use criteria determined by the US Department of Health and Human Services to assess our effectiveness and gather outcomes.

Over the past 25 years we have developed a plan that focuses on two strategies: establishing collaborative community relationships and offering a breadth of volunteer opportunities. Rather than relying on a one-size-fits-all model of mentoring, we give our adult mentors (Bigs) the flexibility of four unique mentoring opportunities. The four mentoring opportunities are as follows: First Friends, School Mentoring, Site-Based Mentoring, and Community-Based Mentoring.

CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Assume that 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 2010-2014 Consolidated Plan, or any other community-wide survey of social services needs.

According to the 2012 SCAN Report, "youth born to single parent households are more likely to live below the federal poverty line. Also youth in single-parent households experience greater rates of parental absence, lack of parental involvement in childrearing, and a lack of supervision, all of which have been shown to place youth at greater risk for poor educational attainment, behavior problems, and poor psychological well-being." We provide services for the city's most high-risk families involved with the Department of Child Services, probation, social workers, and temporary or transitional housing. These are the children who, without intensive intervention and support, are at highest risk for removal from the home or involved with the judicial system. A snapshot of the conditions faced by our matched children reveals that 10% live in foster care, with grandparents, or with another relative; 40% of children served live with one female parent; 80% of families served in Bloomington meet Federal Low Income guidelines with the majority of rest qualifying as Low-Moderate.

Other alarming statistics include:

- 12% of youth served are already involved with the juvenile justice system
- 35% of youth served have a disability of some sort
- 40% of families served have experienced domestic violence
- 20% of youth served come from an incarcerated parent

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 -- i.e., is your request for a pilot project? for bridge funding? for a collaborative project? If you are requesting operational funding, you must detail your plan for future funding.

BBBS is asking for bridge funding one-time only. 2011-2013 the economic downturn left BBBS facing some difficult fiscal challenges. In 2014 we finished in the black and were able to replenish our reserves. We were unable to receive the 2015 CDBG grant and our OJJDP grant runs out this September. Our fund-raising budget for 2015 is \$152,450. This is the amount we need to raise to just maintain our current level of all programming. If we are granted \$17,268, and meet our fund-raising goals for 2015, we can expand services. We are currently limited in our ability to serve more OTO matches because our caseloads are full. Our 2015 BFKS Campaign was a success and we were able to increase our individual giving by 60% last year. We are encouraged that our fiscal growth will continue and receiving the Jack Hopkins grant would be a part of the plan of stabilizing our financial situation. We will continue to focus on engaging our donors, attracting new donors, and maintaining smart financial practices to achieve our vision to serve more youth.

FISCAL LEVERAGING *(100 words or less)*

Describe how your project will leverage other resources, such as other funds, in-kind contributions, volunteers, etc.

BBBS has a strong history of leveraging resources and in-kind contributions. When we increase our service to community youth we also increase service to volunteers. In 2014 our volunteers provided over 30,000 hours of service. In 2011 we established an IU student organization that is responsible for recruiting volunteers and fundraising on the campus of IU (\$34,000 2014/15). We have already surpassed our BFKS Campaign goal by \$11,000. We partner with area businesses that do not only donate support but also services and goods. BBBS actively seeks and submits local, state, and national public and private grants. Funding from the Jack Hopkins Social Services Committee would contribute to the organization's continuing trend away from fiscal uncertainty toward a new era of growth and sustainability.

LONG-TERM BENEFITS *(200 words or less)*

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

The BBBS goals are to reduce factors that place youth at risk of delinquency, substance use, adolescent pregnancy, school dropout, and other social problems. Our One to One program accomplishes this by enhancing protective factors for youth which include: improving access to client-centered social services; establishing a support network of adults; providing opportunities for positive, safe, structured activities; setting clear behavior guidelines; promoting self efficacy, self discipline, and problem solving skills; and the opportunity to bond with positive, stable adults who provide consistent, caring responses.

In 2009 our organization implemented the Youth Outcome Survey (YOS). This tool allows us to acquire assessment data for individual matches on which to gauge the outcomes of our youth served. The youth is measured at the beginning of the relationship and 12 months and continuing twelve-month intervals for the life of the match.

Our 2014 YOS results showed positive outcomes for the youth served:

- 92% of our youth improved or maintained in Social Acceptance
- 79% improved or maintained in Scholastic Competence
- 71% improved or maintained in Educational Expectations
- 58% improved or maintained in Attitudes Toward Risky Behaviors

2014 six Littles graduated from high school, five are attending college and one is in the U.S. Army.

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 will be able to match at least 50 new youth with mentors. The Big Brother Big Sister one to one model of mentoring has been found to be highly effective. Research has shown that the success of our matches is attributable to the careful structuring of the program and professional support provided by the Match Support Specialist.

There are hundreds of youth in Bloomington that fit our criteria and could use our services. A Big Brother's or Big Sister's presence can provide a youth with a personal connection, supervision and guidance, self-worth, and perhaps the most important, *goals and hope for the future*.

Big Brothers Big Sisters of South Central Indiana Narrative

Big Brothers Big Sisters of South Central Indiana (BBBSCI) is requesting \$17,268 for bridge funding for a current Match Support Specialist (MSS) position that is currently being supported 100% by OJDP. End of September we will have a substantial loss of \$59,340 and \$17,268 of that supports the current MSS position. The funding will be fully utilized before the final claim submission date.

BBBSCI matches at-risk youth of Monroe, Putnam, and Owen counties with volunteer adult mentors to improve youth outcomes and enhance the childhood and future of these Littles through positive and caring relationships. In our community-based program, Bigs meet their Littles at least once a week for trips to movies, museums, and other educational or recreational activities of mutual interest. In our site-based program, Bigs meet their Littles once a week during the school year at school or in after-school programs. This eases transportation requirements for Bigs and allows them to participate in group activities with their Littles. Through the site-based programs, we match our most at-risk youth, many of who come from more unstable homes or who may not have access to methods of communication by which to coordinate activities through the community program. Finally, in our First Friends program, we provide activities for children on our waiting list and for our Littles, their siblings, and their families, including our Fall Festival, fishing outing, Reality Health Fair, and Bowl for Kids' Sake. The BBBSCI staff, volunteers, and interns ensure the success of these programs by conducting a detailed matching process, providing a comprehensive training program for new Bigs, and maintaining frequent contact and building relationships with Littles and their families. BBBSCI trains all of its volunteers on the Search Institute's 40 development assets. The Institute showed that adolescents who exhibit 30 or more of these assets were more likely to go to college and achieve success, ultimately coming down to a stable support system. We coach our volunteers to be asset-builders; the youth we serve have less than 20 assets, but consistently gain 2-4 assets per year of being matched.

We also monitor the success of our program by conducting annual Youth Outcome Surveys. New Littles take the survey right before they are matched, and again one year later. Through these surveys, which serve as valuable outcome indicators, we can gauge the direct impact of the matches on the children we serve. These surveys show demonstrable success of the program: the 2014 YOS found that 92% of our matched Littles improved or maintained in social acceptance, 79% improved or maintained in scholastic competence, and 71% improved or maintained in educational expectations.

BBBS One to One (OTO) Mentoring Programs embrace prevention strategies. The primary goal of our organization is to enhance the protective assets that will help guarantee success for children facing adversity. We approach youth and families from a philosophy of positive youth development. BBBS programs help to reduce factors that place youth at risk of delinquency, substance use, adolescent pregnancy, quitting school, and other social problems by matching them with caring adult volunteers. Our volunteers provide youth with a non-kin support network of adults, opportunities for positive, safe, structured activities, and a clear set of behavior guidelines. The adult volunteers promote the development of self-motivation, self-discipline, and problem solving skills. To keep children safe, all volunteers are rigorously screened before ever being matched with their Little Brother/Sister. They are then carefully administered and supported using strict standards and monthly contact with trained personnel. There are no fees charged for our services.

BBBS focuses its efforts and resources on one of the most vulnerable demographics in the community: at-risk youth. The United Way 2012 Service Community Assessment of Needs' overarching recommended focuses "Education, Earnings, and Essentials" match the work of BBBS. We serve youth by promoting academic success, better relationships at home and school, and avoidance of risky behaviors through positive and committed mentoring relationships. These results at the national and local level contribute to higher academic success and subsequent earnings. According to the SCAN Report, "youth access to resources and developmental success are related to education attainment of a parent or guardian, the number of wage earners living in a youth's household, and the age of the parents or guardians at the birth of the child. Family structure is further related to other risk factors that could affect youth development. For example, youth born to single parent households are more likely to live below the federal poverty line...youth in single-parent households experience greater rates of parental absence, lack of parental involvement in childrearing, and a lack of supervision, all of which have been shown to place youth at greater risk for poor educational attainment, behavior problems, and poor psychological well-being." BBBS assists these same youth and their families. In 2014 we served over 600 youth and adult mentors. A current snapshot of the adverse conditions faced by the children we serve reveals that 14% of our matched children live in foster care, with grandparents, or with another relative; 15% have an incarcerated parent; 45% have a physical, emotional, or learning disability; 86% qualify for free or reduced-price lunch; 58% live in a single parent household; and 93% fall into at least one of the above categories. Our long-term investment in the future potential and well-being of the children of Monroe County make us the perfect vehicle to meet the needs identified by the SCAN Report.

As an organization that looks toward the future by serving today's youth, we are focusing on growth and sustainability. The loss of OJJDP and not receiving CDBG, which means our local fundraising efforts must be increased in order to maintain the current level of service to local children. We are confident that this will be a one-time ask from the Jack Hopkins Social Services Funding Committee. Currently the MSS position supervises 16 match relationships that are considered treatment matches through OJJDP research grant. Jack Hopkins funding would allow us not only to continue to support those relationships but also match 34 new city youth by the end of December. In 2014 we increased our individual giving by 60% and this past BFKS was the third largest (\$161,000). We feel strongly that the best long-term solution or enhancing community development is to invest in strategies that build a sense of community. The MSS is the heart and soul of the agency. They recruit, screen, and train new volunteers, youth, and parents. They help design case plans for every child, provide on-going support, referral, educational services and crisis intervention. Assistance from the Jack Hopkins Social Services Committee would allow us to improve the resources available to current matches and focus our efforts on reaching more children and volunteers in our investment in the Bloomington community.

BIG BROTHERS - BIG SISTERS OF SOUTH CENTRAL, INC.									
Bridge Funds for Match Support Specialist									
					Jack Hopkins	Other	Total		
					Request				
Revenues									
				Bloomington City Council	17,268		17,268		
				Total Income	17,268	0	17,268		
Expenses									
				PT MSS Position					
				Salary and Fringe	17,268				
				Total salary/fringe	17,268		17,268		
				Total Expenses	17,268	0	17,268		

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03/26/15
Accrual Basis

Big Brothers Big Sisters Balance Sheet As of December 31, 2014

	<u>Dec 31, 14</u>
ASSETS	
Current Assets	
Checking/Savings	
1110 - H. Lyons Mutual	26,045.52
1000 - CASH	
1060 - H. Lyons Cash	0.59
1055 - Postal Service / Bulk Mail	71.18
1050 - ONB - Operating	75,939.30
1002 - Owen Co Petty Cash	90.50
1001 - Petty Cash (Petty Cash)	109.06
Total 1000 - CASH	<u>76,210.63</u>
Total Checking/Savings	102,256.15
Accounts Receivable	
1200 - Receivables	
1205 - Blackburn Receivable	-5,755.13
1220 - Int/Dividend Receivable	524.98
1250 - Grants Receivable	11,064.52
1211 - Pledges Not Received	-6,865.00
1210 - Pledge Receivable	4,110.00
Total 1200 - Receivables	<u>3,079.37</u>
Total Accounts Receivable	3,079.37
Other Current Assets	
1300 - Prepaid Expenses	4,649.31
1010 - Undeposited Funds	9,022.76
Total Other Current Assets	<u>13,672.07</u>
Total Current Assets	119,007.59
Fixed Assets	
1802 - Leasehold Improvements	24,984.91
1800 - Property	
1825 - Accum Dep-Furn & Fix	-1,513.68
1820 - Furniture & Fixtures	3,218.66
1815 - Accum Dep-Ofc Equipmt	-24,419.64
1810 - Office Equipment	30,293.88
Total 1800 - Property	<u>7,579.02</u>
Total Fixed Assets	32,563.93
Other Assets	
1900 - Community Foundation Perm Endow	39,122.53
Total Other Assets	<u>39,122.53</u>

Big Brothers Big Sisters
Balance Sheet
As of December 31, 2014

	Dec 31, 14
TOTAL ASSETS	190,694.05
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
2000 - Current Liabilities*	
2100 - Unearned Revenue	-9,845.40
2071 - United Way (Employee Gift to United Way)	80.00
2055 - Ind Unemployment Taxes	86.64
2054 - Local Tax Withholding	194.07
2053 - State Tax Withholding	454.60
2011 - Wages Payable	4,803.91
Total 2000 - Current Liabilities*	-4,226.18
Total Other Current Liabilities	-4,226.18
Total Current Liabilities	-4,226.18
Total Liabilities	-4,226.18
Equity	
2950 - Perm Restricted Net Assets	42,857.00
2900 - Retained Earnings (Retained Earnings)	-260,264.95
2975 - Unrestricted net assets	333,218.04
2960 - Net Assets (Temp Restricted)	17,727.58
Net Income	61,382.56
Total Equity	194,920.23
TOTAL LIABILITIES & EQUITY	190,694.05

1:14 PM
03/26/15
Accrual Basis

Big Brothers Big Sisters Profit & Loss January through December 2014

	Jan - Dec 14
Ordinary Income/Expense	
Income	
3995 - Miscellaneous Income	363.62
3900 - Investment Income	
3910 - Realized Gain on Securities	110.40
3920 - Unrealized gain (loss) on sec (Mutual funds G/L)	517.74
Total 3900 - Investment income	628.14
3800 - Fund Raising	
3240 - General Fundraising	56,078.28
3805 - Activities & Events	24,230.10
3855 - OC Corporate Sponsor Bowl 15	1,500.00
3860 - OC Community Bowl 15	545.00
3865 - IU Bowl 15	3,290.28
3870 - Corporate Sponsor Bowl 15	42,897.61
3875 - Community Bowl 15	37,798.90
Total 3800 - Fund Raising	166,340.17
3700 - In-Kind Contributions	
3720 - OC InKind	4,200.00
3710 - InKind Income	10,199.20
Total 3700 - In-Kind Contributions	14,399.20
3300 - Indirect Contributions	
3330 - Foundation & Misc Grants	10,599.10
3310 - United Way of Monroe Co.	36,086.99
3300 - Indirect Contributions - Other	1,010.53
Total 3300 - Indirect Contributions	47,686.62
3200 - Individual Contributions	
3233 - Corporate Sponsor	81.98
3235 - Gardner Mem. Tadpole Fund	1,546.00
3230 - Employee Giving	1,815.12
3220 - Program Restricted Income	3,275.00
3211 - NAP Credits	25,800.00
3210 - Unrestricted Income	16,728.44
3200 - Individual Contributions - Other	1,193.15
Total 3200 - Individual Contributions	50,439.69
3100 - Private Grants	
3140 - Owen County	500.00
3130 - BBBS Northeast, IN	109.79
3120 - Grants	5,000.00
3100 - Private Grants - Other	13,078.95
Total 3100 - Private Grants	18,688.74
3000 - Government Grants	

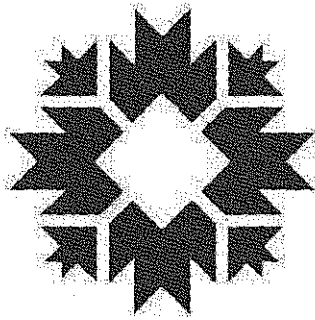
Big Brothers Big Sisters
Profit & Loss
January through December 2014

	Jan - Dec 14
3026 · OJJDPMEG Grant	90,768.33
3070 · Owen County (Restricted for staff salaries)	2,000.00
3050 · M L King Grant	784.87
3030 · Cares	6,042.98
Total 3000 · Government Grants	99,584.18
Total Income	398,140.36
Gross Profit	398,140.36
Expense	
6185 · Owen County Grant	18.00
5000 · Equipment	
5040 · Equipment Repairs & Maint.	1,367.88
5030 · Computer Repairs & Support (Computer Repairs)	2,395.40
5020 · Equipment Rental	2,096.23
Total 5000 · Equipment	5,859.51
4500 · Occupancy	
4900 · Utilities	
4915 · Electric	812.19
4920 · Telephone/Internet	5,088.11
Total 4900 · Utilities	5,700.30
4530 · Lawn Care, Snow & Trash Removal	21.39
4520 · Household Supplies	440.12
4510 · Building Expenses	39.64
4501 · Building Rent	26,000.00
Total 4500 · Occupancy	32,201.45
4000 · Payroll	
4085 · Payroll Expenses	318.60
4045 · Employee Health Ins.	11,934.23
4031 · Unemployment Tax	1,430.98
4030 · Payroll Tax - FICA	13,612.73
4001 · Payroll Wage Expense	177,944.46
Total 4000 · Payroll	205,241.00
Federal Unemployment Tax	0.00
5500 · Agency Expense	
5550 · Food	1,137.33
5675 · Miscellaneous	175.00
5625 · Bank & Credit card fees	3,068.93
5575 · Donations	500.00
5600 · Dues and Subscriptions	8,517.57
5500 · Agency Expense - Other	7.14

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03/26/15
Accrual Basis

Big Brothers Big Sisters
Profit & Loss
January through December 2014

	Jan - Dec 14
Total 5500 - Agency Expense	13,405.97
6000 - Insurance	
6025 - Liability Insurance	13,710.23
6050 - Property & Liability Insurance	1,956.00
6000 - Insurance - Other	992.00
Total 6000 - Insurance	16,658.23
6100 - Program Expense	
6330 - Property Tax	6.12
6140 - Outreach	1,671.92
6125 - Special Events Programming (Expenses for Fundraising Events)	6,314.40
6200 - Office Supplies	1,787.46
6225 - Postage and Delivery	1,800.52
6250 - Printing and Reproduction	3,192.71
6275 - Advertising	623.28
6300 - Mileage & Parking Reimbursement	4,172.03
6325 - Miscellaneous	150.00
6350 - Family Emergency Expenses	100.00
6375 - Prizes & Awards	246.15
6400 - Events & Activities	7,049.68
Total 6100 - Program Expense	27,114.47
7000 - Professional Fees	
7025 - Bulk Mailing Service	220.00
7050 - Accounting	15,035.00
Total 7000 - Professional Fees	15,255.00
7100 - Volunteer Expense	
7125 - Volunteer Background Checks	1,604.65
7150 - Volunteer Recognition	722.66
7175 - Volunteer Recruitment	26.99
7100 - Volunteer Expense - Other	2,337.42
Total 7100 - Volunteer Expense	4,691.72
7200 - Board & Staff Expenses	
7220 - Staff and Board Misc.	325.55
7280 - Staff Development	1,387.70
Total 7200 - Board & Staff Expenses	1,713.25
9025 - InKind Expenses	14,399.20
Total Expense	336,757.80
Net Ordinary Income	61,382.56
Net Income	61,382.56



CITY OF BLOOMINGTON, COMMON COUNCIL
JACK HOPKINS SOCIAL SERVICES FUNDING COMMITTEE
2015 GRANT APPLICATION

AGENCY INFORMATION

Lead Agency Name: Bloomington Area Birth Services (BABS)

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

Number of Employees:

Full-Time	Part-Time	Volunteers
2	7	75

Address: 2458 S Walnut St.

Zip Code: 47401

Phone: 812-337-8121

Agency E-Mail: info@bloomingtonbirth.org

Website: bloomingtonbirth.org

President of Board of Directors: Janessa Gerber

Executive Director: Georg'ann Cattelona

Title: Executive Director

Phone: 812-337-8121

E-Mail: georgann@bloomingtonbirth.org

Name of Person to Present Proposal to the Committee:
(if not the Executive Director)

Title:

Phone:

E-Mail:

Name of Grant Writer: Lydia Hamilton & Georg'ann Cattelona

Phone: 812-337-8121

E-Mail: hamilton.lyd@gmail.com, georgann@bloomingtonbirth.org

Agency Mission Statement *(150 words or less)*

To promote the health of mothers and their families during pregnancy, birth, breastfeeding, and early parenting by providing education, support, and resources.

PROJECT INFORMATION

Project Name: Blooming Families Doula and Breastfeeding Support Program

Is this a collaborative project? ☐ Yes ☒ No

If a collaborative project, list name(s) of non-lead agency partner(s):

--

Address where project will be housed:

2458 S. Walnut St.

Bloomington, IN 47401

Total Cost of Project: \$38,909

Requested JHSSF Funding: \$8,812

Other Funds Expected for this Project (*Source, Amount, and Confirmed or Pending*)

ISDH Title V Grant for the doula supervisor and community-based doulas, and program overhead #30,097.33
--

Total Number of Clients Served by this project in 2015: 30

Total Number of City Residents Served by this project in 2015: 25

Is this request for operational funds? ☒ Yes ☐ No

If "yes," indicate whether the request is for a pilot project, bridge funding,
or a collaborative project:

☒ Pilot ☐ Bridge ☐ Collaborative

Please indicate the period in which you intend to draw down funds, if granted:

☒ July-September 2015

☐ October-December 2015

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 invoices every two-weeks. These are the proposed dates for submission: July 10, July 24, August 7, August 14, August 28, September 11, September 25, and October 9. Invoices will include the number of lactation consultation services and nursing bras provided during each invoice period (the scale will be a one-time 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:

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)

Lactation Consultations, \$7,200

Priority #2
(Item & Cost)

Lactation Center Scale, \$1,122

Priority #3
(Item & Cost)

Nursing Bras, \$490

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. Assume that 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."

Bloomington Area Birth Services (BABS) requests \$8,812 to pilot an expansion and integration of our Lactation Center and doula programs. A continuum of care during the perinatal period will lead to both short and long-term health benefits for both mother and baby. The purpose of the project is to improve breastfeeding rates of low-income women who are participants of BABS' doula program. The American Academy of Pediatrics and Indiana State Department of Health recommend exclusive breastfeeding through six months. At present, our doula clients have a high rate of initiation, but low rates of duration and exclusivity at three and six months. We have found that many of our doula clients do not utilize the services of the Lactation Center.

Thirty doula clients will receive two lactation consultations, an initial postpartum consultation and a follow-up visit, from one of BABS' International Board Certified Lactation Consultants (IBCLC). These consults will allow for an assessment of mother and baby (including baby's weight, suck and latch, or any discomfort the mother may have), the development of any plans of action that will support the mother in meeting her breastfeeding goals, and to provide a space to answer nursing or newborn care questions. Participants will also receive nursing bras and our Lactation Center will be enhanced with a new scale that will enable the IBCLC to more accurately assess an infant's feeding intake. A woman must feel supported to breastfeed. Low-barrier access to support and resources improves breastfeeding experiences and improves duration.

CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Assume that 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 2010-2014 Consolidated Plan, or any other community-wide survey of social services needs.

The 2012 SCAN Report notes "a healthy community ensures the health and well-being of every individual" (p.93). The Report documents a 9% population increase in the 0-4 age group since 2003, indicating a growing need to assist young families and infants. Secondly, infant mortality is identified as a key health indicator. Breastfed babies have a lower incidence of SIDS, a leading cause of infant death. Despite the benefits of breastfeeding, Indiana has low rates of duration and exclusivity. In addition to low rates, disparities exist, with low-income women breastfeeding at lower rates in comparison to their higher-income counterparts. The 2012 SCAN Report also notes that 33% of Monroe County households that fall below the poverty line are headed by single females. There is a need to provide low-income women and families with birthing and breastfeeding 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 -- i.e., is your request for a pilot project? for bridge funding? for a collaborative project? If you are requesting operational funding, you must detail your plan for future funding.

This request for funding represents a one-time investment to pilot an expansion and enhancement of present programming: Doula Programs and Lactation Center. Following the pilot period the program will be evaluated, and modified as necessary, and additional funding will be pursued. In addition to Jack Hopkins funds, BABS will be reapplying for a Maternal and Child Health Title V block grant as well as grants from TJK, RGK, and Kellogg Foundations. A grant proposal was submitted to the Anthem Foundation on March 6, 2015.

FISCAL LEVERAGING *(100 words or less)*

Describe how your project will leverage other resources, such as other funds, in-kind contributions, volunteers, etc.

Operational costs, including salaries of the doula programs supervisor and community-based doulas are covered by a Maternal and Child Health Title V block grant through the end of September 2015. The Lactation Center receives funds and support through private donations and fees for services.

LONG-TERM BENEFITS *(200 words or less)*

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

The combined support of doulas with lactation consultations will provide long-term economic and health benefits. Breastfeeding benefits children with stronger immune systems, decreased risk of respiratory infections, and decreased rates of asthma, obesity, and type 2 diabetes. Mothers who breastfeed have decreased rates of type 2 diabetes, decreased risk of breast and ovarian cancer, and decreased occurrence of postpartum depression.

Research has also shown that mothers who utilized community doulas were less likely to endorse parenting attitudes linked to child maltreatment and were more responsive to child distress. This reduces the physical, emotional, and economic costs associated with childhood neglect, injury and trauma, and potential involvement in the court 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

Thirty women will receive two lactation consultation appointments (an initial postpartum consultation and a follow-up consultation). Nursing bras will also be provided to program participants. Neither private consultations nor quality nursing bras would be normally available to these clients. We will be looking to see how these consultations will affect the 6 month breastfeeding rates. We will be able to compare early entry data.

BABS currently collects data on a number of measures including breastfeeding rates (initiation, duration and exclusivity at 3 and 6 months), and will continue to do so beyond the duration of this pilot program and Jack Hopkins Grant funding period.

In an effort to address larger health problems in the State of Indiana, the Indiana State Department of Health (ISDH) has included breastfeeding as a proven strategy to reduce infant mortality, reduce obesity rates, and in general, improve long-term health for the state's citizens. We are fortunate to have many good organizations in our community that are aware of and focused on this problem. Historically, mothers in Monroe County initiate breastfeeding at a higher rate than other parts of the state, but the rate of breastfeeding drops sharply after leaving the hospital. This is seen in rates of breastfeeding at three and six months. While any breastfeeding can be considered effective and helpful to the health for the infant and mother, benefits are maximized with longer duration and exclusivity. The Academy of Pediatrics, consequently, recommends exclusive breastfeeding for the first six months of life and continued breastfeeding through one year of age.

A key component of improving duration of breastfeeding is providing community resources to continue support for the mother-baby dyad after leaving the hospital. In fact, one of the requirements of a Baby-Friendly Hospital, which IU Health Bloomington Hospital is, is to "foster the establishment of community support groups." (see, Ten Steps to Successful Breastfeeding, Baby-Friendly USA). In Bloomington, we are fortunate to have excellent collaboration among the hospital, the local WIC office, the pediatrician's offices, and our organization, Bloomington Area Birth Services (BABS). Of these entities, BABS fills the role of the community organization with community support groups.

In addition to childbirth education classes, new mom support groups, and other programming, BABS provides doula services and a Lactation Center (LC). While our LC provides services across the socio-economic spectrum, our doula programs are focused on low-income, at-risk families. This is especially true of our Community-Based Doulas, for which we have Title V funding through ISDH.

When we look across our programs, we are obtaining our strongest outcomes with the doula programs and through our LC, with improved birth outcomes and increased initiation and longer duration of breastfeeding. However, our doula clients are falling short of achieving exclusive breastfeeding until six-months. Our doula clients have a high rate of breastfeeding initiation (96%), but with 35.7% exclusivity at 3 months, and many stopping exclusivity at 5 months (Monroe County WIC 2014 data for 3 months is 30.9%, 6 months is 23.8%). We have recognized that very few of our doula clients utilize the services of our LC. We want to better understand this and ensure that it is not due to lack of resources or awareness.

An award of \$8,812 from the Jack Hopkins Social Services Fund will allow BABS to enhance and more fully integrate these two programs. This pilot will give us the opportunity to expand education and support to our doula clients to see if we can have a positive impact on breastfeeding rates. By bridging the two programs we are also making it possible for us to further enhance our relationship with WIC, as these clients are either actual or potential WIC enrollees.

For the pilot, thirty doula clients will receive a postpartum and follow-up lactation consultation. During the postpartum consultation the IBCLC will evaluate baby's mouth, suck, and latch to make sure the baby is nursing effectively and in a way that causes no discomfort to the mother. If the mother has nursing challenges, a plan will be developed to get the mother back on the right track. A health history of the mother and baby is taken and baby's weight is measured. A follow-up visit will allow us to make sure the plan from the initial consultation is going as expected or if it needs modification. Consultations can provide reassurance that things are going well and give the opportunity to ask any questions about nursing or newborn care. We complement and cross-refer with the services at WIC and the pediatric offices. IU Health Bloomington Hospital is not able to provide outpatient lactation appointments, but are very supportive of the collaborations among the local service providers.

A new scale to accurately assess pre- and post-feeding infant weights is requested, which will allow BABS to meet standard of care practices. This is especially important for situations with a vulnerable infant and being able to fully assess a mother's milk supply. We are currently working with an older scale, that while adequate, needs replacing. It may seem like a minor item, but for low-income women, receiving a good quality nursing bra can provide an important boost to self-esteem and communicates how well we understand their personal needs. Even the provision of one nursing bra will allow for one less barrier to support and breastfeeding success.

While the grant funding is for a five-month period, this pilot is embedded within our larger programs. This will allow for continuity of data collection and ease of follow-up with the clients. This will also mean that we will have clients for the pilot immediately with no delay due to recruitment.

Our measurable outcomes will be the number of women who receive postpartum lactation consultations, follow-up consultations, and nursing bras. We will also track breastfeeding rates of initiation, duration, and exclusivity rates at 3 and 6 months. Some of the breastfeeding rates will not be available during the funding period, but will be tracked beyond the scope of the pilot period.

Pilot budget	Amount	Total
LC visits for 30 doula clients	60 visits @ \$120 each	\$7,200.00
Nursing bras	20 @ 24.50	\$490.00
Medela Baby-Weigh Scale	1@\$1122	\$1,122.00
	Jack Hopkins Request Total	\$8,812.00
Overall program budget for five months of pilot		
Doula Supervisor	\$18/h for 30/h/week	\$10,800.00
Community-Based Doulas	2 @ \$11/h for 40 h/week for 5 months	\$17,600.00
overhead for the program - rent and utilities	13.4% of rent for 5 months	\$1,697.33
	Total	\$30,097.33

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Accrual Basis

Bloomington Area Birth Services
Profit & Loss
January through December 2014

	Jan - Dec 14
Ordinary Income/Expense	
Income	
4001 · BABS Boutique Department	
4001a · BABS Boutique Donated Items	32.00
4004 · BABS Boutique Resale Income	
4004a · Bloomingfoods SCRIPT cards	13,650.00
4004 · BABS Boutique Resale Income - Other	16,101.63
Total 4004 · BABS Boutique Resale Income	29,751.63
4005 · Breast Pump Rental Income	1,422.00
Total 4001 · BABS Boutique Department	31,205.63
4012 · Overhead Department	
4015 · In-kind Income	2,672.57
4020 · Fundraising Income	
4025 · Fundraising Event	20,879.72
4028 · Unrestricted Contributions	46,718.44
4020 · Fundraising Income - Other	207.50
Total 4020 · Fundraising Income	67,805.66
4030 · BABS Baby Fair	14,825.12
4040 · Workshop Income	475.00
4150 · Miscellaneous Income	88.30
4160 · Space Rental	-50.00
Total 4012 · Overhead Department	85,816.65
4110 · Grants	68,243.74
4120 · Programming Department	
4125 · Programming Sponsorships	100.00
4170 · Program Fees	
4173 · Childbirth Education Classes	12,395.00
4174 · Exercise Classes	5,541.50
4176 · Siblings Class	70.00
4177 · Other Programs	
4177a · Post-partum Support Group Fees	2,588.00
4177b · Music Class Fees	55.00
4177c · Coping with Confidence Fees	90.00
4177e · Speciality Classes	125.00
Total 4177 · Other Programs	2,858.00
4178 · Prenatal Consultations	130.00
4170 · Program Fees - Other	209.38
Total 4170 · Program Fees	21,203.88
Total 4120 · Programming Department	21,303.88
4180 · BloomingFamilies Department	

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Accrual Basis

Bloomington Area Birth Services
Profit & Loss
January through December 2014

	Jan - Dec 14
4181 • Student Doula Fees	5,776.25
4182 • Doula Workshop Income	15,500.00
4183 • Exploring Birth Work Fees	0.00
4184 • Restricted Contributions	2,511.92
4185 • Doula Consultation	25.00
4180 • BloomingFamilies Department - Other	-75.00
Total 4180 • BloomingFamilies Department	23,738.17
4190 • Lactation Center Department	
4191 • Office Visits	13,510.42
4192 • Lactation Workshop Income	1,375.00
4193 • Cranial-Sacral Infant Massage	1,155.00
4194 • Lactation Center Class Fees	2,285.00
4196 • Restricted Contributions	1,407.55
4197 • Lactation Center Sponsorships	950.00
4190 • Lactation Center Department - Other	30.00
Total 4190 • Lactation Center Department	20,712.97
Total Income	251,021.04
Cost of Goods Sold	
5000 • Cost of Goods Sold	
5000a • COGS (SCRIPT program)	12,540.00
5000 • Cost of Goods Sold - Other	10,902.90
Total 5000 • Cost of Goods Sold	23,442.90
Total COGS	23,442.90
Gross Profit	227,578.14
Expense	
6000 • Overhead Department Expenses	
6120 • Bank Service Charges	
6123 • Paypal Fees	206.64
6124 • Credit Card Processing Charge	2,247.78
6120 • Bank Service Charges - Other	11.00
Total 6120 • Bank Service Charges	2,465.42
6125 • Board Related Expenses	100.00
6126 • Staff Development	2,405.00
6160 • Dues and Subscriptions	357.50
6180 • Insurance	3,911.63
6190 • Licenses and Permits	7.14
6200 • Loan Payment	
6210 • Finance Charge	3,550.40
Total 6200 • Loan Payment	3,550.40

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Accrual Basis

Bloomington Area Birth Services
Profit & Loss
 January through December 2014

	Jan - Dec 14
6230 · Marketing	379.15
6270 · Professional Fees	
6274 · Accounting	450.00
Total 6270 · Professional Fees	450.00
6290 · Rent	
6294 · Property Maintenance	71.64
6290 · Rent - Other	33,600.00
Total 6290 · Rent	33,671.64
6300 · Utilities	
6310 · Telephone	2,073.04
6315 · Internet	709.70
6320 · Electric	2,692.26
6325 · Gas	1,667.50
6335 · Water	688.56
6340 · Recycling	273.44
Total 6300 · Utilities	8,104.50
6510 · Payroll Expenses	142,136.70
6520 · Fundraising Event Expenses	
6521 · Gala General Expenses	932.74
6522 · Gala Equipment Rental	-180.00
6523 · Breakfast Expenses	145.00
6520 · Fundraising Event Expenses - Other	327.19
Total 6520 · Fundraising Event Expenses	1,224.93
6530 · Baby Fair Expenses	
6531 · Baby Fair Rented Space & Eqpmt	492.60
6530 · Baby Fair Expenses - Other	11,583.26
Total 6530 · Baby Fair Expenses	12,075.86
6770 · Office Related Expenses	
6330 · Repairs & Replacement Parts	105.86
6772 · Repairs	18.92
6774 · Computers & Equipment	628.96
6780 · Marketing Supplies	46.00
6785 · Office Contract Labor	
6786 · Office Cleaning Contract Labor	1,225.00
Total 6785 · Office Contract Labor	1,225.00
6790 · Office Supplies	
6250 · Postage and Delivery	636.75
6792 · Office Cleaning Supplies	22.20
6790 · Office Supplies - Other	983.13
Total 6790 · Office Supplies	1,642.08

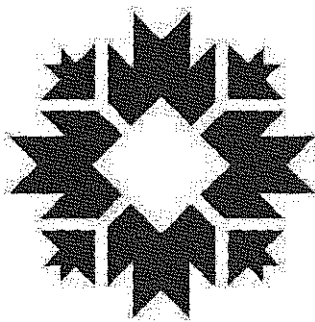
Bloomington Area Birth Services
Profit & Loss
January through December 2014

	Jan - Dec 14
6770 · Office Related Expenses - Other	132.37
Total 6770 · Office Related Expenses	3,799.19
Total 6000 · Overhead Department Expenses	214,639.06
6543 · BloomingFamilies Dept Expenses	
6544 · Mileage Reimbursement	309.32
6545 · Doula Workshop Expenses	430.44
6546 · General Supplies and Materials	3,499.44
6547 · Food for Workshops & Events	377.67
6548 · BloomingFamilies Marketing	1,017.99
6549 · Other Workshops & Trainings	6,429.12
6560 · Contract Labor for Workshops	10,875.00
6543 · BloomingFamilies Dept Expenses - Other	1,151.60
Total 6543 · BloomingFamilies Dept Expenses	24,090.58
6670 · Programming Department Expense	
6450 · Contract Labor	
6451 · Childbirth Educators	4,535.00
6452 · Exercise Teachers	1,005.00
6454 · Postpart Support Group Leaders	1,573.20
6460 · Specialty Class Educator	15.00
6461 · Music Class Instructor	33.00
6464 · Misc. class/workshop	72.00
6465 · Hospital Tours	220.00
Total 6450 · Contract Labor	7,453.20
6675 · Class Related Exp.	
6676 · Food for Classes	664.90
6678 · Materials for Class	697.99
6675 · Class Related Exp. - Other	0.00
Total 6675 · Class Related Exp.	1,362.89
6670 · Programming Department Expense - Other	21.92
Total 6670 · Programming Department Expense	8,838.01
6800 · BABS Boutique	
6130 · Cash Discounts	2,221.95
6801 · Inventory Shipping Charges	245.35
6802 · Vendor Discounts	-22.40
6803 · Retail Displays and Supplies	15.90
6805 · Maternity Coupon Discounts	5.00
6800 · BABS Boutique - Other	-30.21
Total 6800 · BABS Boutique	2,435.59
6900 · Lactation Center Expenses	
6910 · Equipment & Supplies	740.35

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Accrual Basis

Bloomington Area Birth Services
Profit & Loss
January through December 2014

	Jan - Dec 14
6920 · LC Workshop Expenses	334.56
6925 · Food for Classes	15.39
6930 · LC Contract Labor	
6932 · Cranio/Infant Massage	950.00
6933 · Postpartum Doulas	45.00
6934 · Contract Lactation Consultant	925.00
Total 6930 · LC Contract Labor	1,920.00
6940 · Lactation Center Marketing	580.70
6900 · Lactation Center Expenses - Other	286.40
Total 6900 · Lactation Center Expenses	3,877.40
6999 · Uncategorized Expenses	1,455.26
9000 · Misc.	-15.23
Total Expense	255,320.67
Net Ordinary Income	-27,742.53
Other Income/Expense	
Other Expense	
1 · Accounting Adjustments	335.00
8010 · Other Expenses	
8011 · Refunds	209.76
8013 · Retail Tax/Accounting Mistakes	-20.40
Total 8010 · Other Expenses	189.36
Total Other Expense	524.36
Net Other Income	-524.36
Net Income	-28,266.89



CITY OF BLOOMINGTON, COMMON COUNCIL
JACK HOPKINS SOCIAL SERVICES FUNDING COMMITTEE
2015 GRANT APPLICATION

AGENCY INFORMATION

Lead Agency Name: City of Bloomington -- BPD & HAND

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

Number of Employees:

*Part-time includes seasonal

Full-Time	Part-Time	Volunteers
680	210*	

Address: PO Box 100, Bloomington, IN

Zip Code: 47402

Phone: (812) 349-3401

Agency E-Mail: HAND@bloomington.in.gov

Website: www.bloomington.in.gov/hand or www.bloomington.in.gov/police

President of Board of Directors: City Council President Dave Rollo

Executive Director: Chief Michael Diekhoff & Lisa Abbott

Title: BPD Chief of Police & Director of Housing and Neighborhood Development

Phone: (812) 349-3401

E-Mail: abbottl@bloomington.in.gov & diekhofm@bloomington.in.gov

Name of Person to Present Proposal to the Committee:
(if not the Executive Director)

Title: BPD Chief Michael Diekhoff

Phone: (812) 339-4477

E-Mail: diekhofm@bloomington.in.gov

Name of Grant Writer: Lisa Abbott/Michael Diekhoff

Phone: (812) 349-3401

E-Mail: abbottl@bloomington.in.gov & diekhofm@bloomington.in.gov

Agency Mission Statement *(150 words or less)*

The goal of the BPD Outreach Program is to build relationships that help address the needs of homeless individuals and families and those at-risk for homelessness through coordination of agency and community resources by offering access to shelter, medical treatment and other essential necessities.

PROJECT INFORMATION

Project Name:

Is this a collaborative project? ☒ Yes ☐ No

If a collaborative project, list name(s) of non-lead agency partner(s):

The BPD Outreach Committee includes: BPD, HAND, Centerstone, IU Health/Bloomington Hospital, Shalom Community Center, Volunteers in Medicine, LifeDesigns, New Hope Family Shelter, and members of the Faith Community.

Address where project will be housed: Administration of the project will be handled in HAND & BPD.

Total Cost of Project: \$645,643.00

Requested JHSSF Funding: \$100,000

Other Funds Expected for this Project (*Source, Amount, and Confirmed or Pending*)

Every agency listed above brings resources to the table for this program. Please see attached budget for additional information.

Total Number of Clients Served by this project in 2015: 350 (based on 2014 numbers)

Total Number of City Residents Served by this project in 2015: The individuals/families served by this program are homeless. At this time, we do not qualify them based on last residency.

Is this request for operational funds? ☒ Yes ☐ No

*Note: Several of the components are operational in nature; however, no Jack Hopkins funding will be used by BPD or HAND.

If "yes," indicate whether the request is for a pilot project, bridge funding, or a collaborative project:

☒ Pilot* ☐ Bridge ☐ Collaborative

*Note: This is year 2 of a pilot project with many community partners, but due to the structure of the program, it is not technically operating as a collaborative project.

Please indicate the period in which you intend to draw down funds, if granted:

☐ July-September 2015

☒ October-December 2015*

*Note: As this program has far reaching community significance, the end date for BPD Outreach Program funding request will be determined after the 2016 budgets have been approved.

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

All funds for payment requests will be on a reimbursement basis. Reimbursement will only be provided based upon documentation of assistance. This assures that the request is consistent with the funding agreement.

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.*

Not applicable.

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)	Street social worker through Shalom Community Center -- \$34,575 (full time)
Priority #2 (Item & Cost)	Power accounts -- \$2,400
Priority #3 (Item & Cost)	Mobile health clinic equipment -- \$6,755
Priority #4 (Item & Cost)	Personal economic development assistance -- \$13,250
Priority #5 (Item & Cost)	Medical bridge funding -- \$5,025
Priority #6 (Item & Cost)	Mental Health Outreach Coordinator -- \$38,000 (full time)

Project Synopsis *(250 words or less)*

Please provide a brief overview of your project. Assume that 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 \$100,000 to provide services to homeless individuals and/or families and those at risk of homelessness encountered by the BPD Resource Officers and/or Street Social Worker. These services provide a foundation for these individuals to move their lives forward.

CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Assume that 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 2010-2014 Consolidated Plan, or any other community-wide survey of social services needs.

According to the 2014 Point-in-Time Homeless County, 302 persons (201 households) experiencing homelessness were in Monroe County. Of the 201 households, 40 of those households have at least one child. While we do not have Point-in-Time number specific to the city limits, the assumption is that most of those persons are utilizing Bloomington's safety net services. The BPD Outreach Program was launched on April 1, 2014 to address the needs of homeless individuals and/or families that police officers were encountering. (Consolidated Plan 2015-2019 -- www.bloomington.in.gov/hand)

According to the Federal Task Force on Homelessness and Severe Mental Illness, approximately one-third of homeless persons have a mental illness. Many homeless persons with mental illness (approx. 50%) also have drug or alcohol issues. Mental illness may keep these individuals from seeking the help they need so it is important to create a relationship of trust with homeless individuals to bring assistance to them.

Further there is a need to enhancing service integration for individuals with multiple problems such as need for stable shelter, food, medical care, mental health services, employment services, to improve accessibility and coordination of care.

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 -- i.e., is your request for a pilot project? for bridge funding? for a collaborative project? If you are requesting operational funding, you must detail your plan for future funding.

The BPD Outreach Committee received funding for this pilot project in 2014. The project was officially launched on April 1, 2014. Due to the complicated nature of this program, it is still a pilot project as we continue to evolve as we work on assessing the needs of this population. While we are not applying as a collaboration, this project has many community partners. BPD/HAND is applying for funding that will be used to help fill gaps in services specifically directed to provide assistance to this population.

FISCAL LEVERAGING *(100 words or less)*

Describe how your project will leverage other resources, such as other funds, in-kind contributions, volunteers, etc.

This project leverages community wide resources as follows:

There is substantial staff time invested in this program through the City of Bloomington BPD and HAND Departments. Resource officer time: \$505,323.00. Technology cost through BPD: \$720.00. There is also substantial in-kind from all of the community partners who participate in the Outreach Committee and administer various parts of this program.

Please see attached budget for additional information.

Total Leverage = \$545,643.00

LONG-TERM BENEFITS *(200 words or less)*

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

The community cost of homelessness can be quite high. According to the New England Journal of Medicine, homeless individuals spend an average of four days longer per hospital visit than comparable non-homeless individuals. Poor health is often associated with homelessness. According to the National Coalition for Homeless, rates of both chronic and acute health problems are extremely high. They also spend more time in jails, often for non-violent crimes.

This approach allows the Resource Officers to have enough time to proactively solve problems and build the needed relationships that will allow the homeless individuals to accept the offered assistance. In the 9 months that this program operated in 2014, we saw reductions in calls for service, arrests and emergency room usage. The savings to the community for those reductions is substantial. We expect continued savings as we work through the Mobile Health Clinic to provide on-site services and help people access HIP Plus. Please see page 1 of Narrative.

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 year, we will track the following:

1. Calls for service for top 50 individuals who indicate no permanent address.
2. Arrests for top 50 individuals who indicate no permanent address.
3. Use of the Emergency Room for top 50 individuals who indicate not permanent address.
4. Number of individuals signed up for HIP Plus.

And, from the various components:

1. Number of individuals entered into HMIS.
2. Number of individuals who utilized the personal economic development component and jobs secured.
3. Number of individuals who utilized JH funded medical assistance (intermediary assistance while applying for HIP Plus).

BPD Outreach Program

Amount requested: \$100,000

The Bloomington Police Department with the assistance of the Outreach Committee and funding from the City of Bloomington and the Jack Hopkins Council Social Service Grant Program launched the BPD Outreach Program as a pilot on April 1, 2014. This was in response to community concern about the homeless population and its effect on the community with specific concern about the downtown.

Our goals for the 2014 application included: 1) Relationship building through the BPD Resource Officers and the Street Social worker that included conflict de-escalation education, first aid, mental health first aid, HMIS training, and orientation to community resources; 2) Personal economic development including educational opportunities, providing necessary equipment for employment, and access to transportation; and 3) Medical assistance that included medical assessments/mental health services, access to prescriptions, and other uncovered expenses. In order to start our tracking systems, which have continued to be refined over time, BPD and Shalom worked to compile a list of 50 individuals who had no permanent address who had substantial interactions with the Police Department in 2013.

Since April 1, 2014, the BPD Resource Officers and Street Social Work have developed relationships with the homeless individuals to the extent that they have reconnected individuals to their families, enrolled 98 individuals into HMIS, provided referrals for employment assistance, housing (Rapid Rehousing) and medical assistance through the network developed by the Outreach Committee. The efforts have resulted, for the individuals noted above, in a 48.7% reduction in calls for service, a 55.2% reduction in arrests and a 29.15% reduction in use of the Emergency Room. Through the personal economic development portion of the program, we have received 198 referrals. Twenty-eight (28) have gained employment and 36 were granted job interviews. Twenty-five (25) have completed the Serv-Safe class, 92 attended the Employment Rehab/Job Club Class and 1,000 transportation tickets/vouchers were issued. Medical assistance is harder to report due to privacy laws; however, we can note that 26 individuals have received assistance through this part of the grant.

This program continues to evolve as we learn what is most effective to serve this population. The Outreach Committee meets monthly and the newly formed sub-committee on mental health has been meeting for the last several months. This year our goals are as follows:

1. Continue outreach and relationship building through the Resource Officers and Street Social Worker. This continues to be our top priority. As outlined in other parts of this grant, trust is key to working with this population and helping them accept assistance.
2. Providing access to medical and mental health assistance. Indiana recently rolled out Healthy Indiana Plan (HIP) Plus which allows very low income individuals to enroll for a co-pay based on income (power account). The co-pay can be a little as \$1/month. As part of this program, we are requesting funds to help homeless

individuals pay this power account. At \$12/year, we expect to assist 200 individuals enroll in HIP Plus. This plan will provide comprehensive benefits, including dental and vision. It also has provisions for mental health services. No copayment is required for receiving services with one exception -- using the emergency room when there is no true emergency.

3. While Volunteers in Medicine provides a full continuum of medical services at no cost, there is still considerable barriers to getting people through the doors. In an innovative collaboration between the BPD Outreach Program, IUH Community Health Services, and Volunteers in Medicine, we are planning to debut a mobile health clinic.

Mobile clinics are uniquely qualified to provide high-quality care to homeless populations, and they can do so with considerable cost savings. Even if every homeless individual becomes enrolled in the Healthy Indiana Plan (unlikely), there are still barriers to primary care services, such as waiting times, copayments, complexities of navigating the system, and feelings of intimidation. The new pilot project is planned to offer a one-day per month mobile clinic serving such specific sites as Crawford Apartments, Seminary Square park, and other sites where homeless and underserved individuals are likely to be found.

Beyond health screenings and walk-in patients, the mobile clinic will also serve as the gateway to the broader healthcare system. Either a VIM eligibility representative, or an IUHB Individual Solutions representative, will be on hand to assist people to enroll in Healthy Indiana Plan and educate them as to how to follow up with a primary care physician. Equipment cost for the Mobile Health Clinic is \$6,500 and medical bridge funding is estimated at \$5,025.

4. Access to employment is key for any long-term solution. Climbing out of homelessness is virtually impossible without a job. Many of these individuals have limited skills or experience, transportation issues, and other barriers to employment such as mental illness or past incarceration. Through this program, Centerstone will continue to provide assistance in the form of training (such as Serv-Safe classes), job coaching, equipment assistance (safety shoes, etc.) and transportation.
5. The Mental Health Outreach Specialist would work with the Street Social Worker to work with clients to remind them about appointments, help them complete paperwork or other necessary steps to access services, advocate on behalf of the client and resolve any human errors on the system side of things, and help clients access needed treatments that cannot be brought to that client on-site. This would be a similar model to the Substance Abuse and Mental Health Services Administration (SAMHSA) Projects for Assistance in Transition from Homelessness (PATH) program, but there are less resources and a heavy administrative burden to meet federal requirements.

BPD Outreach Program Budget

Item	Jack Hopkins Funding	Other Funding
Resource Officers		\$505,323.00
Technology		\$720.00
Administrative (BPD/HAND)		In-kind
BPD Outreach Committee		In-kind
Street Social Worker (full time)	\$34,575.00	
Power Accounts	\$2,400.00	
Mobile Health Clinic	\$6,755.00	\$14,700.00
Personal Economic Development	\$13,250.00	*\$3,700.00
Medical Bridge Funding	\$5,020.00	In-kind
Mental Health Outreach Coordinator (full time)	\$38,000.00	*\$10,600.00
Totals	\$100,000.00	\$545,643.00

*Notes: Centerstone's federal negotiated administrative rate.

**Bloomington Civil City, Monroe County, Indiana
Cash & Investments Combined Statement - 2014**

	Local Fund Number	Local Fund Name	Beg Cash & Inv Bal Jan 1, 2014	Receipts	Disbursement	End Cash & Inv Bal Dec 31, 2014
Governmental Activities	0	Petty Cash Accounts- City	\$15,705.00	\$11,435.30	\$6,910.00	\$20,230.30
	0	Petty Cash Accounts-Utilities	\$400.00	\$0.00	\$0.00	\$400.00
	101	General	\$5,655,187.88	\$35,411,178.92	\$33,999,031.96	\$7,067,334.84
	102	Rainy Day	\$4,618,556.96	\$12,275.94	\$0.00	\$4,630,832.90
	103	Restricted Donation	\$28,833.40	\$54,251.22	\$38,126.99	\$44,957.63
	200	Parks & Rec General	\$56,357.91	\$6,476,786.70	\$6,274,527.15	\$258,617.46
	201	Parks Non Reverting Operating	\$1,957,364.03	\$2,310,805.81	\$2,403,137.70	\$1,865,032.14
	207	Parks Land Acquisition	\$1,532.94	\$0.01	\$0.00	\$1,532.95
	250	CDBG	-\$39,870.73	\$1,142,177.56	\$1,165,576.68	-\$63,269.85
	251	Bloomington Invest Incent	\$483,021.36	\$33,211.36	\$0.00	\$516,232.72
	252	Affordable Housing	\$2,832.85	\$0.00	\$0.00	\$2,832.85
	253	Rental Rehab	\$2,610.00	\$0.00	\$0.00	\$2,610.00
	254	HOME	\$995.97	\$464,388.94	\$408,987.15	\$56,397.76
	255	CDBG Escrow	\$10.76	\$0.00	\$0.00	\$10.76
	256	HAND Special Grants	-\$94,261.67	\$254,468.50	\$68,611.46	\$91,595.37
	312	Community Services	\$40,937.07	\$81,861.15	\$63,000.02	\$59,798.20
	350	Police Education	\$163,834.91	\$38,815.00	\$20,250.58	\$182,399.33
	355	Crime Control	\$186,175.83	\$169,678.34	\$241,421.57	\$114,432.60
	356	Dispatch Training	\$96,604.08	\$50.00	\$2,957.20	\$93,696.88
	360	B-Line Ph2 DNR -Grant	\$66.90	\$0.00	\$0.00	\$66.90
	401	Non Reverting Telecom	\$1,678,389.59	\$861,887.96	\$825,401.36	\$1,714,676.19
	402	Municipal Arts	\$67,930.95	\$0.00	\$13,545.29	\$74,385.66
	403	Arts Commission Operating	\$13,305.86	\$0.00	\$4,978.52	\$8,327.34
	404	Non Reverting Econ Develop	\$16,600.00	\$0.00	\$0.00	\$16,600.00
	405	Non Reverting Improve	\$260,005.24	\$812.84	\$146,142.55	\$114,675.53
	408	Unsafe Housing	\$83,590.17	\$38,176.68	\$28,806.84	\$92,960.01
	409	Electronic Map Generation	\$8,964.71	\$714.00	\$0.00	\$9,678.71

**Bloomington Civil City, Monroe County, Indiana
Cash & Investments Combined Statement - 2014**

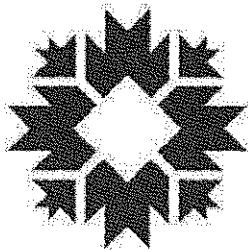
	Local Fund Number	Local Fund Name	Beg Cash & Inv Bal Jan 1, 2014	Receipts	Disbursement	End Cash & Inv Bal Dec 31, 2014
Governmental Activities	410	Enhanced Access	\$4,595.96	\$335.31	\$0.00	\$4,931.27
	411	Rental Inspection Program	\$43,831.88	\$156,825.29	\$130,000.00	\$70,657.17
	430	CTP Downtown	\$3,444,731.80	\$443,151.50	\$0.00	\$3,887,883.30
	440	TIF Downtown	\$2,701,918.50	\$3,801,745.06	\$2,943,572.75	\$3,560,090.81
	442	TIF Tapp	\$950,354.37	\$270,860.02	\$448,736.59	\$772,277.80
	444	RDC	\$82,828.25	\$220.60	\$0.00	\$83,048.85
	445	TIF Adams	\$3,379,302.58	\$734,490.68	\$367,100.10	\$3,746,693.16
	446	TIF Prow	\$626,434.78	\$89,588.60	\$370,349.51	\$345,673.87
	447	TIF Whitehall	\$4,078,896.25	\$1,412,761.31	\$1,625,852.61	\$3,865,904.95
	448	TIF Thomson Walnut Winslow	\$1,928,439.53	\$1,448,831.72	\$171,237.00	\$3,206,034.25
	450	Local Road And Street	\$90,025.55	\$569,039.34	\$481,962.52	\$177,102.37
	451	Motor Vehicle Highway	\$1,221,535.45	\$4,077,846.48	\$4,320,599.43	\$978,782.50
	452	Parking Enforcement	\$1,133,164.02	\$1,777,593.60	\$1,303,946.52	\$1,606,811.10
	454	Alternative Transportation	\$161,986.53	\$597,386.19	\$498,784.50	\$260,588.22
	455	Parking Meter	\$0.00	\$2,331,063.40	\$2,072,572.24	\$258,491.16
	508	BMFC Showers	\$28,870.98	\$635,250.00	\$635,375.00	\$28,745.98
	510	Police Station Lease	\$44,717.05	\$0.00	\$0.00	\$44,717.05
	511	98 Street Bond	\$24,224.63	\$883,407.29	\$889,335.00	\$18,296.92
	512	Golf Course Bond	\$6,851.30	\$271,905.00	\$272,255.00	\$6,501.30
	513	BMFC 1998 Street Lease	\$2,018.18	\$1,179,500.00	\$1,180,875.00	\$643.18
	514	Redevelopment Dis Bond 2000	\$314,111.47	\$255,830.00	\$256,330.00	\$313,611.47
	515	Fire Station #2 Lease	\$15,348.29	\$189,000.00	\$189,000.00	\$15,348.29
	516	2001 Parks Bond	\$16,354.18	\$450,744.12	\$470,032.50	-\$2,934.20
	517	2011 Downtown Redevelop Bond	\$1,059.12	\$1,053,259.64	\$1,054,318.76	\$0.00
	600	Cumulative Improvement (Cig)	\$83,322.68	\$424,397.25	\$200,000.00	\$307,719.93
	601	Cumulative Cap Develop	\$1,275,321.90	\$1,690,345.67	\$1,891,950.83	\$1,073,716.74
	605	Fire Capital	\$8,908.33	\$0.00	\$0.00	\$8,908.33

**Bloomington Civil City, Monroe County, Indiana
Cash & Investments Combined Statement - 2014**

	Local Fund Number	Local Fund Name	Beg Cash & Inv Bal Jan 1, 2014	Receipts	Disbursement	End Cash & Inv Bal Dec 31, 2014
Governmental Activities	610	Vehicle Replacement	\$195,938.85	\$277,500.00	\$309,791.43	\$163,648.42
	730	Solid Waste	\$195,203.24	\$1,805,295.38	\$2,000,498.62	\$0.00
	800	Risk Management	\$23,711.55	\$1,061,074.61	\$679,907.30	\$404,878.86
	801	Health Insurance	\$376,159.22	\$9,797,952.22	\$8,831,161.01	\$1,342,950.43
	802	Fleet Maintenance	\$958,263.40	\$1,863,133.31	\$1,988,289.40	\$853,127.31
	804	Insurance Voluntary Trust	\$135,070.90	\$1,005,560.40	\$920,168.48	\$220,462.82
	805	Unemployment Comp	\$47,079.93	\$76,676.00	\$32,924.92	\$90,831.01
	900	Police Pension	\$1,222,300.50	\$1,261,720.38	\$1,282,357.16	\$1,201,663.72
	901	Fire Pension	\$1,421,525.36	\$1,906,827.50	\$2,080,137.06	\$1,248,215.80
	902	Rosehill Trust	\$53,870.39	\$143.18	\$0.00	\$54,013.57
	904	Payroll	\$0.00	\$13,407,862.28	\$13,407,862.28	\$0.00
	920	Bloomington Technology Park	\$52,689.12	\$140.05	\$0.00	\$52,829.17
	921	Industrial Development	\$2,653,548.88	\$7,053.42	\$0.00	\$2,660,602.30
	922	Downtown CRED	\$6,038,342.47	\$766,805.07	\$30,661.20	\$6,774,486.34
	970	Debt Service Reserve For 440 TIF	\$1,066,166.92	\$2,833.98	\$0.00	\$1,069,000.90
	975	Surplus CTP Bond	\$2,684,413.50	\$7,047.84	\$503,262.97	\$2,188,198.37
		SubTotal	\$54,119,240.76	\$105,375,579.92	\$99,552,620.71	\$59,942,199.97
STORM WATER	011	Storm Water Utility-Operating	\$659,907.60	\$1,510,313.45	\$1,541,647.23	\$628,573.82
		SubTotal	\$659,907.60	\$1,510,313.45	\$1,541,647.23	\$628,573.82
WASTEWATER	010	Wastewater Utility-Operating	\$3,250,087.13	\$21,082,845.59	\$18,211,498.37	\$6,121,434.35
	020	Wastewater Util-Bond And Interest	\$42,455.91	\$6,664,184.61	\$6,701,729.62	\$4,910.90
	030	Wastewater Utility-Construction	\$2,996,445.99	\$24,668.05	\$1,207,953.87	\$1,813,160.17
	040	Wastewater Utility-Debt Reserve	\$6,724,527.01	\$370.83	\$61.81	\$6,724,836.03
	099	PAYROLL	\$0.00	\$2,350,341.52	\$2,350,341.52	\$0.00
		SubTotal	\$13,013,516.04	\$30,122,410.60	\$28,471,585.19	\$14,664,341.45
WATER	009	Water O&M	\$3,824,286.61	\$16,610,310.81	\$17,121,403.35	\$3,313,194.07
	019	Water Hydrant Deposit	\$35,150.00	\$13,800.00	\$16,750.00	\$32,200.00

**Bloomington Civil City, Monroe County, Indiana
Cash & Investments Combined Statement - 2014**

	Local Fund Number	Local Fund Name	Beg Cash & Inv Bal Jan 1, 2014	Receipts	Disbursement	End Cash & Inv Bal Dec 31, 2014
WATER	029	Water Utility-Bond And Interest	\$4,485.49	\$5,994,031.15	\$5,995,929.01	\$2,587.63
	039	Water Utility-Construction	\$598,610.18	\$1,517,904.96	\$493,734.78	\$1,622,780.36
	040	Water Utility-Debt Reserve	\$5,643,615.11	\$1,930,548.49	\$1,935,030.65	\$5,639,132.95
		SubTotal	\$10,106,147.39	\$26,066,595.41	\$25,562,847.79	\$10,609,895.01
		GRAND TOTAL	\$77,898,811.79	\$163,074,899.38	\$155,128,700.92	\$85,845,010.25



CITY OF BLOOMINGTON, COMMON COUNCIL
JACK HOPKINS SOCIAL SERVICES FUNDING
COMMITTEE
2015 GRANT APPLICATION

AGENCY INFORMATION

Lead Agency Name

Bloomington PRIDE, Ltd.

Is Lead Agency
a 501(c)(3) ☒ yes
☐ no

Number of Employees

Full-time Part-time Volunteers

Address

P.O. Box 554

Bloomington, IN

Zip Code

47402

Phone

812-250-9886

Agency E-mail

info@bloomingtonpride.org

Website

www.bloomingtonpride.org

President of Board of Directors

Kelly Miller

Executive Director

Sarah Perfetti

Title

Executive Director

Phone

812-250-9886

E-Mail

Name of Person to Present Proposal to
the Committee
(If not the Executive Director)

Laura Ingram

Title

Youth Program Director

Phone

812-250-6566

E-Mail

laura.ingram@bloomingtonpride.org

Name of Grant Writer

Sarah Perfetti

Phone

812-250-9866

E-mail

sarah.perfetti@bloomingtonpride.org

Agency's Mission Statement (150 words or less)

Mission: Through community-based events and services, Bloomington PRIDE celebrates queer arts, creates safe and inclusive spaces, and challenges stereotypes to enrich LGBTQA community and culture. We achieve our mission through our three programs and events: Prism Youth Community, the PRIDE Film Festival, and Summerfest. Prism Youth Community is our youth group for teens ages 12-20 who identify as lesbian, gay, bisexual, transgender, queer, or are straight allies. We conduct weekly meetings, host monthly special events, and lead quarterly community-wide panel discussions on behalf of and in support of queer and allied adolescents.

PROJECT INFORMATION

Project Name	LGBTQ Youth Cultural Competency Training Project
Is this a collaborative project?	<input type="radio"/> yes <input checked="" type="radio"/> no
If a collaborative project, list name(s) of non-lead agency partner(s)	
Address where project will be housed	
Total Cost of Project	\$16,760
Requested JHSSF Funding	\$12,080
Other Funds Expected for this Project (Source, Amount and Confirmed or Pending)	PRIDE Film Festival: \$3,380 (confirmed) Annual appeal letter: \$300 (pending) Unitarian Universalist Church of Bloomington 25% Plate Grant: \$1,000 (pending)
Number of Total Clients Served by this Project in 2015	Approx. 1,000 (trainings, website access, etc)
Total Number of City Residents Served by this Project in 2015	Approx. 1,000
Is this a request for operational funds?	<input checked="" type="radio"/> yes <input type="radio"/> no
If "yes," indicate whether the request is for a pilot project, bridge funding or a collaborative project.	<input checked="" type="radio"/> pilot <input type="radio"/> bridge <input type="radio"/> collaborative
Please indicate the period in which you intend to draw down funds, if granted	<input type="radio"/> July-September 2015 <input checked="" type="radio"/> October-December 2015

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

The timeline below describes Bloomington PRIDE's plan to submit reimbursement claims and the steps that precede the funding requests.
August: Bloomington PRIDE's Education and Outreach Coordinator (IU School of Social Work intern) will support our Youth Program Director and Executive Director with survey design research including focus groups and consultation trips with Indiana Youth Group.
September: Data from the focus groups, consultation trips, and online sources will be analyzed to create the survey. Then, the survey will open and responses will be collected for 30 days until the end of October. Hard copy surveys will be printed. Electronic surveys will be promoted via PRIDE's newsletter, website, and social media.
October: A final consultation trip with Indiana Youth Group will be conducted. Training materials will be purchased and survey data will be used to develop the training materials.
November: Development of training materials will continue. PRIDE will schedule and conduct trainings with local youth-serving agencies, professionals, and parents toward the end of the month. All receipts will be submitted in late November for reimbursement.
December: The first of two free public trainings will be hosted at the library in partnership with CATS (Community Access Television Services).

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

The 2015 Bloomington PRIDE Film Festival that took place January 29-31 is able to allocate \$3,380 of its ticket sales to kickoff this pilot project. PRIDE's annual appeal letter to current and prospective individual donors takes place in October, and \$300 of the donations received will be distributed to this project. We are applying for the 25% Plate Grant from the Unitarian Universalist Church of Bloomington to cover travel costs, meeting space, and food. If granted, approximately \$1,000 will go toward the LGBTQ Youth Cultural Competency Training Project.

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 and Cost)	Fees for Project Manager. This person will direct project development, conduct research, and manage intern and youth members to create trainings (\$5,000 based on 10 hours a week for 5 months.)
Priority #2 (Item and Cost)	Fees for Technology Manager. This person will develop the website and post the survey, modules, and resources online to expand accessibility of tools to the public. (\$5,000 based on 10 hours a week for 5 months.)
Priority #3 (Item and Cost)	LCD projector for presentations (\$500)
Priority #4 (Item and Cost)	Projector screen for presentations (\$200)
Priority #5 (Item and Cost)	Books and hard copy supportive training materials to review and adapt into trainings (\$300)
Priority #6 (Item and Cost)	Laptop to run trainings. PRIDE doesn't own a laptop. (\$650)
Priority #7 (Item and Cost)	All-in-one color laser printer to print training materials. PRIDE doesn't own a printer. (\$430)

PROJECT SYNOPSIS (250 words or less)

Please provide a brief overview of your project. Assume that 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."

Bloomington PRIDE is requesting a total of \$12,080 to support the professional services fees of the Project Manager and Technology Manager, and to purchase essential equipment to pilot our LGBTQ Youth Cultural Competency Training Project. The equipment that the requested funds will purchase are an LCD projector, projector screen, books and other hard copy training materials, a laptop, and a laser printer. Prism Youth Community became a Bloomington PRIDE program in 2014, and until Prism's formation, queer youth had very limited local resources and safe places to affirm their identities. The program has grown by nearly 40% every quarter creating greater demand for more resources. Prism offers teens a way to help others and themselves by empowering them to feel comfortable and confident with who they are through an affirming, safe, and supportive environment for all youth. Despite these efforts, local LGBTQ youth frequently report incidents of bullying, harassment, and a lack of safe environments outside of PRIDE events. At our last community-wide panel discussion in January, community members identified a need for cultural competency trainings specifically tailored for the Bloomington community that directly involve queer youth in their planning and implementation. Some of the topics to be included in the trainings will cover gender identity, gender expression, sexual orientation, and coming out. These trainings will be scaled to educate individuals as well as large groups in person. Providing well-researched resources online for youth, parents, professionals, and service providers will make these tools easily accessible for all demographics.

CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Assume that 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 2010-2014 Consolidated Plan, or any other community-wide survey of social services needs.

Our LGBTQ Youth Cultural Competency Training Project will have a direct positive impact on local youth. The 2012 SCAN identified five critical elements of healthy youth development, and our project will address physical health and safety, emotional fulfillment, and academic achievement to improve the lives of this vulnerable population. Survey data conducted by the Gay, Lesbian, and Straight Education Network (GLSEN, 2013 State Snapshot) recommended that Indiana leaders support Gay-Straight Alliances (GSAs) to improve on their 2013 findings. Schools with GSAs have higher academic achievement. To give students and school staff support, Prism will arrange trainings and guide them through the GSA process. GLSEN also reported that 81% of LGBTQ students experienced verbal harassment because of their sexual orientation and 40% were physically harassed. Only two schools in Bloomington have GSAs, and many service providers are unsure of things like which pronouns to use for transgender youth or how to react when a teen comes out. We've conducted trainings with MCCSC staff and other local youth-serving agencies, and also stood on a panel covering sexuality at IU for future educators. By establishing stronger community support networks and increasing cultural competency, queer youth will become empowered citizens.

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 -- i.e., is your request for a pilot project? for bridge funding? for a collaborative project? If you are requesting operational funds, you must detail your plan for future funding.

The requested Jack Hopkins pilot funding will support the research and creation of all initial training materials to support the establishment of a cultural competency training program with online resources. The initial costs of this project are extensive and current contractors will fulfill both managerial roles to ensure institutional memory and cost efficiency. After the start-up costs of kicking off this project incur, future costs will be minimal. We will conduct the needs assessment every five years; and funding generated from trainings, in addition to private donations, will cover the future costs of staff time and printing materials.

FISCAL LEVERAGING (100 words or less)

Describe how your project will leverage other resources, such as other funds, in-kind contributions, volunteers, etc.

Ticket sales generated from the annual PRIDE Film Festival, private individual donations from our annual appeal letter, and funding from the Unitarian Universalist Church of Bloomington's grant program will provide sufficient funds to cover over 25% of the project cost. We will host at least two public trainings at the Monroe County Public Library (no rental cost) and charge a minimal fee to for-profit businesses to receive training. Our youth leadership committees, two interns and at least two adult volunteers will commit their time in developing and implementing training resources.

LONG-TERM BENEFITS (200 words or less)

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

Long-term spillover benefits from this one-time investment will establish greater acceptance and understanding in Bloomington about gender identity, gender expression, and sexual orientation. Teens who identify as LGBTQ are eight times more likely to attempt suicide than their peers who do not identify on the LGBTQ spectrum. According to GLSEN's 2013 National School Climate Survey, lower levels of victimization and discrimination lead to better outcomes for LGBT students including their higher GPAs, more likely to plan to go to college, and higher self esteem. Better education leads to the improved quality of life for the LGBTQ youth in our community. Supporting these youth allows them to return the favor and serve the community. About 20 Prism youth volunteered at the Winter Interfaith Shelter this winter. Community members donated desserts to the Winter Rainbow Ball in February and rather than taking home the leftover treats, the teens unanimously decided to donate them to the shelter. Prism youth have also participated in service projects with the Hoosier Hill Food Bank, Middle Way House, Pages to Prisoners, and the Bloomington AIDS Walk. Our LGBTQ Youth Cultural Competency Training Project will continue to make Bloomington an even better place to live and work and can serve as a model for similar cities.

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 outcome indicators listed below are an expected result of Jack Hopkins funding.

- Number of Bloomington residents with access to the online resources: ~82,500
- Number of Bloomington youth who can potentially benefit from this project: ~13,300 (estimated from the 2010 Census data population aged 10-19 years)
- Number of Bloomington youth-serving agencies targeted to receive cultural-competency training: 18 (includes Rhino's, WonderLab, United Way, Girls, Inc., Big Brothers Big Sisters, YMCA, area schools)
- Percentage of Prism youth involved in the development of this project: 60%
- Number of adult volunteers involved in the development of this project: 6



Through community-based events and services, Bloomington PRIDE celebrates queer arts, creates safe and inclusive spaces, and challenges stereotypes to enrich LGBTQA community and culture. Bloomington PRIDE serves as the umbrella organization for the PRIDE Film Festival, Summerfest, and Prism Youth Community. The film festival, for its first 10 years, was a Buskirk-Chumley Theater program until community volunteers led its transition into a freestanding organization starting in 2013. Bloomington PRIDE received its 501c3 status in 2014 and soon added a summer event and youth program in response to community demand. The first Summerfest kicked off in downtown Bloomington and attracted over 1,700 attendees with live music, poetry, performers, food, educational workshops, and interactive activities for all ages. Prism Youth Community is PRIDE's youth group for teens ages 12-20 who identify as lesbian, gay, bisexual, transgender, queer, or are straight allies. Prism conducts weekly meetings, hosts monthly special events, and leads quarterly community-wide panel discussions on behalf of and in support of queer and allied adolescents.

Bloomington PRIDE is requesting \$12,080 from the Jack Hopkins Social Services Funding Committee to pilot an LGBTQ Youth Cultural Competency Training Project that will begin in August 2015. The requested funds will cover the major initial research costs of designing the training curriculum; after those incurred costs, maintaining the project will consume only minimal time and travel. The funds will support the fees of the Project Manager and Technology Manager – positions current PRIDE contractors will assume – as well as presentation equipment, including an LCD projector, projector screen, books and other hard-copy training materials, a laptop, and a laser printer. The LCD projector, screen, and laptop will be used to conduct the trainings that PRIDE will develop. The hard-copy training materials and books will be used to research topics to be included in the trainings such as: gender identity, gender expression, sexual orientation, queer youth of color, creation of LGBTQ-inclusive materials in youth-serving organizations, and how to respond when a student comes out. These technical resources will enable PRIDE to provide trainings in a diversity of settings that might not have their own resources for multimedia presentations. The total project cost is \$16,760, \$4,680 of which will come from film festival tickets sales, PRIDE's annual donor campaign, and a portion of the grant funds from Unitarian Universalist Church of Bloomington.

PRIDE is led by educated, motivated individuals who have brought the organization to unprecedented success in its first few years, but these leaders need further support to help move Bloomington forward as a supportive community. A majority of the time dedicated by Bloomington PRIDE's Executive Director and Youth Program Director has been unpaid, although both serve the organization full time. With such strong local demand for LGBTQ programs, events, and services, the need to grow PRIDE's capacity has grown markedly. Increasing the capacity of highly energized staff and volunteers will enable them to dedicate sufficient time and attention to ensure success. After the potential funding for this project expires, the two leaders' hours will be redirected to administer other PRIDE programming. These two individuals will continue to be compensated at the same rate with the increased awareness generated from these trainings in addition to PRIDE's revamped sponsorship benefits program and



fundraising plan. This funding will provide the organization with sufficient time to launch the new fundraising plan and generate sufficient income to pay these individuals.

Until Prism's formation, queer youth in Bloomington had very limited local resources, and only a few safe places existed to affirm these young people's identities. The program has grown by nearly 40% every quarter, creating greater demand for more resources. Nine students who attended the first youth meeting consistently continue to be involved, and many of them serve on the youth leadership council. Prism offers teens a way to help others and themselves by empowering them to feel comfortable and confident with who they are through an affirming, safe, and supportive environment.

Even with this new, positive programming, local LGBTQ youth frequently report incidents of bullying, harassment, and a lack of safe environments outside of PRIDE events in Bloomington. At Prism's last community-wide panel discussion in January with 90 adult attendees, community members identified a need for cultural competency trainings specifically tailored for the Bloomington community that directly involve queer youth in their planning and implementation. Prism involves youth in decision making and leadership development through more than 20 leadership positions. The youth-led Education and Outreach Committee in particular will be deeply involved in the planning of the cultural responsiveness trainings. Providing well-researched resources online for youth, parents, professionals, and service providers will make these tools easily accessible for all demographics. The online tools will include videos that are filmed in collaboration with Blueline Media Productions and the Harmony School, PowerPoint presentations, and links to helpful resources.

The 2012 SCAN identified five critical elements of healthy youth development, and this project will address three of those: physical health and safety, emotional fulfillment, and academic achievement to improve the lives of this vulnerable population. Survey data conducted by the Gay, Lesbian, and Straight Education Network (GLSEN, 2013 State Snapshot) recommended that Indiana leaders support Gay-Straight Alliances (GSAs) to improve on the 2013 findings. Queer students attending schools with GSAs have higher academic achievement. To give students and school staff support, Prism will arrange trainings and guide them through the GSA implementation process. GLSEN also reported that 81% of LGBTQ Indiana students experienced verbal harassment because of their sexual orientation and 40% were physically harassed. Only two schools in Bloomington have GSAs, and many youth service providers are unsure of things like which pronouns to use for transgender youth or how to react when a teen comes out. Many organizations have applications and internal documents that give only two gender options, further isolating teens who don't identify on the gender binary. Demand for such training is high in Bloomington. PRIDE's Youth Director has already conducted trainings with MCCSC staff and other local youth-serving agencies, and has stood on a panel covering sexuality at IU for future educators. By establishing stronger community support networks and increasing cultural competency, queer youth will become empowered and engaged citizens.

LGBTQ Youth Cultural Competency Training Project Budget

Item	Cost	Description
Project Manager Fee	\$ 5,000	Compensation 10 hours/week for 5 months
Technology Manager Fee	\$ 5,000	Compensation 10 hours/week for 5 months
LCD Projector	\$ 500	Used for training presentations
Projector Screen	\$ 200	Used for training presentations
Training Materials	\$ 300	Books and print materials for research
Laptop	\$ 650	Used for training presentations
Printer	\$ 430	Used to print training materials
Total		\$ 12,080

Year-End Financial Statement

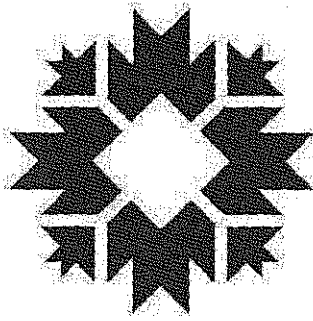
Year Begins: July 2014

Cash on Hand (1st of month): \$14,868	FY14 Actuals
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CASH RECEIPTS	
General Operations	
Donations	3,356
Grant and Foundation Support	-
SUB-TOTAL	3,356
Film Festival	
Ticket Sales	11,305
Donations	1,438
Sponsor Contributions	11,356
Grant and Foundation Support	2,787
Merchandise Sales	144
Cost of Goods Sold	(229)
SUB-TOTAL	26,801
Prism	
Donations	-
Grant and Foundation Support	-
SUB-TOTAL	-
Summerfest	
Refreshment Sales	-
Donations	-
Sponsor Contributions	-
Grant and Foundation Support	-
Booth Rental Fees	-
Merchandise Sales	-
Cost of Goods Sold	-
SUB-TOTAL	-
TOTAL CASH RECEIPTS	30,157

CASH PAID OUT	
General Operations	
Professional Services	3,756
Marketing & Communications	334
Development	-
Public Relations	42
General Liability Insurance	-
Office Supplies, Postage	218
SUB-TOTAL	4,360
Film Festival	
Film Rights	3,084
Projection Equipment	450
Facilities Rental	3,235
Live Performance	800
Dance Party	100
Event Insurance	395
Filmmaker Travel and Hospitality	401
Supplies	543
Ticketing Operations	300
Professional Services	3,487
Marketing & Communications	2,921
SUB-TOTAL	15,716
Prism Youth Community	
Professional Services	-
Background Checks	-
Weekly Discussion Group	-
Weekly Social Group	-
Monthly Community Meetings	-
Outreach	-
Office Supplies, Postage	-
SUB-TOTAL	-
Summertest	
Equipment Rental	-
Performer Fees	-

	-
Beer and Wine Permit	-
Supplies	-
Security	-
Professional Services	-
Marketing & Communications	-
Office Supplies, Postage	-
SUB-TOTAL	-
TOTAL CASH PAID OUT	20,066
Net Income/Loss	10,091



CITY OF BLOOMINGTON, COMMON COUNCIL
JACK HOPKINS SOCIAL SERVICES FUNDING COMMITTEE
2015 GRANT APPLICATION

AGENCY INFORMATION

Lead Agency Name: Boys and Girls Clubs of Bloomington

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

Number of Employees:

Full-Time	Part-Time	Volunteers
12	42	700+

Address: 311 South Lincoln

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: Steve Holbrook

Executive Director: Jeff Baldwin

Title: Executive Director

Phone: 812-332-5311 / Ext. 12

E-Mail: jbaldwin@bgcbloomington.org

Name of Person to Present Proposal to the Committee:
(if not the Executive Director)

Title:

Phone:

E-Mail:

Name of Grant Writer: Jeff Baldwin

Phone: 812-332-5311

E-Mail: jbaldwin@bgcbloomington.org

Agency Mission Statement *(150 words or less)*

The Boys & Girls Clubs of Bloomington is a guidance organization whose mission is to empower all young people, especially those who need us most, to reach their full potential as productive, caring 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 to club sites, and free programming offerings such as cooking club, drama club, Indiana Kids Tutoring, and Fencing Club.

PROJECT INFORMATION

Project Name: Crestmont Club Roof Replacement

Is this a collaborative project? ☐ Yes ☒ No

If a collaborative project, list name(s) of non-lead agency partner(s):

Catholic Charities currently leases 2800 sq feet from the Boys and Girls Clubs of Bloomington at 803 N. Monroe St., future home of the new Crestmont Club and Boys and Girls Clubs of Bloomington Administrative Staff. Continued development of program partnership will occur throughout the next year.

Address where project will be housed: 803 North Monroe Street Bloomington, IN

Total Cost of Project: \$29,760.00

Requested JHSSF Funding: \$25,000.00

Other Funds Expected for this Project (*Source, Amount, and Confirmed or Pending*)

\$5,000.00 from private donors provided during quiet phase of Capital Campaign- **Confirmed**

Total Number of Clients Served by this project in 2015: 400+

Total Number of City Residents Served by this project in 2015: 350+

Is this request for operational funds? ☐ Yes ☒ No

If "yes," indicate whether the request is for a pilot project, bridge funding, or a collaborative project:

☐ Pilot ☐ Bridge ☐ Collaborative

Please indicate the period in which you intend to draw down funds, if granted:

☒ July-September 2015

☐ October-December 2015

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

If awarded funding, we would commence work as soon as possible as roof replacement of 803 North Monroe St. property is required before further renovations can occur. After the complete replacement of the roof, complete draw down of funds will occur. It is impossible to say exactly when draw down will occur. However, it is safe to say that this project will move quickly upon award announcements and Jack Hopkins Grant contract signing, if the Boys and Girls Club would be fortunate enough to be chosen to receive funding.

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

Completion of this project does depend on other funding. However, all necessary funds are secured/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.

Actual permits have not yet been received. However, Boys and Girls Clubs of Bloomington professional staff, board members, and Building Task Force Committee members have been in direct conversation with the City of Bloomington Planning Department. City officials are aware of the anticipated project. Furthermore, CDBG funding for Physical Improvements was secured for facility renovations that did not include roof replacement. CDBG grant application requirements involve gaining consent from a variety of City officials per the proposed projects. Permit applications will be submitted within the next three weeks.

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)

\$20,000.00 to cover the cost of full project. There is no efficient/effective way to segment this project with partial roof replacement, thus any grant award of less than \$20,000 will likely result in a postponed project.

Priority #2
(Item & Cost)

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Priority #3
(Item & Cost)

--

Priority #4
(Item & Cost)

--

Priority #5
(Item & Cost)

--

Priority #6
(Item & Cost)

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Project Synopsis (250 words or less)

Please provide a brief overview of your project. Assume that 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 and Girls Clubs of Bloomington is requesting \$25,000.00 to replace the flat roof of a recently purchased building at 803 North Monroe Street, in the heart of the Crestmont Community. This 9000 square foot facility, which once housed an Indiana University community eye clinic, will become the home of the Boys and Girls Clubs of Bloomington's Crestmont Club. Furthermore, this renovation will also allow the Boys and Girls Club to further realize a partnership with Catholic Charities. Currently, the Boys and Girls Club is renting a portion of the facility to Catholic Charities for the purpose of offering low or no-cost counseling to Crestmont families. Lastly, the administrative staff of the Boys and Girls Clubs of Bloomington will move to this location, cementing our commitment to, "those youth who need us most" and the community they call home.

This roof replacement project, originally scheduled for Phase II of the Boys and Girls Club Crestmont building project, which will include a gymnasium and additional club facility, will allow the Club to more efficiently/effectively replace and raise the deteriorating flat roof. By replacing and raising the flat roof at this time, solid HVAC duct work will be able to be more cost effectively installed at this time and allow office spaces to retain current ceiling heights. If the roof replacement were to wait for Phase II construction, lower ceilings would have been the result. Additionally, and perhaps most important, the need to replace this aged flat roof could not come at a better time.

CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Assume that 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 2010-2014 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 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." 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" Project delivery also addresses the "Antipoverty Strategy" (91.215 (h)) through "goals, programs, and policies for reducing the number of poverty level families." Lastly, this project addresses the "Community Development Needs Strategy" (91.215 (e)), as it would meet a "priority non-housing community need" through youth services goals. In 2003, the SCAN reported that 10% of households with annual incomes below \$15,000 viewed finding affordable after-school programs to be a **major challenge**. In 2012, when SCAN was updated, that percentage increased dramatically to 33%. Households with incomes from \$15,001 to \$25,000 increased from 6% to 30%, and households earning \$25,001 to \$35,000 increased from 8% to 38%.

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 -- i.e., is your request for a pilot project? for bridge funding? for a collaborative project? If you are requesting operational funding, you must detail your plan for future funding.

Jack Hopkins funds, if awarded for this vital Bloomington community project, will be a one-time investment for a collaborative 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, such as other funds, in-kind contributions, volunteers, etc.

Since the foundation of the Bloomington Housing Authority, there has not been a more important project to come to the Crestmont Community. The excitement and anticipation of this transformational community project has local leaders, children, families, and potential donors anxiously awaiting the launching of this building project. If the Jack Hopkins Social Services Grant Funding Committee were to support this roof replacement project, continued momentum, excitement, and funding will follow. Current key prospective donors are watching carefully as the progress unfolds. \$5000.00 already exists to serve as a "match" for this roofing project.

LONG-TERM BENEFITS (200 words or less)

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

It has been just 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 \$5.00 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

The replacement of the aged flat roof of the future home of the Boys and Girls Clubs of Bloomington's Crestmont Club, and current home of Catholic Charities, will secure the future of this facility by replacing an integral component of this building's infrastructure. Project completion will allow Boys and Girls Club Administrative Staff to move to 803 S. Monroe, and create a clear physical delineation between BG Club and Catholic Charities space. Furthermore, by moving to the Crestmont Community, the BG Club's Administrative and Development staff will be able to more effectively communicate the Club's capital campaign goals.

Amount Requested - \$25,000.00

Project Details

The Boys and Girls Clubs of Bloomington is requesting \$25,000.00 to replace the flat roof of a recently purchased building at 803 North Monroe Street, in the heart of the Crestmont Community. This 9000 square foot facility, which once housed an Indiana University community eye clinic, will become the home of the Boys and Girls Clubs of Bloomington's Crestmont Club. Furthermore, this renovation will also allow the Boys and Girls Club to further realize a partnership with Catholic Charities. Currently, the Boys and Girls Club is renting a portion of the facility to Catholic Charities for the purpose of offering low or no-cost counseling to Crestmont families. Lastly, the administrative staff of the Boys and Girls Clubs of Bloomington will move to this location, cementing our commitment to, "those youth who need us most" and the community they call home.

This roof replacement project, originally scheduled for Phase II of the Boys and Girls Club building projects, which will include a gymnasium and additional club facility, will allow the Club to more efficiently/effectively replace and raise the deteriorating flat roof. By replacing and raising the flat roof at this time, solid HVAC duct work will be installed and allow office spaces to retain current ceiling heights. If the roof replacement were to wait for Phase II construction, lower ceilings would have been the result. Additionally, and most important, the need to replace this aged flat roof could not come at a better time.

Capacity to Complete the Project by December 2016

Roof replacement and raising will need to be completed before further renovations can take place. As soon as funding would become available, and permits secured, construction would commence. Total construction time would take less than one month.

Project Need

The replacement of the aged flat roof of the future home of the Boys and Girls Clubs of Bloomington's Crestmont Club, and current home of Catholic Charities, will secure the future of this facility by replacing an integral component of this building's infrastructure. Project completion will allow Boys and Girls Club Administrative Staff to move to 803 S. Monroe, and create a clear physical delineation between BG Club and Catholic Charities spaces. Furthermore, by moving to the Crestmont Community, the BG Club's Administrative and Development staff will more effectively be able to communicate the Club's capital campaign goals, thus resulting in the construction of a new Crestmont Club site that will be able to accommodate at least 160 youth daily.

This renovation project will allow us to finally operate a Club unit in this community that is designed specifically for our youth development purposes. Our current sight, in an altered apartment building, located within the Bloomington Housing Authority, has served us very well for over 25 years. However, there have always been limitations regarding specific facility design, which have hampered our efforts to most effectively realize our greatest outcomes. We are so grateful for the opportunity that the Bloomington Housing Authority has offered through the use of the apartment building that houses our current site. We are also pleased to know that this building will be repurposed to serve those who are in need of affordable housing upon moving into our new facility.

Our organization addresses a **community need** by providing vital services to advance the quality of life for the youth and families of the BHA and surrounding neighborhoods. Recent BHA data indicates that the average income for a household with 1-4 children is a mere \$6734.00 per year, 100% of households are dependent on Food Stamps and 100% of families live below the low to extremely low-median community income level. Additionally, 243 children (age birth-18) live amongst 153 families, most of which are single parent homes.

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." 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". Project delivery also addresses the "Antipoverty Strategy" (91.215 (h)) through "goals, programs, and policies for reducing the number of poverty level families." The Crestmont Club provides emergency services to our members by providing daily meals and a form of "after-school and summer shelter," as many Club members do not have a safe and healthy alternative environment. The Club's proven youth development programs provide youth with the growth enriching experiences that allow them to break the bonds of poverty. Furthermore, the Club provides a place for parents to send their children while they provide for their families through employment and the pursuit of educational degrees. Lastly, this project addresses the "Community Development Needs Strategy" (91.215 (e)), as it would meet a "priority non-housing community need" through youth services support goals. The Crestmont Club improves living environments in a low-income area and encourages stability in the transient neighborhood of the BHA. As is outlined in the Consolidated Plan, "Research shows that youth who are involved in activities with caring adult role models and mentors are more likely to complete school, do better academically, make healthier life choices, and engage in fewer destructive activities. The Crestmont Club has active afterschool tutoring programs that assists members with their homework needs and provides additional educational resources focusing on improving the reading and math skills of its members."

The Service Community Assessment of Needs (SCAN) report released in 2012, recognizes that afterschool activities can provide youth with opportunities for mentoring, academic support, positive social interaction, and a chance to develop talents and interests. It notes that youth who are involved in such activities with caring adult role models and mentors are more like to finish school, do well academically, make healthier life choices, and engage in fewer destructive activities. The study identifies a particular concern for breaking the cycle of persistent poverty and reaching out to families who are in crisis, are underserved, or at risk. Youth living in these situations experience greater risks of, "poor educational attainment, behavioral problems, and poor psychological well-being." This project addresses these challenges and concerns by specifically targeting disadvantaged families in Bloomington. The SCAN report also notes the barrier that exists for many in accessing arts, education, or sports opportunities. **In 2003, the SCAN reported that 10% of households with annual incomes below \$15,000 viewed finding affordable after-school programs to be a major challenge. In 2012, when SCAN was updated, that percentage increased dramatically to 33%. Households with incomes from \$15,001 to \$25,000 increased from 6% to 30%, and households earning \$25,001 to \$35,000 increased from 8% to 38%.**



PROPOSAL

Proposal Submitted To:		Date of Proposal:		Job Number	
Address:		Job Name: Boys and Girls Club Roof			
City, State, Zip Code		Location:			
Attention:	Phone #:	Fax #:	Job Phone #:		

SCOPE OF WORK

- Remove all the existing edge flashing
- Remove 1200 sqft of existing roofing and wet insulation
- Re-insulate 1200 sqft of roofing and add 1" of new insulation over the entire roof
- Provide and install new 40 mil Duro-Last roof system
- Provide and install new 6" tall edge flashing around entire roof perimeter (color to be chose by owner)
- Remove and re-install existing gutters
- Remove and re-install vinyl siding to allow for new Duro-Last parapet material to extend up the wall on the north end of the roof
- Provide a 15 year NDL warranty on the roof system

Clarifications

- This price includes all material and labor to complete the scope above
- All waste will be disposed of by Building Associates

We propose hereby to furnish materials and labor complete in accordance with above specifications for the sum of:

Twenty Nine Thousand Seven Hundred Sixty Dollars (\$29,760)

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 INSURANCE. OUR WORKERS ARE FULLY COVERED BY WORKER'S COMPENSATION INSURANCE.

AUTHORIZED SIGNATURE

Brady J. Showalter

NOTE: This proposal may be withdrawn by us if not accepted within 60 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 _____

Title _____

Date of Acceptance: _____

9:05 AM

03/30/15

Cash Basis

Boys & Girls Club of Bloomington

Balance Sheet

As of December 31, 2014

	Dec 31, 14
ASSETS	
Current Assets	
Checking/Savings	
Main Source Capital Campaign	97,163.21
MainSource Restricted	181,585.54
MainSource General Account	49,506.55
First Financial Charity Gaming	1.76
Irwin Union - Checking	-190.00
Monroe Bank - Checking	291.58
Total Checking/Savings	328,348.64
Accounts Receivable	
Accounts Receivable	-35.00
Total Accounts Receivable	-35.00
Other Current Assets	
Prepaid 941 tax	411.84
Undeposited Funds	324.50
Total Other Current Assets	736.34
Total Current Assets	329,049.98
Fixed Assets	
Vending Machines	4,111.43
Vehicles	23,195.00
Office Equipment	2,246.56
Total Fixed Assets	29,552.99
TOTAL ASSETS	358,602.97
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	-2.00
Total Accounts Payable	-2.00
Credit Cards	-35.02
Other Current Liabilities	
Line of Credit - Irwin Union	-16.86
Indiana Counties Tax	964.76
Payroll Liabilities	
Fed. W/H & FICA pay.	-1,024.51
State & Local Withholding	2,877.25
United Way Withholding	650.38
Payroll Liabilities - Other	5,599.08
Total Payroll Liabilities	8,102.20
Total Other Current Liabilities	9,050.30
Total Current Liabilities	9,013.28
Long Term Liabilities	
Refundable Deposits Payable	-36.00
Liabilities	
CARES grant	5,815.48
Tobacco Settlement Funds	-2,954.64
Total Liabilities	2,860.84
Total Long Term Liabilities	2,824.84
Total Liabilities	11,838.12

9:05 AM

03/30/15

Cash Basis

Boys & Girls Club of Bloomington

Balance Sheet

As of December 31, 2014

	Dec 31, 14
Equity	
Retained Earnings	324,722.37
Net Income	22,042.48
Total Equity	346,764.85
TOTAL LIABILITIES & EQUITY	358,602.97

9:06 AM

03/30/15

Cash Basis

Boys & Girls Club of Bloomington

Profit & Loss

January through December 2014

	Jan - Dec 14
Ordinary Income/Expense	
Income	
Auxiliary Funding	35,781.31
Special Events	
2014 Man Up to Make a Difference	28,792.07
Erg-a-thon	4,906.58
Jen Chapin Concert	
Jen Chapin Event Silent Auction	713.00
Jen Chapin Concert - Other	1,425.00
Total Jen Chapin Concert	2,138.00
Carl Deal Event	14,669.21
The Romp	20,293.58
Lemonade Day	43,277.00
Butterfly Kisses	3,079.00
Dancing with Celebrities	31,361.95
Passport to Manhood	5,000.00
Golf Marathon	18,239.22
Special Events - Other	2,596.99
Total Special Events	174,353.60
Contributions	
Our Kids 2015	600.00
Our Kids 2014	82,996.30
Our Kids 2013	6,940.65
Big Hearts Campaign	
Big Hearts 2014	33,896.55
Big Hearts 2013	200.00
Total Big Hearts Campaign	33,896.55
Bequests/Memorials	9,445.00
Civic Groups	134,960.86
Individual Donations	909,554.74
Corporate Donations	73,713.08
Total Contributions	1,252,107.18
Fees	
Camps	175,541.15
Facility Rental	18,877.59
Memberships	20,838.40
Total Fees	215,257.14
Grants	
State	22,661.10
Local - City/County	115,602.13
Federal/National	32,050.00
Grants - Other	10,000.00
Total Grants	180,313.23
Other Income	
Health Insurance Tax Credit	2,613.21
Interest	167.66
Transportation Fee	37,628.92
Reimbursements	13,090.49
Other Income - Other	15.00
Total Other Income	53,515.28
Total Income	1,911,327.74
Gross Profit	1,911,327.74

9:06 AM
03/30/15
Cash Basis

Boys & Girls Club of Bloomington
Profit & Loss
January through December 2014

	Jan - Dec 14
Expense	
Fundraising Special Events	35,456.21
Equipment	648.15
Program Fees	22,279.81
Reconciliation Discrepancies	2,049.36
Financial Expenses	
Payment Processing Fees	8,540.35
Finance Charge	155.00
Financial Expenses - Other	34.00
Total Financial Expenses	8,729.35
Insurance	
Director + Officers	1,612.00
Business Auto	2,850.50
Commercial Umbrella	7,849.75
Workers' Comp	7,472.00
Commercial Package	7,629.75
Total Insurance	27,414.00
Vehicle	
Loan Payment	210.20
Fuel	14,856.14
License/Permits	917.50
Maintenance/Repairs	17,333.09
Total Vehicle	33,316.93
Utilities	
Electricity	11,102.71
Gas	3,044.78
Water/Sewer	1,924.00
Total Utilities	16,071.49
Rent	25,890.00
Professional Fees	
Misc.	767,333.99
Development Fees	607.79
Accountant	6,807.50
Professional Fees - Other	232.00
Total Professional Fees	774,981.28
General Expenses	
Food	6,396.73
Printing	
Printing Outsourced	2,179.26
Supplies	3,201.18
Copier Maintenance Fees	4,323.85
Total Printing	9,704.29
Misc.	
Butterfly Kisses	2,944.33
Lemonade Day	14,768.10
Club Gear	1,573.75
Awards/Recognition	1,354.84
Cultivation	1,123.98
Misc. - Other	40.00
Total Misc.	21,805.00
Postage	2,338.96
Supplies	
Misc. Supplies	16,457.04
Office Supplies	937.12
Art Supplies	1,751.15

9:06 AM

03/30/16

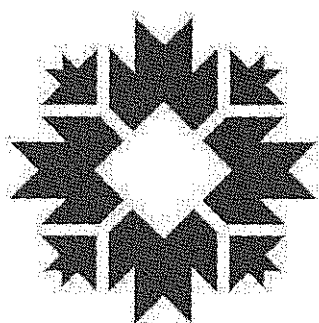
Cash Basis

Boys & Girls Club of Bloomington

Profit & Loss

January through December 2014

	Jan - Dec 14
Total Supplies	19,145.31
Total General Expenses	59,390.29
Maintenance, Facility	
Service	86,073.46
Supplies/Hardware	4,309.46
Fire & Security	1,222.65
Trash	1,459.34
Cleaning Supplies	3,953.93
Total Maintenance, Facility	97,018.83
Dues	
State	3,732.00
Local	1,397.00
National	6,358.00
Total Dues	11,487.00
Communications	
Technology Charges	11,976.17
Advertising	3,674.79
Telephone	3,630.10
Communications - Other	192.62
Total Communications	19,473.68
Payroll Taxes	
Medicare	8,466.05
Social Security	36,199.40
Payroll Taxes - Other	4,768.76
Total Payroll Taxes	49,434.21
Staffing Expenses	
Board Training/Development	6,038.51
Payroll	
Administrative Staff	201,132.24
Camp	75,941.08
Lincoln Street Unit	175,243.66
Ellettsville Unit	118,492.04
Crestmont Unit	62,533.82
Support Staff	1,556.32
Total Payroll	634,899.16
Criminal History Checks	3,611.48
Benefits	
Health & Life Insurance	34,208.78
Retirement	10,427.00
Total Benefits	44,635.78
Staffing Expenses - Other	16,459.74
Total Staffing Expenses	705,844.67
Total Expense	1,889,265.26
Net Ordinary Income	22,042.48
Net Income	22,042.48



CITY OF BLOOMINGTON, COMMON COUNCIL
JACK HOPKINS SOCIAL SERVICES FUNDING COMMITTEE
2015 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
13	15	75

Address:

803 N. Monroe Street

Bloomington, IN

Zip Code: 47404

Phone: (812) 332-1262

Agency E-Mail: mmccarty@ccbin.org

Website: <http://www.archindy.org/cc/bloomington/index.html>

President of Board of Directors: Jennifer Kincaid

Executive Director: Marsha McCarty

Title: Agency Director

Phone: (812) 332-1262

E-Mail: mmccarty@ccbin.org

Name of Person to Present Proposal to the Committee: Kristina Simmonds
(if not the Executive Director)

Title: Development Director

Phone: (812) 322-8821

E-Mail: ksimmonds@ccbin.org

Name of Grant Writer: Kristina Simmonds

Phone: (812) 322-8821

E-Mail: ksimmonds@ccbin.org

Agency Mission Statement (150 words or less)

Recognizing mental health care as an essential service in a flourishing community, Catholic Charities Bloomington (CCB) strives to remove barriers to quality mental health counseling by providing these services on a sliding fee scale, by reaching out into the community to persons experiencing homelessness and other consequences of poverty, and by providing counseling support within school settings. We work to enhance the dignity and functioning for all persons in the community-at-large through education, social service delivery, and advocacy.

PROJECT INFORMATION

Project Name: *Identifying the Mental Health Needs of Senior Citizens in Bloomington*

Is this a collaborative project? ☐ Yes ☒ No

If a collaborative project, list name(s) of non-lead agency partner(s):

Address where project will be housed:

803 N. Monroe Street, Bloomington, IN 47404

Total Cost of Project: \$13,248.88

Requested JHSSF Funding: \$9,658.48

Other Funds Expected for this Project (*Source, Amount, and Confirmed or Pending*)

\$1,590.40 – Medicaid, Medicare, and other insurance reimbursements for therapist time – Confirmed Funds
\$2,000.00 – Lunch for Senior Community Group attendees donated by private donors, restaurants, and other agencies – Pending Funds

Total Number of Clients Served by this project in 2015: 300

Total Number of City Residents Served by this project in 2015: 300

Is this request for operational funds? ☒ Yes ☐ No

If “yes,” indicate whether the request is for a pilot project, bridge funding, or a collaborative project:

☒ Pilot ☐ Bridge ☐ Collaborative

Please indicate the period in which you intend to draw down funds, if granted:

☒ July-September 2015

☐ October-December 2015

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

Much of the requested funds will be submitted in the first period of the grant (July-September) for the purchase of screening/assessment tools, group activity supplies, and therapy materials. The commercial range will be purchased and installed before the weekly group begins in August. The staff salary will be submitted when the position is filled, which will also be in the July-September window. Some ongoing costs will be submitted as the group proceeds through the later months (September-November), mostly for group materials.

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

Medicaid, Medicare, and other insurance reimbursements are billed on an ongoing basis as services are delivered. CCB also receives private donations during the year, which help to defray costs not covered by insurance.

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)

Project Coordinator - \$6,483.48

Priority #2
(Item & Cost)

Weekly Senior Community Group screening and activity supplies - \$800

Priority #3
(Item & Cost)

Theraplay materials - \$300

Priority #4
(Item & Cost)

Commercial Range for Kitchen - \$1,500

Priority #5
(Item & Cost)

Marketing Materials - \$300

Priority #6
(Item & Cost)

Community Awareness Brochures - \$275

Project Synopsis (250 words or less)

Please provide a brief overview of your project. Assume that 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 requesting **\$9,658.48** from the Jack Hopkins Social Services Funding Program for its 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. The program will provide activities promoting life style changes that are known to nurture positive mental and physical health outcomes for our older citizens. CCB staff will engage seniors in a weekly group held at CCB, screen area seniors for potential mental health problems such as depression, and make appropriate referrals for those in need of mental health services. Our Seniors Community Group will meet weekly for 3 hours, which includes time for a meal and unstructured social interaction. The structured part of the group, facilitated by CCB staff and Psychology & Counseling Interns, will focus on critical issues facing seniors today such as isolation, lack of physical activity, and struggles with chronic disease. CCB will also attempt to locate elders who are homebound and conduct screenings of that population. In particular, CCB hopes to reach seniors from the Crestmont community where our offices are located. This pilot program will help CCB develop a more expansive, well-rounded range of services specifically designed for older adults in our community.

CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Assume that 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 2010-2014 Consolidated Plan, or any other community-wide survey of social services needs.

According to the 2010 U.S. Census, Bloomington has over 6,000 senior residents (age 65+) making up 7.9% of the population. In the Area 10 Agency on Aging 2013 Community Assessment Survey of Older Adults, the most common mental health issues reported by seniors in our area are depression (48%) and feeling bored (44%). Other issues included feeling lonely or isolated (36%) and dealing with the loss of a close family member or friend (41%). In that same survey, 64% of older residents said the availability of quality mental health care is only fair (38%) or poor (26%). Additionally, the 2010 Service Community Assessment of Needs reports that 80% of households with an income less than \$15,001 count stress, anxiety, or depression as a major or minor problem in their lives. For households with an income between \$15,001-\$25,000, stress, anxiety, and depression are a major or minor problem for 56% of those families/individuals.

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 -- i.e., is your request for a pilot project? for bridge funding? for a collaborative project? If you are requesting operational funding, you must detail your plan for future funding.

CCB already has in place well trained, mental health professionals with experience and training in psychological evaluation and group therapy, who will be utilizing to complete this pilot program. The funds requested would provide additional resources and staff to begin this program and track it's successes and failures. Ultimately, CCB will use the information gathered during this pilot program to develop a well-rounded list of services for older adults in our area. Once the procedures and practices are in place, CCB mental health professionals will be able to continue the program.

FISCAL LEVERAGING *(100 words or less)*

Describe how your project will leverage other resources, such as other funds, in-kind contributions, volunteers, etc.

CCB has increased the number of health professionals who are Medicare providers to further serve the underserved, senior population. Our therapists will primarily be funded from Medicaid, Medicare, and other insurance reimbursements. CCB also receives private donations throughout the year, which help to defray the many costs not covered by insurance. CCB staff will work to secure some in-kind contributions for group activities, especially the lunches provided.

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 this program will allow Catholic Charities to expand mental health services to older adults in general, and particularly those living in poverty. This should, over time, impact this segment of the Bloomington community by reaching older adults earlier in the onset of mental health problems before they worsen. Like any other illness, mental health problems can often be treated more effectively and at less cost with earlier intervention. If some of the elderly in the community can be attracted to the proposed programs, reducing their isolation and improving their physical activity, it would be reasonable to expect, some prevention of mental health problems. Hopefully the program would be the first of many opportunities for collaboration between Catholic Charities and the Boys and Girls Clubs of Bloomington in the Crestmont community. This initial project will help identify the older adult population that could interface in many ways with the children who will be at the Crestmont Boys and Girls Clubs in the future. The essential services offered by these two stable agencies can hopefully have an ongoing and increasing positive influence in Crestmont and throughout Bloomington.

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

To measure the success of this project, we will be tracking four critical elements:

- (1) regular involvement of older adults in the weekly group held at CCB,
- (2) the number of mental health screenings conducted by CCB staff,
- (3) the number of referrals made for mental health services,
- (4) and the percentage of participants from the Crestmont community.

We will also be conducting a survey of those attending the Senior Community Group, requesting feedback on the helpfulness of the project and recommendations moving forward.

Identifying the Mental Health Needs of Senior Citizens in Bloomington is a pilot program that 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. It would also provide activities that would promote life style changes that are known to nurture positive mental and physical health outcomes for our older citizens. This program, facilitated by **Catholic Charities Bloomington (CCB)**, aims to engage seniors in a weekly group held at CCB, screen area seniors for potential mental health problems such as depression, and make appropriate referrals for those in need of mental health services. CCB will also attempt to locate elders who are homebound and conduct screenings of that population. The Area 10 Agency on Aging has agreed to disseminate information about this project and help us identify shut-ins who need screenings and/or mental health services. CCB seeks **\$9,658.48** from the Jack Hopkins Social Services Funding Program for this pilot program.

CCB staff will work with local agencies, especially Area 10 Agency on Aging, who serve our senior citizens (ages 65+) to identify those individuals who are living at or below the poverty level, at risk for depression or other mental health problems, and/or lacking in community interaction or support (e.g. shut-ins). In particular, we are hoping to reach seniors from the Crestmont community where CCB's offices are located. We currently lease space at 803 N. Monroe Street, a building that we will soon share with the Boys & Girls Clubs of Bloomington, now the owner of the building. This location presents unique opportunities for this project going forward once the initial framework is completed. The Boys & Girls Clubs and CCB are anticipating various joint projects at the site, including projects that would bring together youth and older adults in programs that have been shown to have benefits to both age groups. The Boys & Girls Clubs of Bloomington is willing to provide the space for these kinds of programs in the portion of the building used for the Club.

Our Seniors Community Group will meet weekly for 3 hours, which includes time for a meal and unstructured social interaction. The structured part of the group, facilitated by CCB staff and Psychology & Counseling Interns, will focus on critical issues facing seniors today such as isolation, lack of physical activity, and struggles with chronic disease. Interns will also integrate elements of our Theraplay program, which was originally developed for therapists working with children, but can be adapted for use with seniors. Theraplay focuses on interactive, relationship based recreational techniques to enhance attachments, self-esteem, and trust in others.

As senior members join our weekly group, CCB staff and interns will conduct regular screenings for depression and other mental health programs using brief interviews and surveys. These tools will help us determine what services would be most appropriate for each individual, whether through CCB or other local agencies such as Area 10 Agency on Aging and Centerstone. These services might include family or individual counseling interventions from CCB, participation in other CCB group therapies, continued participation in current mental health services, further psychological assessments, or referral to psychiatric care. CCB staff, with the caregiver's permission, will serve as a liaison between other providers and this program, when necessary.

To make this project successful, CCB is requesting support in a few key areas. A 20-week Program Coordinator is essential to starting up this pilot program. This Program Coordinator will be responsible for setting up the weekly groups, promoting the program to local agencies serving

seniors, organizing the assessment procedures, and making presentations at local agencies and churches like the Area 10 Agency on Aging and the Shalom Center. This coordinator will also be responsible for tracking program participation and managing materials. Once the project has been established and initial tracking procedures developed, the CCB therapists and staff can continue to facilitate the Senior Community Group without a Coordinator. Another key element of this project is the Commercial Range, which allows CCB to prepare meals donated to us by private donors, restaurants, or other agencies. Providing a healthy meal will attract more seniors, especially those living in Crestmont, to this weekly group. The remaining program costs will be for materials used in screenings, assessments, participant tracking, community information, and surveys.

One vital outcome of this pilot program will be our ability to gather more detailed information about the mental health services needed by seniors in our community. According to the 2010 U.S. Census, Bloomington has over 6,000 senior residents (age 65+) making up 7.9% of the population, and that number will continue to rise until 2030 as the Baby Boomer generation ages. The Substance Abuse and Mental Health Services Administration (SAMHSA) sites several elements for a successful aging process including being socially active, participating in stimulating activities, feeling a sense of purpose, and being useful to society but many factors often interfere with that successful process. Isolation and loss are frequent in the senior community with approximately 50% of seniors currently living alone in Bloomington (Census.gov, 2010). Additionally, physical disabilities, limited activity, and chronic health issues can make older adults more isolated, quickly leading to depression and other mental health problems. In the Area 10 Agency on Aging 2013 Community Assessment Survey of Older Adults, the most common mental health issues reported by seniors in our area are depression (48%) and feeling bored (44%). Other issues included feeling lonely or isolated (36%) and dealing with the loss of a close family member or friend (41%). In that same survey, 64% of older residents said the availability of quality mental health care is only fair (38%) or poor (26%).

From the American Psychological Association (APA.org), "Addressing these problems and treating often overlooked mental health conditions results in decreased emotional suffering, improved physical health, lessened disability, and a better quality of life for older adults and their families. Increasing access to mental health services for older adults will reduce health care expenditures by lowering the frequency of primary care visits, medical procedures, and medication use."

This pilot program will help CCB develop a more expansive, well-rounded range of services specifically designed for the older population. Completion of this program is anticipated to be in early December. The Project Coordinator will be selected from current part-time CCB staff, adding 15-20 hours per week on this project. The promotional materials for the Senior Community Group can be purchased in July and the screening and assessment materials can be purchased in early August. We will need to purchase the Commercial Range and have that installed prior to the start of our Senior Community Group in August. We are already in talks with local agencies and donors who can help with the weekly meals for the group. While the mental health services will be ongoing well after December, those services are billable to Medicare, Medicaid, and private insurance.

Catholic Charities Bloomington - Identifying the Mental Health Needs of Senior Citizens

	Cost to Project	Grant funds requested	Difference	Source of additional funds
Administrative Staff				
Salary of Project Coordinator	\$4,225.56	\$4,225.56	\$0.00	
Fica and other costs	\$2,257.92	\$2,257.92	\$0.00	
Marketing & Community Awareness				
Promotional Materials	\$300.00	\$300.00	\$0.00	
Community Awareness Brochures	\$275.00	\$275.00	\$0.00	
Weekly Senior Community Group				
Therapy Staff Time	\$1,590.40	\$0.00	\$1,590.40	Billable to Medicare, Medicaid, and private insurance
Mental Health Screenings	\$300.00	\$300.00	\$0.00	
Theraplay Materials	\$300.00	\$300.00	\$0.00	
Other Group Activity Supplies	\$500.00	\$500.00	\$0.00	
Lunch for Participants	\$2,000.00	\$0.00	\$2,000.00	Donations from private donors, restuarants, and other agencies
Building Improvements				
Commercial Range for Kitchen	\$1,500.00	\$1,500.00	\$0.00	
Total Cost of Project	\$13,248.88	\$9,658.48	\$3,590.40	

RUN DATE: 09/10/14 12:08
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CATHOLIC CHARITIES BLOOMINGTON
Balance Sheet
06/30/2014

page 1

	CURRENT YEAR	PRIOR YEAR
ASSETS		
Cash and Cash Equivalents	(186,716.23)	(3,781.41)
Accts Rec (net of allowance)	77,182.47	46,472.58
Contribution receivable	0.00	0.00
Other Assets	3,316.72	2,154.00
Lands, bldgs and equipment, net	161,627.58	175,005.69
Investments	0.00	0.00
Total Assets	55,410.54	219,850.86
LIABILITIES AND NET ASSETS		
Accounts payable & accrued exp	34,637.84	23,297.25
Other Liabilities	137,200.00	152,600.00
Total Liabilities	171,837.84	175,897.25
NET ASSETS		
Unrestricted	(127,790.05)	12,215.24
Temporarily Restricted	11,362.75	31,738.37
Permanently Restricted	0.00	0.00
Total Net Assets	(116,427.30)	43,953.61
Total Liabilities & Net Assets	55,410.54	219,850.86

Run date: 09/10/2014 @ 12:12
 Bus date: 06/30/2014

New Archdiocese Division 7/1/2004
 Comparative Balance Sheet

Select...: AX20-XXX-XXX-XXXXX
 GLCMPBS.L33 Page 1

X

Description	Fiscal year thru period ending 06/30/2014			
	Current Year	Last Year	Variance	Percent Change
10010 PETTY CASH	100.00	101.11	(1.11)	(1.10)
10100 OPERATING CHECKING	(186,816.23)	(3,882.52)	(182,933.71)	4,711.73
14000 ACCOUNTS RECEIVABLE	13,884.41	14,769.64	(885.23)	(5.99)
14050 A/R - CLIENTS	114,280.55	54,959.29	59,321.26	107.94
14070 ALLOWANCE FOR DOUBTFUL ACCTS	(50,982.49)	(23,256.35)	(27,726.14)	119.22
16100 PREPAID EXPENSES	3,316.72	2,034.00	1,282.72	63.06
16200 DEPOSITS	.00	120.00	(120.00)	(100.00)
18040 BUILDING & IMPROVEMENTS	181,135.25	184,885.25	(3,750.00)	(2.03)
18062 EQUIPMENT	4,585.00	5,530.00	(945.00)	(17.09)
18065 COMPUTER EQUIPMENT	4,010.35	5,552.38	(1,542.03)	(27.77)
18070 FURNITURE & FIXTURES	1,180.21	4,487.23	(3,307.02)	(73.70)
18080 VEHICLES	1,400.00	1,400.00	.00	.00
18240 ACCUM DEPR-BLDGS & IMPR	(20,883.72)	(15,374.20)	(5,509.52)	35.84
18262 ACCUM DEPR-EQUIPMENT	(3,868.17)	(4,560.17)	692.00	(15.17)
18265 ACCUM DEPR-COMPUTERS	(3,933.96)	(5,292.66)	1,358.70	(25.67)
18270 ACCUM DEPR-FURNITURE	(597.38)	(747.15)	149.77	(20.05)
18280 ACCUM DEPR-VEHICLES	(1,400.00)	(874.99)	(525.01)	60.00
Total Assets	55,410.54	219,850.86	(164,440.32)	(74.80)
21000 ACCOUNTS PAYABLE	15,514.60	12,365.92	3,148.68	25.46
21400 ACCRUED EXPENSES	17.94	21.54	(3.60)	(16.71)
22200 SALARIES PAYABLE	11,067.50	9,303.40	1,764.10	18.96
22300 RETIREMENT LIABILITY	7,191.13	894.68	6,296.45	703.77
22400 PAYROLL TAXES PAYABLE	846.67	711.71	134.96	18.96
26310 MORTGAGE LIABILITY	137,200.00	152,600.00	(15,400.00)	(10.09)
Total Liabilities	171,837.84	175,897.25	(4,059.41)	(2.31)
31000 UNRESTRICTED NET ASSETS	12,215.24	32,818.19	(20,602.95)	(62.78)
32000 TEMPORARILY RESTR'D NET ASSETS	31,738.37	41,526.77	(9,788.40)	(23.57)
Revenue Over (Under) Expenses	(160,380.91)	(30,391.35)	(129,989.56)	427.72
Total Fund Balance	(116,427.30)	43,953.61	(160,380.91)	(364.89)
Total Liabilities and Fund Balances	55,410.54	219,850.86	(164,440.32)	(74.80)

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CATHOLIC CHARITIES BLOOMINGTON
STATEMENT OF REVENUE & EXPENSE
For the Period ending 06/30/2014

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DESCRIPTION	OP-MONTH	OPER YTD	EQUIP YTD	ENDOW YTD	YTD TOTAL	YTD BGT	BUDGET VARI	LYTD ACT
FOUNDATION GRANTS/CONTR'S	0.00	15,494.22	0.00	0.00	15,494.22	53,000.00	(37,506)	8,632
BEQUESTS - OPERATIONS	0.00	0.00	0.00	0.00	0.00	0.00	0	0
NON CASH RENT	0.00	0.00	0.00	0.00	0.00	0.00	0	0
ARCHDIOCESE SUPPORT	4,975.72	66,255.64	0.00	0.00	66,255.64	59,709.00	6,547	65,160
ARCHDIOCESE LFOM	0.00	0.00	0.00	0.00	0.00	0.00	0	0
ARCHDIOCESE ENDOW CAMPAIG	0.00	0.00	0.00	0.00	0.00	0.00	0	0
OTHER CONTRIBUTIONS	5,408.41	144,425.24	0.00	0.00	144,425.24	155,536.00	(11,111)	161,092
SALES OF GOODS & SERVICES	0.00	0.00	0.00	0.00	0.00	0.00	0	0
OTHER INCOME	0.00	1,230.07	0.00	0.00	1,230.07	3,320.00	(2,090)	3,191
PROGRAM SERVICE FEES	22,257.66	283,276.53	0.00	0.00	283,276.53	177,000.00	106,277	200,979
UNITED WAY ALLOCATIONS	2,794.68	36,683.56	0.00	0.00	36,683.56	34,841.00	1,843	35,391
UNITED WAY DONOR OPTIONS	0.00	1,313.87	0.00	0.00	1,313.87	3,500.00	(2,186)	2,455
GOV'T GRANTS - FEDERAL	11,072.89	35,523.00	0.00	0.00	35,523.00	20,000.00	15,523	18,321
GOV'T GRANTS - LOCAL	0.00	8,803.82	0.00	0.00	8,803.82	0.00	8,804	11,187
SPECIAL EVENTS - NET	120.00	16,610.19	0.00	0.00	16,610.19	3,000.00	13,610	10,176
INTEREST & INVESTMENT INC	0.00	(46.29)	0.00	0.00	(46.29)	0.00	(46)	(59)
TOTAL REVENUE	46,629.36	609,569.85	0.00	0.00	609,569.85	509,906.00	99,664	516,529
EXPENSES								
SALARIES AND WAGES	41,450.31	419,610.54	0.00	0.00	419,610.54	303,042.00	116,569	299,687
EMPLOYEE BENEFITS AND TAX	7,759.61	70,057.67	0.00	0.00	70,057.67	54,465.00	15,593	49,290
COST OF EQUIP & SUPPLIES	0.00	0.00	2,370.00	0.00	2,370.00	0.00	2,370	0
SUPPLIES	1,268.22	24,218.17	0.00	0.00	24,218.17	18,450.00	5,768	21,535
PROPERTY INSURANCE	0.00	0.00	0.00	0.00	0.00	0.00	0	735
DEPRECIATION	0.00	0.00	11,008.11	0.00	11,008.11	11,118.00	(110)	11,192
REPAIRS AND MAINTENANCE	1,053.94	43,151.84	0.00	0.00	43,151.84	3,700.00	39,452	8,363
OCCUPANCY COSTS	5,437.60	70,500.73	0.00	0.00	70,500.73	51,552.00	18,949	55,677
INTEREST & FEES	0.00	31.41	0.00	0.00	31.41	0.00	31	45
BAD DEBTS	0.00	0.00	0.00	0.00	0.00	200.00	(200)	1,600
PROFESSIONAL SERVICES	12,561.42	109,409.14	0.00	0.00	109,409.14	64,462.00	44,947	75,179
CONTRIBUTIONS	0.00	4,385.82	0.00	0.00	4,385.82	0.00	4,386	12,462
SPECIFIC ASSISTANCE	789.74	7,318.36	0.00	0.00	7,318.36	1,000.00	6,318	514
OTHER	545.81	7,888.97	0.00	0.00	7,888.97	7,000.00	889	10,635
TOTAL EXPENSES	70,866.65	756,572.65	13,378.11	0.00	769,950.76	514,989.00	254,962	546,920
NET REVENUE OVER (UNDER)	(24,237.29)	(147,002.80)	(13,378.11)	0.00	(160,380.91)	(5,083.00)	(155,298)	(30,391)

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CATHOLIC CHARITIES BLOOMINGTON
STATEMENT OF REVENUE & EXPENSE
For the Period ending 06/30/2014

DESCRIPTION	ADMIN	COUNSELING	BECKY'S PLACE	TOTAL	YTD BDGT	PR YTD ACTUAL
FOUNDATION GRANTS/CONTR'S	0.00	15,494.22		15,494.22	53,000	8,632.00
ARCHDIOCESE SUPPORT	0.00	59,708.64	6,547.00	66,255.64	59,709	65,160.64
OTHER CONTRIBUTIONS	0.00	70,867.22	73,558.02	144,425.24	155,536	161,092.19
OTHER INCOME	0.00	1,230.07		1,230.07	3,320	3,191.30
PROGRAM SERVICE FEES	0.00	283,276.53		283,276.53	177,000	200,979.75
UNITED WAY ALLOCATIONS	0.00	36,683.56		36,683.56	34,841	35,391.56
UNITED WAY DONOR OPTIONS	0.00	1,313.87		1,313.87	3,500	2,455.40
GOV'T GRANTS - FEDERAL	0.00	0.00	35,523.00	35,523.00	20,000	18,321.78
GOV'T GRANTS - LOCAL	0.00	4,775.00	4,028.82	8,803.82	0	11,187.50
SPECIAL EVENTS - NET	0.00	0.00	16,610.19	16,610.19	3,000	10,176.55
INTEREST & INVESTMENT INC	0.00	(46.29)		(46.29)	0	(59.15)
TOTAL REVENUE	0.00	473,302.82	136,267.03	609,569.85	509,906	516,529.52
EXPENSES						
SALARIES AND WAGES	9,938.22	300,210.61	109,461.71	419,610.54	303,042	299,687.05
EMPLOYEE BENEFITS AND TAX	1,157.83	54,684.73	14,215.11	70,057.67	54,465	49,290.64
COST OF EQUIP & SUPPLIES	0.00	2,370.00		2,370.00	0	0.00
ADMINISTRATIVE/SUPPLIES	0.00	13,878.12	10,340.05	24,218.17	18,450	21,535.99
PROPERTY INSURANCE	0.00	0.00		0.00	0	735.00
DEPRECIATION	0.00	551.20	10,456.91	11,008.11	11,118	11,192.90
REPAIRS AND MAINTENANCE	0.00	41,446.28	1,705.56	43,151.84	3,700	8,363.52
OCCUPANCY COSTS	485.33	46,472.91	23,542.49	70,500.73	51,552	55,677.71
INTEREST & FEES	0.00	31.41		31.41	0	45.65
BAD DEBTS	0.00	0.00		0.00	200	1,600.00
PROFESSIONAL SERVICES	0.00	108,030.64	1,378.50	109,409.14	64,462	75,179.33
CONTRIBUTIONS	0.00	0.00	4,385.82	4,385.82	0	12,462.50
SPECIFIC ASSISTANCE	0.00	0.00	7,318.36	7,318.36	1,000	514.81
OTHER	0.00	5,687.44	2,201.53	7,888.97	7,000	10,635.77
TOTAL PROGRAM EXPENSES	11,581.38	573,363.34	185,006.04	769,950.76	514,989	546,920.87
ADMINISTRATION	(11,581.38)	8,403.37	3,178.01	0.00	0	0.00
TOTAL EXPENSE	0.00	581,766.71	188,184.05	769,950.76	514,989	546,920.87
NET REVENUE OVER (UNDER)	0.00	(108,463.89)	(51,917.02)	(160,380.91)	(5,083)	(30,391.35)

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New Archdiocese Division 7/1/2004
 REVENUE AND EXPENSE REPORT

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Fiscal year thru period ending 06/30/2014

120 110 BL ADMINISTRATION

Description	Period to date Actual	Year to date Actual	Year to date Budget	% Used	Budget Variance
51200 SALARIES - LAY	822.14	9,938.22	10,500.00	94.6%	561.78
52200 PAYROLL TAXES	62.89	760.27	750.00	101.4%	(10.27)
52300 WORKMANS COMPENSATION	.00	.00	42.00	.0%	42.00
52600 RETIREMENT EXPENSE	32.89	397.56	500.00	79.5%	102.44
55010 PAYROLL FEES	.00	.00	418.00	.0%	418.00
56300 Facility Repair & Maint Supply	.00	485.33	.00	.0%	(485.33)
90150 SHARE OF ADMINISTRATION	(917.92)	(11,581.38)	(12,210.00)	94.9%	(628.62)
Total Expenditure	.00	.00	.00	.0%	.00

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New Archdiocese Division 7/1/2004
REVENUE AND EXPENSE REPORT

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Fiscal year thru period ending 06/30/2014

120 210 BL COUNSELING

Description	Period to date Actual	Year to date Actual	Year to date Budget	% Used	Budget Variance
42000 CONTRIBUTIONS	.00	3,777.73	5,000.00	75.6%	(1,222.27)
42012 Contr/Grants from Foundations	.00	15,494.22	8,000.00	193.7%	7,494.22
42060 NEIGHBORHOOD ASST PRG CONTR	.00	27,463.52	36,000.00	76.3%	(8,536.48)
42101 CONTRIBTIONS-CORP & ORG's	654.41	20,755.41	3,000.00	691.8%	17,755.41
42105 APPEALS & MAILINGS	.00	335.00	3,000.00	11.2%	(2,665.00)
42600 ARCHDIOCESE SUPPORT	4,975.72	59,708.64	59,709.00	100.0%	(.36)
42603 ARCHDIOCESE RENT SUBSIDY	755.00	9,060.00	9,060.00	100.0%	.00
42613 ACCOUNTING SUBSIDY	789.63	9,475.56	9,476.00	100.0%	(.44)
45000 MISCELLANEOUS INCOME	.00	1,230.07	3,000.00	41.0%	(1,769.93)
45800 PROGRAM SERVICE FEES	13,997.19	518,238.36	300,000.00	172.7%	218,238.36
45810 CLIENT PAYMENTS	5,697.27	65,483.42	45,000.00	145.5%	20,483.42
45818 THIRD PARTY PAYMENTS	6,357.35	32,091.85	48,000.00	66.9%	(15,908.15)
45825 PSYCHOLOGICAL SERVICES	580.34	11,273.34	12,000.00	93.9%	(726.66)
45830 MEDICARE / MEDICAID	24,340.30	116,935.84	65,000.00	179.9%	51,935.84
45835 MEDICAL SERVICES	5,849.87	17,522.96	.00	.0%	17,522.96
45845 SCHOOL COUNSELING	.00	6,796.00	7,000.00	97.1%	(204.00)
45891 FEE ADJUSTMENTS	(34,564.66)	(486,643.24)	(300,000.00)	162.2%	(186,643.24)
45900 MISC PROGRAM SERV FEES	.00	1,578.00	.00	.0%	1,578.00
46000 UNITED WAY ALLOCATION	2,794.68	36,683.56	34,841.00	105.3%	1,842.56
46100 UNITED WAY DONOR OPTIONS	.00	.00	700.00	.0%	(700.00)
46130 U W Donor Options-other	.00	1,313.87	300.00	438.0%	1,013.87
46700 GOV'T GRANTS - LOCAL	.00	4,775.00	.00	.0%	4,775.00
47000 SPECIAL EVENTS income	.00	.00	3,000.00	.0%	(3,000.00)
49100 Interest Income	.00	(46.29)	.00	.0%	(46.29)
Total Revenue	32,227.10	473,302.82	352,086.00	134.4%	121,216.82
51200 SALARIES - LAY	32,117.24	300,210.61	192,582.00	155.9%	(107,628.61)
52200 PAYROLL TAXES	2,368.67	22,144.74	14,786.00	149.8%	(7,358.74)
52300 WORKMANS COMPENSATION	60.22	722.64	648.00	111.5%	(74.64)
52500 HEALTH INSURANCE	3,008.00	19,945.00	9,024.00	221.0%	(10,921.00)
52600 RETIREMENT EXPENSE	1,148.61	11,872.35	7,703.00	154.1%	(4,169.35)
54600 LOSS ON DISPOSAL OF ASSETS	.00	2,370.00	.00	.0%	(2,370.00)
55010 Payroll fees	56.63	716.41	.00	.0%	(716.41)
55070 EMPLOYEE BACKGROUND CHECKS	42.00	284.00	500.00	56.8%	216.00
55100 OFFICE SUPPLIES	74.99	2,589.51	1,600.00	161.8%	(989.51)
55300 FOOD & BEVERAGE SUPPLIES	43.90	754.27	100.00	754.3%	(654.27)
55340 PROGRAM SUPPLIES	293.11	2,925.96	1,500.00	195.1%	(1,425.96)
55344 TESTING SUPPLIES	.00	1,515.67	2,000.00	75.8%	484.33
55500 POSTAGE & SHIPPING	114.80	1,307.22	800.00	163.4%	(507.22)
55600 Printing & Publications	(270.53)	2,285.53	2,500.00	91.4%	214.47
55640 MARKETING AND ADVERTISING	208.33	2,499.96	2,500.00	100.0%	.04
55800 Depreciation expense	.00	551.20	661.00	83.4%	109.80
55900 EQUIP RENTAL & MAINT CONTRACTS	809.64	28,086.15	2,800.00	3.1%	(25,286.15)
55915 REPAIRS & MAINTENANCE OF EQUIP	.00	358.00	600.00	59.7%	242.00
55930 Furnishings & Equip-Minor Cap	244.30	13,002.13	300.00	334.0%	(12,702.13)
56010 TELEPHONE	242.25	3,466.00	3,300.00	105.0%	(166.00)
56040 INTERNET & WEBSITE	94.95	1,103.23	100.00	103.2%	(1,003.23)
56200 RENT	3,316.72	36,633.04	26,000.00	140.9%	(10,633.04)
56205 UTILITIES-HEAT,WATER & ELEC	(282.86)	1,932.08	3,000.00	64.4%	1,067.92
56210 ELECTRICITY	200.27	766.15	.00	.0%	(766.15)
56220 GAS HEAT	297.25	721.26	.00	.0%	(721.26)
56230 WATER	18.96	122.95	.00	.0%	(122.95)

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New Archdiocese Division 7/1/2004
 REVENUE AND EXPENSE REPORT

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Fiscal year thru period ending 06/30/2014

120 210 BL COUNSELING

Description	Period to date Actual	Year to date Actual	Year to date Budget	% Used	Budget Variance
56300 Facility Repair & Maint Supply	79.46	1,728.20	2,000.00	86.4%	271.80
57700 INTEREST EXPENSE	.00	31.41	.00	.0%	(31.41)
57900 Bad debt expense	.00	.00	200.00	.0%	200.00
58100 PROFESSIONAL FEES & CONTR SERV	11,478.50	95,518.75	52,000.00	183.7%	(43,518.75)
58500 ACCOUNTING FEES	169.66	2,035.92	2,036.00	100.0%	.08
58503 DONATED ACCTG SERVICES	789.63	9,475.56	9,476.00	100.0%	.44
59320 Conferences & Meetings	.00	1,257.11	2,000.00	62.9%	742.89
59350 Staff Development	.00	2,790.00	1,200.00	232.5%	(1,590.00)
59400 Miscellaneous expense	.00	174.38	100.00	174.4%	(74.38)
59420 Bank charges	36.95	698.01	700.00	99.7%	1.99
59600 Travel & Transportation	.00	65.00	.00	.0%	(65.00)
59610 Staff Mileage	.00	662.11	1,000.00	66.2%	337.89
59650 OTHER TRANSPORTATION	.00	.00	500.00	.0%	500.00
59710 Volunteer Recognition	.00	40.83	100.00	40.8%	59.17
90150 SHARE OF ADMINISTRATION	680.53	8,403.37	8,059.00	104.3%	(344.37)
Total Expenditure	57,442.18	581,766.71	352,375.00	165.1%	(229,391.71)
REVENUE OVER (UNDER) EXPENSES	(25,215.08)	(108,463.89)	(289.00)	530.8%	(108,174.89)

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New Archdiocese Division 7/1/2004
REVENUE AND EXPENSE REPORT

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Fiscal year thru period ending 06/30/2014

120 440 BECKYS PLACE

Description	Period to date Actual	Year to date Actual	Year to date Budget	% Used	Budget Variance
42000 CONTRIBUTIONS	1,707.00	32,697.52	35,000.00	93.4%	(2,302.48)
42003 NON CASH CONTRIBUTIONS	.00	238.96	3,500.00	6.8%	(3,261.04)
42012 Contr/Grants from Foundations	.00	.00	45,000.00	.0%	(45,000.00)
42101 CONTRIBUTIONS-CORP & ORG's	902.37	35,529.54	51,000.00	69.7%	(15,470.46)
42105 APPEALS & MAILINGS	600.00	5,092.00	500.00	18.4%	4,592.00
42600 ARCHDIOCESE SUPPORT	.00	6,547.00	.00	.0%	6,547.00
45000 MISCELLANEOUS INCOME	.00	.00	320.00	.0%	(320.00)
46110 CFC (Combined Fed Campaign)	.00	.00	2,500.00	.0%	(2,500.00)
46500 GOV'T GRANTS - FEDERAL	11,072.89	35,523.00	18,000.00	197.4%	17,523.00
46550 Federal School Lunch Program	.00	.00	2,000.00	.0%	(2,000.00)
46700 GOV'T GRANTS - LOCAL	.00	4,028.82	.00	.0%	4,028.82
47000 SPECIAL EVENTS income	120.00	17,090.57	.00	.0%	17,090.57
47010 SPECIAL EVENTS expenses	.00	(480.38)	.00	.0%	(480.38)
Total Revenue	14,402.26	136,267.03	157,820.00	86.3%	(21,552.97)
51200 SALARIES - LAY	8,510.93	109,461.71	99,960.00	109.5%	(9,501.71)
52200 PAYROLL TAXES	651.07	8,370.51	7,650.00	109.4%	(720.51)
52300 WORKMANS COMPENSATION	21.30	255.60	340.00	75.2%	84.40
52500 HEALTH INSURANCE	.00	1,145.00	9,024.00	12.7%	7,879.00
52600 RETIREMENT EXPENSE	405.96	4,444.00	3,998.00	111.2%	(446.00)
55070 EMPLOYEE BACKGROUND CHECKS	.00	439.50	32.00	373.4%	(407.50)
55100 OFFICE SUPPLIES	.00	1,470.83	500.00	294.2%	(970.83)
55300 FOOD & BEVERAGE SUPPLIES	431.09	4,965.35	4,800.00	103.4%	(165.35)
55340 PROGRAM SUPPLIES	126.89	1,407.68	1,500.00	93.8%	92.32
55353 MATERIALS IN KIND VALUE	.00	238.96	.00	.0%	(238.96)
55380 CABLE	38.67	467.15	.00	.0%	(467.15)
55500 POSTAGE & SHIPPING	147.02	746.32	150.00	497.5%	(596.32)
55600 Printing & Publications	.00	358.70	500.00	71.7%	141.30
55640 Marketing & Advertising	59.95	685.06	.00	.0%	(685.06)
55800 Depreciation expense	871.40	10,456.91	10,457.00	100.0%	.09
55915 REPAIRS & MAINTENANCE OF EQUIP	.00	415.18	.00	.0%	(415.18)
55930 Furnishings & Equip-Minor Cap	.00	1,290.38	.00	.0%	(1,290.38)
56010 TELEPHONE	93.19	1,181.62	1,252.00	94.4%	70.38
56040 INTERNET & WEBSITE	.00	635.37	500.00	127.1%	(135.37)
56210 ELECTRICITY	749.57	6,950.77	6,200.00	112.1%	(750.77)
56220 GAS HEAT	125.67	3,593.47	3,100.00	115.9%	(493.47)
56230 WATER	360.88	5,746.61	3,600.00	159.6%	(2,146.61)
56300 Facility Repair & Maint Supply	141.29	5,434.65	2,500.00	217.4%	(2,934.65)
58100 PROFESSIONAL FEES & CONTR SERV	25.00	939.00	.00	.0%	(939.00)
59320 Conferences & Meetings	.00	35.55	.00	.0%	(35.55)
59400 Miscellaneous expense	26.75	60.36	200.00	30.2%	139.64
59420 Bank charges	17.94	174.47	.00	.0%	(174.47)
59630 VEHICLE INSURANCE	64.17	770.04	700.00	110.0%	(70.04)
59690 GASOLINE	.00	133.76	500.00	26.8%	366.24
59696 VEHICLE LICENSE	.00	81.05	.00	.0%	(81.05)
59710 Volunteer Recognition	400.00	400.00	.00	.0%	(400.00)
59800 PROPERTY TAXES	.00	546.30	.00	.0%	(546.30)
61000 CONTRIBUTIONS EXPENSE	.00	4,385.82	.00	.0%	(4,385.82)
62300 Specific Assistance	789.74	7,318.36	1,000.00	731.8%	(6,318.36)
90150 SHARE OF ADMINISTRATION	237.39	3,178.01	4,151.00	76.6%	972.99
Total Expenditure	14,295.87	188,184.05	162,614.00	115.7%	(25,570.05)
REVENUE OVER (UNDER) EXPENSES	106.39	(51,917.02)	(4,794.00)	83.0%	(47,123.02)

Run date: 09/10/2014 @ 12:14
Bus date: 06/30/2014

New Archdiocese Division 7/1/2004
REVENUE AND EXPENSE REPORT

Select...: AX20-120-XXX-XXXXX
GLTPRG.L33 Page 5

Fiscal year thru period ending 06/30/2014

120 CSS - BLOOMINGTON

Description	Period to date Actual	Year to date Actual	Year to date Budget	% Used	Budget Variance
42000 CONTRIBUTIONS	1,707.00	36,475.25	40,000.00	91.2%	(3,524.75)
42003 NON CASH CONTRIBUTIONS	.00	238.96	3,500.00	6.8%	(3,261.04)
42012 Contr/Grants from Foundations	.00	15,494.22	53,000.00	29.2%	(37,505.78)
42060 NEIGHBORHOOD ASST PRG CONTR	.00	27,463.52	36,000.00	76.3%	(8,536.48)
42101 CONTRIBUTIONS-CORP & ORG'S	1,556.78	56,284.95	54,000.00	104.2%	2,284.95
42105 APPEALS & MAILINGS	600.00	5,427.00	3,500.00	155.1%	1,927.00
42600 ARCHDIOCESE SUPPORT	4,975.72	66,255.64	59,709.00	111.0%	6,546.64
42603 ARCHDIOCESE RENT SUBSIDY	755.00	9,060.00	9,060.00	100.0%	.00
42613 ACCOUNTING SUBSIDY	789.63	9,475.56	9,476.00	100.0%	(.44)
45000 MISCELLANEOUS INCOME	.00	1,230.07	3,320.00	37.1%	(2,089.93)
45800 PROGRAM SERVICE FEES	13,997.19	518,238.36	300,000.00	172.7%	218,238.36
45810 CLIENT PAYMENTS	5,697.27	65,483.42	45,000.00	145.5%	20,483.42
45818 THIRD PARTY PAYMENTS	6,357.35	32,091.85	48,000.00	66.9%	(15,908.15)
45825 PSYCHOLOGICAL SERVICES	580.34	11,273.34	12,000.00	93.9%	(726.66)
45830 MEDICARE / MEDICAID	24,340.30	116,935.84	65,000.00	179.9%	51,935.84
45835 MEDICAL SERVICES	5,849.87	17,522.96	.00	.0%	17,522.96
45845 SCHOOL COUNSELING	.00	6,796.00	7,000.00	97.1%	(204.00)
45891 FEE ADJUSTMENTS	(34,564.66)	(486,643.24)	(300,000.00)	162.2%	(186,643.24)
45900 MISC PROGRAM SERV FEES	.00	1,578.00	.00	.0%	1,578.00
46000 UNITED WAY ALLOCATION	2,794.68	36,683.56	34,841.00	105.3%	1,842.56
46100 UNITED WAY DONOR OPTIONS	.00	.00	700.00	.0%	(700.00)
46110 CFC (Combined Fed Campaign)	.00	.00	2,500.00	.0%	(2,500.00)
46130 U W Donor Options-other	.00	1,313.87	300.00	438.0%	1,013.87
46500 GOV'T GRANTS - FEDERAL	11,072.89	35,523.00	18,000.00	197.4%	17,523.00
46550 Federal School Lunch Program	.00	.00	2,000.00	.0%	(2,000.00)
46700 GOV'T GRANTS - LOCAL	.00	8,803.82	.00	.0%	8,803.82
47000 SPECIAL EVENTS income	120.00	17,090.57	3,000.00	569.7%	14,090.57
47010 SPECIAL EVENTS expenses	.00	(480.38)	.00	.0%	(480.38)
49100 Interest Income	.00	(46.29)	.00	.0%	(46.29)
Total Revenue	46,629.36	609,569.85	509,906.00	119.5%	99,663.85
51200 SALARIES - LAY	41,450.31	419,610.54	303,042.00	138.5%	(116,568.54)
52200 PAYROLL TAXES	3,082.63	31,275.52	23,186.00	134.9%	(8,089.52)
52300 WORKMANS COMPENSATION	81.52	978.24	1,030.00	95.0%	51.76
52500 HEALTH INSURANCE	3,008.00	21,090.00	18,048.00	116.9%	(3,042.00)
52600 RETIREMENT EXPENSE	1,587.46	16,713.91	12,201.00	137.0%	(4,512.91)
54600 LOSS ON DISPOSAL OF ASSETS	.00	2,370.00	.00	.0%	(2,370.00)
55010 PAYROLL FEES	56.63	716.41	418.00	171.4%	(298.41)
55070 EMPLOYEE BACKGROUND CHECKS	42.00	723.50	532.00	136.0%	(191.50)
55100 OFFICE SUPPLIES	74.99	4,060.34	2,100.00	193.3%	(1,960.34)
55300 FOOD & BEVERAGE SUPPLIES	474.99	5,719.62	4,900.00	116.7%	(819.62)
55340 PROGRAM SUPPLIES	420.00	4,333.64	3,000.00	144.5%	(1,333.64)
55344 TESTING SUPPLIES	.00	1,515.67	2,000.00	75.8%	484.33
55353 MATERIALS IN KIND VALUE	.00	238.96	.00	.0%	(238.96)
55380 CABLE	38.67	467.15	.00	.0%	(467.15)
55500 POSTAGE & SHIPPING	261.82	2,053.54	950.00	216.2%	(1,103.54)
55600 PRINTING & PUBLICATIONS	(270.53)	2,644.23	3,000.00	88.1%	355.77
55640 MARKETING AND ADVERTISING	268.28	3,185.02	2,500.00	127.4%	(685.02)
55800 DEPRECIATION EXPENSE	871.40	11,008.11	11,118.00	99.0%	109.89
55900 EQUIP RENTAL & MAINT CONTRACTS	809.64	28,086.15	2,800.00	3.1%	(25,286.15)
55915 REPAIRS & MAINTENANCE OF EQUIP	.00	773.18	600.00	128.9%	(173.18)
55930 FURNISHINGS & EQUIP-MINOR CAP	244.30	14,292.51	300.00	764.2%	(13,992.51)

Run date: 09/10/2014 @ 12:14
 Bus date: 06/30/2014

New Archdiocese Division 7/1/2004
 REVENUE AND EXPENSE REPORT

Select...: AX20-120-XXX-XXXX
 GLTPRG.L33 Page 6

Fiscal year thru period ending 06/30/2014

120 CSS - BLOOMINGTON

Description	Period to date Actual	Year to date Actual	Year to date Budget	% Used	Budget Variance
56010 TELEPHONE	335.44	4,647.62	4,552.00	102.1%	(95.62)
56040 INTERNET & WEBSITE	94.95	1,738.60	600.00	289.8%	(1,138.60)
56200 RENT	3,316.72	36,633.04	26,000.00	140.9%	(10,633.04)
56205 UTILITIES-HEAT,WATER & ELEC	(282.86)	1,932.08	3,000.00	64.4%	1,067.92
56210 ELECTRICITY	949.84	7,716.92	6,200.00	124.5%	(1,516.92)
56220 GAS HEAT	422.92	4,314.73	3,100.00	139.2%	(1,214.73)
56230 WATER	379.84	5,869.56	3,600.00	163.0%	(2,269.56)
56300 Facility Repair & Maint Supply	220.75	7,648.18	4,500.00	170.0%	(3,148.18)
57700 INTEREST EXPENSE	.00	31.41	.00	.0%	(31.41)
57900 BAD DEBT EXPENSE	.00	.00	200.00	.0%	200.00
58100 PROFESSIONAL FEES & CONTR SERV	11,503.50	96,457.75	52,000.00	185.5%	(44,457.75)
58500 ACCOUNTING FEES	169.66	2,035.92	2,036.00	100.0%	.08
58503 DONATED ACCTG SERVICES	789.63	9,475.56	9,476.00	100.0%	.44
59320 CONFERENCES & MEETINGS	.00	1,292.66	2,000.00	64.6%	707.34
59350 STAFF DEVELOPMENT	.00	2,790.00	1,200.00	232.5%	(1,590.00)
59400 MISCELLANEOUS EXPENSE	26.75	234.74	300.00	78.2%	65.26
59420 BANK CHARGES	54.89	872.48	700.00	124.6%	(172.48)
59600 TRAVEL & TRANSPORTATION	.00	65.00	.00	.0%	(65.00)
59610 STAFF MILEAGE	.00	662.11	1,000.00	66.2%	337.89
59630 VEHICLE INSURANCE	64.17	770.04	700.00	110.0%	(70.04)
59650 OTHER TRANSPORTATION	.00	.00	500.00	.0%	500.00
59690 GASOLINE	.00	133.76	500.00	26.8%	366.24
59696 VEHICLE LICENSE	.00	81.05	.00	.0%	(81.05)
59710 VOLUNTEER RECOGNITION	400.00	440.83	100.00	440.8%	(340.83)
59800 PROPERTY TAXES	.00	546.30	.00	.0%	(546.30)
61000 CONTRIBUTIONS EXPENSE	.00	4,385.82	.00	.0%	(4,385.82)
62300 SPECIFIC ASSISTANCE	789.74	7,318.36	1,000.00	731.8%	(6,318.36)
Total Expenditure	71,738.05	769,950.76	514,989.00	149.5%	(254,961.76)
REVENUE OVER (UNDER) EXPENSES	(25,108.69)	(160,380.91)	(5,083.00)	155.2%	(155,297.91)
Ending TOTAL	(25,108.69)	(160,380.91)	(5,083.00)	155.2%	(155,297.91)

CATHOLIC CHARITIES BLOOMINGTON
 BECKY'S PLACE
 6/30/2014

ASSETS

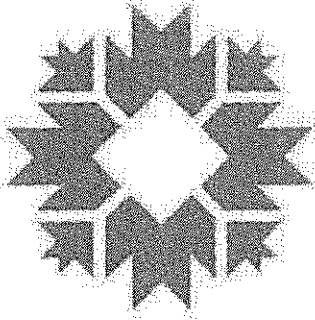
CASH	(38,751.21)
Petty Cash (Balance-Gift card)	0.00
ACCOUNTS RECEIVABLE	11,072.89
PREPAID EXPENSE	0.00
BUILDING & IMPROVEMENTS	181,135.25
EQUIPMENT	1,265.00
COMPUTER EQUIPMENT	549.99
FURNITURE & FIXTURES	1,180.21
VEHICLES	1,400.00
ACCUM DEPR-BLDGS	(20,883.72)
ACCUM DEPR-EQUIPMENT	(548.17)
ACCUM DEPR-COMPUTER EQUIP	(473.60)
ACCUM DEPR-FURN & FIXTURES	(597.38)
ACCUM DEPR-VEHICLES	(1,400.00)
TOTAL ASSETS	<u>133,949.26</u>

LIABILITIES

OBLIGATIONS PAYABLE	3,497.61
SALARIES PAYABLE	2,949.02
FICA PAYABLE	225.60
RETIREMENT LIABILITY	1,407.40
MORTGAGE LIABILITY	138,600.00
TOTAL LIABILITIES	<u>146,679.63</u>

NET ASSETS

	(12,730.37)
TOTAL LIABILITIES AND NETS ASSETS	<u>133,949.26</u>



CITY OF BLOOMINGTON, COMMON COUNCIL
JACK HOPKINS SOCIAL SERVICES FUNDING COMMITTEE
2015 GRANT APPLICATION

AGENCY INFORMATION

Lead Agency Name:

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

Number of Employees:

Full-Time	Part-Time	Volunteers
None	None	35

Address: PO 8113
Bloomington, IN

Zip Code: 47407

Phone: 812-325-4022

Agency E-Mail: EscuelitaBloomington@gmail.com

Website: In process

President of Board of Directors: Daniel Soto

Executive Director: Escuelita para Todos is a not for profit entity governed by its Board of Directors of The Bloomington Beacon.

Title:

Phone: 812-325-4022

E-Mail: niodanieltico@gmail.com

Name of Person to Present Proposal to the Committee:
(if not the Executive Director)

Title: Gracia Valliant and Daniel Soto

Phone: 812-679-9534 812-325-4022

E-Mail: gmvalhant@gmail.com and tiodanielnico@gmail.com

Name of Grant Writer: Ann Foster-Hughes, Gracia Valliant, Daniel Soto

Phone: 812-361-7305, 812-679-9534, 812-325-4022

E-Mail: fosterhughes.ann@gmail.com, gmvalhant@gmail.com, tiodanielnico@gmail.com

Agency Mission Statement (150 words or less)

Escuelita Para Todos (School for Everyone) is a community organization that empowers Latino families and creates a new generation of children that are bilingual, biliterate, and bicultural.

PROJECT INFORMATION

Project Name: Escuelita Para Todos

Is this a collaborative project? ☐ Yes ☐ No

If a collaborative project, list name(s) of non-lead agency partner(s):

Monroe County Public Library (classroom space) Monroe County Public Library VITAL Program
Indiana University Speech and Language Department
Indiana University Spanish and Portuguese Department

Address where project will be housed: Monroe County Public Library

Total Cost of Project: \$15,000 to date

Requested JHSSF Funding: \$8,000

Other Funds Expected for this Project (*Source, Amount, and Confirmed or Pending*)

Annual contributions from Escuelita parents totaling \$9,000.

Total Number of Clients Served by this project in 2015: 20 children and 11 adults

Total Number of City Residents Served by this project in 2015: 27

Is this request for operational funds? ☐ Yes ☒ No

If "yes," indicate whether the request is for a pilot project, bridge funding, or a collaborative project:

☐ Pilot ☐ Bridge ☐ Collaborative

Please indicate the period in which you intend to draw down funds, if granted:

☐ July-September 2015

☒ October-December 2015

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

Escuelita para Todos plans to submit claims in two installments: October 1, 2015 and November 1, 2015.

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

Escuelita families contribute monthly. Each Board member make a yearly \$200 contribution. Escuelita receives donations from individuals and businesses. These contributions are not sufficient to support the purchase Samsung Tablets, the hiring of an educational consultant to train teachers or cover the costs of field trips or extra materials.

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

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 of 20 Samsung Tablets (\$3,000)

Priority #2
(Item & Cost)

Hiring of an educational consultant for teacher training (\$1,000).

Priority #3
(Item & Cost)

Opportunity to take field trips to visit the Mexican Embassy, to participate in Latino Expo in Indianapolis, visits to the Children's Museum and other local museums and activities. Van charter, lunch and entry fees (\$3,000)

Priority #4
(Item & Cost)

Books and materials- paper, notebooks, crayons, pencils, books in Spanish (\$1,000)

Priority #5
(Item & Cost)

Priority #6
(Item & Cost)

Project Synopsis (250 words or less)

Please provide a brief overview of your project. Assume that 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 \$8,000 for tablets, educational consultants, field trips, books and materials to enhance our educational program.

The educational goal for the students of Escuelita para Todos is to teach in Spanish, to complement the education the students are receiving in their local schools; to help create a new generation of children who are bilingual, bicultural, and biliterate. Second and third generation Latinos often do not have the opportunity to preserve or gain native language fluency, and seldom learn to read and write in Spanish. Escuelita para Todos is to help students be more successful adults and give them a leading edge in this increasingly globalized world.

In addition, Escuelita para Todos is to give parents the skills in English so they are able to meet their families' needs and support their children's learning.

CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Assume that 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 2010-2014 Consolidated Plan, or any other community-wide survey of social services needs.

English as a New Language (ENL) literacy programs work towards helping learners develop literacy in English, but rarely work with developing literacy in the learners' first language. Research has provided many interesting reasons to consider first language literacy as an essential component of literacy programs.

Numerous studies demonstrate that English learners become more fluent in English when they learn to read in their primary language. Literature indicates that unilateral aspects of literacy facilitate the transfer of skills and knowledge from one language to another.

In contrast to the remedial bilingual education model, which aims to bring English learners up to speed in English so they can be mainstreamed, dual language proficiency is considered an enrichment skill that challenges students to become bilingual, and biliteracy skills enable them to function efficiently in different cultures.

Students who do not read or write in their native language have a difficult time learning English and they often drop out of school. Native language literacy instruction has shown to have a positive effect on retention rates in ENL programs, in addition to helping facilitate the process of second language acquisition.

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 -- i.e., is your request for a pilot project? for bridge funding? for a collaborative project? If you are requesting operational funding, you must detail your plan for future funding.

Receipt of funding from the Jack Hopkins Funds will allow Escuelita Para Todos to purchase Samsung Tablets, offer in service training for our volunteer teachers and offer its families to participate in cultural events that would be out of the school's reach. These one time purchases and training opportunities the Jack Hopkins would provide will address these needs for the long term. While field trips and materials are ongoing needs, visits to Latino Expo, the Mexican Embassy and the Children's Museum will be one-time expenditures.

FISCAL LEVERAGING *(100 words or less)*

Describe how your project will leverage other resources, such as other funds, in-kind contributions, volunteers, etc.

Escuelita para Todos is a staffed by volunteer teachers and collaborators who provide in-kind services on a weekly basis. In Kind donations from the services of students from the Speech and Hearing Department, Department of Spanish and Portuguese at Indiana University, BHNS Amigos Program are other resources, in addition to donations from families and other supporters of the Escuelita. It is difficult to determine the exact number of volunteers who will give their time during the funding period. It often changes as semesters at Indiana University and BHSN change. Currently, there are 35 regular volunteers

Escuelita expects to apply for an Archer Grant and is exploring other grant opportunities.

LONG-TERM BENEFITS *(200 words or less)*

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

Bilingual experts have discovered that the effectiveness of dual language education extends beyond academic outcomes. Entire communities benefit when multiple languages and cultural heritages are validated. Not only is achieving literacy in Spanish a necessary first step toward English acquisition, but learning to read and write in one's primary language is vital to success and one's self-confidence in the workplace. In addition, eradicating illiteracy among Latinos could add billions of dollars to our economy; and lower healthcare and social-service costs. Reading skills keep workers safe and literacy attainment boosts income by 10-20%. (OHS Insider, "Ties Between Worker Literacy and Workplace Safety", Aug. 3, 2010.)

In January 2015 Indiana Legislature unanimously passed a Bill approving the Seal of Biliteracy. The Seal of Biliteracy is an award given by a school, district, or county office of education in recognition of students who have studied and attained proficiency in two or more languages by high school graduation. The Seal of Biliteracy encourages students to pursue biliteracy, honors the skills our students attain, and can be evidence of skills that are attractive to future employers and college admissions offices.

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

Individual student and family assessments are now administered on a regular basis and will continue.

Prior to developing an individualized instructional plan, a bilingual assessment is individually administered with the purpose of assessing both language proficiency and academic skills in both English and Spanish. During the assessment process, the family and student are interviewed to acquire additional information considered relevant for instructional purposes, such as cultural background and stages of acculturation, primary language development and how it relates to second language development, previous educational background and progress, and the family history. This information is vital and essential in meeting linguistic, cultural, and educational needs for the student and for facilitating the effective transfer of information from one language to another. Families and students are assessed as they enter the program, and regularly as classes to assess progress to assure that linguistic, cultural, and educational needs are being met.

The Assessment Tool used is: The Brigance Assessment of Basic Skills (Spanish Edition) and with informal language and academic assessments.

Jack Hopkins Fund
Escuelita para Todos
Narrative

Hispanics are the fastest growing population in the United States. Since 2000, the U.S.-born Latino population continued to grow at a faster rate than the immigrant population. As a result, the foreign-born share of Latinos is now in decline. Latinos have become the country's largest minority and its fastest growing. (Pew Hispanic Center, 2012). This shift suggests that more programs like Escuelita para Todos are not only important but also, crucial if the Latinos born today have the skills necessary to go to college, find jobs that contribute to the economic viability of the country, support their families and contribute as full citizens.

Numerous studies demonstrate that English language learners become more fluent in English when they learn to read in their primary language. The aspects of literacy students have in one language easily transfer to another. (Structure is structure, verbs are verbs etc.)

In contrast to the remedial bilingual education model, which aims to bring English language learners up to speed in English so they can be mainstreamed, dual language proficiency is considered an enrichment skill that challenges students to become bilingual. Biliteracy skills enable them to function efficiently in different cultures.

Students who cannot read or write in their native language have a difficult time learning English and they often drop out. Native language literacy instruction has been shown to have a positive effect on retention rates in ENL programs, in addition to helping facilitate the process of second language acquisition.

As more and more people speak Spanish in the United States, in the future more of those Spanish speakers will not be Hispanic.

As immigrant families become more established here, future generations will follow the pattern of previous immigrants from Europe and Asia and will stop using or teaching their native language.

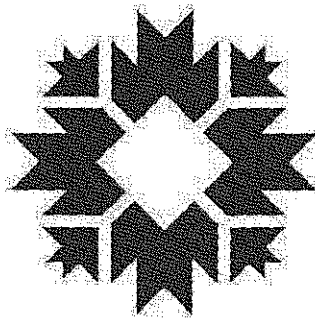
- But, at the same time, non-Latinos will be learning Spanish and helping their children grow up bilingual because they want to pass on what they have learned in school, take advantage of business opportunities.
- According to the Pew Hispanic Center non-Latino Spanish speakers in the United States are on the rise.
- Some Latinos feel there is no need to speak Spanish and are often encouraged to do so to meet the expectations of their employers and legislators at State and Federal levels.

Since its inception a little less than a year ago, parents of children attending Escuelita report that their children are speaking more Spanish in the home. Parents whose English is improving have more confidence in interacting with their child's school and using English in situations outside of the workplace. Several weeks ago, the parents were invited to read to the children in English. For many of them, it was the first time they had ever had the confidence to read to their child in English. The way the child sees the parent's ability to speak and read in English changes the perception that child has of the parent in a positive way.

Escuelita is teaching reading and writing but it is also giving families skills and confidence never before experienced.

**Bloomington Beacon, Inc.
Statement of Income and Expenses
and Change of Cash Position
for the year ended 12/31/2014**

Opening Cash Balance (01/01/14)	\$ 602.60	
Income for period (donations from parents, contributions from interested patrons and individuals)	1,890.00	
Expenses for period (educational books and materials, supplies, snacks and lunches for students and banking fees)		(\$ 1,021.20)
Closing Cash Balance (12/31/14)	<u>\$1,471.40</u>	



CITY OF BLOOMINGTON, COMMON COUNCIL
JACK HOPKINS SOCIAL SERVICES FUNDING COMMITTEE
2015 GRANT APPLICATION

AGENCY INFORMATION

Lead Agency Name:

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

Number of Employees:

Full-Time	Part-Time	Volunteers
11	1	500

Address:

213 E. Kirkwood Ave.

Zip Code: 47408

Phone: 812.331.4069

Agency E-Mail: price@monroecountyhabitat.org

Website: www.monroecountyhabitat.org

President of Board of Directors: Jennifer Hart

Executive Director: Kerry Thomson

Title: CEO

Phone: 812.345.2471

E-Mail: thomson@monroecountyhabitat.org

Name of Person to Present Proposal to the Committee:
(if not the Executive Director)

Title:

Phone:

E-Mail:

Name of Grant Writer: Sean Price

Phone: 812.331.4069

E-Mail: price@monroecountyhabitat.org

Agency Mission Statement *(150 words or less)*

Our mission is to eliminate poverty housing by building simple, decent, and affordable homes in partnership with families in need. Habitat homeowners pay an interest-free mortgage and invest 250 hours of sweat equity, or volunteer time. Volunteer labor from Bloomington and Monroe County plus donations from individuals and organizations fund construction costs and homeowner mortgage payments help sponsor future houses.

PROJECT INFORMATION

Project Name: Construction truck and skid loader

Is this a collaborative project? ☐ Yes ☒ No

If a collaborative project, list name(s) of non-lead agency partner(s):

Address where project will be housed: 715 N. Rogers St. Bloomington, IN 47404

Total Cost of Project: \$34,200.00

Requested JHSSF Funding: \$34,200.00

Other Funds Expected for this Project (*Source, Amount, and Confirmed or Pending*)

NA

Total Number of Clients Served by this project in 2015: 5 houses (number of clients will depend on family size)

Total Number of City Residents Served by this project in 2015: Number will be determined by family size

Is this request for operational funds? ☐ Yes ☒ No

If "yes," indicate whether the request is for a pilot project, bridge funding,
or a collaborative project:

☐ Pilot ☐ Bridge ☐ Collaborative

Please indicate the period in which you intend to draw down funds, if granted:

☒ July-September 2015

☐ October-December 2015

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 will proceed immediately to purchase the 3 items. We assume within a month we can complete the transactions.

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:

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)

Chevy Silverado = \$14,900.00

Priority #2
(Item & Cost)

John Deere Skid Steer = \$15,500.00

Priority #3
(Item & Cost)

Skid Steer trailer = \$3,800.00

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. Assume that 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 \$34,200.00 for the purchase of a Chevy Silverado truck and John Deere skid steer with a skid steer trailer to be used for construction of new homes. Our current ton truck is over 20 years old and we've been advised that it is no longer feasible to continue maintaining because it has a failing transmission, the engine is weak, and the bed and frame are rusting away. Habitat uses this truck to pull our tool trailers from site to site and to avoid delivery fees by picking up building material such as concrete block, long lumber, landscape material (mulch and shrubs), and fill dirt that are too heavy for our pick-up truck. The skid steer would be impactful because we are often building on sites with very limited space and we struggle to find staging space for material and maintain a safe orderly worksite. The skid steer would allow us to move building material such as lumber, plywood, gravel and dirt around as needed. It will also be helpful with landscaping. Our current strategic plan is to increase our house production to an average of 15 per year and we will need this capital investment to help successfully achieve this goal to serve more families.

CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Assume that 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 2010-2014 Consolidated Plan, or any other community-wide survey of social services needs.

According to the 2012 SCAN report affordable housing remains a challenge for our community. Homeownership is a significant factor in achieving economic stability yet as of 2009 only 53.4% of Monroe County households were owner occupied which lags behind the state average of 70.4% and the national average of 65.9%. Even acknowledging that the data is a bit skewed by the student population, it is still a significant concern because Monroe County's housing costs exceed that of other nearby counties as well as the state average. The number of people reporting that they are having trouble paying their rent or mortgage has increased drastically over the past decade with 56% of those surveyed stating they spend more than half their income on housing. This is alarming because HUD's standard is that any more than 30% is considered a burden. Habitat for Humanity serves the population that cannot obtain a mortgage through a traditional bank loan. This helps provide an opportunity for housing and economic stability for those that most desperately need it.

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 -- i.e., is your request for a pilot project? for bridge funding? for a collaborative project? If you are requesting operational funding, you must detail your plan for future funding.

This project is a one-time investment because it will be used to purchase durable capital assets. With proper maintenance we can get a decade or more of use from the truck, skid steer and trailer.

FISCAL LEVERAGING *(100 words or less)*

Describe how your project will leverage other resources, such as other funds, in-kind contributions, volunteers, etc.

This grant will allow us to divert funds to our program needs. Currently we are developing the B-Line neighborhood which will consist of 35 additional affordable homes. Developing this project has had over a \$100,000 in unanticipated expenses beyond the original estimate. Without this grant we will need to delay the purchases of the equipment we need. We currently have staff and volunteers trained to use the skid steer, so this will allow us to complete work that we currently hire a subcontractor to service.

LONG-TERM BENEFITS *(200 words or less)*

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

This grant will be used to purchase equipment we will be able to use for the next 10 years or more. Habitat for Humanity is committed to serving our community and steadily increasing house production in the near future. Our current truck has enabled us to capture significant savings over its life (it's been with us for over 100 houses) by being able to transport our own materials that we purchase in addition to all the work it does pulling our equipment from job site to job site. Replacing this truck and purchasing a skid steer will help us sustain our operations for accomplishing our mission. This grant will allow us to direct our donors' funds to building more houses and because our homeowners repay us through their mortgage payments we are able to continually recycle their donations by reinvesting in our mission.

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

Simple decent affordable housing in our community is a basic need that is high demand in our community. While building a house is the ultimate outcome everyone envisions that work cannot be accomplished without the ability to transport tool trailers around town to the next job site or to pick-up and deliver the material necessary to build the house. Once delivered to the worksite we need to be able to move material around to where it is needed. This equipment will assist us during the construction of 5-7 new homes from July through December 2015.

Jack Hopkins Social Service Funding Narrative

Mission

Our mission is to eliminate poverty housing by building simple, decent, and affordable homes in partnership with families in need. Habitat homeowners pay an interest-free mortgage and invest 250 hours of sweat equity, or volunteer time. Volunteer labor from Bloomington and Monroe County plus donations from individuals and organizations fund construction costs and homeowner mortgage payments help sponsor future houses.

Need

According to the 2012 SCAN report affordable housing remains a challenge for our community. Homeownership is a significant factor in achieving economic stability yet as of 2009 only 53.4% of Monroe County households were owner occupied which lags behind the state average of 70.4% and the national average of 65.9%. Even acknowledging that the data is a bit skewed by the student population, it is still a significant concern because Monroe County's housing costs exceed that of other nearby counties as well as the state average. The number of people reporting that they are having trouble paying their rent or mortgage has increased drastically over the past decade with 56% of those surveyed stating they spend more than half their income on housing. This is alarming because HUD's standard is that any more than 30% is considered a burden. Habitat for Humanity serves the population that cannot obtain a mortgage through a traditional bank loan. This helps provide an opportunity for housing and economic stability for those that most desperately need it.

Project Synopsis

We are requesting \$34,200.00 for the purchase of a Chevy Silverado truck and John Deere skid steer with a skid steer trailer to be used for construction of new homes. Our current ton truck is over 20 years old and we've been advised that it is no longer feasible to continue maintaining because it has a failing transmission, the engine is weak, and the bed and frame are rusting away. Habitat uses this truck to pull our tool trailers from site to site and to avoid delivery fees by picking up building material such as concrete block, long lumber, landscape material (mulch and shrubs), and fill dirt that are too heavy for our pick-up truck. The skid steer would be impactful because we are often building on sites with very limited space and we struggle to find staging space for material and maintain a safe orderly worksite. The skid steer would allow us to move building material such as lumber, plywood, gravel and dirt around as needed. It will also be helpful with landscaping. Our current strategic plan is to increase our house production to an average of 15 per year and we will need this capital investment to help successfully achieve this goal to serve more families.

Outcome Indicators

The funding for this project will have an immediate impact for our construction team. This one time investment will have an immediate impact, but will also continue to help us long term as we anticipate the truck and skid steer will be in use for the next decade or so. As our house production

increases the need to have dependable equipment becomes ever more vital in accomplishing our mission. We anticipate completing another 5-7 homes during the grant period and our strategic goal is to increase production to 20 homes per year in the next 5 years. With the infrastructure for our next neighborhood already underway this grant will allow us to concentrate more funds directly into housing for families in need.

Capacity to Complete Project

We've already received estimates for the items requested and will be ready to purchase immediately if approved for grant funding. We anticipate that we can draw down all funds within the first month of the grant period.

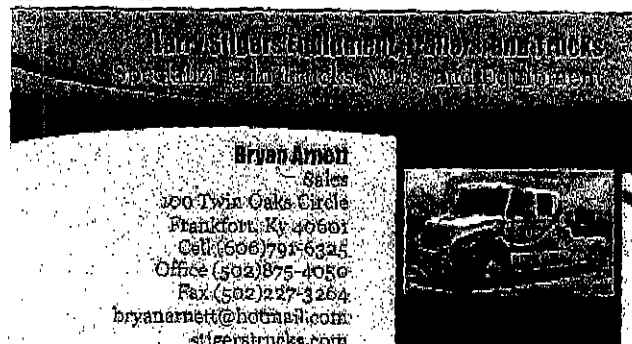
Conclusion

In conclusion, we are requesting funding in the amount of \$34,200 to purchase a truck and skid steer with trailer. This project will greatly assist Habitat's mission of providing simple decent affordable housing for Bloomington's residents that most desperately need affordable housing. The truck and skid steer with trailer will ensure that we have reliable equipment to help us carry out that mission. We thank you for your consideration.



Construction Truck and Skid Steer with Trailer

Item	Cost
2005 Chevy Silverado	\$ 14,900.00
2005 John Deere Skid Steer	\$ 15,500.00
Trailer	\$ 3,800.00
Total	\$ 34,200.00

Larry Stigers Equipment, Trailers, and Trucks**100 Twin Oaks Circle****Frankfort, Ky 40601****Cell: 1(606)791-6325****Fax: 1(502)227-3264****Office: 1(502)875-4050****To:** Habitat for Humanity of Monroe Co.**From:** Bryan Arnett**Attn:** Marcy**Date Sent:** 3-17-15**Phone:** 812 381 0927**Fax:** 812 336 6022**Number of pages (including cover sheet):** 2**Message:** If you have any questions give me a call at 1(606)791-6325.Thanks,
Bryan

LARRY STIGERS EQUIPMENT, TRAILERS & TRUCKS

www.stigerstrucks.com

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FAX (502) 227-3264

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SUNFLOWER.

MASBEY FERGUSON**VERSATILE****SALES QUOTE**[illegible]


812-336-6022

812-381-0927

Quote From

SPEXER Trailers Inc.

ATT: MARCIE

  		
Prepared for: ATT: MARCIE	Prepared by: Spencer Trailers, Inc. 303 W. St. Hwy 46 Spencer, IN 47460 - UNITED STATES Phone: 812-829-0226 Web: WWW.SPENCERTRAILERS.COM spencertrailers@sbcglobal.net	
Date Created: 03-17-2015		
Code	Base Trailer Description	Price
CH8320072	83" X 20' Tandem Axle Carhauler	\$4,128.57
ESB	2 - 7,000 Lb Dexter Axles (2 Elec Brakes) Forward Adjusting	\$171.43
CB2	Black	\$0.00
Base Price:		\$4,300.00
 Includes industry best warranty and (free) roadside assistance. Learn more at loadtrail.com...		
Code	Option Upgrade Description	Price
D01	Treated Wood Floor w/2' Dove Tail (carhauler)	\$71.43
H03	Fold Up Ramps 5' x 16" (carhauler)	\$142.86
L03	Lighting LED	\$0.00
Option Price:		\$214.29
Comments: Your Cost is \$380.00		
Final Trailer Part Number: CH8320072ESBD01H03L03CB2		Total Unit Price: \$4,514.29* List Price Print This Page Click for Trailer Info / Price Sheet Show Dealer Price

Trailer Quantity: 1 | Purchase Order Number: | Promo Code:

Select Action

Finish

*If you would like to email your customer a copy, please go back and provide an email address or use the "PUBLIC LINK" on the next page.

Trailer Standard Features			
GVWR:	14,000 lb	Product Series:	CH14
Couplers:	2-5/16" Adjustable	GAWR:	7,000 Lb (ea axle)
Axles:	2-7,000 Lb Cambered Dexter Spring 1 Elec. Brake	Jack:	1-10K Drop Leg Spring Return
Safety Chains:	18,300 Lb 5/16 X 28 G#70	Tires:	235/80 R16 LRE
Wheels:	16" 8-Hole Sliver Mod	Flooring:	Treated Wood
Tongue & Neck:	6" Channel (8.2 lbs/ft)	Up Rights:	2" X 2" 3/16" Angle Iron
Suspension:	Multi-Leaf Slipper Spring	Fenders:	Removable Diamond Plate
Crossmembers:	3" Channel 16" OC (3.5 lbs/ft)	Frame:	6" Channel (8.2 lbs/ft)
Top Rail:	2" X 2" 1/8" Tubing	Lights:	D.O.T. Stop, Tail, Turn and Clearance LED
Ramps:	5' Slide-In Ramps	Product Line:	Car-Haulers & Bob Cats

Wire Harness:	16 Ga. 5-Way Double Insulated Harness w/7-way plug	Finishing Coat:	DTM Polyurethane Coating System
Finish (prep):	Mechanical and/or Chemical Pretreatment for Maximum Paint Adhesion	EWB Class:	CARHAULER
D-Rings:	3" Standard D-Rings		

[Build Another Quote](#) | [Return Home](#) | [Order Management](#)

©2012 Load Trail, LLC | Prices, features, and specifications are subject to change without notice.

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03/30/15

Accrual Basis

Habitat for Humanity of Monroe County, Inc.

Balance Sheet

As of December 31, 2014

Dec 31, 14

ASSETS

Current Assets

Checking/Savings

1001 - Main Source operating	58,697.64
1002 - MainSource money market	219,496.24
1005 - CD	35,513.53
1007 - First Financial - checking	2,514.46
1008 - First Financial - Money Market	139,000.83
1011 - IU Credit Union checking	5.00
1013 - Old National Bank Savings	37,921.36
1015 - Chase Bank	35,511.41
1016 - Raymond James	21,055.17

Total Checking/Savings	549,715.64
------------------------	------------

Accounts Receivable

1110 - AR- Restore	-192.28
1100 - Mortgages Receivable	5,357,155.28
1105 - Unamortized Disc on Mortgage	-2,128,067.57

Total Accounts Receivable	3,228,895.43
---------------------------	--------------

Other Current Assets

2120 - Homeowner Escrows - MFS	6,682.48
12000 - Undeposited Funds	41,681.98
1250 - Prepaid Expenses	10,826.25

1300 - Land for Development

B-Line Development

Diamond St. property	230,323.00
Railroad Property	96,583.00
Capital Expenses	361,706.24

Total B-Line Development	688,612.24
--------------------------	------------

West Pointe

1221 W Green Tree Ln	10,002.66
919 S Rolling Rock Dr	10,002.67

Total West Pointe	20,005.33
-------------------	-----------

Cedar Chase - 36 lots - 34 used	1,232.50
---------------------------------	----------

Rogers/Rockport

2012 S. Rogers St.	22,000.00
2016 S. Rogers St.	22,000.00
2103 S. Rockport Rd.	22,000.00
2107 S. Rockport Rd.	22,000.00
Rogers/Rockport - Other	4,837.21

Total Rogers/Rockport	92,837.21
-----------------------	-----------

1300 - Land for Development - Other	1,000.00
-------------------------------------	----------

Total 1300 - Land for Development	803,687.28
-----------------------------------	------------

Total Other Current Assets	862,877.99
----------------------------	------------

Total Current Assets	4,641,489.06
----------------------	--------------

Fixed Assets

1400 - Fixed Assets

1401 - Automobiles

2009 Ford F150	12,311.00
2001 Ford Econoline	3,100.00
2008 Montana	7,681.45
2011 Silverado	18,500.00
1401 - Automobiles - Other	13,850.00

Total 1401 - Automobiles	55,442.45
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1412 - Yanmar Tractor	6,395.00
-----------------------	----------

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03/30/15

Accrual Basis

Habitat for Humanity of Monroe County, Inc.

Balance Sheet

As of December 31, 2014

	Dec 31, 14
1413 - Trailer	
2011 Trailer	6,285.00
1413 - Trailer - Other	8,002.28
Total 1413 - Trailer	14,287.28
1441 - Buildings	
Campbell House	101,259.00
722/724 Lindbergh	75,106.36
Total 1441 - Buildings	176,365.36
1442 - Bldg Improvements	19,464.00
1451 - Computers & Equipment	8,267.71
1461 - Office Equipment	
Cannon Image Runner 2525	4,475.00
Total 1461 - Office Equipment	4,475.00
1490 - Accumulated Depreciation	-107,240.26
Total 1400 - Fixed Assets	177,456.54
Total Fixed Assets	177,456.54
Other Assets	
1350 - Homes For Sale	
727 N Lindbergh Dr	38,602.67
902 Woodburn Ave	100,000.00
Total 1350 - Homes For Sale	138,602.67
1500 - Investments - Land Not For Sale	17,615.45
Total Other Assets	156,218.12
TOTAL ASSETS	4,975,163.72
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2100 - Accounts Payable	76,972.18
Total Accounts Payable	76,972.18
Credit Cards	
Citgo	281.27
Pitney Bowes	400.00
Rose & Walker Siding Specialtie	88.45
Chase	2,355.26
Lowe's	
Lowe's WB	-6,499.96
Lowe's AR	345.30
Total Lowe's	-6,154.66
Menards	847.63
Total Credit Cards	-2,182.05
Other Current Liabilities	
2300 - Current Portion of LTD	35,024.23
2105 - Accrued Vacation Payable	25,932.09
2110 - Home Deposits	15,382.37
2200 - Payroll Liabilities	
2108 - Accrued Pension	181.26
2107 - Accrued Payroll taxes	884.17
2106 - Accrued Payroll	8,867.56
Total 2200 - Payroll Liabilities	9,932.99
Total Other Current Liabilities	86,271.68
Total Current Liabilities	161,061.81

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03/30/15

Accrual Basis

Habitat for Humanity of Monroe County, Inc.

Balance Sheet

As of December 31, 2014

	Dec 31, 14
Long Term Liabilities	
2600 · Long Term Notes Payable	
2601 · Less Current portion o	-35,024.23
2680 · SHOP 2008, 151039	4,396.00
2681 · SHOP 2008, #152040	5,533.61
2682 · SHOP 2006, #132034	15,000.00
2683 · SHOP 2008, #153023	32,237.71
2684 · SHOP 2011 #181075	28,839.19
2685 · SHOP 2012 #191035	2,850.00
2686 · SHOP 2012 #192009	17,032.32
2645 · AAR 2009-1, #50580 NP Flexcap	-3,000.00
Total 2600 · Long Term Notes Payable	67,864.60
Total Long Term Liabilities	67,864.60
Total Liabilities	228,926.41
Equity	
3201 · Equity Transfer from ReStore	365,000.00
3000 · Opening Bal Equity	529,798.29
3100 · Unrestricted Net Assets	3,589,300.46
Net Income	262,138.56
Total Equity	4,746,237.31
TOTAL LIABILITIES & EQUITY	4,975,163.72

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03/30/15
Accrual Basis

Habitat for Humanity of Monroe County, Inc.
Profit & Loss
January through December 2014

	Jan - Dec 14
Ordinary Income/Expense	
Income	
7000 · BHSN Habitat Donations	
7005 · Evening for Habitat	34,476.00
7003 · Membership Dues	159.95
7004 · Individual Donation	500.00
Total 7000 · BHSN Habitat Donations	35,135.95
4100 · Contributions	
4104 · General Contributions	
4105 · Churches	11,172.07
4101 · Individual	324,275.69
4102 · Businesses	46,423.67
4103 · Organizations	42,912.67
Total 4104 · General Contributions	424,784.10
4106 · House Sponsors	353,929.96
4111 · Scholarship Donations	5,000.00
Total 4100 · Contributions	783,714.06
4200 · In-Kind Contributions	
4201 · Materials	128,184.44
4203 · Services	76,380.63
4200 · In-Kind Contributions - Other	12,311.00
Total 4200 · In-Kind Contributions	216,876.07
4300 · Home Sales	
4301 · Home Sales	1,111,479.17
4302 · Contra-Discount on Mortgages	-149,188.99
Total 4300 · Home Sales	962,290.18
4600 · Fund Raising Income	
4601 · Sales of Grocery Coupons	27,495.50
4602 · Cost of Grocery Coupons	-25,789.50
Total 4600 · Fund Raising Income	1,706.00
4700 · Other Income	
4701 · Rental Income	-300.00
4704 · Rebates	3,844.79
4705 · Refunds	227.72
4706 · Interest Income	829.30
4707 · Miscellaneous	11,364.60
Total 4700 · Other Income	15,966.41
4800 · Grant Income	
4803 · SHOP Grant	194,886.03
4805 · FHLB-HOP funds	45,000.00
4806 · City of Bloomington	262,045.09
4809 · Other Grants	38,750.00
Total 4800 · Grant Income	540,681.12
Total Income	2,556,369.79

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03/30/15

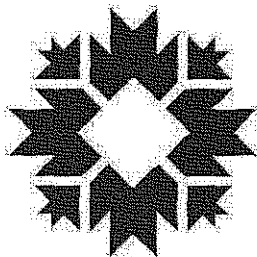
Accrual Basis

Habitat for Humanity of Monroe County, Inc.

Profit & Loss

January through December 2014

	Jan - Dec 14
Cost of Goods Sold	
5200 • Construction Materials Costs	
5300 • COGS - Lot, Land	201,195.15
5205 • Site Prep	82,505.69
5210 • Foundation/Floor/Frame/Roof	461,942.41
5220 • Mechanical/Plumbing/Electrical	209,324.65
5250 • Other Construction Costs	185,168.89
5200 • Construction Materials Costs - Other	2,037.00
Total 5200 • Construction Materials Costs	1,142,173.79
Total COGS	1,142,173.79
Gross Profit	1,414,196.00
Expense	
6005 • Auto and Truck Expenses	10,689.65
6010 • Bank Fees & Service Charges	6,633.66
6015 • Business Licenses, Permits, Fee	7,507.14
6020 • Closing Costs	-427.52
6025 • Computer Support	16,343.69
6030 • Construction Tools & Supplies	7,072.73
6035 • Contract Labor	40,757.08
6040 • Depreciation Expense	14,041.86
6045 • Hospitality	7,387.94
6050 • Volunteer Expenses	15,537.79
6055 • Insurance	15,264.57
6060 • Interest Expense	2.46
6061 • Misc Expense	60,703.27
6065 • Mortgage Service Fee	13,353.00
6070 • Office Expense	17,804.57
6080 • Payroll Expenses	590,664.93
6085 • Postage & Freight	9,459.32
6090 • Printing	12,010.21
6095 • Professional Fees	40,722.77
6097 • Public Relations	5,860.33
6100 • Rentals and Leasing	27,001.50
6105 • Repairs and Maintenance	2,218.33
6110 • Staff/Human Resources	3,175.54
6111 • Hart & Home Scholarship exp.	5,000.00
6115 • Taxes	2,444.64
6120 • Tithes & Missions Expense	90,388.84
6125 • Training	6,377.20
6130 • Travel	8,636.70
6150 • Utilities	10,646.79
7050 • Shirts	-347.36
7051 • Tithe	100.00
7052 • Food	0.00
7053 • Postage	500.00
7055 • Professional Services	3,500.00
Total Expense	1,051,031.63
Net Ordinary Income	363,164.37
Net Income	363,164.37



CITY OF BLOOMINGTON, COMMON COUNCIL
JACK HOPKINS SOCIAL SERVICES FUNDING
COMMITTEE
2015 GRANT APPLICATION

AGENCY INFORMATION

Lead Agency Name

Middle Way House, Inc.

Is Lead Agency ☐ yes
a 501(c)(3) ☐ no

Number of Employees

Full -time

18

Part-time

42

Volunteers

300+

Address

P.O Box 95

Bloomington, IN

Zip Code

47402-0095

Phone

812-333-7404

Agency E-mail

TobyStrout@middlewayhouse.org

Website

www.middlewayhouse.org

President of Board of Directors

Michael DiNunzio

Executive Director

(Ms.) Toby Strout

Title

Executive Director

Phone

812-333-7404

E-Mail

TobyStrout@middlewayhouse.org

Name of Person to Present Proposal to
the Committee
(If not the Executive Director)

Title

Phone

E-Mail

Name of Grant Writer

Leslie LeComte

Phone

812-333-7404

E-mail

Leslie@middlewayhouse.org

Agency's Mission Statement (150 words or less)

Middle Way House's Mission is to end violence, both structural and interpersonal, in the lives of women and children. Middle Way House envisions a community where individuals live free from violence and the threat of violence; a community characterized by equality across the gender continuum. Middle Way House empowers women by: • Giving them a safe place in which to connect with other women, • Making information, education and training accessible • Providing opportunities to make informed decisions and participate in concerted action and generally, • Enabling growth and experimentation

Middle Way House empowers children by: • Giving them a safe place to live and play • Acknowledging their unique qualities • Nurturing their special talents • Encouraging their academic and social growth • Working with them to develop their capacity to establish positive relationships with others

PROJECT INFORMATION

Project Name

Middle Way House Communication Project

Is this a collaborative project? ☐ yes
☐ no

If a collaborative project, list name(s) of non-lead agency partner(s)

Address where project will be housed

318, 320, 338, 410 S. Washington St., Bloomington IN 47401

Total Cost of Project

\$31,000

Requested JHSSF Funding

\$25,000

Other Funds Expected for this Project
(Source, Amount and Confirmed or Pending)

MWH Match - All are confirmed	
Project management staff hours	
- 40 hrs/month x 3months	\$1,800.00
Donated/discounted value - Smithville	\$3,308.78
Implementation costs in excess of \$25,000.	
Estimated cash match - up to	\$4,000.00

Number of Total Clients Served by this Project in 2015

2,400

Total Number of City Residents Served by this Project in 2015

1,550

Is this a request for operational funds? ☐ yes
☐ no

If "yes," indicate whether the request is ☐ pilot
for a pilot project, bridge funding or a ☐ bridge
collaborative project. ☐ collaborative

Please indicate the period in which you intend to draw down funds, if granted ☐ July-September 2015
☐ October-December 2015

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

Middle Way House will accumulate paid receipts for equipment purchased and services supplied. On a monthly basis, beginning in July 2015, these receipts will be submitted for reimbursement.

Sign-off and approval of completed work, by Middle Way's project manager and the Executive Director, must occur prior to final 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.

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 and Cost)

--

Priority #2 (Item and Cost)

--

Priority #3 (Item and Cost)

--

Priority #4 (Item and Cost)

--

Priority #5 (Item and Cost)

--

Priority #6 (Item and Cost)

--

Priority #7 (Item and Cost)

--

PROJECT SYNOPSIS (250 words or less)

Please provide a brief overview of your project. Assume that 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 \$25,000 for a high-speed, fiber-optic, integrated internet/phone system and a server, to meet crucial funding requirements and enable more efficient response to emergency assistance and legal advocacy service requests. Assisting victims of domestic and teen dating violence, sexual assault, and stalking requires secure communication between three of our facilities and the Monroe County Court system. This project will enable call routing and recording, voice mail, paging, protective order submission, and coordinated electronic client tracking.

Our downtown Bloomington sites operate on disparate phone/data systems, which does not allow for call transfers or centralized data management. The crisis line and shelter systems are particularly vulnerable; we are struggling with a very slow DSL connection and a data server that does not have sufficient capacity to store or process the required data. The enterprise phone system, in all buildings, needs to be replaced: voice mail capability is non-existent, we are unable to transfer calls for assistance between our buildings, and we cannot direct dial our staff internally.

Our clients are fleeing domestic violence, sexual abuse - including child sexual/physical abuse - or stalking. Many of these clients are referred to us by law enforcement, hospitals and medical providers, or Child Protective Services. We need to respond to calls quickly and transfer them seamlessly to appropriate service providers. Perhaps most pressing is our need for rapid, secure access to downloadable client records in order to maintain the funding we receive as a provider of services to homeless individuals and families.

CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Assume that 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 2010-2014 Consolidated Plan, or any other community-wide survey of social services needs.

Provision of appropriate services for those made homeless by domestic violence is a recognized community need, which Middle Way fills (Consolidated Plan, pages 51, 55). Crisis intervention; emergency shelter, transitional housing, and childcare; case management; access to legal services and/or human services, including substance abuse programs; and mastery of life and job skills are all important milestones on the road to stability, recovery, and economic self-sufficiency. Middle Way provides a coordinated, highly confidential, continuum of care with excellent outcomes: MWH is a national-model domestic violence program; our recidivism rate is approximately 13% which is 75% lower than the national average of 52%.

Page 24 of the SCAN states, "technology has increasingly become a necessity for nonprofit organizations." Our clients' files are often complex and the universe of services required for each individual is widely varied; case managers must have access, not only to client data, but external service providers. Today this data must be accessed, reported, and downloaded via the Internet. We recently purchased up-to-date computers and software from IU Surplus and other steeply discounted outlets, however, we require a robust Internet and telephony backbone in order to fully realize the benefits of this equipment.

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 -- i.e., is your request for a pilot project? for bridge funding? for a collaborative project? If you are requesting operational funds, you must detail your plan for future funding.

This project will be a one-time investment. It includes purchase of telephony hardware, software, networking/cabling, a large capacity server, and installation services that will enable fast, secure communication and computing. The increased, ongoing monthly operating costs for high-speed service are Not included in this request - Middle Way will absorb those costs.

MWH is coping with a \$6,000 reduction in CDBG Social Services funds for its Emergency Shelter and a difference of \$7,000 between its request and its grant from CDBG PI for additional security equipment. Funds which would have gone toward the proposed project have to be diverted to providing basic and emergency services in a secure location.

FISCAL LEVERAGING (100 words or less)

Describe how your project will leverage other resources, such as other funds, in-kind contributions, volunteers, etc.

1. MWH intends to dedicate a total of 120 staff hours toward technical project management, at an additional cost to us of \$1,800. Up to \$4,000 in additional hardware/software/labor and the ongoing \$500 monthly cost of the high-speed solution will be borne by MWH.
2. Due to the highly specialized programming and networking skills required to implement this project, MWH must contract with capable technology providers and will not be able to rely on our volunteer corps. We have chosen two local technology providers, Smithville and AME Group, as they offer the best solution for us, at the lowest cost. Smithville is providing MWH with a \$3,308.78 discount, upon award.
3. In order to comply with Federal electronic tracking/reporting requirements, MWH must implement this solution. Our inadequate technology backbone puts >\$200,000 in Federal funding at risk.

LONG-TERM BENEFITS (200 words or less)

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

Middle Way provides life-saving/life-changing services to a very vulnerable population. Failure to intervene appropriately places victims at risk in the here and now, but threatens the whole community over time as domestic violence is the most generative of social ills. We assist >200 Bloomington residents each year with shelter, transitional and permanent housing, but close to 80% of our clients do not live in MWH facilities. We provide phone-based advocacy and referrals to more than 1,000 Bloomington residents each year, and legal advocacy to approximately 600 Bloomington residents annually.

Our residential facilities and service provision are extremely dependent on HUD funds. Our ability to access these funds is threatened by the lack of technological resources sufficient to capture, process and transmit data required by HUD.

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.

Implementation of the phone/data systems will reduce lag-time between precipitating events and provision of services, including legal interventions such as protective orders, by 25%, and reduce client "drop-offs" by 50%.

Data throughput will be dramatically increased, both by the installation of an appropriately sized server and fiber-optic Internet access. Recently, it took us close to two hours to download one 100 mb file; with fiber-optic connectivity, we can download 35 similarly sized files within the same time span.

More than 1,000 local callers will receive enhanced service and voice mail will immediately increase confidentiality of communication. With this update, we will continue to bring in excess of \$200,000 in federal funds into our community annually.

Middle Way House's program firmly addresses all three of the previously-identified priorities for social services funds, and is referenced by name in both the Service Community Assessment of Needs (SCAN) and the City of Bloomington's 2010-2014 Consolidated Plan. Middle Way House provides **Emergency Services** to victims of domestic violence, sexual assault and stalking. Close to **80%** of the population we serve is comprised of **Bloomington residents**. More than **90%** of the adults and children served by Middle Way House are **poor and low income** families with incomes below \$15,000 per year.

We request \$25,000 for a high-speed, fiber-optic, integrated internet/phone system and a server, to meet crucial funding requirements and enable more efficient response to emergency assistance and legal advocacy service requests. Assisting victims of domestic and teen dating violence, sexual assault, and stalking requires secure communication between three of our facilities and the Monroe County Court system. This project will enable call routing and recording, voice mail, paging, protective order submission, and coordinated electronic client tracking.

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The requested funds will represent a one-time investment that, through matching funds (internal and in the form of a discount from the provider) and fiscal leveraging (more than \$200,000 in grant funds from the US Department of Housing and Urban Development), will make a significant contribution to MWH's programs, services and ultimate sustainability.



Middle Way House is requesting one-time funding in the amount of \$25,000 to assist with the purchase and installation of a much needed telephony, Internet, and data storage backbone. Estimated costs are below:

Description	Amount
Smithville Communications	
Toshiba CIX 40 Telephone System	11,000.00
Network Installation - \$1,500 (included in MWH \$4,000 below)	
The AME Group	
Server: chassis, hardware, operating system, and CALs – up to	\$8,000.00
Professional services: installation, configuration, data migration – up to	\$7,000.00
Middle Way House	
All hardware, software upgrades, and labor costs in excess of \$25,000 – est.	\$4,000.00
Project management labor for 3 months – estimated at	\$1,800.00
Estimated Total	\$30,800.00





March 30, 2015

Middle Way House
318 South Washington Street
Bloomington, IN 47401

Budgetary Server Pricing

All pricing included on this proposal are for BUDGETARY PURPOSES ONLY. These figures are an approximation of similar projects The AME Group have proposed for a business of this size. A formal quote for this project would require an onsite evaluation by an AME engineer.

SERVER: \$6,000.00-\$8,000.00

This budgetary price includes the server chassis, hardware, and server operating system and user CALs only. Any proprietary software, such as Exchange or any software currently running that would require upgrades are not included.

PROFESSIONAL SERVICES: \$3,500.00-\$7,000.00

This budgetary price includes the installation of the server, configuration of server, and any data migration needed. Any network issues that arise from the implementation of this equipment would be billed on a T&M basis outside of this project.

Smithville[®]

YOUR INDIANA COMMUNICATIONS COMPANY

Middle Way House

Internet Bandwidth
Telephone Service
Toshiba Business Telephone System

Monday, March 30, 2015

Proposal Valid Until: April 30, 2015

Overview of Proposal**Abstract**

Smithville is proud to present our Business Communications Solution for Middle Way House. In addition to offering a state of the art communications solution, Smithville is the only company that can offer Middle Way House a “one-stop-shopping” experience, and should you experience any issues, there is only one company to call; Smithville. We believe none of your other respondents can offer that level of service! Additionally, Smithville is a locally owned and operated company with the resources to quickly respond to your needs.

This proposal is for implementation, monitoring and support of a scalable amount of Bandwidth for Internet, a backup Internet connection at the Shelter and Rise, 10 phone lines for voice communications (7 at the Shelter and 3 at The Rise), 25, 10 Button Digital Telephone Sets with Speakerphone and Display (15 at the Shelter and 10 at Rise) voice mail and auto attendant at each location, and upgrading the Toshiba Telephone Systems so they can act like a single communications system, while each maintaining its own voice mail system, thereby providing Middle Way House with a secure system that allows for basic redundancy should there be any network or building issues.

This proposal includes installing 2 new Toshiba Phones Systems and providing new Digital Telephone Sets to Middle Way House along with a 7 year parts warranty on the Toshiba equipment. If needed, the existing telephone systems can be upgraded so they can communicate with each other to reduce expenses.

Service Delivery

Smithville will deploy a state of the art fiber optic network to carry your Internet and voice traffic from your location to the Public Telephone Switched Network (PTSN) and the Internet backbone in conjunction with the Toshiba Telephone System.

Security

Smithville will be providing a single Ethernet connection to the open Internet and a PRI handoff; all other security measures will be supplied by the customer.

Network Services, Support and Monitoring**Network Services**

Smithville is committed to complying fully with all requirements set forth by the American Registry for Internet Numbers (ARIN) in regard to IP address allocations. As such, it is Smithville's policy to consider the requirements of each customer individually when assigning IP space.

If you require a block of 8 or more IP addresses (/29) (determined by need of 6 + useable IP addresses), additional information will be required.

Per ARIN's guidelines, organizations are assigned address space based on immediate utilization plus 6 month projected utilization. Please refer to RFC 2050 3.1 Common Registry Requirements located at <https://www.arin.net/policy/nrpm.html> for more information.

Fiber Optic Support

Smithville will be responsible for the following services:

- Network support diagnostic response will be initiated within two business hours if required for problem resolution.
- Regular Fiber Optic ring maintenance as required.
- Network Availability of 99.99%

Monitoring

Network connections will be monitored by testing for a response from equipment every five minutes to ensure the physical fiber and Smithville equipment are operational. Any network failure detected by the monitoring system will cause an automated alert to be sent to NOC staff via e-mail and cell phones. Three consecutive detected failures will constitute a potential outage and result in an investigative response by NOC staff.

The utilized bandwidth for all applicable network connections will be monitored using five-minute input/output averages. Bandwidth charts will be provided to the customer via a password protected web site with historical data for the previous day, week, month, and year.

Scope of Work**Fiber Optic Installation**

A detailed physical plan regarding the installation of the Fiber Optic Connection into your location will be provided by Smithville and will be approved the customer

Project and Testing Plan

Smithville conducts daily conference calls with Engineering, Network Operations and Outside Plant and Construction Departments to receive daily updates on what work will be completed that day.

This schedule accommodates engineering, ordering permits, getting permits approved, interior cabling (if needed), outside plant construction, Network Operations work, testing and turn up.

Engineering: This requires our engineers to drive and establish the route, conduct a site survey of the buildings and locations and establish the best path. The engineers will look for an existing entrance into the facility demarc location. They will look at the physical outside plant and determine our nearest point of connection. If the route chosen results in the fiber optic plant being aerial, each pole needs to be identified by owner, pole number, and height at which we wish to place cable then, pole attachment permits are requested. If a railroad crossing is involved, rail road permits are applied for. After all information is gathered, the engineers will draw up the construction plans and staking sheets and apply for permits. When all paper work is submitted and permits approved, the job is released to construction.

Construction: Our construction crew will begin the physical placement of the conduit and fiber optic cable. We will utilize underground placement where necessary to provide protection. In areas where we utilize aerial fiber, we will place fiber optic cable inside conduit, and slack loops will be placed for cable maintenance. Smithville maintains an inventory of every fiber optic size cable, conduit, aerial strand, handholes and any equipment necessary for new installation, maintenance and repair.

Splicing: The Smithville splicing crew will splice the fiber drop (from customer) to our core fiber backbone. Once fiber is installed end to end fiber readings are gathered and recorded to establish light loss levels and dB signal loss. These readings are sent to Network Operations staff so the correct optical lasers can be installed. Since we do not utilize contractors for splicing, should an outage occur, Smithville can dispatch splicers at a moment's notice.

Network Operations: The NOC will visit each location to deploy network devices which are preconfigured to bring the network up. They will light the fiber optic cable and hand the Ethernet connection over to the customer. The NOC will be available during cutover in the event of problem.

Service Level Agreement Guarantee:

Smithville guarantees to have Smithville's network Services available at least 99.97% of the time for Internet upstream bandwidth during any calendar month.

Staff Requirements

- Network Operations Center (NOC) staff will be on-call 24 hours, every day, to respond to service affecting network issues.
- Service affecting network issues should only be reported to the NOC by calling the answering service at the following phone number: (866) 268-0494.

Project and Equipment Design Changes

- Scheduled maintenance of the network will be performed by or under the direction of Smithville and at its discretion.
- Scheduled maintenance will be performed during an established weekly maintenance window every Wednesday from 12:01am – 4:00am. During this window, changes may be made that could potentially affect the network Services.

Internet Bandwidth**Fifteen Mbps**

Internet Bandwidth provided will be scalable with an initial fifteen (15) Mbps of capacity and may be increased in increments of 1 Mbps at an additional cost, with a sixty month term. This amount of bandwidth will be sufficient for accessing the Internet and also for use with your Quicken program, and video conference equipment should that be needed in the future to communicate with the court system.

Bandwidth	Price
Total Monthly cost based upon a minimum of 15 Mbps of bandwidth	\$300
Point-to-Point Fiber Optic connection between 338 and 401 South Washington	\$200
Additional Bandwidth in one (1) Mbps increments	\$20 per Mbps
Domestic Long Distance (per minute)	\$.03
Network Installation	\$1,500
10 Telephone Lines (includes secondary Broadband connections at each location)	\$387

Toshiba Telephone System**CIX 670**

Smithville Telecom LLC. proposes to upgrade the Toshiba DK 280 at the New Wings Shelter and the Toshiba DK 16E at the Rise Transitional Housing to Toshiba CIX 40 Communications Systems. Installation includes basic programming of the telephone and voicemail system, and four (4) hours of formal system training.

Advanced programming and any additional training is subject to pre-approved additional charges. The system at New Wings is equipped to operate 7 phone lines and 15 telephone sets. The system at Rise is equipped to operate 3 phone lines and 10 telephone sets.

At completion of the installation, the common equipment for each system will be fully warranted under normal conditions for a period of seven years. Labor will be fully warranted for 30 days on the equipment.

WARRANTY EXCLUDES ALL ACTS OF GOD.

The labor is based on normal business hours (8 to 5), Monday through Friday.

Any changes to the original Scope of Work and/or additional billable charges will require a signed Change Order by both the Customer and Smithville. Changes include additional materials, labor hours, and/or resources required to perform a request not listed in the original Scope of Work.

Payment to be made as follows: NET 30 DAYS

Not responsible for customer supplied inside wiring. If inside wiring needs replaced or repaired, there will be additional charges.

Not responsible for customer supplied Network QoS/PoE, or any connectivity on customer provided network.

Customer is responsible for providing VLAN with Static IP's.

PRICE INCLUDES PARTS AND LABOR AND SALES TAX .

Description	Price
Toshiba CIX 40 (Shelter), includes labor	\$8,479.63
Toshiba CIX 40 (Rise), includes labor	\$5,833.35

Should Middle Way House be awarded the Jack Hopkins Grant, Smithville will discount the Toshiba Telephone System to:

Description	Price
Toshiba CIX 40 (Shelter), includes labor	\$6,522.79
Toshiba CIX 40 (Rise), includes labor	\$4,481.41

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03/30/15

Accrual Basis

Middle Way House Inc
Profit & Loss
 January through December 2014

Jan - Dec 14

Ordinary Income/Expense
 Income

400000 · Grants	528,872.32
403000 · Contributions Income	
4001.00 · Donations - MWH	
4270AD · Unrestricted	155,148.42
4001.00 · Donations - MWH - Other	60,848.95
Total 4001.00 · Donations - MWH	215,997.37
4210AD · United Way	61,691.61
422500 · Restricted	
422700 · Foundations & Awards	116,507.92
422800 · New Wings Capital Campaign	-1,340.00
422910 · Mortgage Donation	7,875.00
Total 422500 · Restricted	123,042.92
Total 403000 · Contributions Income	400,731.90
417000 · Program Fees	
4300MDI · Leased Employees	0.00
4370-AD · Childcare Fees	1,290.00
417000 · Program Fees - Other	157.40
Total 417000 · Program Fees	1,447.40
4220AD · Donated Services and Assets	
422200 · Shelter Donated Services	600.00
4220AD · Donated Services and Assets - Other	209,014.30
Total 4220AD · Donated Services and Assets	209,614.30
4380AD · Other Income	
4385AD · Interest Income-BCL	465.65
9720AD · Laundry (Rent)	684.87
9740AD · Miscellaneous Income	4.30
9750AD · Rental Income	48,834.00
Total 4380AD · Other Income	49,988.82
4401AD · Fundraising	
XO Variety Show	12.46
4402-AD · Cannisters	125.02
4408AD · Women's Luncheon	-71.77
441200 · Greene Co. FR	1,653.00
4414AD · 50's Fling	162.00
441600 · Homeward Bound	50.00
441700 · Women and Wine	30.00
4401AD · Fundraising - Other	132,447.64
Total 4401AD · Fundraising	134,408.35
950000 · Investment Income	
9501AD · Dividends	199.38
9502AD · Unrealized Gain/Loss on Invest	826.35
9520AD · Interest	5,662.79
9540AD · Realized Gain/Loss	191.61
950000 · Investment Income - Other	1,868.51
Total 950000 · Investment Income	8,748.64
Total Income	1,333,811.73
Gross Profit	1,333,811.73
Expense	
502800 · Employee Appreciation	89.81
502900 · Interest Expense	81,913.82

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03/30/15

Accrual Basis

Middle Way House Inc
Profit & Loss
 January through December 2014

Jan - Dec 14

5100AD · Advertising	331.80
5150AD · Automobile Expense	
515500 · Other	-219.75
515600 · Fuel	110.14
5150AD · Automobile Expense - Other	9.90
Total 5150AD · Automobile Expense	-99.71
5170AD · Bank Service Charges	1,626.19
519900 · Client Direct Assistance	4,248.72
530000 · Compensation	
500200 · Salaries and Wages	732,536.31
5300AD · Payroll Taxes	58,062.53
5350AD · Health Insurance/Benefits	74,940.24
535500 · Workers Comp	21,094.47
536000 · Workstudy/Interns	300.00
530000 · Compensation - Other	140.00
Total 530000 · Compensation	887,073.56
5400AD · Contract Labor	1,030.00
5410AD · Conferences	215.32
5411AD · Training	2,730.32
542500 · Depreciation Expense	178,144.36
5426AD · Holding Account Out	0.00
5450AD · Depreciation AD	7,176.15
5600AD · Donated Services	209,614.30
5650AD · Donated Car Expense	15.00
5700AD · Dues and Fees	7,333.15
590600 · FDE Fundraising Direct Expense	
590604 · Women's Luncheon	844.36
590605 · Greene Co. Fundraiser	25.64
590625 · Calendars	2,083.03
590626 · Beatles	2,732.99
590632 · Postage/Mailing	608.29
590902 · WW Women and Wine	98.29
590903 · Flea Mkt FDE	68.75
590600 · FDE Fundraising Direct Expense - Other	2,713.75
Total 590600 · FDE Fundraising Direct Expense	9,175.10
6000AD · Insurance	
600100 · HRA	275.44
6000AD · Insurance - Other	47,651.63
Total 6000AD · Insurance	47,927.07
6200AD · Miscellaneous	972.00
6300AD · Occupancy	
5800AD · Equipment Rent and Maint	17,179.15
6310AD · Transportation	2,304.50
6320AD · Laundry	138.40
6330AD · Food	11,304.84
6335AD · Security	5,933.73
6340AD · Building Repairs and Maint	22,904.91
6350AD · Rent	1,584.10
6360AD · Supplies	5,379.58
6370AD · Utilities	33,662.84
6800AD · Telephone	13,795.74
6300AD · Occupancy - Other	2,100.75
Total 6300AD · Occupancy	116,288.54
635000 · Travel & Ent	
6910AD · Meals	146.38
6946AD · Mileage	809.11
635000 · Travel & Ent - Other	95.00

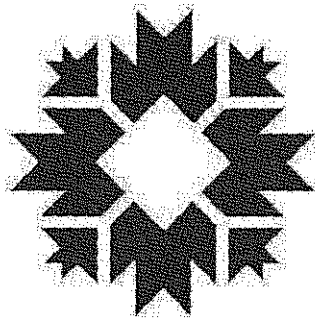
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03/30/15

Accrual Basis

Middle Way House Inc
Profit & Loss
January through December 2014

	Jan - Dec 14
Total 635000 - Travel & Ent	1,050.49
6400AD - Postage and Delivery	2,390.44
6450AD - Printing and Reproduction	5,860.93
6500AD - Professional Fees	
6510AD - Accounting	35,641.61
6500AD - Professional Fees - Other	450.29
Total 6500AD - Professional Fees	36,091.90
6600AD - Supplies	
Software	1,375.00
6610AD - Program	1,543.06
6620AD - Office	6,591.72
6630AD - Office Equipment	852.85
6600AD - Supplies - Other	594.46
Total 6600AD - Supplies	10,957.09
66900 - Reconciliation Discrepancies	49.90
6700AD - Subscriptions and Publications	90.22
Total Expense	1,612,296.46
Net Ordinary Income	-278,484.73
Net Income	<u>-278,484.73</u>



CITY OF BLOOMINGTON, COMMON COUNCIL
JACK HOPKINS SOCIAL SERVICES FUNDING COMMITTEE
2015 GRANT APPLICATION

AGENCY INFORMATION

Lead Agency Name: Monroe County United Ministries
Is Lead Agency a 501(c)(3)? ☒ Yes ☐ No

Number of Employees:

Full-Time	Part-Time	Volunteers
17	11	288 (2014)

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 of Directors: Mary Ellen Brown

Executive Director: Erin Predmore

Title: Executive Director

Phone: 812-339-3429 x11

E-Mail: epredmore@mcum.org

Name of Person to Present Proposal to the Committee:
(if not the Executive Director)

Title:

Phone:

E-Mail:

Name of Grant Writer: **Katie Broadfoot**
Title: Development Associate
Phone: 812-339-3429 x18
E-Mail: kbroadfoot@mcum.org

Agency Mission Statement *(150 words or less)*

Monroe County United Ministries is a nurturing organization serving working families and those in distress by assisting with emergency needs and subsidized childcare. We provide quality education and a safe place for children, basic needs assistance for the poor and community service opportunities.

PROJECT INFORMATION

Project Name: MCUM Community Playground Project

Is this a collaborative project? ☐ Yes ☒ No

If a collaborative project, list name(s) of non-lead agency partner(s):

--

Address where project will be housed:

827 West 14th Court
Bloomington, IN 47404

Total Cost of Project: \$76,912

Requested JHSSF Funding: \$27,475

Other Funds Expected for this Project (*Source, Amount, and Confirmed or Pending*)

Source	Amount	Status
Old National Bank	\$35,000	Pending
The Community Foundation of Bloomington & Monroe County	\$10,000	Pending
Private Donors/Fundraising	\$4,437	Confirmed

Total Number of Clients Served by this project in 2015: ~130

Total Number of City Residents Served by this project in 2015: ~1,033 children
(130 MCUM + 130 B&GC + 773 in neighborhood)

Is this request for operational funds? ☐ Yes ☒ No

If "yes," indicate whether the request is for a pilot project, bridge funding,
or a collaborative project:

☐ Pilot ☐ Bridge ☐ Collaborative

Please indicate the period in which you intend to draw down funds, if granted:

☒ July-September 2015

☐ October-December 2015

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

Over the past several months, MCUM has conducted a comprehensive analysis of playground equipment needed and has received all necessary estimates to move forward. Applications for other funding sources will be completed by April 30. This is a straightforward project that will be easy to implement. Purchases will be made as funding is secured. All work will be completed by July 30, 2015.

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

Completion of this project does not depend on other anticipated funding; funding will determine the extent to which we are able to renovate our playground.

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.

Not applicable.

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)

GO PLAY SYSTEM 37 INGROUND MOUNT - \$12,250

Priority #2
(Item & Cost)

GO PLAY SYSTEM #17 INGROUND MOUNT - \$7,300

Priority #3
(Item & Cost)

Installation of new play structures and move blue crawl tunnel - \$12,250

Priority #4
(Item & Cost)

Demo existing t-swing, 2 spring animals, geo dome and old climbers on lower playground - \$2,275

Priority #5
(Item & Cost)

Priority #6
(Item & Cost)

Project Synopsis *(250 words or less)*

Please provide a brief overview of your project. Assume that 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) requests \$27,475 for capital improvements to two playgrounds on its property in the Crestmont neighborhood. Specifically, funds will purchase and install two new play structures and support the demolition of the old equipment. 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 project will serve more than 130 children from the low-income Bloomington families MCUM serves each year. Additionally, MCUM is partnering with the Boys and Girls Club to allow their children and staff to use the community playground for outdoor programming during summer camp and afterschool. When the new playgrounds are not in use by MCUM or its community partner, they will be open to the public. This will have the greatest impact on the 773 children who reside in the neighborhood according to the 2013 US Census Data numbers. Currently this neighborhood is served by only the Crestmont Playground.

CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Assume that 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 2010-2014 Consolidated Plan, or any other community-wide survey of social services needs.

- 1) The SCAN mentions MCUM (51) as an important service for low-income families, stating the number of Bloomington children age 0 to 4 has increased dramatically, generating a need for quality, affordable services. MCUM's playground will primarily serve this age group.
- 2) The Consolidated Plan lists the provision of childcare services as high priority for its impact on poverty alleviation, noting "the single most direct indicator [of homelessness] appears to be level of education" (61). MCUM's play-based program reduces a barrier to for parents, allowing them to further their educations and maintain employment.
- 3) "Children enrolled in quality programs are more likely to complete higher levels of education." (SCAN 58) School success is linked to physical, intellectual, social and emotional development in a child's early years. MCUM's playgrounds will help children develop the cognitive function, linguistic abilities, social capabilities, and motor skills necessary to succeed in school.
- 4) The Community Health Needs Assessment ranks obesity as third in community health needs, "attributed primarily to the lack of nutritional education, physical activity in schools, and access to fresh fruits and vegetables" (33). MCUM's preschoolers receive two meals, a snack, and physical activity daily; new playgrounds will provide space for this activity.

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 -- i.e., is your request for a pilot project? for bridge funding? for a collaborative project? If you are requesting operational funding, you must detail your plan for future funding.

The capital improvements MCUM will make using Jack Hopkins funding include purchasing and installing new equipment scientifically and academically proven to stimulate brain development, core strength, and social function in children. Once the equipment is installed, the playgrounds will immediately impact the children who use them, specifically MCUM's preschoolers who will be working toward social and cognitive development and school readiness. The MCUM community playground project will not require additional Jack Hopkins funding to support and is expected to last our community 15-20 years.

FISCAL LEVERAGING *(100 words or less)*

Describe how your project will leverage other resources, such as other funds, in-kind contributions, volunteers, etc.

The community playground project includes demolishing the old playgrounds and purchasing and installing the new ones in addition to new signage and landscaping to improve the appearance of the area. MCUM is actively leveraging funds from multiple sources to ensure the project will be completed. Please see our project budget for a breakdown of other sources of funding anticipated to help complete the playground renovations. In addition, our Board of Directors fully supports this project and will draw upon all resources available until it is completed.

LONG-TERM BENEFITS *(200 words or less)*

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

There is substantial research showing a clear link between unstructured play and brain development, motor-skills, and social capabilities, and “the most crucial time for a child’s development is in the earliest years” (Families First Commission). According to this research, an improved playground will:

- Provide critical space to play and move for 130 MCUM children and an estimated 773 children in the community. This will build citizenship and neighborliness by giving children with different backgrounds an opportunity to play together;
- Support the development of advanced fine motor skills, physical strength, and emotional intelligence, helping children focus during school and develop stable relationships, leading to higher education attainment, income, and emotional intelligence later in life; and,
- Supplement MCUM’s high-quality early childhood education program, preparing young children to “complete higher levels of education, have higher earnings, have better health, and [to be] less likely to be incarcerated” (SCAN 53). Programs like MCUM’s have an estimated \$7 return-on-investment for every dollar spent by reducing the strain on government, taxpayers, and the welfare 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

<u>Outcome Indicator</u>	<u>Anticipated Number Served (Per Year)</u>	<u>Estimated Frequency (Times Used Per Child, Per Year)</u>	<u>Total Impact</u>
Children in MCUM's program with improved access to playground facilities	130	375 (2 times per day, MCUM open ~250 days/year)	48,750 Plays
Children in the Boys and Girls Club with new access to playground facilities	130	70 (2 times per week x 35 weeks of programming)	9,100 Plays
Children residing within the neighborhood with new access to playground facilities	773	52 (1 time per week x 52 weeks per year)	40,196
Anticipated Reach in JH Funding Period:			98,046 Plays

Monroe County United Ministries (MCUM) requests \$27,475 in Jack Hopkins Social Services funding to build new playgrounds for its childcare program, located at 827 W. 14th Court. Funds will install new play structures and support the demolition of the old equipment. In line with the Jack Hopkins Social Services Funding Committee's goals to fund projects that have the potential for lasting change and improve the human condition of Bloomington residents, this one-time investment will serve more than 130 MCUM preschoolers. Additionally, MCUM has developed a partnership with its neighbor, the Bloomington Boys and Girls Club, in which their estimated 130 children will also use the playground during their afterschool and summer camp programming. When the new playgrounds are not in use by MCUM or its community partner, they will be open to the public. MCUM's neighbors include 773 children living in the Crestmont community and soon-to-be Habitat for Humanity homes being built behind Opportunity House.

The number of children age 0-4 living in Bloomington has increased by 9%, generating an increased need for affordable childcare services.¹ MCUM's high-quality, affordable childcare program is available to Monroe County residents, with 96% of clients living in Bloomington. 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), and is the only accredited center in Monroe County whose primary mission is to serve low-income families. Over the course of one year MCUM typically serves about 130 children. Of the children enrolled in MCUM's program in 2014, 95% lived in homes at the low-moderate income range or below, with 50% considered "extremely low income." Seventy percent of children came from a single-parent household, 46% were racial/ethnic minorities, and 55% received assistance to cover the cost of MCUM's childcare program.

When eligible, children receive government vouchers to subsidize the cost of childcare, but the wait to receive a voucher can be long. Those waiting for vouchers are placed on MCUM's sliding fee scale based on family size and income. The average family on MCUM's fee scale pays \$35 per week, although MCUM's cost to provide one week of care for one child is \$250. MCUM's childcare program provides an important safety net for Bloomington residents, allowing parents to stay employed and preparing children for school. Benefits are realized in improved graduation rates, higher earning potential, reduced incarceration rates, and higher rates of civic participation.² In addition to providing care for children, MCUM's childcare program strives to provide comprehensive services for families, such as health screenings and parenting resources.

According to the Consolidated Plan 2010-2014, "the single most direct indicator of homelessness in Bloomington appears to be level of education attained." Not only does MCUM allow parents to continue their educational pursuits, it also provides a comprehensive, play-based curriculum with accredited age-appropriate educational benefits, increasing the likelihood that each child will succeed in school and complete their education. Play and physical activity are a major component of MCUM's program. Playgrounds provide critical space for children to learn how to work in groups, share, negotiate, resolve conflicts, and learn self-advocacy skills.³ Playground facilities ensure MCUM's childcare program fosters the social and emotional development of children as well as their cognitive development; they have been shown to help children adjust to the school setting and even to enhance children's learning readiness, learning behaviors, and problem-solving skills.⁴ MCUM's new community playgrounds will promote unstructured play and set low-income children up to succeed in the school system, helping them obtain more gainful employment and become self-sufficient adults who positively contribute to the Bloomington community.

¹ SCAN 57

² SCAN 58

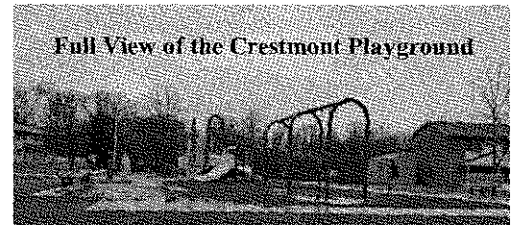
³ KaBoom! "How is the Play Deficit Harming our Children?"

⁴ American Academy of Pediatrics. "The Importance of Play in Promoting Healthy Child Development."

New playground facilities will not only support MCUM's preschoolers in their development and growth and also combat community-wide concerns of low physical activity in children. Indiana University Health Bloomington Hospital's Community Health Needs Assessment (CHNA) reported obesity as number three in the top community health needs. The report emphasizes the fact that Monroe County has the highest poverty rate in the state of Indiana. Poverty is linked to lower rates of preventative care and a lack of physical activity.⁵ The lack of physical fitness among children poses a danger to their health as they grow into adults. Playground equipment is one avenue to promote the physical activity of children. The Center for Disease Control and Prevention recommends children get at least 60 minutes of physical activity each day. In addition to classroom play, MCUM's curriculum contains a Healthy Living program, under which MCUM's enrolled preschoolers are served two nutritious meals and a snack each day and receive 20 minutes of activity specifically targeted to increase their heart rates. Slides provide climbing exercise for the legs; bars exercise the arms and shoulders; jungle gyms strengthen arms, legs and shoulders; and all the equipment together encourages children to run from one piece to another, giving them a healthy dose of cardiovascular, heart-healthy exercise.⁶ MCUM's new playground equipment will provide a new and improved space to continue this beneficial program and to extend these benefits to the entire community.

The benefits of access to physical activity through playground usage will also be extended to MCUM's community partners and the community as a whole. Although Bloomington has many public parks, the most recent US Census Data shows 773 children living in the Crestmont Community near MCUM, with only one playground in the neighborhood. The Crestmont Playground is too small to accommodate all 773 children. Children without access to places to play suffer higher levels of obesity, diabetes, anxiety, depression, and lower social-emotional intelligence.⁷ KaBoom! research indicates children who lack enough play space within their neighborhood are 29% more likely to develop obesity, and are also more likely to show increased problems with social integration, leading to a higher likelihood of committing crimes; about 90% of convicted murderers lacked play features in their childhood.⁸ While play is critical for all children, access to it can be a bigger challenge for low-income families. According to Zillow Market Guide, the median value of homes within a five-block radius of MCUM is \$86,450, far below the City of Bloomington's median value of \$169,000. The US Census Data shows 78% of 47404-zip code residents as low-moderate income range or below.⁹ Renovating MCUM's playground is a small step toward improving the vitality of MCUM's neighborhood, also helping to "build citizenship and neighborliness when children from different races and economic levels have a chance to play together" on the same equipment.¹⁰ By making MCUM's new playgrounds open for public use, MCUM will provide the community with another safe place for children to play and grow into capable and mature Bloomington adults.

MCUM has already secured the necessary estimates for new playground equipment and will move forward with the project as soon as funds are available. This is a straightforward project that will be easy to implement, with all work being completed by July 2015. Addressing previously-identified funding priorities for Bloomington, MCUM's playground renovation project will provide positive outcomes for its 130 children per year, 130 children from community partners, and an estimated 773 children in the community who will regularly enjoy the new facility.



Full View of the Crestmont Playground

⁵ CHNA. 33.

⁶ Livestrong. 2012.

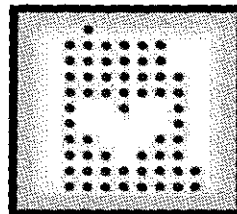
⁷ CHNA. 34.

⁸ KaBoom! "How is the Play Deficit Harming our Children?" 2014

⁹ http://www2.census.gov/geo/maps/data/c10map/tract/st18_in/c18105_monroe/DC10CT_C18105200.pdf

¹⁰ Anderson. "Reconstructing a Community, Reclaiming a Playground." 2003

MCUM Playground Project Budget



Funding Sources

Jack Hopkins Social Services Grant	\$27,475
Old National Bank	\$35,000
The Community Foundation of Bloomington & Monroe County	\$10,000
MCUM Fundraising	\$4,437
	<hr/>
	\$76,912

Project Expenses

Playground Equipment	\$57,912
Fencing	\$8,000
Mulch & Landscaping	\$5,000
Signage	\$6,000
	<hr/>
	\$76,912



Kinetic Recreation
 8090 N. 500 W.
 McCordsville, IN 46055
 (866)867-1503
 admin@kineticrecreation.com
 http://www.kineticrecreation.com

Proposal

Date	Proposal #
03/12/2015	1665
Exp. Date	
03/20/2015	

Address

Erin Predmore
 Monroe County United Ministries
 827 W. 14th Court
 Bloomington, IN 47404

Activity	Quantity	Ship Via	Quoted By
		Installation	Dan L
Activity	Quantity	Rate	Amount
• GO PLAY SYSTEM #17 INGROUND MOUNT.....For UP TO 23 months area (Reg. \$ 7,786.00)	1	7,300.00	7,300.00
• GO PLAY SYSTEM #7 INGROUND MOUNT.....For 2-5 area to replace old swing (Reg. \$ 13,028.00)	1	12,250.00	12,250.00
• Playland Model # PS3-30809 - Modular Playstructure (Reg. \$ 23,430.00) Winter Sale until 3/13/15.....For PG down the hill in the front.	1	21,087.00	21,087.00
• Installation of new play structures and move blue crawl tunnel *(Black Rubber mulch to remain in both playgrounds)	1	12,250.00	12,250.00
• Demo existing t-swing, 2 spring animals, geo dome -AND- old climbers on lower playground & talk tubes	1	2,275.00	2,275.00
		SubTotal	\$55,162.00
		Shipping	\$2,750.00
		Total	\$57,912.00

Installation: Customer shall be responsible for scheduling and site preparation. Site should be level and permit equipment access. Purchaser shall be responsible for unknown conditions such as buried utilities, tree stumps, bedrock or any concealed materials or conditions that may result in additional labor or material costs.

Accepted By

Accepted Date

SYSTEM # 7

PRODUCT

INGROUND MOUNT: 47733

SURFACE MOUNT: 47732

PLAY EVENTS: 11

CHILD CAPACITY: 30

MAX FALL HEIGHT: 48" (1,21m)

MIN USE ZONE: 29'11" X 33'2" (9,12m x 10,11m)

MATERIAL SPECIFICATIONS

48" x 48" DECKS & ADA TRANSFER STATION: All welded construction. Both platforms and gussets are made from 12 GA (.1046) thick A1011 HRPO steel that is PVC coated. Platforms connect to posts using a direct bolt fastening system with two attachment points per corner. Platform fasteners attach to threaded inserts which are factory installed to the posts.

POSTS: Posts are constructed using a 3.50" OD x 11 GA (.120) wall, galvanized, A500 cold rolled steel tube with a yield test of at least 50 ksi and a tensile strength of at least 55 ksi. The caps on capped posts are made from 10 GA (.1345) steel and are welded to the end of the posts. The entire assembly is powder coated.

COLLARS: Pipe rails connect with 2-piece collar assembly made from die cast aluminum. Each collar connects with tamperproof stainless steel hardware with attachment holes every 30 degrees. Collars shall encapsulate the component to disperse surge loads throughout the collar assembly. All collars are powder coated.

HARDWARE: Hardware is stainless steel or corrosion-resistant coated steel that conforms to ANSI/ASCE-8-90 (stainless steel), and has passed 100 hour salt test. Most hardware is Torx tamper resistant.

PIPE RAILS: Pipe rails are constructed using a 1.25" OD x 12 GA (.1046) wall, galvanized, A513 hot rolled steel tubes that are powder coated. All pipe rails connect to the posts with collars and to the deck with tamperproof stainless steel hardware.

STEEL ARCH ROOF: Steel Arch Roofs are made from 11 GA (.120) thick A1011 HRPO steel gussets/supports and 16 GA (.0598) thick A1011 HRPO steel. All steel arch roofs are powder coated.

SLIDES: Made using 1st quality linear low density Polyethylene (LDPE) that is rotational molded with 0.375" wall thickness and anti-static inhibitors.

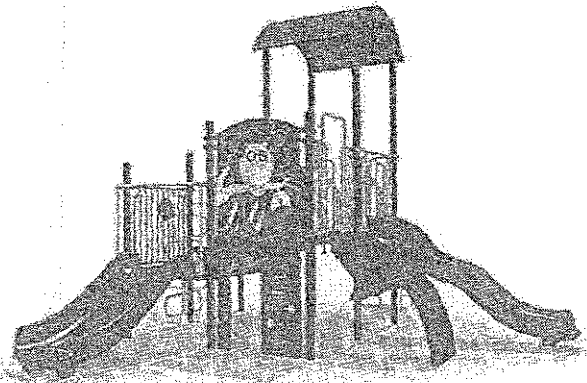
STEERING WHEEL PIPE WALL: The steering wheel is made of polyethylene resin with UV protection added to provide long color retention. Pipe rails are constructed using a 1.25" OD x 12 GA (.1046) wall, galvanized, A513 hot rolled steel tube that is powder coated. All pipe rails connect to the posts with collars and to the deck with tamperproof stainless steel hardware.

TREEHOUSE PANEL: HDPE Panels are made using 0.75" high density polyethylene sheeting (HDPE), textured, matte finish, UV stabilized, UL 94 HB fire rating, stain and graffiti resistant and will not delaminate, splinter or crack. The mounting plates are constructed from A1011 hot rolled steel with a thickness ranging from 12 GA (.105) to 0.25" (.250).

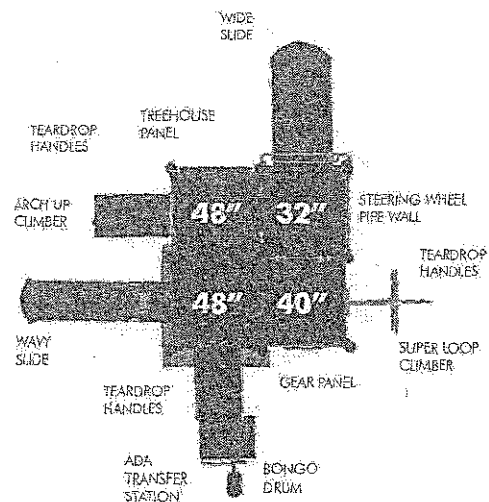
GEAR PANEL: HDPE Panels are made using 0.75" high density polyethylene sheeting (HDPE), textured, matte finish, UV stabilized, UL 94 HB fire rating, stain and graffiti resistant and will not delaminate, splinter or crack. The clear panel is made from 0.25" extruded polycarbonate plastic. The mounting plates are constructed from A1011 hot rolled steel with a thickness ranging from 12 GA (.105) to 0.25" (.250).

ARCH UP CLIMBER: All welded construction. Both platforms and gussets are made from 12 GA (.1046) thick A1011 hot rolled steel that is PVC coated. Platforms connect to posts using a direct bolt fastening system with two attachment points per corner. Platform fasteners attach to threaded inserts which are factory installed to the posts. The rock handholds are made from molded polyurethane. The mounting plates are constructed from A1011 hot rolled steel with a thickness ranging from 12 GA (.105) to 0.25" (.250).

VIEW OF SYSTEM



TOPVIEW



SYSTEM # 7**MATERIAL SPECIFICATIONS (continued)**

SUPER LOOP CLIMBER: The climber is constructed using 2.375" OD x 12 GA (.120) wall, galvanized, A500 cold rolled steel tube with a yield test of at least 50 ksi and a tensile strength of at least 55 ksi for the main support and 1.25" OD X 12 GA (.1046) wall, galvanized, A513 hot rolled steel tube for the rungs. The mounting plates are constructed from A1011 hot rolled steel with a thickness ranging from 12 GA (.105) to 0.25" (.250). The entire assembly is powder coated.

TEARDROP HANDLES: Tear drop handles are made from polymer with UV inhibitors and a shore hardness of 75-90A with a minimum ultimate tensile strength of 4100 PSI and a minimum elongation of 425%.

BONGO DRUM: The Bongo skin is made from fade resistant, UV stabilized PVC. The steel drum is 8" diameter x 12 GA A500 steel and powder coated.

PVC (POLY-VINYL CHLORIDE) COATING*: Equipment shall have coating thickness of .085-.150" with texturing applied to handholds/footpads. The PVC physical properties shall have no less than:

Tensile strength of no less than 1500 psi per ASTM 412.

Hardness of 70 +/- 5 (Durometer, Shore A) per ASTM 2240.

PVC formulated to withstand the requirements of outdoor UV exposure.

The material will meet or exceed the requirements of the Federal Safety Standard MVSS 302 and UL 94 HB requirements.

IMPORTANT NOTE: PVC shall comply with the Consumer Product Safety Improvement act of 2008 by having a concentration that does not exceed 0.1% of the following phthalates; DINP, DIDP, DnOP, DEHP, or BBP. This formulation is also free of heavy metals such as Lead and Cadmium.

XCCEX'S SUPER DURABLE TWO-PART POWDER COATING PROCESS*: Primer Application: A minimum of 3 mil's of Xccent's proprietary marine grade primer is applied to ensure superior protection against corrosion caused by the most extreme environments. Super Durable Powder Coating (Top Coat Color): Xccent uses a Super Durable polyester/TGIC powder coating with superior color, gloss, and UV-stabilizing qualities ideal for exterior applications (min coating of 2.5-3.5 mils). The total coverage shall be 5-7 mils minimum.

*Contact Xccent Play! for a detailed copy of our Powder Coat and PVC specifications.

Note: Alpine Thunder Slides are available in five colors: blue, green, red, tan and yellow.

Powder-Coated Metal Colors

- Orange
- Butterscotch
- Yellow
- Patina Green
- Spring Green
- Green
- Forest Green
- Roman Blue
- Sky Blue
- Blue
- Purple
- Fuchsia
- Burgundy
- Autumn Red
- Brown
- Black
- Gray
- White
- Tan
- Copper Penny



Shade Fabric Colors

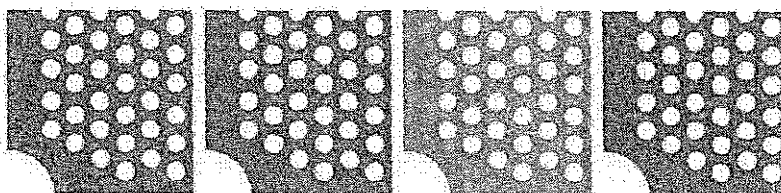
Sun Blaze	Beige	Yellow	Cream	Silver	RiverGalm Green
Forest Green	Navy Blue	Black	True Blue	Light Blue	Turquoise

HDPE Plastic Panel Colors



Weather-Shield™ is an extra step in our coating process, which offers enhanced corrosion protection to your playground. This is the standard metal treatment we offer for the sake of producing the highest quality products for our customers. We use Weather-Shield™ on all of our coated metals. The coating process begins with our standard triple-coated, corrosion-resistant Allied steel tubing. Next, a layer of an environmentally-friendly epoxy powder coating—specially formulated to greatly improve corrosion protection, chemical resistance, and edge coverage—is applied. Finally we apply our polyester powder coating finish color, which offers superior protection against UV exposure. Perfect for harsh weather conditions of coastal locations, our Weather-Shield™ application processes will greatly lengthen the life of your playground investment.

Decks, Bridges, and Stairs



Green Brown Red Blue

Red, blue, and green will take 4-6 additional weeks for delivery.

Roto-Molded Plastic Colors

- Red
- Orange
- Yellow
- Light Yellow
- Spring Green
- Light Green
- Dark Green
- Teal Green
- Teal Blue
- Sky Blue
- Royal Blue
- Cobalt Blue
- Purple
- Burgundy
- Light Brown
- Brown
- Black
- Gray
- White
- Tan

\$21.087 SALE PRICE

Now this
color scheme
fits my style!

All structures available in custom colors or any of our color schemes (see pages 266 to 271).

This color scheme has been modified. One of the white slides is blue. Please let your Dealer know if you would like this item as shown, or if you would rather have matching slides.

Age	Item #	Price	Capacity	Use Zone	Full Height	Color Scheme
3-12	PS-3049-3	\$2,249.00	35-40"	4 1/2' x 6'	6'	Red-Star

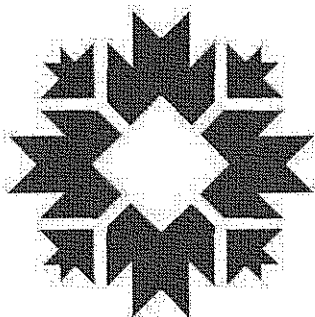
All structures available in custom colors or any of our color schemes (see pages 266 to 267).

MONROE COUNTY UNITED MINISTRIES, INC.

STATEMENT OF ACTIVITIES YEAR ENDED DECEMBER 31, 2014 (WITH COMPARATIVE TOTALS FOR THE YEAR ENDED DECEMBER 31, 2013)

	2014			2013	
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total	Total
Support and revenues					
Contributions	\$ 278,064	\$ 82,638	\$ -0-	\$ 360,702	\$ 549,133
Childcare vouchers	320,709	-0-	-0-	320,709	273,915
Grants	157,298	-0-	-0-	157,298	195,610
Childcare fees	106,129	-0-	-0-	106,129	113,230
Investment return, net	34,502	204	-0-	34,706	74,009
Change in value of beneficial interest in assets held by others, net	-0-	4,964	-0-	4,964	37,433
Miscellaneous income	44	8,061	-0-	8,105	6,165
Loss on sale/disposal of assets	-0-	-0-	-0-	-0-	(6,529)
Net assets released from restrictions	78,389	(78,389)	-0-	-0-	-0-
Total support, gains, and other revenue	975,135	17,478	-0-	992,613	1,242,966
Expenses					
Program services					
Preschool	635,985	-0-	-0-	635,985	589,286
Emergency services	152,846	-0-	-0-	152,846	146,271
Total program services	788,831	-0-	-0-	788,831	735,557
Management and general	89,316	-0-	-0-	89,316	82,419
Fundraising	149,909	-0-	-0-	149,909	152,069
Total expenses	1,028,056	-0-	-0-	1,028,056	970,045
Change in net assets	(52,921)	17,478	-0-	(35,443)	272,921
Net assets, beginning of year	2,427,407	110,654	210,346	2,748,407	2,475,486
Net assets, end of year	\$ 2,374,486	\$ 128,132	\$ 210,346	\$ 2,712,964	\$ 2,748,407

See accompanying notes to financial statements.



CITY OF BLOOMINGTON, COMMON COUNCIL
JACK HOPKINS SOCIAL SERVICES FUNDING COMMITTEE
2015 GRANT APPLICATION

AGENCY INFORMATION

Lead Agency Name:

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

Number of Employees:

Full-Time	Part-Time	Volunteers
5	3	400

Address:

1100 W. Allen Street

Zip Code: 47403

Phone: 812-355-6843

Agency E-Mail: mhc@mhcfoodpantry.org

Website: mhcfoodpantry.org

President of Board of Directors:

Matthew Huang, Chair

Executive Director: Amanda Nickey

Title: President and CEO

Phone: 812-355-6843

E-Mail: Amanda@mhcfoodpantry.org

Name of Person to Present Proposal to the Committee:

(if not the Executive Director)

Title: Sarah Cahillane, Director of Development

Phone: 812-355-6843

E-Mail:

Name of Grant Writer: Sarah Cahillane

Phone: 812-355-6843

E-Mail: development@mhcfoodpantry.org

Agency Mission Statement *(150 words or less)*

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 184,493 bags of healthy groceries to people in need.

PROJECT INFORMATION

Project Name: Technology Upgrade

Is this a collaborative project? ☐ Yes ☒ No

If a collaborative project, list name(s) of non-lead agency partner(s):

Address where project will be housed:

1100 W. Allen Street, Bloomington, IN 47403

Total Cost of Project:

\$4,250

Requested JHSSF Funding:

\$4,250

Other Funds Expected for this Project (*Source, Amount, and Confirmed or Pending*)

MHC will require no other funds to upgrade our technological equipment. The Jack Hopkins grant will completely fulfill our needs.

Total Number of Clients Served by this project in 2015: Approximately 8,000 individuals

Total Number of City Residents Served by this project in 2015: Approximately 4,400

Is this request for operational funds? ☐ Yes ☒ No

If "yes," indicate whether the request is for a pilot project, bridge funding, or a collaborative project:

☐ Pilot ☐ Bridge ☐ Collaborative

Please indicate the period in which you intend to draw down funds, if granted:

☒ July-September 2015

☐ October-December 2015

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

The equipment will be purchased immediately upon notification of receiving the award. We would bill as soon as the window for billing opens up.

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

We do not have any other funding requests to fulfill this project.

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)

3 laptops, 1 external CD drive, and 3 software downloads.
Laptops: \$2997 Software: \$72
CD Drive: \$79 **Total: \$3,148**

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. Assume that 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."

Mother Hubbard's Cupboard (MHC) requests \$4,250 to purchase 4 laptop computers, 2 external CD drives, and software to increase organizational efficiency. MHC's 8 staff use computer equipment dating back as far as 2006. Our newest equipment, 3 laptops from 2010, is also the most utilized. This constant use has aged the equipment at a faster rate and it now struggles to perform everyday functions. For easy access and file security, MHC stores the majority of our files in a "cloud" based storage facility. As the cloud-based system has advanced over the past ten years, our out of date computers have made it challenging to use this technology at its most effective ability. Our financial management system and donor database are also cloud based, and have advanced beyond the capabilities of our outdated equipment. We estimate we lose a total of 2 hours per week per most used computer waiting for programs and documents to open, save, and edit (approximately 8 hours/week, a total of \$416/month at \$13/hour). Estimates for upgrading/improving the current equipment fall in the range of \$400-\$500, roughly half the price of new equipment, which come with warranty, last longer, and provide more efficient operations than refurbished equipment.

CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Assume that 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 2010-2014 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) 2010-2014 Consolidated Plan. Specifically, MHC aligns with strategy 5, General Public Services, which states HAND's priority to "provide funding to nonprofit organizations that serve low-income individuals and families with their basic emergency needs: food, shelter, and health care" (p.19). MHC believes its programming also fulfills the goals of strategy 48, which states, "it is an essential part of the development of new programs and facilities to address poverty issues" (p.56). 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). Since 2013, our services have increased 42% and we project an additional 10% in growth during 2015. Efficient technology will enable MHC to continue providing innovative programming and meet the needs of Monroe County residents.

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 -- i.e., is your request for a pilot project? for bridge funding? for a collaborative project? If you are requesting operational funding, you must detail your plan for future funding.

The purchase of new equipment will increase operational efficiency for many years to come. Most of our equipment is ten years old, and we anticipate the same durability of new equipment. We currently operate on Apple equipment, using Mac laptops and desktops. This equipment is not only durable, but has proven to be some of the most effective and efficient office-based operating systems. New computers will help us continue to expand our reach for years to come. Our 2010 computers will not be wasted and will be used to replace the most outdated computers from 2006-2008.

FISCAL LEVERAGING *(100 words or less)*

Describe how your project will leverage other resources, such as other funds, in-kind contributions, volunteers, etc.

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 receives discounted technology support from Tech Soup and we often use volunteers to help maintain the systems and set up program software needs, such as the Tool Share patron-accessible web page and the patron surveys. Not only will the requested equipment enhance MHC's award winning programming, it will allow for quick, easy, and frequent communication with the donors and volunteers that contribute to MHC.

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 technology upgrade. 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 24,000 food insecure people live in Monroe County. Monroe County's food insecurity rate was 17.9% in 2014, 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 and we are often asked to participate in Webinars and present at national conferences. Updated technology 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 technology will save MHC time and money by increasing program efficiency. With new equipment, we assume the time lost waiting for slow computers will be eliminated. MHC projects a 10% increase in services in 2015. Time saved with new technology will allow MHC to focus our limited resources and staff time on meeting the increased need of the community.

**2015 Jack Hopkins Social Service Fund
Mother Hubbard's Cupboard Grant Proposal**

Project Narrative

Mother Hubbard's Cupboard (MHC) increases access to healthy food for all people in need in ways that cultivate dignity, self-sufficiency, and community. According to Feeding America, an estimated 24,000 food insecure people live in Monroe County, giving us a food insecurity rate of nearly 18%. Through four programs, we strive to build food security in Monroe County. Our Pantry provides low-barrier emergency food assistance by providing nutritious whole foods to 3,500 patrons a week. Our Garden and Youth Programs manage four community gardens in low-income neighborhoods and offers garden education programs. Our Nutrition Program offers free classes, in-pantry demos, sample tables, and recipes to patrons. Our Tool Share program allows patrons to rent the garden and kitchen tools needed to grow, prepare, and preserve their own food. All of our programs are designed to build a self-sufficient, food secure community in Monroe County.

MHC requests \$4,250 to purchase 4 laptop computers, 2 external CD drives, and software to increase organizational efficiency. MHC currently operates with: 5 desktop Apple computers (4 used 2008 models and 1 used 2006 model); 2 used PC desktops from 2008 (1 of which no longer functions); and 4 laptops (1 used 2007 model and 3 purchased new 2010 models). In an effort to use funds efficiently, MHC purchased most of the technology from the Indiana University surplus store (except for the 3 laptops purchased new in 2010). This equipment has aged. Its slow processing time, and outdated software is now compromising the efficiency of MHC's operations.

MHC has four staff members that rely heavily on technology and spend most of their working hours utilizing computers. The Executive Director spends time updating and creating spreadsheets and uses a financial management system called Quickbooks daily, both of which require a highly functioning operating system. The Director of Development uses a donor database connected to Quickbooks and spreadsheets daily. She also uses the equipment to obtain funding by researching grant information, streaming live grant webinars, and creating email, mail, and marketing communications for our donors. The Director of Outreach and Education uses technology to create documents that guide, monitor, and evaluate the advocacy programs. When not in the kitchen or pantry, the Nutrition Educator researches and writes new recipes to use what produce and dry goods may be in the pantry, and designs classes for patrons and community members. Finally, our patrons interact with some equipment as well. Our two PC desktops (one of which no longer works) are in the pantry and are used to collect patron information through our annual patron survey. We are also hoping to dedicate a replaced laptop or desktop to the Tool Share program, so patrons can browse rentable tools and checkout these tools to take home for their gardening and kitchen projects.

We estimate that each of our four positions that rely heavily on technology lose 2 hours/week waiting for programs and documents to open, save, and edit. With four computers, this is approximately 8 hours/week, a total of \$416/month at \$13/hour). MHC is losing about \$5,000/year in staff time to our outdated technology. Not only will new computers save time, they will increase our ability to provide effective services and programs for our patrons. With more RAM storage space, these new computers will be able to run the most current operating system. With new equipment, we assume the time lost waiting for slow computers will be eliminated. MHC predicts a 10% increase in services in 2015. Time saved with new technology will allow MHC to meet this demand.

Estimates for upgrading/improving the current equipment fall in the range of \$400-\$500, roughly half the price of new equipment. However, the new equipment would come with warranty, last longer, and provide more efficient operations than refurbished equipment. We are also requesting funds to purchase downloads of the latest version of Microsoft Office for the four new laptops, which is an essential program for operations at MHC.

Prospects for long-term success

MHC has utilized Apple computers almost exclusively since 2010. While Apple computers require slightly more of an initial investment, they last longer and are sturdier than other options. Because MHC has all of its operating system on Apple computers, it makes most economical sense to remain on the Apple system. As demonstrated, if cared for properly, Apple computers can last for a significant amount of time, compared to other types of computers. Another benefit of Apple computers is that they are more resistant to viruses than other types of computers and only require a free, downloadable virus protection. With the investment of new computers from the Jack Hopkins fund, MHC will be able to improve the efficiency of its award winning services and handle the projected 10% increase in demand of our services in 2015.

Mother Hubbard's Cupboard
2015 Jack Hopkins Budget Proposal

2015 Jack Hopkins Budget		
Item and Quantity	Price	Total
4 X 13 inch Macbook Air*	\$999.00	\$3,996.00
2 X External CD drives	\$79	\$158
4 X Microsoft office suite downloads from Tech Soup	\$24	\$96
Total		\$4,250.00
* The price reflected in the budget will not match the quote received from Apple due to the taxes.		

Apple Store <aos_sales_quotes@email.apple.com>
To: development@microdpsnry.org
Apple Store Quotation: SC1003266775

March 25, 2015 11:43 AM



Quotation



Tax: \$290.78
Total: \$4,444.78

How to order

Simply click "Complete Purchase", then proceed to checkout online.

If you have any questions about completing your purchase, feel free to email or contact me on 1-866-254-8313 ext. 542547.

Marielsi
Apple Store

Complete Purchase

Quotation Number: SC1003266775



13-inch MacBook Air

Part Number: MD101LL/A

\$ 999.00

4

\$ 3996.00



Apple USB SuperDrive

Part Number: MD0642B/A

\$ 79.00

2

\$ 158.00

Order Total

\$ 4444.78

Tax

\$ 290.78

Prices and specifications are subject to change.

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Country: United States

On the Web:

Hi, mhc@mhcfoodp...

Manage Account

Log Out



Representing: Mother Hubbard's Cupboard

Cart: 4 items, \$96.00

Get Products and Services

Community

Resources

Support

View Cart

Step 1

View Cart

Step 6

Confirmation

Step 2

Restrictions
Check

Step 3

Agreements

Step 4

Shipping and
Delivery

Step 5

Review and
Payment

GET THE TECHNOLOGY PRODUCTS YOUR ORGANIZATION NEEDS!

We'll walk you through it step by step. We'll begin by verifying your eligibility for the products you request and checking for any restrictions under our donor partners' guidelines.

TO START, REVIEW YOUR CART AND CLICK BELOW TO CHECK YOUR ELIGIBILITY AND RESTRICTIONS

When you're ready, click Proceed to Restrictions Check below. If you've requested products for which your organization isn't eligible, or if there are restrictions that make a product unavailable, you may need to adjust the contents of your cart. Either way, we'll let you know. (Learn more about donation program eligibility and product restrictions.)

Promotional Code:

Apply

My Cart for Mother Hubbard's Cupboard (Change Organization?)

Product	Availability	Quantity	Admin fee	Total
Office for Mac 2011 Standard Edition LS-3013 Microsoft Office mac™	Available	4	\$24.00	\$96.00

Click Update Totals if you've changed a quantity. Once your cart is updated, click Proceed to Restrictions Check below.

Clear Cart

Update Totals

Subtotal: \$96.00

Back

Proceed to Restrictions Check

MOTHER HUBBARD'S CUPBOARD		Dec 31, 14
ASSETS		
Current Assets		
Checking/Savings		
Checking		24,109.93
Savings 1008023356		10,000.90
Petty Cash		100.00
Total Checking/Savings		34,210.83
Accounts Receivable		
Pledges Rec		
2018 Pledges Receivable		14,826.67
2008 pledges receivable		1,490.00
2009 pledges receivable		1,975.00
2010 pledges receivable		1,945.00
2011 pledges receivable		4,364.91
2012 Pledges Receivable		5,695.00
2013 Pledges Receivable		8,606.23
2014 Pledges Receivable		11,070.09
2015 Pledges Receivable		41,597.33
2016 Pledges Receivable		38,409.00
2017 Pledges Receivable		34,930.00
2013 Cap Camp AR		2,382.66
2014 Cap Camp AR		8,413.00
2015 Cap Camp AR		43,206.00
2019 Pledges Receivable		100.00
Total Pledges Rec		219,010.89
UPG - United Way		3,109.10
Total Accounts Receivable		222,119.99
Other Current Assets		
Allow Doubtful Accts - Pledges		-15,000.00
Prepaid Ins - D&O		332.00
Prepaid Ins - Wkrs Comp		636.00
Total Other Current Assets		-14,032.00
Total Current Assets		242,298.82
Fixed Assets		
Furniture		6,643.38
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		27,198.07
Equipment-VAN		42,824.50
Garden Shed		4,330.00
Leasehold Improvements		82,199.97
Accumulated Depreciation		-39,169.73
Total Fixed Assets		165,296.83

MOTHER HUBBARD'S CUPBOARD		Dec 31, 14
Other Assets		
Rent Security Deposit		2,395.00
Total Other Assets		2,395.00
TOTAL ASSETS		410,033.15
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Other Current Liabilities		
Payroll Liabilities		3,075.61
Total Other Current Liabilities		3,075.61
Total Current Liabilities		3,075.61
Total Liabilities		3,075.61
Equity		
Opening Bal Equity		8,375.58
Retained Earnings		496,581.76
Net Income		-97,999.80
Total Equity		406,957.54
TOTAL LIABILITIES & EQUITY		410,033.15

MOTHER HUBBARD'S CUPBOARD

Jan - Dec 14

Ordinary Income/Expense

Income

Contributions Income

Capital Campaign	11,557.00
Church/Nonprofit	3,569.45
Client	109.85
Corporate	17,669.13
Education Events	439.07
Individual	54,515.75
NAP Individual Contributions	28,272.00
United Way	

Allocation 12,875.00

CFC 428.21

Donor Designations 5,988.69

Total United Way 19,291.90

Contributions Income - Other 125.39

Total Contributions Income 135,549.54

Grants

Sophie Travis Grant	10,000.00
Jack Hopkins	4,262.77
Alan Shawn Feinstein	518.13
Bloomington Township Grant	0.00
ELCA	2,000.00
Emergency Food Asst. Program	1,800.00
MLK	500.00
Other Garden Grants	17,801.60
Other Nutrition Grants	0.00
Other Program Grants	16,000.00
Perry Township Grant	5,000.00
Presbyterian Hunger Program PHP	0.00
Psi Iota Xi	500.00
SCI Comm Fund Grant	7,500.00
Grants - Other	500.00

Total Grants 66,382.50

In-kind Income

HHFB Donated Food	140,821.44
Inkind - Garden Supplies	0.00
Inkind - Supplies	0.00

Total In-kind Income 140,921.44

Interest Income 17.25

Merchandise Sales 0.00

Misc. Income

Venison 6,435.00

Misc. Income - Other 1,991.27

Total Misc. Income 8,426.27

Special Events

Luv the Hub 80.00

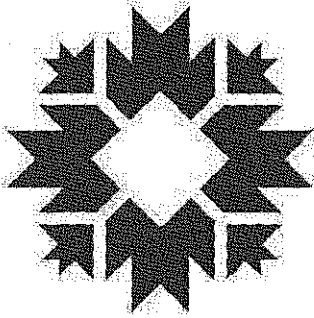
MOTHER HUBBARD'S CUPBOARD	Jan - Dec 14
Breakfast	81,177.56
Donate a Dollar	0.00
Crop Walk	709.68
GG Garden Gala	6,951.21
Homeward Bound Walk	1,963.80
Other Misc. Events	8,913.17
Truckload Sales	2,403.86
Total Special Events	102,199.28
Total Income	453,496.28
Gross Profit	453,496.28
Expense	
Automobile Expense	
Fuel	1,143.37
Other	319.80
Van R&M	1,123.17
Total Automobile Expense	2,586.34
Board Resources	0.00
Building R&M	1,492.06
Conference/Travel	503.12
Conferences/Trainings	41.67
Depreciation	12,853.08
Dues & Fees	1,654.88
Equipment R&M	864.00
FDE Fundraising Direct Expense	
Breakfast	1,884.19
Capital Campaign	195.12
Direct Mail	677.03
Donate a Dollar	0.00
Donors	48.91
Garden Gala	1,186.70
Harvest Dance	167.91
Other	0.00
Total FDE Fundraising Direct Expense	4,159.86
HHFB SMC	46,188.29
In-Kind Donated Services/Assets	
Donated Garden Supplies	0.00
Donated Supplies	0.00
HHFB In-Kind Food	140,921.44
In-Kind Donated Services/Assets - Other	78.27
Total In-Kind Donated Services/Assets	140,999.71
Insurance	
Auto-Insurance Vans	986.10
D&O Insurance	3,229.35
Liability Insurance	2,126.00
Worker's Comp	3,789.73
Total Insurance	10,131.18
Mileage Reimbursements	0.00

MOTHER HUBBARD'S CUPBOARD		<u>Jan - Dec 14</u>
Misc. Expenses		8,335.97
Payroll Expenses		
Dental Insurance Employer Pd		1,738.84
Disability Ins Employer Pd		3,287.81
Health Insurance		19,441.05
Salary and Wages		205,772.77
SPEA Intern		23.57
Taxes		15,841.64
Payroll Expenses - Other		<u>42.00</u>
Total Payroll Expenses		246,147.68
Postage and Delivery		881.29
Printing and Reproduction		1,314.24
Professional fees		
Accounting		4,978.00
Audit		<u>6,250.00</u>
Total Professional fees		11,228.00
Reconciliation Discrepancies		-288.63
Rent/CAM		34,930.08
Supplies		
Advocacy & Outreach		301.49
Printing		701.70
Fundraising		1,602.16
Garden		
	Program Equipment	225.00
	Garden - Other	<u>4,838.43</u>
Total Garden		5,063.43
Nutrition		
	Program Equipment	0.00
	Nutrition - Other	<u>1,298.47</u>
Total Nutrition		1,298.47
Office		1,293.88
Pantry		
	Program Equipment	709.34
	Pantry - Other	<u>5,199.67</u>
Total Pantry		5,909.01
Technology/Software		1,446.53
Tool Share		102.65
Volunteer Appreciation		<u>723.32</u>
Total Supplies		18,442.64
Utilities		
Electric		4,964.75
Gas		1,107.48
Telephone/Internet		1,582.85
Trash		899.44
Water		<u>466.10</u>
Total Utilities		9,020.62
Wholesale Food Purchase		0.00

MOTHER HUBBARD'S CUPBOARD

Total Expense
Net Ordinary Income

Jan - Dec 14
551,496.08
-97,999.80
-97,999.80



CITY OF BLOOMINGTON, COMMON COUNCIL
JACK HOPKINS SOCIAL SERVICES FUNDING COMMITTEE
2015 GRANT APPLICATION

AGENCY INFORMATION

Lead Agency Name:

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

Number of Employees:

Full-Time	Part-Time	Volunteers
2	2	192

Address:

My Sister's Closet
414 S. College Ave.
Bloomington, IN 47403

Zip Code: 47403

Phone: (812) 333-7710

Agency E-Mail: Info@SistersCloset.org

Website: www.SistersCloset.org

President of Board of Directors: Maryanne Pelic

Executive Director: Sandy Keller

Title: Executive Director / Founder

Phone: (812) 369-6582

E-Mail: Director@SistersCloset.org

Name of Person to Present Proposal to the Committee:
(if not the Executive Director)

Title:

Phone:

E-Mail:

Name of Grant Writer: Sandy Keller

Phone: (812) 369-6582

E-Mail: Director@SistersCloset.org

Agency Mission Statement *(150 words or less)*

My Sister's Closet promotes economic self-sufficiency by providing professional attire, support services and essential career development tools for success.

PROJECT INFORMATION

Project Name: Rising to Meet the Needs of our Clients

Is this a collaborative project? ☐ Yes ☒ No

If a collaborative project, list name(s) of non-lead agency partner(s):

--

Address where project will be housed:

My Sister's Closet
414 S. College Ave.
Bloomington, IN 47403

Total Cost of Project:

\$38,000

Requested JHSSF Funding:

\$16,258.48

Other Funds Expected for this Project (*Source, Amount, and Confirmed or Pending*)

Fundraising -- Night of Extraordinary Women event, April 2 nd , 2015 \$6,500 - Pending Fundraising -- Dancing With the Celebrities, April -- August, 2015 \$5,000 - Pending Excess Sale of Donated Clothing at organization's new location. April -- December, 2015 \$7,000 - Pending What Women Auto Know event, October 2015 \$3242 - Pending

Total Number of Clients Served by this project in 2015:

200+

Total Number of City Residents Served by this project in 2015:

192 -- Clients

350 -- Residents, Non-clients who come in learn Success Institute skills.

'Based on recent statistics from our Square reports - approximately 3600 residents using the Bargain Boutique as a reduced cost clothing resource.'

Is this request for operational funds? ☒ Yes ☐ No

If "yes," indicate whether the request is for a pilot project, bridge funding, or a collaborative project:

☒ Pilot ☒ Bridge ☐ Collaborative

Please indicate the period in which you intend to draw down funds, if granted:

☒ July-September 2015

☐ October-December 2015

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

Development of Community individuals and business partners to create and develop Success Institute individual counseling and workshop modules to be scheduled on site at MSC's location throughout the month.

Funds spent in the months of May - \$3251.70

Funds spent in the months of June - \$3251.70

Funds spent in the months of July - \$3251.70

Funds spent in the months of Aug. - \$3251.70

Funds spent in the months of Sept. - \$3251.70

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

We are hoping to get the modules & partners established and organized over the remaining 8 months while funds come in from fundraising and store sales.

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)

\$10,000 – Assistance for 1st year's salary of Executive Director

Priority #2
(Item & Cost)

\$1,259.48 – Software and Computer hardware request.

Priority #3
(Item & Cost)

\$5,000 – Success Institute Programming assistance to establish mentor relationships and life skills training modules.

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. Assume that 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."

- 1) My Sister's Closet is requesting 1-time budget assistance to pay the 1st year's salary of \$10,000 to our executive director to stabilize our organization during its growth spurt at our new location; \$5,000 in funding assistance to establish mentors and life skills counselors on site for our Success Institute programming, and \$1,259.48 – Software and Computer hardware requests to stabilize our organization's ability to communicate and serve our clients.

CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Assume that 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 2010-2014 Consolidated Plan, or any other community-wide survey of social services needs.

My Sister's Closet addresses the needs of low income and at risk persons seeking self-sufficiency by obtaining employment. We serve those populations who are unemployed and underemployed, while addressing individual issues that are preventing people from moving forward in their lives that are related to obtaining and keeping a job and maintaining a quality level of life. Our clients face issues such as job loss, reduction in hours, and increased expenses due to changed life circumstances, and generally do not having a set of skills or education to move them forward.

The idea is by teaching these skills, a person will be more equipped obtain a job and put an end to some of the previous bad choices that kept them in a state of poverty or as a person living At-risk. The overall goal of our organization is to empower individuals to help solve common community problems while transitioning themselves out of 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 -- i.e., is your request for a pilot project? for bridge funding? for a collaborative project? If you are requesting operational funding, you must detail your plan for future funding.

One time funding needed until our store sales are established in the first year to where we can cover the salary and Success Institute expenses ourselves.

FISCAL LEVERAGING *(100 words or less)*

Describe how your project will leverage other resources, such as other funds, in-kind contributions, volunteers, etc.

Fundraising and store sales.

LONG-TERM BENEFITS *(200 words or less)*

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

The lack of appropriate interview clothing, training and education are significant barriers to struggling women needing to find employment. My Sister's Closet addresses this economic and educational needs by providing free services in two categories: 1) Free interview/workforce clothing & image counseling; and 2) Interview & Life Skills workshops through our Success Institute. The combination of these services allows a woman to present herself credibly and professionally during an interview, significantly increasing her chances of getting hired and maintaining a position; the counseling and education taught by the Success Institute is designed to address various obstacles communicated to us by clients that are preventing them from moving forward out of poverty and towards self-sufficiency.

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

Total Number of Clients Served by this project in 2015:

200+

Total Number of City Residents Served by this project in 2015:

192 – Clients

350 – Residents, Non-clients who come in learn Success Institute skills.

‘Based on recent statistics from our Square reports - approximately 3600 residents using the Bargain Boutique as a reduced cost clothing resource.’

2 Page Narrative

Jack Hopkins Grant Submission – 2015 “Rising to Meet the Increasing Needs of our Clients”

Since 1998, My Sister’s Closet has been assisting low-income and at-risk women move beyond significant hardships and economic disparity. The women and families we serve are victims of homelessness, domestic violence, joblessness, severe illness, displacement ... etc. We recently helped our 1400th woman move forward towards self-sufficiency with free interview clothing assistance.

The lack of appropriate interview clothing, training and education are significant barriers to struggling women needing to find employment. My Sister’s Closet addresses this economic and educational needs by providing free services in two categories: 1) Free interview/workforce clothing & image counseling; and 2) Interview & Life Skills workshops through our Success Institute. The combination of these services allows a woman to present herself credibly and professionally during an interview, significantly increasing her chances of getting hired and maintaining a position; the counseling and education taught by the Success Institute is designed to address various obstacles communicated to us by clients that are preventing them from moving forward out of poverty and towards self-sufficiency. To date, these SI trainings include: Financial literacy, Interview Skills and Resume Proficiency, the ability to market yourself as a healthy individual; and the physical safety, economic & empowerment issues while owning and driving an automobile as a female.

My Sister’s Closet is an extremely efficient organization and receives no state or federal funding assistance or partner reimbursement. The majority of our expenses are funded by the sale of donated clothing and monetary donations received through local grants and fund-raising where we share women’s success stories and how their lives have changed with the help of our organization. Receiving a Jack Hopkins grant to meet the rising needs of those coming to My Sister’s Closet for assistance and support will have an enormous impact on our ability to keep serving those to find economic success under their own power.

MSC is requesting funding to help expand Success Institute programming and counseling in categories cited as obstacles by the clients coming to us for assistance. These fall into 3 basic categories: 1) Financial Wellness; 2) Interview Skills and Resume Proficiency; 3) Health-base issues resulting from the correlation between Joblessness & Obesity.

Our main objective for this grant request is to stabilize our organization in the short term while shoppers who usually fund us are still finding our new location, and to be able to schedule counselors and mentors for the use of our partner agencies, clients, and the general public; providing tools, education and mentoring designed to move them further to independence and away from a state of poverty.

Success Institute Programming Services:

Generally, when a woman comes in with a voucher she has fallen into one of two categories: Either At-risk or Extreme low income – in our description meaning having a household income of at least 200% below poverty level. Often the result of unforeseen circumstances & events, lack of opportunity and education or bad choices or poor planning.

In most cases, clients could use some general direction to start making smaller baby steps to move in a better direction. This allows them to start seeing more control over their lives and to realize their goals of self-sufficiency for their families. To do this, we provide programming materials and counseling to individuals as well as group mentoring/training sessions to teach these skills. If done correctly, with compassion and wisdom, clients eventually learn a collection of valuable life skills that changes the trajectory of their lives and those around them. For a more detail about the financial, interview, healthy programming available to clients, please see attachment A.

Request for Funding: Director Compensation: MSC is requesting one-time funding to help with the Executive Director's salary in 2015. My Sister's Closet has been operating with no paid staff or administrators, only paying for 77 hours/week to store staff. My Sister's Closet has grown past the point where it is no longer possible to manage the affairs of our agency and serve the clients of all our partner agencies with a volunteer Executive Director. While we believe our store sales at our new location will eventually pay for much of this salary in 2016, we would like to request bridge funding to help with this expense of \$10,000. The executive director is the main component for our organization's programming and manages all service-learning students, ACE students and interns, coordinates with all partner agencies, and writing of grants.

Success Institute Programming: One of our main objectives to move to a larger site was to expand our Success Institute programming to help move clients into self-sufficiency. These programming modules are a direct reflection of the needs expressed by clients coming for assistance who are looking for employment. We have created resources and recruiting community mentors to address Interview Skills, Financial Literacy, and Issues related to Joblessness & Obesity. To expand this programming with effective training modules, to recruit and train community business partners as mentors, we are making a one-time request of \$5,000.

Total Budget for Project - Rising to Meet the Needs of our Clients

Total Need: \$38,000

Funds from other sources	21,807
Jack Hopkins funding	<u>16,258.48</u>
	38,000

Total Project Need:

E.D. Salary assistance	10,000
Software & Hardware	1,258.48
Success Institute Programming	<u>5,000</u>
	16,258.48

Appendix A

Success Institute Programming Details:

The banks we are currently working with to create this programming are: Regions Bank and Bloomfield State Bank.

Interview Skills and Resume Proficiency are the backbone of our Success Institute where candidates discuss the basics of professional dress, business acumen while interviewing, professional follow-up, how to create an effective resume and cover letter, how to effectively tell your story to the potential employer into a text-book CAR Statement to show how your talents and past experience can be transferred to a new position.

The partnership we have addressing the obstacles of joblessness & obesity is an ongoing service-learning arrangement with Dr. Shahla Ray, a professor of Applied Health Sciences at IU, whose is also associated with the Bariatric Center.

We have addressed other issues affecting female empowerment and currently have another one scheduled for the fall called: What Women Auto Know. This workshop will also be paired as a fundraiser to teach women 3 basic things about being an empowered female who owns and maintains an automobile. These modules taught in one event are: 1) DIY Knowledge to save money on repairs and to be in the know. 2) How to have an empowering conversation with an auto mechanic so you do not feel overcharged or made to feel ridiculous. 3) Knowing your rights and how to be safe on the road, taught by Bloomington police department.

Success Institute Programming for Financial Services. B

Generally, when a woman comes in with a voucher she has fallen into one of two categories: Either At-risk or Extreme low income – in our description meaning having a household income of at least 200% below poverty level. Often the result of unforeseen circumstances & events or bad choices and poor planning. The banks we are currently working with to create this programming are: Regions Bank and Bloomfield State Bank.

In most cases, clients could use some general direction to start making smaller baby steps to move in a better direction. This allows them to start seeing more control over their lives and to realize their goals of self-sufficiency for their families. To do this, we provide programming materials to individuals as well as group mentoring/training sessions to teach these skills. If done correctly, with compassion and wisdom, clients eventually learn a collection of valuable life skills that changes the trajectory of their lives and those around them.

In the past, these SI trainings have been conducted off-site. At our new location, we now have an office where Success Institute training will be available for anyone that requests it: whether they are clients, shoppers, or advocates of My Sister's Closet. MSC's goal is to work with a few financial institutions to have well-chosen mentors on the floor as Success Institute volunteers. These mentors will work in our store at regularly scheduled shifts and advertised as a resource to the general public on our web page and Facebook. When someone in need walks in that needs assistance, they will be introduced to their new mentor to start the training process. When the mentor isn't needed by a client, we simply ask them to help out in the store as a regular Bargain Boutique volunteer to help out. This could mean tagging merchandise, helping to straighten the backroom, helping to work with clients needing interview clothing, creating displays or creating programming materials ... etc.

Accreditation: We would like to assign all workshops and modules an accreditation value of SI credits. Participants can receive a certificate recognizing their participation in each workshop. Once they have completed all the workshops in a financial series, we will recognize them with a larger, more official certificate they can proudly hang on their walls as a visual reminder of their hard work and determination. For those who have never even received a GED or graduated from high school, this will provide them a huge degree of confidence to move forward. Given the fact that our clients come in many different education levels, we would tailor the various workshops to the level of their understanding.

Examples of workshops:

How to live on a reduced family budget using food banks and community resources.

How to reduce credit card debt.

How to balance a check book.

How to reduce anxiety caused by debt.

Saving, the strategy and wisdom of putting something aside, even if don't think you have anything.

Appendix C – Hardware & Software Details

Jack Hopkins Detail request for Software & Hardware to upgrade (2) computer systems.

\$239.98 – (2) – Upgrade disks to change computers from Vista to Window 8.1

\$479.52 – (2 years each x 2 computers) – Online MS Office 365 -\$9.99/month/computer.

\$500.00 – (2) Used HP LaserJet Printers at IU Warehouse – If available See:

<http://bloomington.craigslist.org/bfs/4928688513.html>

\$ 38.98 - Cost of cable to network computers between manager's office and E.D. office.

\$1258.48

\$1740.00 – Additional computer needs

\$1258.48 – Requested on Jack Hopkins 2015 grant

\$3,000.00 – Total Software & Hardware Requests for My Sister's Closet's new space.

Remaining balance needed for additional technology:

The balance of the \$3,000 needed for computer systems and programming. We have detailed the upgrades to the 2 computers purchased at IU Warehouse in the amount of \$1260. The remaining amount is to upgrade the technology in the room we are using for Success Institute programming with a projector screen (to go with the projector you provided last year, 1 additional upgraded computer system from IU Warehouse to provide Do it Yourself programming for clients to see how-to demonstrations and testing so we can better guide them. The other is an additional QSR Point-of-Sale Kit with iPad as a 2nd cash register to keep up with the increased store traffic being reported to us by store staff.

Budget:

\$659 - **QSR Point-of-Sale Kit for iPad Air** + free shipping

\$460 - Elite Screens Electric100HT Spectrum Tab-Tension Ceiling/Wall Mount Electric Projection Screen (100" 16:9 Aspect Ratio) (MaxWhite) - Today \$428.91 + shipping

\$631 – Remaining amount needed to pay for wiring and programming and unplanned incidentals.

\$1740 Total

My Sister's Closet
Balance Sheet
As of December 31, 2014

ASSETS

Current Assets	
Bank Accounts	
Checking	14,997
Total Bank Accounts	<u>14,997</u>
Other current assets	
Undeposited Funds	
Depreciable Assets	1,617
Total Other current assets	<u>1,617</u>
Total Current Assets	<u>16,614</u>
TOTAL ASSETS	<u><u>16,614</u></u>

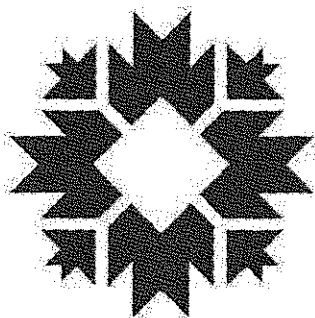
LIABILITIES AND EQUITY

Liabilities	
Current Liabilities	
Other Current Liabilities	
Payroll Liabilities	2,270
Sales Tax Payable	158
Total Current Liabilities	<u>2,428</u>
Net Assets	
Opening Bal Net Assets	4,526
Unrestricted Net Assets	9,660
Restricted Net Assets	
Total Net Assets	<u>14,186</u>
TOTAL LIABILITIES AND NET ASSETS	<u><u>16,614</u></u>

My Sister's Closet
Profit and Loss
January - December 2014

Income

Contributions Income	
Unrestricted	6,948
Total Contributions Income	<u>6,948</u>
Store Sales	71,872
Fundraising Income	20,000
Grants	<u>1,621</u>
Total Income	<u>100,441</u>
Expenses	
Labor	35,396
Rent	21,334
Utilities	3,370
Advertising	5,608
Bank Service Charges	923
Fundraising Expense	5,359
Insurance	2,162
Payroll Expenses	4,980
Dues	337
Professional Fees	4,605
Supplies	
Office	4,189
Store Supplies	<u>2,517</u>
Total Supplies	<u>6,706</u>
Total Expenses	<u>90,780</u>
Net Surplus	<u><u>9,660</u></u>



CITY OF BLOOMINGTON, COMMON COUNCIL
JACK HOPKINS SOCIAL SERVICES FUNDING COMMITTEE
2015 GRANT APPLICATION

AGENCY INFORMATION

Lead Agency Name: New Hope for Families

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

Number of Employees:

Full-Time	Part-Time	Volunteers
2	10	60

Address: 301 W. 2nd Street, Bloomington, IN

Zip Code: 47403

Phone: (812) 369-7760

Agency E-Mail: emily@nhfsinc.org

Website: newhopefamilyshelter.org

President of Board of Directors: John VanderZee

Executive Director: Elaine Guinn

Title: Executive Director

Phone: (812) 334-9840

E-Mail: director@nhfsinc.org

Name of Person to Present Proposal to the Committee: Emily Pike
(if not the Executive Director)

Title: Director of Children's Programming

Phone: (812) 369-7760

E-Mail: emily@nhfsinc.org

Name of Grant Writer: Emily Pike

Phone: (812) 369-7760

E-Mail: emily@nhfsinc.org

Agency Mission Statement *(150 words or less)*

The mission of the New Hope Family Shelter (NHFS) 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: **Children's Program House Rehabilitation Project**

Is this a collaborative project? ☐ Yes ☒ No

If a collaborative project, list name(s) of non-lead agency partner(s):

N/A

Address where project will be housed: 311 W. 2nd Street, Bloomington, IN 47403

Total Cost of Project: \$39,000

Requested JHSSF Funding: \$25,000

Other Funds Expected for this Project (*Source, Amount, and Confirmed or Pending*)

We have between \$5,000 and \$10,000 available for this project, depending on the final cost of renovations at 303 W. 2nd St. that will soon add four shelter units. We also have approximately \$5,000 worth of furnishings for 311 that we have been collecting over the last 6 months. And we expect, based on prior experience, that some work in kind and materials for 311 will be donated, as will some appliances and more furnishings. Past examples of this include a contractor for HVAC at 303 who secured a grant from the manufacturer that paid a portion of the furnace/AC cost and a developer building in Bloomington donated his dry wall team to install dry wall.

Total Number of Clients Served by this project in 2015: The renovations will likely not be finished until the end of the year 2015, but we anticipate the Children's Program will serve close to 50 children in the calendar year 2015. Once the building is open, we can foresee its being used by roughly 50 children with benefits to as many parents each year.

Total Number of City Residents Served by this project in 2015: We don't yet know which families will stay at the shelter during this year, but historically, more than 85% have been city of Bloomington residents.

Is this request for operational funds? ☐ Yes ☒ No

If "yes," indicate whether the request is for a pilot project, bridge funding, or a collaborative project:

☐ Pilot ☐ Bridge ☐ Collaborative

Please indicate the period in which you intend to draw down funds, if granted:

☒ July-September 2015

☐ October-December 2015

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

If the Committee grants us funding for this project, we will obtain a building permit immediately and have contractors begin work and finish their part during summer 2015, and then submit their invoices to Hopkins for reimbursement. Meanwhile New Hope will work with past and potential donors to obtain as much in-kind donations of materials as we can. For 303 two local firms donated vinyl flooring, which the Hope Builders installed, and we will try to do the same for 311. Our estimate of total cost of \$39,000 covers the specific costs outlined in this application plus the value of work that needs to be done, including some work that may be performed by volunteers.

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

Our past record and experience show that it is the time until completion of projects that is difficult to estimate precisely. That is, New Hope has always found ways to raise the money, find the materials, and collect the volunteers needed to get projects done at minimum cost. This was true of 409 W 2nd St. in 2012, our first shelter house, and of 301 W 2nd St., and it is proving to be true of 303 as well. We will not wait on further funding to carry out the plans for 311 W 2nd St. that are outlined here.

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.*

We have already obtained a zoning variance from the City's Planning Department to use this property for childcare and family education.

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)	<p>Plumbing—Rooms used for childcare will have sinks to promote good hygiene and reduce spread of germs. A handicap accessible toilet will be created as well as a toilet for staff. A budget line item is for new plumbing for bathrooms and sinks and a new electric water heater.</p> <p>Cost: \$11,410.00</p>
Priority #2 (Item/Cost)	<p>Electrical—The electrical service line from the electric pole to the weather head has been removed due to deterioration of the wiring. The wire from the service entrance to the panel has deteriorated to the point that the bare conductors are showing. The electrical panel is of the screw-in fuse type and is too small to provide sufficient electrical service. A budget line item is for electrical service entrance and new electrical panel capable of meeting the demand. Other costs include new energy efficient fluorescent lights (existing wiring will be reused), hard wired and interconnected smoke detectors, emergency egress lighting, exterior lights.</p> <p>Cost: \$5,200.</p>
Priority #3 (Item/Cost)	<p>Windows, Doors, Entrance—The windows and doors are deteriorated, contain lead materials, and are not energy efficient. The building is not handicap accessible and does not meet NFPA requirements for a second exit. A budget line item is for new windows and doors essential to creating a suitable environment for children, creation of a handicapped accessible entrance that will bring the building into compliance with the NFPA code, attic insulation to improve comfort and reduce energy consumption.</p> <p>Cost: \$6,104.43</p>
Priority #4 (Item/Cost)	<p>HVAC—Due to age and water infiltration in the basement, the furnace and water heater have rusted to the point of being unusable. The ductwork has mold and needs to be removed and replaced. A budget line item is for a new gas furnace, ductwork, and a central A/C system.</p> <p>Cost: \$4,925.00</p>
Priority #5 (Item/Cost)	<p>Interior finishes—Due to extensive damage, we will strip the lath and plaster walls to bare studs and install insulation and drywall in one room. We will repair ceilings and walls in remaining rooms and paint all walls. All new impervious sheet vinyl flooring will be installed. A line item is in the budget for the materials necessary to do this work.</p> <p>Cost: \$3,069.39</p>
Priority #6 (Item/Cost)	<p>Fencing, Landscaping—A fenced playground and landscaping are required to meet state and city requirements. We anticipate a gift to fund playground equipment and fence. Line item in the budget is for landscaping.</p> <p>Cost: \$2,500.00</p>
Priority #7 (Item/Cost)	<p>Appliances—A line item is for two refrigerators (food, medication), dishwasher, microwave.</p> <p>Cost: \$2,567.99</p>
Priority #8 (Item/Cost)	<p>Foundation/Sidewalk Repair—The sidewalk needs repair, and foundation has severe damage from water infiltration. Budget includes cost of concrete, repairs performed by volunteers.</p> <p>Cost: \$61.40</p>

Project Synopsis (250 words or less)

Please provide a brief overview of your project. Assume that 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 \$25,000 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. Our shelter houses are crowded, and do not provide adequate space for children's programs. Through enrichment activities, tutoring, and mentorship, we provide social, emotional, physical, and academic support to children experiencing homelessness and poverty. This new space will provide daycare for young children, afterschool enrichment activities for school-aged kids, parent education, and summer break programming.

Equivalent space would cost at least \$1400 a month, or \$16,800 a year. This property is more valuable given that it is adjacent to existing New Hope facilities. This upfront cost, plus the merely nominal rent of \$1 a year that we pay IU Health Bloomington Hospital, will give New Hope important space at an annual cost of utilities and maintenance. That is a key part of our business plan, allowing us to focus on services to families. Those services are the key to our success in moving 2/3rds of former resident families to self-sufficiency.

The New Hope board, which includes a former VP at the hospital plus a current member of the IU Health Bloomington Hospital board, has from the first anticipated that the hospital would relocate. We have cultivated a close working relationship with hospital leadership. Elaine Guinn will serve on the mayor's committee to advise about future use of the hospital's current buildings and campus. We hope to remain in our current location for the long term.

CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Assume that 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 2010-2014 Consolidated Plan, or any other community-wide survey of social services needs.

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 New Hope Children's Program will provide high-quality, full-day care and education for children from birth to five years, ensuring they enter Kindergarten confident, capable, and ready for success while simultaneously meeting parents' needs for care.

The report additionally indicates that 60% of low-income families said finding safe, engaging afterschool activities presented a problem, with 40% identifying it as a major problem as compared to only 5% of families who were not low-income. The report says children who do not have access to high-quality afterschool programming are more likely to engage in negative behaviors. By providing children with enrichment activities, we help them discover healthful interests and work to break the cycle of homelessness and poverty.

The 2010-2014 Consolidated Plan identifies families experiencing homelessness as a priority population. New Hope has worked to meet that need, sheltering 71 families while working with other agencies to address the underlying causes of homelessness. Because we understand that lack of access to affordable childcare is a major contributor to family homelessness and that access to afterschool enrichment activities leads to long-term positive outcomes for children, we see the Children's Program as an integral part of serving homeless families.

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 -- i.e., is your request for a pilot project? for bridge funding? for a collaborative project? If you are requesting operational funding, you must detail your plan for future funding.

We are requesting funds for the rehabilitation of the property in which the program will be housed. Once the building is appropriately renovated, the funding apparatus in place for New Hope for Families will be sufficient to maintain it. This is a one-time expense.

FISCAL LEVERAGING (100 words or less)

Describe how your project will leverage other resources, such as other funds, in-kind contributions, volunteers, etc.

New Hope has a dedicated team of volunteers called the Hope Builders who renovate and maintain our properties. We also make use of church groups and supporter work days. These dedicated volunteers have saved New Hope tens of thousands of dollars. Members of the group have also secured donations of materials and skilled labor from sources ranging from appliance and hardware stores to HVAC specialists and landscapers.

We have funds from private donors for this project and anticipate a major gift to fully fund the creation of play spaces. Use of 311 for the Children's Program is not conditional on this play space gift.

We lease our properties from IU Health Bloomington Hospital for one dollar annually for each house.

LONG-TERM BENEFITS (200 words or less)

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

Early childhood programming:

1. Parents with reliable childcare can secure and sustain employment, afford and maintain housing, care for their families, and meaningfully contribute to our community.
2. High-quality early childhood education prepares children for academic success, and 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.¹
3. The stability of consistent care promotes attachment early on, which is essential to social, emotional, and intellectual development.²

School-aged children's programming:

1. The presence of adult mentors is linked to improved long-range outcomes ranging from school performance and college enrollment to job success and incarceration rates.³
2. At-risk children engaged in the arts are likely to have better academic performance, higher career goals, and more engagement in their communities.⁴
3. In addition to improved physical health, children who engage in adequate physical activity are less likely to exhibit behavioral problems at school.⁵

¹ Hart, Betty and Todd R. Risley. "The Early Catastrophe." 2004. Available at http://www.gsa.gov/graphics/pbs/The_Early_Catastrophe_30_Million_Word_Gap_by_Age_3.pdf

² Theilheimer, R. (2006). *Molding to the children: Primary caregiving and continuity of care*. Zero to Three, 26, 3.

³ Jekielek, Susan M., et al. "Mentoring: A promising strategy for youth development." February 2002. Available at <http://www.donoldinkins.com/f/ChildsTrendsMentoringBrief2002.pdf>

⁴ Catterall, James A. "The Arts and Achievement in At-Risk Youth: Findings from four longitudinal studies." March 2012. Available at <http://arts.gov/sites/default/files/Arts-At-Risk-Youth.pdf>

⁵ Strong, William B, et al. "Evidence-based physical activity for school-aged youth." June 2005. Available at [http://www.jpeds.com/article/S0022-3476\(05\)00100-9/abstract](http://www.jpeds.com/article/S0022-3476(05)00100-9/abstract)

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 include

1. Number of children with access to high-quality care and early childhood education experiences.
2. Number of families with access to high-quality care and early childhood education experiences.
3. Number of children with access to stable, engaging afterschool programming.
4. Number of families with access to stable, engaging afterschool programming.
5. Improved social, emotional, intellectual, and physical development as measured by the ASQ-3 and ASQ-SE2.
6. Improved Kindergarten readiness as measured by the ASQ-3 and ASQ-SE2.
7. Improved school performance as reported by parents and children (self-reporting survey tool).
8. Improved social and emotional health as reported by parents and children (self-reporting survey tool).

New Hope for Families Children's Program House Rehabilitation Project

Narrative Description

Program Overview

New Hope for Families is a nonprofit social service agency offering emergency shelter and ongoing support to families experiencing homelessness and poverty in Monroe County. Our mission is to provide temporary shelter to 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. As the only shelter in Monroe County that serves whole families, New Hope is uniquely placed to address the needs of children experiencing homelessness and recognizes that in order to be most effective, we must provide complementary services to all family members. We believe that all of our families can achieve self-sufficiency but recognize that statistics indicate many may not achieve middle-class status. That is not the case for their children. With the right intensive, targeted interventions and individualized attention, these children can be the members of their families to break the cycle of homelessness and poverty.

The New Hope Children's Program works to redress the effects of homelessness and poverty on children and provide ongoing support to families as they transition to self-sufficiency. We achieve this goal four ways: by facilitating high-quality learning experiences to pre-Kindergarten children to prepare them for early success in school; by offering supplemental tutoring and intellectually engaging activities for school-age children to facilitate their ongoing learning; by engaging children in a summer program that focuses on preventing summer learning loss and exposing children to the kinds of enriching experiences enjoyed by their middle-income peers; and by providing individual emotional and social support to each child to help him or her put a best foot forward as they move through life after their stay at New Hope. Beginning later this year, we plan to add a fifth element to our intervention strategy: providing reliable, affordable, high-quality childcare and early childhood education for the young children of New Hope families as their parents seek and maintain employment and work to achieve and sustain stability for their families.

Project Description

Currently, the Children's Program is housed in the living room of a house also used for office space and sheltering families. This presents a range of challenges. The space itself is not sufficiently large to serve the number of children seeking services, and it is too small to accommodate the appropriate furniture, equipment, and materials for many activities. We lack spaces for young children to nap, often resorting to asking staff members to share their offices with sleeping babies. Space constraints also preclude the division of children by age and efficient use of developmentally appropriate practice, so we are often unable to serve different age groups simultaneously. Though we have an abundance of qualified and enthusiastic volunteers and a dedicated staff, the services we can offer to our young clients are seriously limited due to our space constraints.

For these reasons, the New Hope Board of Directors has decided to dedicate the use of one house (of the five we currently lease from IU Health Bloomington Hospital) to Children's Program activities. The house is located at 311 W 2nd Street and is in need of serious repairs. We plan to renovate the space using primarily volunteer labor beginning in June 2015 and continuing through November 2015. For this endeavor we seek a \$25,000 investment from the Jack Hopkins Social Service Funding Committee.

The specific repairs and upgrades for which we seek funding are as follows. The plumbing in the house is non functional and needs to be replaced. We will add a sink to each room and convert the current bathroom into two toilets, one for staff and one for children. These things make the building usable for programming and bring the space into accordance with requirements for childcare. The building needs new electrical wiring and service box as well as new energy efficient lights, hard wired and interconnected smoke detectors, emergency egress lighting, and exterior lights. We will replace the windows and doors, which are deteriorated and contain lead paint in addition to being energy inefficient. The building does not meet NFPA code, so we will build a handicap accessible entrance. To improve energy efficiency and reduce heating and cooling costs, we will add insulation to the attic. The current HVAC system is not functional; we will replace it. Because the house has not been inhabited for some time, there has been some water damage, which will be made by volunteers. We will additionally install fencing, a playground, and landscaping. We will use volunteer labor and anticipate that the fencing and playground equipment materials will be donated by a group of private donors. We will purchase new appliances.

All told, the cost of this renovation will be roughly \$39,000, and we include the entirety of the anticipated expenses in the attached budget. We are asking the Committee to partner with us for \$25,000 of that cost.

Implications for the Future

The completion of this renovation will allow us to dramatically expand the services we currently offer. We will provide after-school and school break programming to as many as 16 children of varying ages simultaneously. We also plan to begin offering full-time childcare and early childhood education to children from birth to age five beginning later this year. We recognize that high-quality early childhood experiences are too few in our community, and we have seen that safe, reliable daycare is often financially out of reach for our families. We are confident that the with introduction of this service, families will achieve stability more quickly and maintain it more easily, and that their children will enter school better prepared to succeed. Taken together, these services will ensure that the children in our community who most need access to excellent programming and interventions will have it because reliable and high-quality programming for all children is not a luxury; it is a necessity our community cannot afford to overlook. For information on research supporting the importance and long-term implications of these programs, please see our Grant Application and the resources cited therein. We look forward to partnering with you to make a better future for our children.

New Hope for Families Children's Program House Rehabilitation Project

Project Budget

		Material Cost	Labor Cost
Admin.	Remodel Permits		
	Floor Plans		volunteer
	Lot Layouts		
	County Inspections		
	Lead Paint Inspection		already paid
	Asbestos Inspection		already paid
Exterior	Windows New - 5 replacement vinyl double hung City Glass	\$1,607.50	\$415.00
	Window treatments	Donation	volunteer
	Exterior Doors, 2 Replacement & 1 New Opening To Meet Fire Code; replacement basement door, 4 total	\$741.00	volunteer
	Exterior Door Materials x4 30x68 steel doors with windows		
	Exterior Door misc. materials (2x4s, silicone, nails, flashing)		
	Painting Windows & Doors		volunteer
	New Handicap Entrance Ramp Menards	\$2,860.00	volunteer
	Landscaping (Schrader Landscaping Services LLC)	\$2,500.00	included w/materials
	Sidewalk repair 20 bags Sakrete concrete mix-repair foundation, sidewalk, and steps	\$61.40	volunteer labor
	Playground Fencing	Donation	volunteer labor
Basement	Foundation Repair	included with sidewalk	volunteer labor
	Crawlspace Clean Out		volunteer labor
	New basement door	included w/door bid	
Attic	Attic Insulation Menards blown in fiberglass	\$480.93	volunteer labor
Interior	Interior Clean Out	\$-	volunteer labor
Drywall	Menards 16 sheets 5/8 in	\$196.64	volunteer labor
HVAC	New Gas Furnace, New Air Conditioner, new ductwork Truesdel low bid	\$4,925.00	Included in bid
Plumbing	(R&S Plumbing)	\$11,410.00	Included in bid
	ADA Bathroom	Included in above	Included in bid
	Staff Bathroom (license requirement)	Included in above	Included in bid
	Bathroom Vanity cabinet, counter top, sink X2	Included in above	Included in bid
	Exhaust fanx2	Included in above	Included in bid
	Corner Sinks each room (4)	Included in above	Included in bid
	Electric water heater	Included in above	Included in bid

New Hope for Families Children's Program House Rehabilitation Project

Project Budget (Continued)

Electrical	Restore Electrical service to building- all new from pole to include new panel	\$5,200	Included in bid
	Bring interior electrical to Code		Included in bid
	Lighting Fixtures		Included in bid
	Smoke detectors, hard wired and interconnected x8		Included in bid
	Emergency Exit Signsx5		Included in bid
	Emergency Lightsx5		Included in bid
Framing Materials		reuse existing	
Appliances	Dishwasher Menards	\$266.11	
	Refrigerator x2 Menards	\$1,760.60	
	Washer	Donation	
	Dryer	\$359.10	
	Microwave/hood vent Menards	\$152.18	
	Stove (electric)	reuse existing	
	Misc. Hoses, plugs, etc.	\$30.00	
	Installation Labor		volunteer labor
Flooring	Vinyl Menards Tarkett Essence Sheet Vinyl M3031 Sand \$1.06s.f)	\$1,272.00	volunteer labor
	Subflooring Menards	\$666.15	volunteer labor
Interior Trim & Doors	Re-use existing trim		volunteer labor
Painting	Primer 5 gal, Menards	\$39.85	volunteer labor
	Walls 15 gal, Menards, flat	\$119.55	volunteer labor
	Trim & Doors 5 gal Menards, semi-gloss	\$68.00	volunteer labor
	Ceilings 10 gal, Menards, flat	\$79.70	volunteer labor
Closet Shelving	Wire Racks Shelving est. Sam's Club	\$200.00	volunteer labor
Door Knobs & Stops	Exterior w/deadbolts x3		contractor
	Bathrooms x2		volunteer labor
	Passage x4		volunteer labor
	Door Stops x 7		volunteer labor
Miscellaneous	Fire Extinguishers Materials x3	\$60.00	volunteer labor
	Towel Bars, Etc. Materials (Lafayette Venetian Blinds dealer Judy C. Downey)	\$187.50	volunteer labor
	Window Coverings Materials x?	\$180.00	volunteer labor
Contingency		\$4,000.00	
Totals	Subtotals	\$38,723.21	\$415.00
	Grand Total	\$39,838.21	

New Hope for Families Children's Program House Rehabilitation Project

Contractor Estimates and Cost Statements

HVAC

Truesdel
Heating Cooling
and Maintenance LLC
257 N Middle St. * Spencer, IN 47460
PH: 812-829-1450 * Cell: 812-360-5869

PROPOSAL SUBMITTED TO:	Job location
Name: New Hope Family Shelter	Name: same
Address: 311 W. 2 nd St.	City, State:
City, State: Bloomington, IN.	Date of Plans: 03/27/2015 Good for 30 days
/Ph : contact: Mark Crain	Ph #
We hereby propose to furnish the materials and perform the labor for the completion of the work below.	
1-Tempstar 95% single stage gas furnace	
1-Tempstar 13 seer N-series air conditioning unit	
We will run complete ductwork. Ductwork will be foil flex and duct board. We will vent flue pipe. Drain will go into condensate pump. We will install media filter and Pro 5000 thermostat. Gas line will be to furnace and standard water heater with tees left for future. Any extras' will be billed time and material if changed from proposal.	
1 year labor by Truesdel Heating, Tempstar warranty on equipment	
Total Price: \$4,925.00	
Payment: \$3,000.00 to start balance due upon completion	

Truesdel Heating: _____ Acceptance of Proposal: _____

Electrical

March 30, 2015

To: New Hope Family Shelter
Attn: Mark Crain

RE: 311 West Second Street

~~~~~ **PROPOSAL** ~~~~~

We will furnish all material, labor and equipment necessary for a complete electrical installation per the below mentioned scope of work for a small child day care facility located in the existing house at 311 West Second Street.

We propose the following:

- Furnish and install a new 200amp single phase electrical service including new meter base, conduit riser, new 200amp GE electrical panel with 40 circuit spaces, all required circuit breakers and all grounding
- Furnish and install required electrical service for new furnace and A/C unit
- Furnish and install 4 new motion detection type exterior lights, 2 for the front of the house and 2 for the back of the house and includes new wiring
- Furnish and install 2 battery back-up combination exit/emergency lights for 2 main doors
- Furnish and install 7 standard residential type smoke detectors with all interlocked together
- Furnish and install power to new Hot water heater
- Repair/replace any defective or damaged existing electrical devices like switches, receptacles and cover plates
- Add at least 1 new 120volt circuit and receptacle in each room
- Install wiring for bath exhaust fans installed by others

Price does not include Indiana Sales Tax

**Total Bid**

**\$5,200.00**

## Fire Extinguishers

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Help Center | Services | Credit Center | Gift Cards

Departments | Project Center | Promotions | Search All | Enter SKU, Model # or Keyword

Shop + Shopping Cart

Please verify order details, the delivery destination and shipping for each product before proceeding through the checkout.

| Product                                                                                                              | Price   | Qty | Total   |
|----------------------------------------------------------------------------------------------------------------------|---------|-----|---------|
| <b>Kidde Pro 210 Fire Extinguisher</b><br>Model Number: 21003779<br>Variant: Red<br><a href="#">View to Web List</a> | \$39.77 | 2   | \$79.54 |

Save an additional \$8.75 with Mail-In Rebate  
**Final Price after Rebate: \$70.79**

Use your Menards® BIG Card and save BIG!  
 Earn a 2% rebate on all Menards® purchases, or take advantage of financing offers when you use your BIG CARD.  
[Learn More >](#)

2% Quarterly Rebate

Merchandise Subtotal: \$79.54  
 Shipping: Calculated During Checkout  
**Grand Total: \$79.54**

< Continue Shopping

## Dryer

Shopping Cart at Menards

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Help Center | Services | Credit Center | Gift Cards

Departments | Project Center | Promotions | Search All | Enter SKU, Model # or Keyword

Shop + Shopping Cart

Please verify order details, the delivery destination and shipping for each product before proceeding through the checkout.

| Product                                                                                                                            | Price    | Qty | Total    |
|------------------------------------------------------------------------------------------------------------------------------------|----------|-----|----------|
| <b>Kenmore Elite Large Capacity Electric Dryer</b><br>Model Number: 70002000<br>Variant: White<br><a href="#">View to Web List</a> | \$158.10 | 1   | \$158.10 |

Save an additional \$16.10 with Mail-In Rebate  
**Final Price after Rebate: \$142.00**

Use your Menards® BIG Card and save BIG!  
 Earn a 2% rebate on all Menards® purchases, or take advantage of financing offers when you use your BIG CARD.  
[Learn More >](#)

2% Quarterly Rebate

Merchandise Subtotal: \$158.10  
 Shipping: Calculated During Checkout  
**Grand Total: \$158.10**

< Continue Shopping

*Microwave*

The following item has been successfully added to your cart:X



Amana 1.5 cu. ft. Microwave/Range Hood Combination


Model Number: AMV1150VA

Menards SKU: 4657787


**Final Price: \$152.18**

Everyday Low Price: \$189.00


**Sale Price: \$170.99**


Mail-In Rebate \$18.81 


**Your Final Price: \$152.18**

**Extended Protection Plans** 

窗体顶端

 No Plan

 2 Yr Extended Major Appliance Repair Plan (add \$59.97)

 4 Yr Extended Major Appliance Repair Plan (add \$99.97)

窗体底端

Go to Cart [Remov](#)

*Glass*

CITY GLASS OF BLOOMINGTON, INC.  
719 WEST 17TH STREET  
BLOOMINGTON, IN 47404  
PHONE: (317) 336-0138

陈鹤琴

ESTIMATE: 992525

ESTIMATE: 333525

| QUANTITY | ORDERED | UNIT | PRICE | DESCRIPTION                                                | QUOTE | UNITS | PRICE        | TOTAL    | EXTENSION |
|----------|---------|------|-------|------------------------------------------------------------|-------|-------|--------------|----------|-----------|
| 1        | 1       | HR   | 41.00 | 1.00 X 12 WHITE VINYL GUT GARAGE<br>LABOR                  | 1     | 1     | 221.00       | 41.00    | 1,627.00  |
|          |         |      |       | QUOTE IS FOR 1.00 X 12 WHITE<br>VINYL DOOR & PIANO CHALKER |       |       |              |          |           |
|          |         |      |       | REPLACEMENT WINDOWS.                                       |       |       |              |          |           |
|          |         |      |       | NEW HOME FAMILY SHELTER                                    |       |       |              |          |           |
|          |         |      |       |                                                            |       |       | TAXABLE      | 1,627.00 |           |
|          |         |      |       |                                                            |       |       | NON-TAXABLE  | 41.00    |           |
|          |         |      |       |                                                            |       |       | SUB-TOTAL    | 1,668.00 |           |
|          |         |      |       |                                                            |       |       | TAX AMOUNT   | 112.00   |           |
|          |         |      |       |                                                            |       |       | TOTAL AMOUNT | 2130.00  |           |

\_\_\_\_\_

























\*\*\*\*\* CONFIDENTIAL \*\*\*\*\*

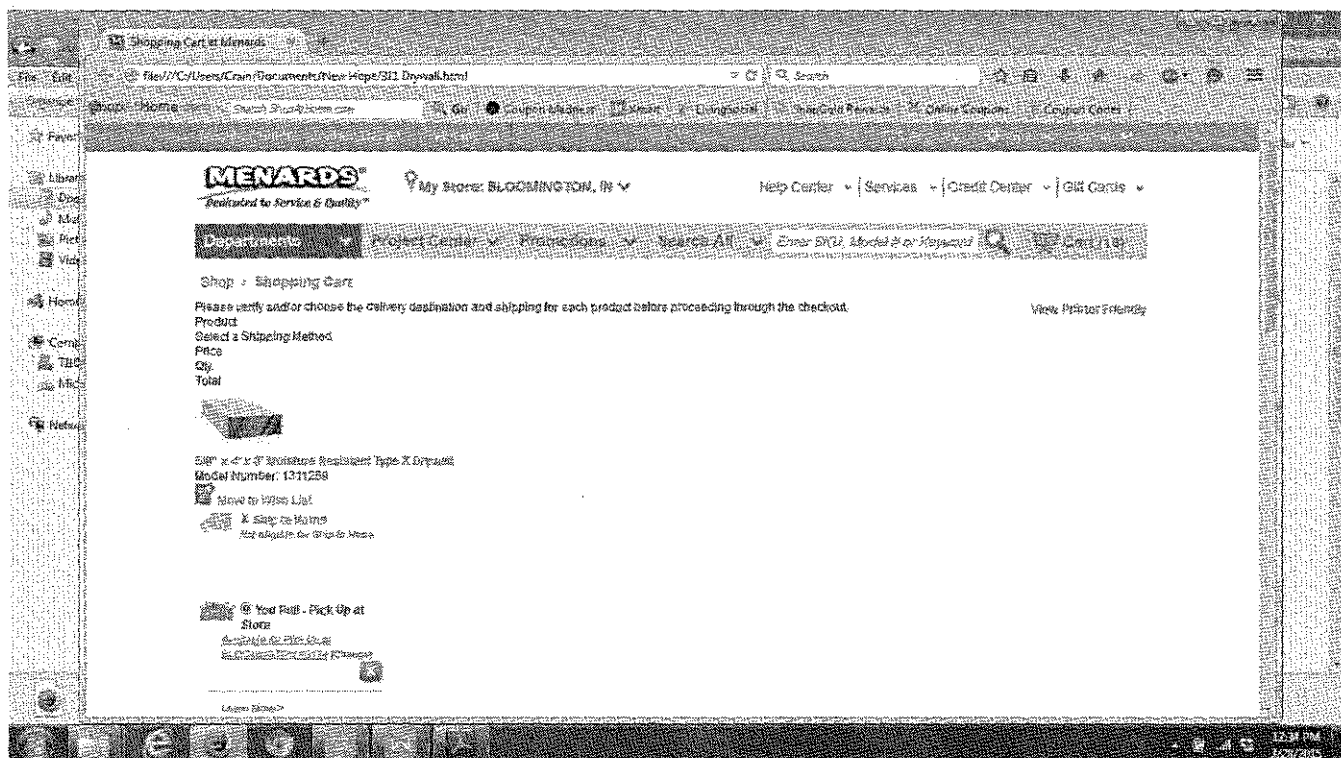
### Handicap Access Ramp



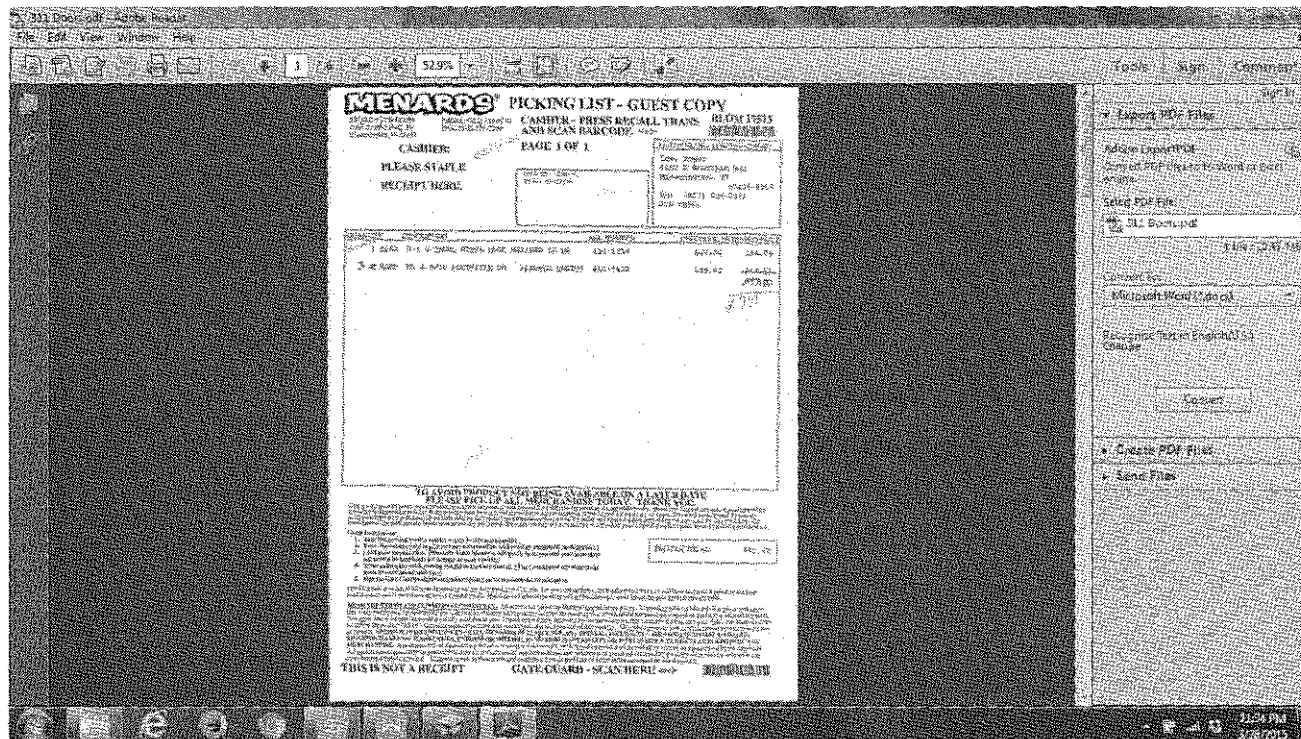
## Refrigerator



## Drywall



## Doors



## Landscaping

Mark,

Here is my estimate for the next New Hope House on 2nd St. This is the same spec as the house we did on 2nd this fall. I have only changed the ornamental trees in the front, from Dogwood to Redbud.

If you have any questions, please feel free to contact me.

Thanks

Mike Schrader

Owner, Schrader Landscape Services LLC

### Estimate

#### Scope:

Remove sod along front foundation and plant the following plants:

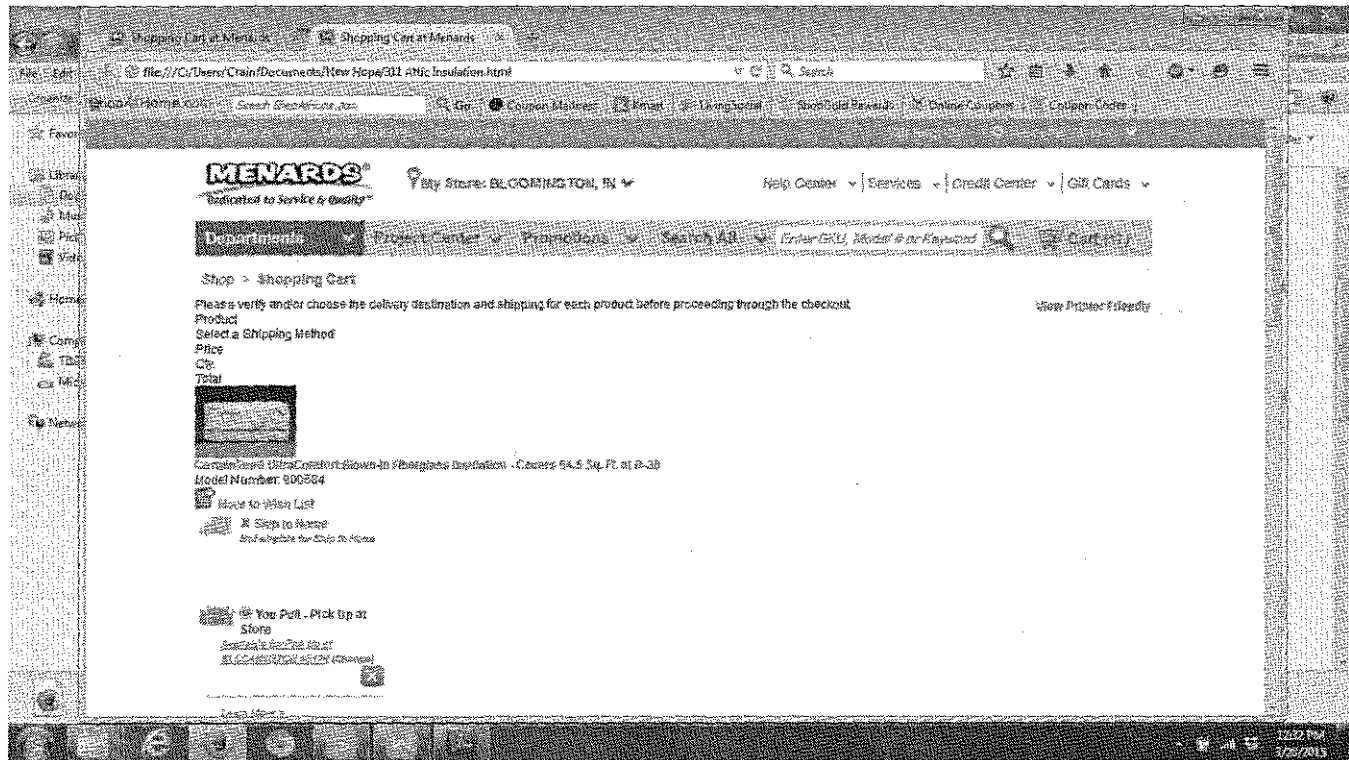
(2) 5'-6' Arborvitae shrubs, (4) 15"-18" Boxwood shrubs, (2) 1 gallon Hosta.

.Plant (2) 1 1/2" caliper Redbud trees in front lawn

Will apply hardwood bark mulch around all plants.

Cost.....\$2,500.00

## Insulation



## Dishwasher

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http://www.menards.com/main/cart.html?ipn=p

### Shopping Cart

Click to Print This Page | Ship to Home

| Product                                                                       | Select a Shipping Method                                             | Price    | Qty. | Total                                                          |
|-------------------------------------------------------------------------------|----------------------------------------------------------------------|----------|------|----------------------------------------------------------------|
| 24" Built-In 3-Cycle Dishwasher<br>Model Number: 6012000000<br>Kitchen: White | Ship to Home<br>for pickup at Ship to Home                           | \$268.00 | 1    | \$268.00                                                       |
|                                                                               | Ship to Store - Item<br>available for pickup at<br>BLOOMINGTON STORE |          |      | 3% Mail & Pickup \$2.25<br>\$265.75 plus \$22.00 Mail & Pickup |

No Related Protection Film Selected  
24" Built-In 3-Cycle Dishwasher

Use your Menards® Gift Card and save 5%!

How? In 2% rebate on all Menards® purchases, or take advantage of financing offers when you use your first card.

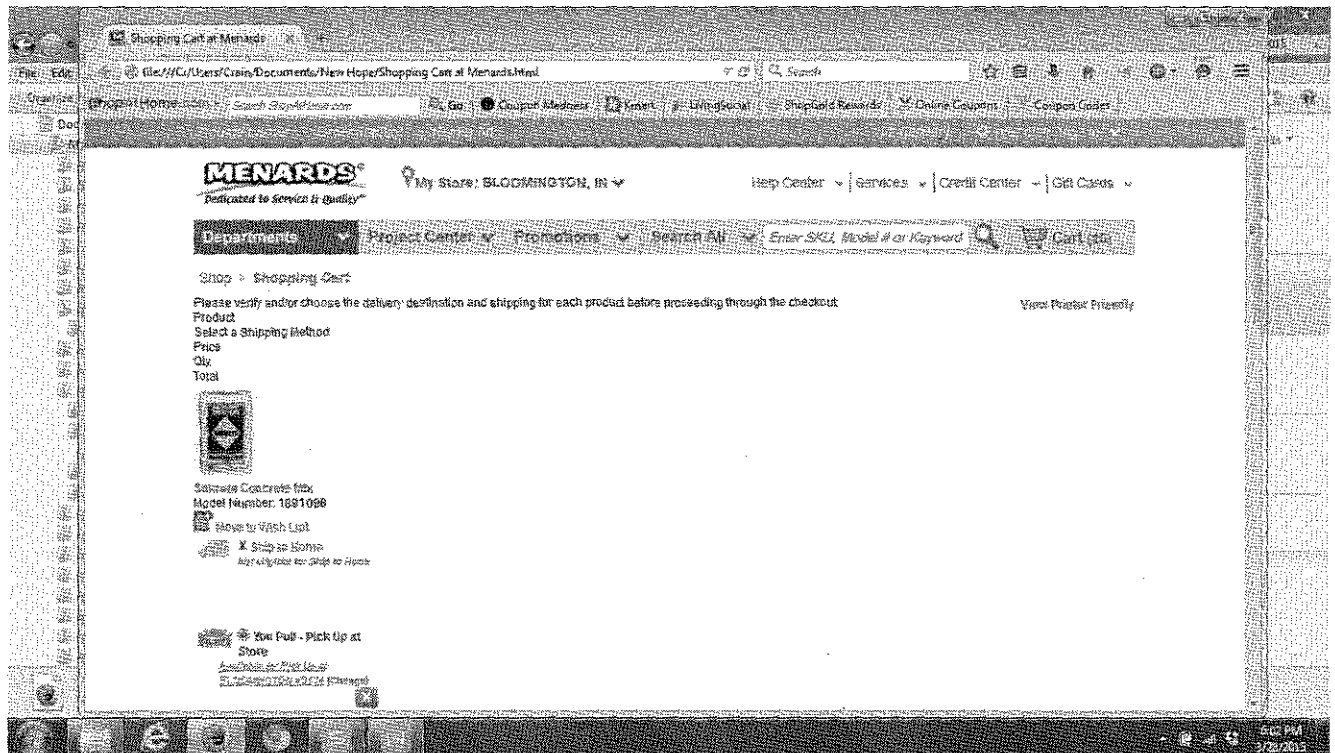
• 1% Discount Rebate  
• 3 Month Special Financing Available On Appliances Over \$300



|                       |          |
|-----------------------|----------|
| Merchandise Subtotal: | \$268.00 |
| Processing Fee:       | \$2.00   |

Price Subtotal: \$270.00

## Concrete



## Miscellaneous

FINITY Connect

<https://webmail.comcast.net/zimbra/printer.aspx?i=461243&tz=Am>

FINITY Connect

crain.mark@comcast.net

Font Size

311 curtain rods

From: Judy Downey <jdowney@comcast.net>

Fri, Mar 27, 2015 01:00 PM

Sender: jdowney@comcast.net

Subject: 311 curtain rods

To: Mark Crain <crain.mark@comcast.net>

All items below are Graber Designer Hardware at cost through Lafayette Venetian Blinds dealer Judy C. Downey

|              |           |                                            |          |               |
|--------------|-----------|--------------------------------------------|----------|---------------|
| 6            | #2-452-76 | 3/4" Tradition Cafe Rods in nickel 40"-84" | 10.00ea. | 60.00         |
| 25 pkg       | #5-740-25 | 1" Clip rings in nickel                    | 3.00ea   | 60.00         |
| 4            | #2-451-6  | 3/4" Spring tension rods in brass 26"-45"  | 7.50ea   | 30.00         |
| 3 sets       | #4-602-1  | 3/4" Scan rods in white 20"-36"            | 12.50ea  | 37.50         |
| <b>Total</b> |           |                                            |          | <b>187.50</b> |

# Miscellaneous Hardware

XFinity Connect: 311 curt...

https://web.mail.comcast.net/zimbra/mailtopp=mail#8

ShopAt Home Search ShopAtHome.com Go Coupon Madness Kmart LivingSocial ShopGold Rewards Online Coupons Coupon Codes

xfinity Shop/Upgrade My Account Support TV Email Sign In Comcast Business

Email usage: 10% of 10 GB Search Mail Search

Email Voice Address Book Calendar Text Messaging Preferences 311 curtain rod

Trash April David Hays InsightBB\_Mail InsightBB\_Sent Mark New Hope Taxes

Close New Get Mail Delete Spam Actions

311 curtain rods  
Sent By: judycdowney@gmail.com On: Mar 03/27/15 1:08 PM  
On Behalf Of: Judy Downey  
To: Mark Crain

All items below are Graber Drapery Hardware at cost through Lafayette Venetian Blinds dealer Judy C. Downey

|        |           |                                            |         |        |
|--------|-----------|--------------------------------------------|---------|--------|
| 6      | #2-462-78 | 3/4" Tradition Cafe Rods in nickel 48"-84" | 10.00ea | 60.00  |
| 20 pkg | #5-740-78 | 1" Clip rings in nickel                    | 3.00ea  | 60.00  |
| 4      | #2-661-8  | 3/4" Spring tension rods in brass 28"-48"  | 7.50ea  | 30.00  |
| 3 sets | #4-602-1  | 3/4" Sash rods in white 20"-36"            | 12.50ea | 37.50  |
|        |           |                                            | total   | 187.50 |

Mixbook  
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**R&S PLUMBING, INC**  
1833 South Curry Pike  
Bloomington, IN 47402  
Phone: (812) 323-7592

## Plumbing Proposal

Date: 3/23/15

To: Mark Crain

From: R & S Plumbing

Subject: NHFS Proposed Education Center

Please accept our proposal to perform the following scope of work at 331 W 2<sup>nd</sup> St. Bloomington, IN. 47403.

### Scope of Work: Complete Plumbing Rough-In.

- Contractor will turn off and isolate the hot and cold water supply for the entire home.
- Contractor will remove all existing plumbing from the interior of the home.
- Contractor will drain, remove and dispose of the existing Gas water heater.
- Contractor will install new gas line to the furnace.
- Contractor will install new vanity tops with faucets for each of the rooms specified in the blueprints.
- Contractor will provide and install new Electric Water heater with shut off on the cold side.
- Contractor will provide and install new toilets (One ADA) in the two restrooms that are being added.
- Contractor will install all new drain line and water supply lines for all fixtures in the entire home.
- Contractor will install studor vents in all of the vanity tops to provide a mechanical vent for the fixture.
- Contractor will clean and remove any and all job site debris created by the scope of work described above.

The Labor, Materials and Tax

**\$ 11,410.00**

David Sonneborn

3/23/15

Proposed —R&S Representative

date

Accepted —Customer/Customer Representative

date

## Terms and Conditions

Customer and R&S. ("RS") agree to be bound by the following terms and conditions:

1. This proposal shall be considered withdrawn if not accepted in writing within ten (10) days.
2. RS shall provide only trained and qualified technicians employed or supervised by us.
3. All labor is to be performed during RS's regular working hours, unless noted in this proposal.
4. Until final payment is made, R&S will retain the title to all materials and equipment it installs.
5. Unless stated otherwise in this proposal, payment is due in full upon completion of work. Any account not fully paid within thirty (30) days of completion or due date shall bear interest at the rate of 2% per month.
6. In the event Customer's account is referred to attorneys for collection, Customer shall pay reasonable attorney fees, court costs and other collection costs.
7. Customer shall carry fire, extended coverage and all other necessary insurance for its premises.
8. Customer hereby assumes the risk of loss or damage to the equipment installed by RS from any cause whatsoever after the equipment is installed.
9. Every attempt will be made to complete the work on the date(s) specified, but because RS may have no control over equipment availability and delivery, all completion dates are estimates only.
10. R&S shall not be liable for damage, injury, illness, loss or delays resulting from fire, explosion, flooding, the elements, labor troubles, mold or mold-related substances, or any other cause beyond our control.
11. R&S shall not be liable for injuries to persons or damage to property except those directly caused by negligent acts or omissions of RS's employees. This term shall be subject to paragraph 15 below.
12. R&S shall not be responsible for any damages incurred due to inability of the building structure to properly support the installed equipment, or for expense incurred in removing, replacing or refinishing part of the building structure necessary for the performance of any service or installation, unless otherwise noted in this proposal.
13. R&S shall not be liable for any present or future taxes, charges or other governmental fees, or any items of equipment, labor or special tests required or recommended by insurance companies, equipment vendors or governmental authorities.
14. R&S nor its employees or agents are experts in the identification of hazardous substance or materials. Therefore, Customer agrees that R&S shall not be liable for the identification, detection, abatement, encapsulation, storage, removal or transportation of mold, mold-like substances, or any regulated or hazardous substances. Regulated or hazardous substances may include, but are not limited to, asbestos, certain refrigerants and refrigerant oils. If any such substances or materials are encountered during the course of work, R&S may stop work until any such substances or materials have been removed and/or any hazard or liability is eliminated. R&S shall be granted an extension of time to complete performance equal to the delay, and R&S reserves the right to be compensated for any loss due to a delay.
15. Customer agrees that, notwithstanding any other term or condition, R&S shall not be liable for any property damage or loss (whether direct or indirect), personal injury or illness, or death caused by the presence of mold or similar substances in, around, or emanating from any of the materials or equipment supplied, installed, serviced, or repaired by R&S.
16. This agreement contains the entire understanding between R&S and the Customer. Any modifications, amendments or changes must be in writing and signed by both parties.
17. Customer is hereby notified of the existence of certain lien rights pursuant to Indiana Code 32-28-3-1 et. seq. Customer's signature shall constitute acknowledgement and receipt of this notice of R&S's lien rights.
18. R&S shall provide a one (1) year limited labor warranty on new equipment installations.
19. The manufacturer provides a limited warranty on the equipment for you. Such warranty is typically a one (1) year limited parts warranty on new equipment installations and five (5) years on compressors.
20. Regular, recommended maintenance must be provided by a qualified provider and documented in writing or all warranties are void.
21. Payment terms are approved check or cash with 1/3 of contract amount due upon contract signing so we can order the equipment. 1/3 due upon rough-in completion and the remaining 1/3 of contract amount is due upon equipment startup. Our installer will collect your final payment before he leaves the job site.
22. All financing must be pre approved three (3) days before work can begin.
23. Any alteration or deviation from the attached, written specifications involving extras costs will be executed only upon written orders and will become an extra charge over and above this agreement.
24. Customer understands that R&S is not the earth loop contractor and does not provide any warranty for the geothermal earth loop. The earth loop will be paid under separate contract to the earth loop installer.
25. R&S does not provide tax advice. It is the responsibility of the customer to verify all tax credits, deductions and energy rebates.



| New Hope Family Shelter             |                  |                                        |              |
|-------------------------------------|------------------|----------------------------------------|--------------|
| Operating Statement FYE 6/30/14     |                  | Budget 2013 - 2014                     |              |
| Cash Basis                          | Actual           | Budget                                 | Performance  |
| <b>Income</b>                       | YTD              |                                        |              |
| Income Donations                    | 90,302           | 100,000                                | 90%          |
| Income Pledges                      | 6,650            | 6,000                                  |              |
| Income Grants                       | 90,003           | 20,000                                 |              |
| Income Hosted Events                | 4,563            | 3,000                                  |              |
| Income Restricted Grants            | 57,257           | 10,000                                 |              |
| Income Reimbursement                | 31,629           | 30,000                                 |              |
| Income Fundraiser                   | 649              | 5,000                                  |              |
| <b>Total income</b>                 | <b>281,053</b>   | <b>174,000</b>                         | <b>157%</b>  |
| <b>Special Funds Adjustment</b>     | <b>(131,535)</b> |                                        |              |
| <b>Net operational income</b>       | <b>149,528</b>   |                                        | <b>86%</b>   |
| Shelter start up                    | 3,493            | 15,000                                 |              |
| Subtotal initial investment         | 3,493            | 15,000                                 | 23%          |
| Hourly payroll net                  | 88,565           | 90,000                                 | 98%          |
| Estimated W/H projected             | 17,636           | 18,000                                 |              |
| Subtotal Net Payroll                | 92,777           | 90,000                                 | 103%         |
| Actual WH & FICA pmts               | 27,556           | 28,000                                 |              |
| Estimated FICA expense              | 9,920            | 10,000                                 | 99%          |
| Employment exp wrkmens              | 2,452            | 1,500                                  | 163%         |
| <b>Subtotal HR expenses</b>         | <b>118,573</b>   | <b>129,500</b>                         | <b>92%</b>   |
| Utilities                           | 1,008            |                                        |              |
| Cable, Internet, phone ~            | 2,354            |                                        |              |
| Subtotal utilities                  | 3,361            | 4,000                                  | 84.0%        |
| Fund raising & grant costs          | 100              | 1,000                                  | 10%          |
| Insurance ^                         | 4,874            | 5,000                                  | 97%          |
| Professional services               | 6,075            | 7,000                                  | 87%          |
| Petty Cash                          | 350              | 500                                    | 70%          |
| Property Maint & Repair             | 9,289            | 10,000                                 | 93%          |
| Postage                             | 2,570            | 2,500                                  | 103%         |
| Office/Admin supply & equipment     | 6,565            | 6,000                                  | 109%         |
| Misc & contingency                  | 1,624            | 2,000                                  | 81%          |
| Subtotal other operating            | 31,446           | 34,000                                 | 92%          |
| Grocery, household, supplies        | 1,925            | 1,000                                  | 193%         |
| Short term shelter - RRH ~          | 350              | 1,000                                  | 35%          |
| Transport bus pass                  | 220              | 1,000                                  | 22%          |
| Childrens program                   | 2,678            | 3,500                                  | 77%          |
| Emerg & Resident assist             | 1,705            | 2,000                                  | 85%          |
| Subtotal client services            | 6,878            | 8,500                                  | 81%          |
| <b>Total Expenses</b>               | <b>163,751</b>   | <b>191,000</b>                         | <b>85.7%</b> |
| Net Cash Activity for period        | (2,895)          | net ytd cash                           | (14,223)     |
| Month Beginning cash                | (3,547)          |                                        |              |
| Add (Sub) Savings transfers         | -                | Expected per budget EOY                |              |
| Month Ending Cash                   | \$ (6,442)       | Cash + (-)                             | 9,276        |
| Check register balance              | \$ 85,575        |                                        |              |
| Savings acct                        | 63,902           |                                        |              |
| Savings interest                    | 5.25             |                                        |              |
| <b>Total cash available 6/30/14</b> | <b>149,477</b>   | Total unrestricted and restricted cash |              |
|                                     | As of 6/30/14    |                                        |              |

Note, 3-30-15: Watler Accounting is auditing FYE 2014 statements and preparing 990 returns. An audit and 990 returns were prepared for FYE 2013 by this firm.

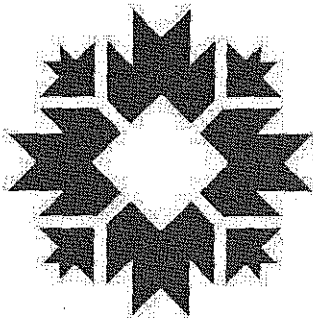
3/30/2015 Ken W. Ritchie, Treasurer of the Board, New Hope Family Shelter, Inc.

a. During the fiscal year, unanticipated grants and gifts were received. The majority was restricted or donated with a suggested purpose at board discretion. The amount \$131,535, represents the amount of both anticipated and unanticipated designated purpose funds that would not have been budgeted for routine operations. This produced an indicative amount for the board to evaluate performance of income for support of basic operations.

b. FYE 13-14 began with a cash balance of \$26,019. Budget expected to expend a portion with an ending cash balance of approximately \$9,300. The actual ending cash available includes all funds, including the \$131,535 Special Adjustment for designated funds seen in the income section above.

c. The "Cash Activity" is the change in operational cash position for the month of June and fiscal year. It is management information for the difference between income and expenses during each specific time period. For the year, there were \$14,223 more in expenses than income for operations, therefore the \$26,019 cash carry forward was depended upon to meet expenses.





CITY OF BLOOMINGTON, COMMON COUNCIL  
JACK HOPKINS SOCIAL SERVICES FUNDING COMMITTEE  
2015 GRANT APPLICATION

**AGENCY INFORMATION**

---

**Lead Agency Name:**

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

Number of Employees:

| Full-Time | Part-Time | Volunteers |
|-----------|-----------|------------|
|           | 2         | 50         |

Address:

New Leaf – New Life  
1010 S Walnut St., Suite H  
Bloomington, IN 47401

Zip Code: 47401

Phone: 812-355-6842

Agency E-Mail: newleaf1010@gmail.org

Website: newleafnewlife.org

President of Board of Directors: Wain Martin

---

**Executive Director: Wain Martin**

Title: Executive director

Phone: 812-336-4913

E-Mail: ewmartin@indiana.edu

**Name of Person to Present Proposal to the Committee: Wain Martin**  
*(if not the Executive Director)*

Title:

Phone:

E-Mail:

**Name of Grant Writer: Wain Martin**

Phone: 812-335-4913

E-Mail: ewmartin@indiana.edu

---

**Agency Mission Statement** *(150 words or less)*

The New Leaf B New Life 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 back into our community.

Our primary in jail programs are a GED and job preparation program and an addiction recovery program.

Our Transition Support Center is focused on helping persons released from the Monroe County Correctional Center overcome the obstacles that they face in becoming productive, law-abiding citizens.

## PROJECT INFORMATION

---

Project Name: New Leaf – New Life Transition Support Center

Is this a collaborative project? ☐ Yes ☒ No

If a collaborative project, list name(s) of non-lead agency partner(s):

Address where project will be housed: 1010 s Walnut St., Suite H

Total Cost of Project: \$30,000

Requested JHSSF Funding: \$8,000

Other Funds Expected for this Project (*Source, Amount, and Confirmed or Pending*)

\$15,000 received or pledged by supporters.

\$7,000 from Jail contract and County Council grant

Total Number of Clients Served by this project in 2015: 800

Total Number of City Residents Served by this project in 2015: 400

Is this request for operational funds? ☒ Yes ☐ No

If "yes," indicate whether the request is for a pilot project, bridge funding, or a collaborative project:

☒ Pilot ☐ Bridge ☐ Collaborative

Please indicate the period in which you intend to draw down funds, if granted:

☒ July-September 2015

☐ October-December 2015

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

This project is to pay a caseworker for 20 hours/week. The funds will be expended by the month and we will submit vouchers periodically to reimburse for the funds as expended.

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.

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)

We could probably cope with a modest reduction, but a drastic cut would force us to reevaluate whether it is feasible to proceed.

Priority #2  
(Item & Cost)

|  |
|--|
|  |
|--|

Priority #3  
(Item & Cost)

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Priority #4  
(Item & Cost)

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|  |
|--|

Priority #5  
(Item & Cost)

|  |
|--|
|  |
|--|

Priority #6  
(Item & Cost)

|  |
|--|
|  |
|--|

**Project Synopsis** (250 words or less)

Please provide a brief overview of your project. Assume that 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 \$8,000 for a pilot project to provide an additional 20 hours/week of much needed casework capacity at our Transition Support Center.

Casework—counselling clients on the obstacles they must deal with to make a successful transition to a law-abiding lifestyle and then providing guidance and assistance in getting the services they need—is the most important contribution we can make to reducing recidivism in our community. At present our half-time Center Manager/Caseworker is overwhelmed with her management duties and has very little time to devote to casework, so adding this requested casework capacity will be a tremendous improvement in our effectiveness in reducing recidivism.

At our new Transition Support Center we provide our clients basic necessities such as clothing and hygiene products, and can point them to the places that they can eat and get temporary shelter. We also provide computer literacy training, job counseling, and help in preparing job applications and resumes, but we cannot directly help with addiction issues, mental health issues, educational needs, housing, etc. This help is available through other community organizations, but they are scattered throughout the community and have different requirements for obtaining their help. Our most effective service is casework provided by a trained professional who works closely with clients to help them get the help they need and to encourage them and assist them when they encounter obstacles. We are dependent upon this grant to provide the needed casework capacity.

## CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Assume that 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 2010-2014 Consolidated Plan, or any other community-wide survey of social services needs.

Most of our clients are poverty stricken and many are virtually destitute. One of the primary things that we do is to help them deal with the poverty they and their families are facing.

Whether explicitly recognized in the priority documents or not, recidivism is a serious community problem. Rehabilitating offenders rather than depending on punishment alone is being widely recognized as the only cost-effective approach to dealing with crime in the community. That is what we are about.

### 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 -- i.e., is your request for a pilot project? for bridge funding? for a collaborative project? If you are requesting operational funding, you must detail your plan for future funding.

This pilot project will fund the addition of a half-time caseworker for the rest of 2015. We will continue funding that position in the future. We raised \$15,000 by our first fund drive last Fall and we expect to greatly increase that this Fall. We have an angel who has agreed to match new gifts and additions to current gifts and are confident that we can produce the increase in support required to continue this position.

**FISCAL LEVERAGING** *(100 words or less)*

Describe how your project will leverage other resources, such as other funds, in-kind contributions, volunteers, etc.

Our budget for the Transition Support Center is \$22,000 in addition to the requested grant.

We have three trainees funded by Experience Works that man the center when our half-time employee is absent, and around 10 volunteers help at the center. And the Perry Township Trustee is furnishing the space for the center at no cost to us. He also paid for renovating the space to suit our needs and a 2014 Jack Hopkins Grant furnished and equipped it.

**LONG-TERM BENEFITS** *(200 words or less)*

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

The benefits of reduced recidivism are broad and long-lasting.

Each person who reoffends is a financial burden on the community. The costs of arresting, prosecuting, defending, judging, and incarcerating him or her have been estimated as high as \$30,000, and that does not include the costs to the community of the crimes he or she committed.

The benefits of reducing recidivism are long-lasting. Enabling an offender to make it as a productive citizen benefits the community for the rest of his or her life.



### **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

It is really difficult to accurately measure the outcome of our activities. For example, when a client gets a job he seldom comes back to report the success. He simply disappears just as he does when he gives up looking. But we will try to track such things as birth certificates obtained, job applications submitted, job interviews scheduled, admissions to Amethyst House arranged, admissions to Ivy Tech, housing leads generated, etc.

We will also track the number of clients provided casework support and the hours spent with casework.

## **New Leaf – New Life Jack Hopkins Grant Request**

New leaf BNew Life, a volunteer driven 501 c (3) social service organization, requests a pilot grant of \$8,000 to serve the needs of released jail inmates by adding a half time case manager to the staff of our new Transition Support Center.

### **New Leaf - New Life**

The New Leaf B New Life 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 back into our community.

Recidivism is a serious problem. A recent analysis of the jail population revealed that the typical inmate had been incarcerated five times prior to the current arrest. Recidivism is costly as each re-arrest is the result of some offense and costs an estimated \$30,000 for apprehending, prosecuting, defending, court appearances, and incarcerating the offender, not to mention the quality of life cost to the community of the crime itself. Without recidivism our jail would not be overcrowded and we would not be faced with expanding or replacing it.

With nothing to do but fester day after day, jail inmates tend to become more bitter and anti-social than before their incarceration. Their time in jail can better be used to acquire coping skills and strategies to enable them to improve their lives upon release. With the support of the sheriff and the jail administration we have been working in the jail for nine years providing programs and activities that help inmates prepare to be law-abiding citizens upon release.

### **Transition Support Services**

Reentry planning and support is an essential part of successful reentry. The majority of inmates in the jail are poor, and many of those released face enormous obstacles. Some inmates are released with nothing but the clothes they were wearing when they were arrested, many have mental health issues and/or addictions, and many have difficulty getting jobs and finding housing. Furthermore, they are viewed as outcasts by society and discriminated against by landlords, potential employers, and government assistance programs. They need a lot of support and assistance to become productive contributors to our community. Otherwise, they may quickly become discouraged and give up and return to their criminal lifestyle.

Perry Township trustee Dan Combs has recently provided an expanded space for a Transition Support Center at 1010 S. Walnut Street and it was furnished and equipped thanks to a 2014 Jack Hopkins Grant. We are in a start-up mode and the challenge of funding the costs of the center has restricted our staffing to a half time Center Manager/Caseworker.

At the Transition Support Center we welcome released inmates and work with them to identify and overcome the barriers they face in returning to the community. We deal with their immediate needs by providing basic necessities such as clothing and hygiene products, and can point them to the places that they can eat and get temporary shelter. In 2014 we served 714 individual clients during which we distributed 1018 hygiene products, 1885 bus tickets and over 3,000 articles of clothing ranging from shoes and socks to shirts and pants and coats and jackets.

Their long term needs are a challenge. At the Support Center we provide computer literacy training, job counseling, and help in preparing job applications and resumes. We cannot directly serve our clients' needs for addiction issues, mental health issues, education, housing, etc. Fortunately the Bloomington community has resources that address these needs of our clients, but these resources are scattered throughout the community and have different requirements for obtaining their help. Many clients do not know where and how to get the help they need. Our most important service is casework that is provided currently by our half time Transition Support Center manager who works closely with clients to help them get the help they need and to assist them and encourage them when they encounter obstacles. This casework is time consuming and requires a trained professional. Our present part time Transition Support Manager/Caseworker is so busy with her management tasks that she has little time for this crucial casework.

### **Project Description**

At the present we use volunteers and trainees to keep our transition Support Center open 8 hours a day with only a half time Manager/Caseworker that is overwhelmed with her management responsibilities so we can provide very little casework support to our clients. We are requesting \$8,000 support for a pilot project to employ a half time caseworker for the rest of this year to help our clients identify and obtain the assistance they need in order to overcome the obstacles they face upon release. This pilot project will add four hours a day of much needed casework which will be a tremendous improvement in our ability to help those released from our jail cope with the problems they face in becoming productive citizens and thus reduce recidivism in our community. If you give us this start we are committed to raising the money necessary to continue this staffing level next year.

From around 50 individuals for 70 visits in the early months of the year our clientele has grown to 81 individuals for 133 visits in September. Probation officers are beginning to refer their clients to us for our services. We are just beginning to provide computer training and access for job searches and resume development and the demand for those services is growing rapidly. With the changes to the criminal justice system that will incarcerate offenders locally rather than sending them to prison, we anticipate that the need for our services will grow significantly. There is an urgent and growing need for casework support.

# New Leaf-New Life

## BALANCE SHEET

As of December 31, 2014

|                                             | TOTAL                     |
|---------------------------------------------|---------------------------|
| <b>ASSETS</b>                               |                           |
| Current Assets                              |                           |
| Bank Accounts                               |                           |
| 1010 Irwin Union grant                      | 0.00                      |
| 1012 Chase                                  | 15,044.87                 |
| 1014 Chase Grant                            | 0.00                      |
| 1030 Petty Cash                             | 300.00                    |
| 1040 Payroll                                | 653.26                    |
| Total Bank Accounts                         | <u>\$15,998.13</u>        |
| Other current assets                        |                           |
| 1100 Advances to Contract                   | 0.00                      |
| Total Other current assets                  | <u>\$0.00</u>             |
| Total Current Assets                        | <u>\$15,998.13</u>        |
| <b>TOTAL ASSETS</b>                         | <u><u>\$15,998.13</u></u> |
| <b>LIABILITIES AND EQUITY</b>               |                           |
| Liabilities                                 |                           |
| Current Liabilities                         |                           |
| Credit Cards                                |                           |
| 2550 Credit Card - Chase                    | 0.00                      |
| Total Credit Cards                          | <u>\$0.00</u>             |
| 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              | <u>0.00</u>               |
| 2200 Trust Accounts - Liabilities           |                           |
| 2210 Trust Accounts - OASIS                 | 0.00                      |
| Total 2200 Trust Accounts - Liabilities     | <u>0.00</u>               |
| 2500 Short Term Notes & Loans Payable       |                           |
| 2510 Trustee & employee loans payable       | 2,000.00                  |
| Total 2500 Short Term Notes & Loans Payable | <u>2,000.00</u>           |
| Total Other Current Liabilities             | <u>\$2,000.00</u>         |
| Total Current Liabilities                   | <u>\$2,000.00</u>         |
| Total Liabilities                           | <u>\$2,000.00</u>         |
| Equity                                      |                           |
| 3000 Opening Bal Equity                     | 1,000.00                  |
| 3010 Retained Earnings                      | 18,850.34                 |
| Net Income                                  | <u>-5,852.21</u>          |

|                              |                    |
|------------------------------|--------------------|
| Total Equity                 | \$13,998.13        |
| TOTAL LIABILITIES AND EQUITY | <u>\$15,998.13</u> |

*Sunday, Mar 29, 2015 10:25:21 PM PDT GMT-4 - Cash Basis*

# New Leaf-New Life

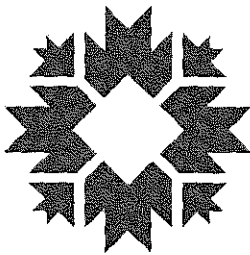
## PROFIT AND LOSS

January - December 2014

|                                                        | TOTAL       |
|--------------------------------------------------------|-------------|
| Income                                                 |             |
| 4000 Revenue from Direct Contributions                 |             |
| 4010 Donations, general                                | 11,732.88   |
| 4020 Corporate Contributions                           | 2,906.30    |
| 4024 Inmate Assistance Fund                            | 1,075.23    |
| 4090 Mellinger Book Project                            | 38.72       |
| Total 4000 Revenue from Direct Contributions           | 15,753.13   |
| 4200 Revenue from Non-Government Grants                |             |
| 4230 Foundation/Trust Grants                           | 3,000.00    |
| Total 4200 Revenue from Non-Government Grants          | 3,000.00    |
| 4500 Revenue from Government Grants                    |             |
| 4540 Local government grants                           | 12,078.88   |
| Total 4500 Revenue from Government Grants              | 12,078.88   |
| 5126 Government Contract Income                        | 35,146.00   |
| 5300 Revenue from Investments                          |             |
| 5310 Interest Earned, savings & short-term investments | 2.97        |
| Total 5300 Revenue from Investments                    | 2.97        |
| 5400 Revenue from Other Sources                        |             |
| 5490 Misc revenue                                      |             |
| 5490.1 Menninger Book Royalties                        | 90.30       |
| 5490.9 Uncategorized Income                            | 200.00      |
| Total 5490 Misc revenue                                | 290.30      |
| Total 5400 Revenue from Other Sources                  | 290.30      |
| Total Income                                           | \$66,271.28 |
| Expenses                                               |             |
| 7010 Grant and Contract Expense                        |             |
| 7010526 Jack Hopkins 09-13                             | 1,477.88    |
| Total 7010 Grant and Contract Expense                  | 1,477.88    |
| 7100 Program Expense                                   | 973.02      |
| 7124 Inmate Assistance Expense                         |             |
| 7124.2 Transition Program Expense                      | 3,390.40    |
| 7124.4 Indoor Program Expense                          | 1,171.32    |
| Total 7124 Inmate Assistance Expense                   | 4,561.72    |
| 7126 GED Program                                       |             |
| 7126.4 Substitute Teaching Expense                     | 1,950.84    |
| Total 7126 GED Program                                 | 1,950.84    |
| Total 7100 Program Expense                             | 7,485.58    |
| 7200 Salaries and Payroll Expenses                     |             |
| 7220 Salaries or Wages                                 | 40,583.14   |
| 7250 Payroll Taxes                                     | 11,140.37   |

|                                            |                            |
|--------------------------------------------|----------------------------|
| 7280 Insurance, Worker's Comp              | 660.25                     |
| Total 7200 Salaries and Payroll Expenses   | <u>52,383.76</u>           |
| 7500 Fees                                  |                            |
| 7505 Accounting Fees                       | 1,096.90                   |
| 7520 Bank fees                             | 12.00                      |
| Total 7500 Fees                            | <u>1,108.90</u>            |
| 8100 General Administrative Expenses       |                            |
| 8110 Supplies and Materials                | 161.46                     |
| 8140 Postage and Delivery                  | 56.00                      |
| 8170 Printing and Reproduction             | 39.99                      |
| Total 8100 General Administrative Expenses | <u>257.45</u>              |
| 8200 Facility & Equipment Expenses         | 8,140.39                   |
| 8220 Telephone and Internet                | 473.00                     |
| Total 8200 Facility & Equipment Expenses   | <u>8,613.39</u>            |
| 8300 Travel & Meetings Expense             |                            |
| 8310 Travel                                | 70.00                      |
| 8320 Convention or Meeting Expense         |                            |
| 8322 Seminars & Training                   | 230.00                     |
| Total 8320 Convention or Meeting Expense   | <u>230.00</u>              |
| Total 8300 Travel & Meetings Expense       | <u>300.00</u>              |
| 8500 Other Expenses                        |                            |
| 8520 Insurance - nonemployee               | 346.25                     |
| 8590 Other Miscellaneous Expenses          | 150.28                     |
| Total 8500 Other Expenses                  | <u>496.53</u>              |
| Total Expenses                             | <u>\$72,123.49</u>         |
| Net Operating Income                       | <u>\$ -5,852.21</u>        |
| Net Income                                 | <u><u>\$ -5,852.21</u></u> |

Sunday, Mar 29, 2015 10:23:07 PM PDT GMT-4 - Cash Basis



CITY OF BLOOMINGTON, COMMON COUNCIL  
JACK HOPKINS SOCIAL SERVICES FUNDING  
COMMITTEE  
2015 GRANT APPLICATION

AGENCY INFORMATION

Lead Agency Name

Is Lead Agency ☐ yes  
a 501(c)(3) ☐ no

Number of Employees

Full-time  Part-time  Volunteers

Address

Zip Code

Phone

Agency E-mail

Website

President of Board of Directors

Executive Director

Title

Phone

E-Mail

Name of Person to Present Proposal to  
the Committee   
(If not the Executive Director)

Title

Phone

E-Mail

Name of Grant Writer

Phone

E-mail



**Agency's Mission Statement** (150 words or less)

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.

Since its inception in 2000, PALS has provided over 10,942 therapeutic program and service hours, various educational programs, and camp opportunities designed to improve the lives of hundreds of individuals with disabilities, impairments, and chronic illness, veterans, and disadvantaged youth, ages three and up in the greater Bloomington community. As the only organization in Monroe County to have received a Premiere Accreditation distinction from the Professional Association of Therapeutic Horsemanship International (PATH Intl.), PALS has been instrumental in providing accessible, high quality therapeutic equine programming for individuals with a variety of needs, regardless of their financial situation.

**PROJECT INFORMATION**

Project Name

Hauling Vehicle for Equine Assisted Learning (EAL) Program

Is this a collaborative project? ☐ yes

☐ no

If a collaborative project, list name(s) of non-lead agency partner(s)

Address where project will be housed

7644 W. Elwren Road

Total Cost of Project

\$21,855.00

Requested JHSSF Funding

Full funding

Other Funds Expected for this Project (Source, Amount and Confirmed or Pending)

In Kind Donations (Horse)- before August 2015: Pending  
Other Foundation Support: Pending  
Individual Contributions- collected annually through events and ongoing initiatives: Confirmed  
Program Service Fees- collected on an ongoing basis: Confirmed

Number of Total Clients Served by this Project in 2015

360

Total Number of City Residents Served by this Project in 2015

281

Is this a request for operational funds? ☐ yes

☐ no

If "yes," indicate whether the request is for a pilot project, bridge funding or a collaborative project.

☐ pilot

☐ bridge

☐ collaborative

Please indicate the period in which you intend to draw down funds, if granted

☐ July-September 2015

☐ October-December 2015

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 one claim for reimbursement in July 2015.

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

PALS' Equine Assisted Learning (EAL) Pilot Program requires additional start-up expenses beyond the purchase of a hauling vehicle in order to become fully implemented. Personnel costs devoted to program development (planning) and volunteer & animal training as well as anticipated program supplies are all outlined in the accompanying budget. These expenses have been incorporated into the organization's 2015 budget under personnel and supply line items and will be covered by designated program funds. PALS plans to receive additional funding for the EAL Program on an ongoing basis. A combination of earned income revenue from service fees and supplemental support from annual fundraising initiatives, such as ongoing special events and granting funding, will provide the organization with the resources to implement the Pilot Program. Once the program is implemented, the organization anticipates receiving those funds on an ongoing basis (fees and fundraising dollars).

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 and Cost) | Full funding for Hauling Vehicle - 2010 Ford F250 Super Duty Crew Cab, Style: XL Pickup 4D 8 ft: \$21,855.00 |
| Priority #2 (Item and Cost) | Partial Funding for Hauling Vehicle - 2010 Ford F250 Super Duty Crew Cab, Style: XL Pickup 4D 8 ft: \$18,000 |
| Priority #3 (Item and Cost) | Partial Funding for Hauling Vehicle - 2010 Ford F250 Super Duty Crew Cab, Style: XL Pickup 4D 8 ft: \$15,000 |
| Priority #4 (Item and Cost) |                                                                                                              |
| Priority #5 (Item and Cost) |                                                                                                              |
| Priority #6 (Item and Cost) |                                                                                                              |
| Priority #7 (Item and Cost) |                                                                                                              |

---

**PROJECT SYNOPSIS (250 words or less)**

Please provide a brief overview of your project. Assume that 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."

PALS is requesting funding for a hauling vehicle for an Equine Assisted Learning (EAL) Pilot Program. The program is an off-site after-school educational program designed to provide school-aged children with unique experiential educational opportunities that facilitate learning and appropriate social interactions. The goal of the program is to help expose children who live in more condensed city regions to farm animals while creating an environment which is conducive to the development a variety of primary and secondary skills.

Since purchasing its own facility in 2013, PALS has focused its efforts on implementing a five-year program expansion plan. The plan details several areas of service expansion which will ultimately allow PALS to increase the number of clients served by 33%. Additional programs proposed in the plan are focused on meeting the needs of children, at-risk youth and other vulnerable populations. According to its current design, a successful EAL program will greatly assist the organization in accomplishing objectives outlined in the expansion plan by reaching over 700 school-aged children in one year, individuals who are not currently within the organization's reach. PALS is asking the Committee to help significantly expand this limited reach by funding the purchase of a 2010 Ford F250 truck which will allow the organization to reliably schedule regular, off-site weekly programming in Bloomington schools to children in need of supplemental educational experiences.

## CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Assume that 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 2010-2014 Consolidated Plan, or any other community-wide survey of social services needs.

The most recent SCAN highlights the necessity for afterschool programming. PALS plans to partner with many afterschool service providers in Bloomington by offering unique supplemental educational opportunities for students. PALS EAL program will be the first equine therapy program available for afterschool service providers in the Bloomington community. The program's unique curriculum includes lessons using equine-themed content to encourage student participation, while incorporating educational standards and curriculum from subjects such as math, reading, and science. Sessions can be tailored to meet classroom and student specific goals reinforcing educational themes after class has dismissed.

The activities create an environment which is conducive to developing important secondary skills. PALS EAL program gives students the opportunity to practice life skills ranging from team building and problem solving, to effective communication. The program provides an opportunity for students to learn more about themes like empathy and acceptance, while being encouraged to work alongside their peers. With specially trained staff and volunteers, the program will also offer additional opportunities for those students with disabilities in the community to fully participate alongside their peers.

### 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 -- i.e., is your request for a pilot project? for bridge funding? for a collaborative project? If you are requesting operational funds, you must detail your plan for future funding.

The purchase of a reliable hauling vehicle will create dividends for years to come. The addition of this highly important piece of equipment will allow PALS to reach out into the Bloomington community in ways which are currently not feasible. Bringing our equine partners to schools, hospitals, senior centers and other facilities with vulnerable populations creates opportunities for healing, engagement and even improvements in literacy. This one-time investment will give the organization the ability to be flexible beyond the charity of its staff members, thus allowing for a solid foundation for building long-standing partnerships. The supplemental funding beyond this large start-up expense is outlined in the accompanying budget, highlighting specific areas of anticipated income.

**FISCAL LEVERAGING** (100 words or less)

Describe how your project will leverage other resources, such as other funds, in-kind contributions, volunteers, etc.

Funding from the Jack Hopkins Social Services Committee would provide crucial start-up equipment for the program. A combination of program service fees, volunteer support (1-2 per engagement opportunity), other foundation support, in-kind donations and individual contributions will all supplement the start-up and ongoing expenses of the program.

**LONG-TERM BENEFITS** (200 words or less)

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

Bringing PALS programs to those who cannot come to the facility for special engagements has become a priority in the organization's long-term program development plan. In the first six months of the EAL pilot program, PALS expects to reach a total of 360 students (an average of 15 students/week for 24 weeks) of all ages and demographics living within the community. Several organizations and educational institutions have already expressed interest in hosting PALS' EAL program including: Binford Elementary, St. Charles Catholic School, St. Mark's Nursery School, and the Boys & Girls Club (Camp Rock). PALS staff have already started planning future engagements in the Monroe County Community School Corporation (MCCSC) with the assistance of the school system's School Age Care Program Manager, Laura Webster. Given the demonstrated community interest, PALS expects the program to continue for years to come.

**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 the six-month pilot period, PALS will measure the success of the program by tracking the number of school-aged children reached by the program, the number of partnerships formed and will conduct surveys to measure overall satisfaction levels of participants/partner program facilitators. These short-term indicators-- number of individuals reached, number of demonstrated partnerships, and overall satisfaction figures-- will measure the successes of the pilot program and provide meaningful information for future program design. As the EAL program develops, long-term outcomes such as increases in reading levels and improvements in social skills, will be measured by pre-test, post-test instruments. These types of quantitative outcomes are beyond the scope of the grant agreement, but will be developed during this crucial time of program implementation.

# People & Animal Learning Services (PALS) Project Narrative

## Hauling Vehicle for an Equine Assisted Learning (EAL) Pilot Program

### About the Program: Equine Assisted Learning

Equine Assisted Learning programs are experiential educational opportunities. They use the horse as a facilitation tool for achieving educational outcomes over the course of a single engagement or in a series of multiple engagements. The program setting is a social environment, typically focused on school-aged children. PALS' burgeoning EAL program is designed to bring these unique engagement opportunities to children in Bloomington for years to come.

The program's curriculum includes lessons on grooming, feeding, care, and how horses help people with disabilities, just to name a few, while incorporating educational standards and curriculum from subjects such as math, reading, and science. However, the activities and subsequent engagement with the therapy animal creates an environment which is highly conducive to developing important secondary skills. PALS EAL program ultimately gives students the opportunity to practice life skills ranging from team building and problem solving, to communication and empathy.

EAL programs are distinctive in that horses have the ability to capture children's attention, foster engagement and offer specialized experiences in the classroom not commonly offered in typical learning environments. When an individual is involved with an equine program, it is difficult for his or her attention to be focused anywhere but on the immediate activity. The horse, a prey animal, is highly responsive to human body language and "appropriately communicates wanted behaviors" (McKlissock et al., 2015). In an educational setting, horses provide opportunities to teach important life and communication skills. Since their communication style is non-vocal, they become teachers to help children and adults better understand and learn how our non-verbal communication might be impacting or influencing others in our lives (PATH, Intl, 2015). After implementing a test program in Binford Elementary earlier this year, the school's School Age Care Coordinator communicated back to PALS after the engagement that she especially appreciated the educational aspects of the program and noted the positive behavioral changes within the group as they interacted with the horses.

### Program Equipment: Why a Hauling Vehicle?

PALS is in need of a hauling vehicle to successfully implement this program; it will allow PALS to provide on-site services for schools and organizations unable to afford the costs of transporting large groups. As it stands today, the organization relies heavily on the personal resources of its staff. Kara Szabo, PALS Head Instructor, offers the use of her personal truck to haul animals on an as needed basis. In the past, this has caused logistical issues especially when coordinating outreach & educational programs which involve the hauling of PALS therapy animals. In addition to providing a reliable form of transportation for the horse, the vehicle will intermittently be utilized in other organizational operations such as: safely and reliably hauling in donated horses, in the case of an emergency, hauling the animals to their veterinarian if the specialist cannot physically come out the facility, and even helping PALS participate in the Special Olympics.



### **Derivation of Outcome Objectives and Goals for the Pilot Program:**

During the initial steps of program development, it was determined that PALS can realistically execute one, hour-long EAL program per week during a six-month period beginning in August of 2015 and ending in December (24 weeks). Because the program is new, the figures provided in the application are estimations based on the given timeline of the pilot period and the average number of students per group (15). PALS expects to reach at least 360 school-aged children within the given timeline and plans to conduct programs primarily within the Monroe County Community School Corporation (MCCSC); talks about collaborations with Ms. Laura Webster, the school system's School Age Care Program Coordinator have already commenced. The number of anticipated city residents was calculated by multiplying the number of total students to be reached during the pilot period (360) by the proportion of MCCSC schools within the city limits (78%). Therefore, the number of estimated city residents to be reached by this program will be 281 students.

### **Capacity of PALS to Execute Proposed Project & Indicators for Program's Long-term Success**

PALS Special Programs Coordinator, Deirdre Stanton, has extensive experience in executing special equine programs throughout her career. Ms. Stanton is the project lead as she is in charge of overall EAL program development & design (including curriculum development), training and facilitation. With over 23 years of related experience in animal-assistance program development and research, Ms. Stanton is highly qualified to manage and implement all aspects of an EAL pilot program, including the training of a volunteer team to support the endeavor.

PALS also has a considerable number of dedicated volunteers who have expressed interest in supporting the development of such a program. PALS currently has over 150 volunteers who support the organization's weekly therapeutic riding program, with several on the wait list interested in supporting the organization's clients when volunteer shifts become available. As a new program, PALS is dedicated to providing program volunteers to assist at the various locations requesting programming, and will provide specialized training to those volunteers assigned to the program. Budding and existing partnerships will guarantee the long-term success of an EAL program at PALS.

### **References:**

- McKissock, Blair, Deirdre Stanton, and Robert Daley. *Journey of the Hero: The Utilization of Mythological Themes to Elicit Socially Appropriate Behavior Skills*. Print. 2011
- "Learn about EAAT." What Is Equine-Facilitated Psychotherapy and Equine-Facilitated Learning. PATH Intl., 2015.

## PALS Equine Assisted Learning (EAL) Pilot Program Project Budget:

### Priority Funding #1: \$21,855 - Full Funding for a Hauling Vehicle

|                                                                                                           |                     |
|-----------------------------------------------------------------------------------------------------------|---------------------|
| <b>Start-up Expenses - EAL Pilot Program</b>                                                              |                     |
| Hauling Vehicle - 2010 Ford F250 Super Duty Crew Cab                                                      | \$ 21,855.00        |
| Program Development (Special Programs Coordinator \$13/hr * 4 hrs a week * 18 weeks)                      | \$ 936.00           |
| Volunteer Training (Hauling Staff & Special Programs Coordinator \$13/hr * 24 hrs)                        | \$ 624.00           |
| Miniature Horse (1)                                                                                       | \$ 1,500.00         |
| Program Supplies - Educational Materials & Training Guide                                                 | \$ 395.00           |
| <b>Start-Up Expenses Total</b>                                                                            | <b>\$ 25,310.00</b> |
| <b>Start-up Income - EAL Pilot Program</b>                                                                |                     |
| 2015 Jack Hopkins Community Grant Funding                                                                 | \$ 21,855.00        |
| Fundraising/Contributions                                                                                 | \$ 1,560.00         |
| In-Kind Donations - Miniature Horse                                                                       | \$ 1,500.00         |
| Other Foundation Support                                                                                  | \$ 395.00           |
| <b>Start-Up Income Total</b>                                                                              | <b>\$ 25,310.00</b> |
| <b>Expenses - 6-month, 24-Week EAL Pilot Program (Beginning August 2015)</b>                              |                     |
| On-site Facilitation- Staff (Special Programs Coordinator & Instructor \$13/hr * 3 hrs a week * 24 weeks) | \$ 1,872.00         |
| 1 Therapy Mini Horse - Associated Costs (\$8/hr * 3 hrs a week * 24 weeks)                                | \$ 576.00           |
| Program Development (Special Programs Coordinator \$13/hr * 4 hrs a week * 24 weeks)                      | \$ 1,248.00         |
| Hauling Expenses- Gas (\$1/mile, Average 30 miles per visit * 24 weeks)                                   | \$ 720.00           |
| <b>Pilot Program Expenses Total</b>                                                                       | <b>\$ 4,416.00</b>  |
| <b>Income - 6-month, 24-Week EAL Pilot Program (Beginning August 2015)</b>                                |                     |
| Hauling Fees (\$1/mile, Average 30 miles per visit * 24 weeks)                                            | \$ 720.00           |
| Service Fees (\$100.00 an hour for 10 -20 children * 24 weeks)                                            | \$ 2,400.00         |
| Fundraising/Contributions                                                                                 | \$ 1,296.00         |
| <b>Pilot Program Income Total</b>                                                                         | <b>\$ 4,416.00</b>  |

(budget continues on following page)

## Priority Funding #2: \$18,000 - Partial Funding for a Hauling Vehicle

|                                                                                                           |                     |
|-----------------------------------------------------------------------------------------------------------|---------------------|
| <b>Start-up Expenses - EAL Pilot Program</b>                                                              |                     |
| Hauling Vehicle - 2010 Ford F250 Super Duty Crew Cab                                                      | \$ 21,855.00        |
| Program Development (Special Programs Coordinator \$13/hr * 4 hrs a week * 18 weeks)                      | \$ 936.00           |
| Volunteer Training (Hauling Staff & Special Programs Coordinator \$13/hr* 24 hrs)                         | \$ 624.00           |
| Miniature Horse (1)                                                                                       | \$ 1,500.00         |
| Program Supplies - Educational Materials & Training Guide                                                 | \$ 395.00           |
| <b>Start-Up Expenses Total</b>                                                                            | <b>\$ 25,310.00</b> |
| <b>Start-up Income - EAL Pilot Program</b>                                                                |                     |
| 2015 Jack Hopkins Community Grant Funding                                                                 | \$ 18,000.00        |
| Fundraising/Contributions                                                                                 | \$ 5,415.00         |
| In-Kind Donations - Miniature Horse                                                                       | \$ 1,500.00         |
| Other Foundation Support                                                                                  | \$ 395.00           |
| <b>Start-Up Income Total</b>                                                                              | <b>\$ 25,310.00</b> |
| <b>Expenses - 6-month, 24-Week EAL Pilot Program (Beginning August 2015)</b>                              |                     |
| On-site Facilitation- Staff (Special Programs Coordinator & Instructor \$13/hr * 3 hrs a week * 24 weeks) | \$ 1,872.00         |
| 1 Therapy Mini Horse - Associated Costs (\$8/hr * 3 hrs a week * 24 weeks)                                | \$ 576.00           |
| Program Development (Special Programs Coordinator \$13/hr * 4 hrs a week * 24 weeks)                      | \$ 1,248.00         |
| Hauling Expenses- Gas (\$1/mile, Average 30 miles per visit * 24 weeks)                                   | \$ 720.00           |
| <b>Pilot Program Expenses Total</b>                                                                       | <b>\$ 4,416.00</b>  |
| <b>Income - 6-month, 24-Week EAL Pilot Program (Beginning August 2015)</b>                                |                     |
| Hauling Fees (\$1/mile, Average 30 miles per visit * 24 weeks)                                            | \$ 720.00           |
| Service Fees (\$100.00 an hour for 10-20 children * 24 weeks)                                             | \$ 2,400.00         |
| Fundraising/Contributions                                                                                 | \$ 1,296.00         |
| <b>Pilot Program Income Total</b>                                                                         | <b>\$ 4,416.00</b>  |

(budget continues on following page)

### Priority Funding #3: \$15,000 - Partial Funding for a Hauling Vehicle

|                                                                                                           |                     |
|-----------------------------------------------------------------------------------------------------------|---------------------|
| <b>Start-up Expenses - EAL Pilot Program</b>                                                              |                     |
| Hauling Vehicle - 2010 Ford F250 Super Duty Crew Cab                                                      | \$ 21,855.00        |
| Program Development (Special Programs Coordinator \$13/hr * 4 hrs a week * 18 weeks)                      | \$ 936.00           |
| Volunteer Training (Hauling Staff & Special Programs Coordinator \$13/hr * 24 hrs)                        | \$ 624.00           |
| Miniature Horse (1)                                                                                       | \$ 1,500.00         |
| Program Supplies - Educational Materials & Training Guide                                                 | \$ 395.00           |
| <b>Start-Up Expenses Total</b>                                                                            | <b>\$ 25,310.00</b> |
| <b>Start-up Income - EAL Pilot Program</b>                                                                |                     |
| 2015 Jack Hopkins Community Grant Funding                                                                 | \$ 15,000.00        |
| Fundraising/Contributions                                                                                 | \$ 8,415.00         |
| In-Kind Donations - Miniature Horse                                                                       | \$ 1,500.00         |
| Other Foundation Support                                                                                  | \$ 395.00           |
| <b>Start-Up Income Total</b>                                                                              | <b>\$ 25,310.00</b> |
| <b>Expenses - 6-month, 24-Week EAL Pilot Program (Beginning August 2015)</b>                              |                     |
| On-site Facilitation- Staff (Special Programs Coordinator & Instructor \$13/hr * 3 hrs a week * 24 weeks) | \$ 1,872.00         |
| 1 Therapy Mini Horse - Associated Costs (\$8/hr * 3 hrs a week * 24 weeks)                                | \$ 576.00           |
| Program Development (Special Programs Coordinator \$13/hr * 4 hrs a week * 24 weeks)                      | \$ 1,248.00         |
| Hauling Expenses- Gas (\$1/mile, Average 30 miles per visit * 24 weeks)                                   | \$ 720.00           |
| <b>Pilot Program Expenses Total</b>                                                                       | <b>\$ 4,416.00</b>  |
| <b>Income - 6-month, 24-Week EAL Pilot Program (Beginning August 2015)</b>                                |                     |
| Hauling Fees (\$1/mile, Average 30 miles per visit * 24 weeks)                                            | \$ 720.00           |
| Service Fees (\$100.00 an hour for 10 -20 children * 24 weeks)                                            | \$ 2,400.00         |
| Fundraising/Contributions                                                                                 | \$ 1,296.00         |
| <b>Pilot Program Income Total</b>                                                                         | <b>\$ 4,416.00</b>  |

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05/01/14  
Cash Basis

## PEOPLE & ANIMAL LEARNING SERVICES (PALS)

### Profit & Loss

January through December 2013

Jan - Dec 13

#### Ordinary Income/Expense

##### Income

##### 400 - Program Income

##### 401 - TR Client Fees

##### 401.1 - Winter

##### 401.1.1 - Full Rate

4,502.08

##### Total 401.1 - Winter

4,502.08

##### 401.2 - Spring

##### 401.2.1 - Full Rate

16,320.00

##### 401.2.2 - Scholarship Rate

540.00

##### Total 401.2 - Spring

16,860.00

##### 401.3 - Summer

##### 401.3.1 - Full Rate

13,000.00

##### 401.3.2 - Scholarship Rate

940.00

##### Total 401.3 - Summer

13,940.00

##### 401.4 - Fall

##### 401.4.1 - Full Rate

16,520.00

##### 401.4.2 - Scholarship Rate

920.00

##### Total 401.4 - Fall

17,440.00

##### Total 401 - TR Client Fees

52,742.08

##### 402 - Rec Client Fees

##### 402.1 - Winter

1,400.00

##### 402.2 - Spring

4,240.00

##### 402.3 - Summer

3,840.00

##### 402.4 - Fall

2,080.00

##### Total 402 - Rec Client Fees

11,560.00

##### 403 - Project LEAD

4,143.30

##### 404 - Special Programs

##### 404.1 - Equi-Ed

485.00

##### Total 404 - Special Programs

485.00

##### 405 - Summer Camp

900.00

##### 407 - Community Education

##### 407.1 - Educated Equestrian

575.00

##### Total 407 - Community Education

575.00

##### Total 400 - Program Income

70,405.38

##### 420 - Restricted Donations

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**PEOPLE & ANIMAL LEARNING SERVICES (PALS)**  
**Profit & Loss**  
January through December 2013

|                                    | <u>Jan - Dec 13</u> |
|------------------------------------|---------------------|
| 420.1 - Horse Sponsorship          |                     |
| 420.1.1 - Pledge for our PALS      | 424.90              |
| 420.1.2 - Donations                | <u>1,200.00</u>     |
| Total 420.1 - Horse Sponsorship    | 1,624.90            |
| 420.2 - Rider Scholarships         |                     |
| 420.2.1 - Donations                | <u>1,000.00</u>     |
| Total 420.2 - Rider Scholarships   | 1,000.00            |
| 420.3 - Rider Scholarship Grants   | 366.30              |
| 420.4 - NAP Credits                | 35,734.03           |
| 420.5 - Special Program Grants     | 1,000.00            |
| 420.6 - Operating Grants           | 16,040.70           |
| 420.7 - United Way Grant           | <u>6,916.86</u>     |
| Total 420 - Restricted Donations   | 62,682.79           |
| 430 - Unrestricted Donations       |                     |
| 431 - Appeals                      | 26,281.32           |
| 432 - Unsolicited                  | 21,709.91           |
| 433 - Third Party Fundraising      | 4,016.85            |
| 434 - UW Donor Designations/CFC    | <u>6,171.18</u>     |
| Total 430 - Unrestricted Donations | 58,179.26           |
| 440 - Special Events Income        |                     |
| 441 - Fun Show                     |                     |
| 441.1 - Fun Show - Sponsor         | 7,519.20            |
| 441.3 - Fun Show - Concessions     | <u>60.00</u>        |
| Total 441 - Fun Show               | 7,579.20            |
| 442 - Mane Event                   |                     |
| 442.1 - Mane Event - Tickets       | 7,981.44            |
| 442.2 - Mane Event - Auction       | 43,217.00           |
| 442.3 - Mane Event - Sponsorship   | 18,983.20           |
| 442.5 - Heads or Tails             | 2,100.00            |
| 442.6 - Fund A Need                | 28,540.00           |
| 442.7 - Donation                   | <u>1,230.00</u>     |
| Total 442 - Mane Event             | <u>102,051.64</u>   |
| Total 440 - Special Events Income  | 109,630.84          |
| 450 - Miscellaneous Income         |                     |
| 450.1 - Horse Power Coffee Sales   | 1,187.33            |
| 450.10 - Transaction Fee           | 4.48                |
| 450.11 - Interest Income           | 12.93               |
| 450.12 - Credits                   | 1,861.24            |

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# PEOPLE & ANIMAL LEARNING SERVICES (PALS)

## Profit & Loss

January through December 2013

|                                        | Jan - Dec 13 |
|----------------------------------------|--------------|
| 450.5 · PALS Attire                    | 1,304.91     |
| 450.8 · Returned Check Fee             | 25.00        |
| 450.9 · Late Fee on Overdue Balance    | 135.00       |
| 450 · Miscellaneous Income - Other     | 33.35        |
| Total 450 · Miscellaneous Income       | 4,564.24     |
| 460 · Facility Income                  |              |
| 460.1 · Board - Big Barn               | 29,138.40    |
| 460.3 · House Rental                   | 1,705.00     |
| 460.4 · USDA Grant Program Maintenance | 563.60       |
| 460.5 · Wormer                         | 169.41       |
| 460.6 · Room Rental                    | 325.00       |
| 460.7 · Arena Fees                     | 40.00        |
| 460.8 · Manure Pick Up                 | 120.00       |
| 460.9 · Other                          | 43.00        |
| Total 460 · Facility Income            | 32,104.41    |
| 470 · In-Kind Income                   | 5,307.06     |
| Total Income                           | 342,873.98   |
| Gross Profit                           | 342,873.98   |
| Expense                                |              |
| 500 · Horse                            |              |
| 501 · Board                            | 10,521.68    |
| 502 · Farrier                          |              |
| 502.1 · Farrier In Kind                | 480.00       |
| 502 · Farrier - Other                  | 2,420.00     |
| Total 502 · Farrier                    | 2,900.00     |
| 503 · Hay                              |              |
| 503.1 · Square Bales                   | 14,979.77    |
| Total 503 · Hay                        | 14,979.77    |
| 504 · Grain                            | 4,998.59     |
| 505 · Maintenance                      |              |
| 505.1 · Maintenance In Kind            | 439.98       |
| 505.2 · Boarder Wormer                 | 209.10       |
| 505 · Maintenance - Other              | 1,706.15     |
| Total 505 · Maintenance                | 2,355.23     |
| 506 · Medical                          | 3,733.00     |
| 507 · Sawdust                          | 1,184.44     |
| Total 500 · Horse                      | 40,672.71    |

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**PEOPLE & ANIMAL LEARNING SERVICES (PALS)**  
**Profit & Loss**  
January through December 2013

|                                | <u>Jan - Dec 13</u> |
|--------------------------------|---------------------|
| <b>600 · Personnel</b>         |                     |
| Total 601 · Wages              | 133,134.66          |
| 607 · Consultants              | 36,500.00           |
| 608 · Work Study/Interns       | 150.00              |
| 610 · Health Insurance         | 9,402.35            |
| 611 · Workers Compensation     | 6,076.19            |
| 612 · 125 Plan Fee             | 140.00              |
| 613 · Payroll Taxes            | 10,636.15           |
| 614 · Payroll Expenses         | 690.60              |
| Total 600 · Personnel          | <u>196,729.95</u>   |
| <b>700 · Program Support</b>   |                     |
| 701 · Rent                     |                     |
| 701.1 · Arena                  | 4,840.00            |
| 701.2 · Office                 | 1,800.00            |
| Total 701 · Rent               | <u>6,640.00</u>     |
| 702 · Facility                 |                     |
| 702.1 · Utilities              |                     |
| 702.1.1 · Large Barn Electric  | 3,713.19            |
| 702.1.5 · Water                | 624.02              |
| Total 702.1 · Utilities        | <u>4,337.21</u>     |
| 702.2 · Mortgage Interest      | 17,007.66           |
| 702.3 · Maintenance            |                     |
| 702.3.1 · Arena                | 75.00               |
| 702.3.3 · Fencing              | 382.93              |
| 702.3.4 · Misc.                | 2,241.26            |
| 702.3.5 · Trash Removal        | 450.00              |
| 702.3.6 · Equipment            | 50.00               |
| Total 702.3 · Maintenance      | <u>3,199.19</u>     |
| 702.4 · Signage                |                     |
| 702.4.1 · Signage In-Kind      | 707.25              |
| 702.4 · Signage - Other        | 437.00              |
| Total 702.4 · Signage          | <u>1,144.25</u>     |
| Total 702 · Facility           | 25,688.31           |
| <b>703 · Program Equipment</b> |                     |
| 703.1 · Tack                   | 1,050.26            |
| 703.2 · Supplies               | 1,470.91            |
| 703.3 · Program In Kind        | <u>200.00</u>       |



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## PEOPLE & ANIMAL LEARNING SERVICES (PALS)

### Profit & Loss

January through December 2013

|                                      | <u>Jan - Dec 13</u> |
|--------------------------------------|---------------------|
| Total 703 · Program Equipment        | 2,721.17            |
| 704 · Professional Development       |                     |
| 704.3 · Registration Fees            | 420.00              |
| Total 704 · Professional Development | 420.00              |
| 705 · Travel                         |                     |
| 705.1 · Mileage & Hauling            | 114.72              |
| Total 705 · Travel                   | 114.72              |
| 706 · Computer/Software              | 413.12              |
| 707 · Insurance                      |                     |
| 707.1 · D & O                        | 988.00              |
| 707.2 · Casualty & Property          | 6,791.75            |
| Total 707 · Insurance                | 7,779.75            |
| 708 · Phone & Internet               |                     |
| 708.1 · Cell Phones                  | 2,400.06            |
| 708.2 · Phone System                 | 299.90              |
| 708.3 · Internet                     | 1,987.06            |
| Total 708 · Phone & Internet         | 4,687.02            |
| 709 · Office Supplies                | 2,072.02            |
| 710 · Postage                        |                     |
| 710.1 · Newsletter                   | 216.64              |
| 710.2 · PO Box                       | 40.00               |
| 710.4 · Rider                        | 24.15               |
| 710.5 · Fundraising Letters          | 329.59              |
| 710.6 · Misc                         | 652.46              |
| Total 710 · Postage                  | 1,262.84            |
| 711 · Printing                       |                     |
| 711.1 · Printing In Kind             | 458.01              |
| 711.2 · Newsletter                   | 163.81              |
| 711.3 · Fundraising                  | 828.91              |
| 711.4 · General                      | 87.32               |
| 711.5 · Mail Service                 | 518.54              |
| Total 711 · Printing                 | 2,056.59            |
| 712 · Advertising                    |                     |
| 712.1 · Community Fair               | 68.46               |
| 712 · Advertising - Other            | 199.31              |
| Total 712 · Advertising              | 267.77              |
| 713 · Promotional Items              |                     |

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**PEOPLE & ANIMAL LEARNING SERVICES (PALS)**

**Profit & Loss**

January through December 2013

|                                   | <u>Jan - Dec 13</u> |
|-----------------------------------|---------------------|
| 713.1 · Attire                    | 1,137.84            |
| 713.2 · T-Shirts                  | 976.02              |
| 713.3 · Project LEAD T-Shirts     | 276.33              |
| Total 713 · Promotional Items     | <u>2,390.19</u>     |
| 714 · Appreciation                |                     |
| 714.1 · Staff                     | 347.71              |
| 714.2 · Volunteer                 | 530.42              |
| 714.4 · Donor                     | 697.25              |
| 714.6 · Boarder                   | 184.39              |
| 714.7 · Board                     | 344.95              |
| 714.8 · Client                    | 80.27               |
| Total 714 · Appreciation          | <u>2,184.99</u>     |
| 716 · Membership Fees             |                     |
| 716.3 · Instructor                | 150.00              |
| 716.4 · Misc                      | 45.00               |
| 716.5 · Program                   | 1,800.00            |
| 716.6 · Accreditation             | 450.00              |
| Total 716 · Membership Fees       | <u>2,445.00</u>     |
| 717 · Etapestry                   | 1,178.71            |
| 718 · Accounting                  | 2,625.00            |
| 719 · Miscellaneous               |                     |
| 719.1 · Licenses and Fees         | 21.42               |
| 719.10 · Gain/Loss on Asset Sales | -2.00               |
| 719.12 · Capital Loan             | 5,000.00            |
| 719.3 · Horse Power Coffee        | 755.00              |
| 719.7 · Bank Service Charge       | 11.00               |
| 719.8 · Petty Cash                | 0.00                |
| Total 719 · Miscellaneous         | <u>5,785.42</u>     |
| 720 · Farm Animals                | 359.39              |
| Total 700 · Program Support       | <u>71,092.01</u>    |
| 780 · Special Events              |                     |
| 781 · Fun Show Expense            |                     |
| 781.2 · Awards                    |                     |
| 781.2.1 · Awards In Kind          | 985.75              |
| Total 781.2 · Awards              | <u>985.75</u>       |
| 781.5 · Printing                  |                     |
| 781.5.1 · Printing In Kind        | 500.00              |
| Total 781.5 · Printing            | <u>500.00</u>       |

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## PEOPLE & ANIMAL LEARNING SERVICES (PALS)

### Profit & Loss

January through December 2013

|                                       | <u>Jan - Dec 13</u> |
|---------------------------------------|---------------------|
| 781.8 · T-Shirts                      | 321.80              |
| Total 781 · Fun Show Expense          | <u>1,807.55</u>     |
| 782 · Mane Event                      |                     |
| 782.1 · Postage                       | 359.16              |
| 782.10 · Misc                         | 314.18              |
| 782.11 · Commission Fee               | 2,854.00            |
| 782.12 · Auctioneer/Booking Fee       | 400.00              |
| 782.13 · Credit Card Usage Fee        | 1,903.35            |
| 782.14 · Auction Purchase             | 9,771.35            |
| 782.15 · ME In Kind                   | 467.67              |
| 782.2 · Food & Service                | 8,360.10            |
| 782.5 · Music                         | 195.00              |
| 782.6 · Printing                      | 863.22              |
| 782.7 · Facility/AV Rental            | 1,890.00            |
| 782.8 · Decorations                   | 338.12              |
| 782.9 · Parking                       | 129.05              |
| Total 782 · Mane Event                | <u>27,845.20</u>    |
| Total 780 · Special Events            | <u>29,652.75</u>    |
| Total Expense                         | <u>338,147.42</u>   |
| Net Ordinary Income                   | 4,726.56            |
| Other Income/Expense                  |                     |
| Other Income                          |                     |
| 806 · Capital Campaign Income         |                     |
| 806.1 · Donations                     | 179,777.11          |
| 806.2 · Interest Income               | 9.86                |
| 806.3 · Grants                        | 50,000.00           |
| 806.5 · Equipment Sale                | 1,000.00            |
| 806.6 · Operating Acct. Loan          | 5,000.00            |
| 806 · Capital Campaign Income - Other | 12.00               |
| Total 806 · Capital Campaign Income   | <u>235,798.97</u>   |
| 807 · Boarder Desposits               | 709.27              |
| Total Other Income                    | <u>236,508.24</u>   |
| Other Expense                         |                     |
| 906 · Capital Campaign Expenses       |                     |
| 906.10 · Property Taxes               | 2,020.32            |
| 906.11 · Bank Service Fees            | 0.00                |
| 906.12 · Mail Service                 | 505.00              |

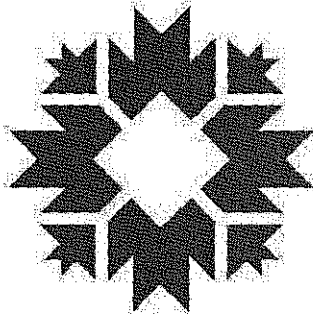
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PEOPLE & ANIMAL LEARNING SERVICES (PALS)

Profit & Loss

January through December 2013

|                                       | Jan - Dec 13 |
|---------------------------------------|--------------|
| 906.13 · Settlement Charges           | 5,936.00     |
| 906.4 · Printing                      |              |
| 906.4.1 · Printing In-Kind            | 568.40       |
| 906.4 · Printing - Other              | 1,458.35     |
| Total 906.4 · Printing                | 2,026.75     |
| 906.5 · Office Supplies               | 16.59        |
| 906.6 · Renovations                   |              |
| 906.6.1 · General                     | 64,268.48    |
| 906.6.2 · Parking Lot                 | 23,249.07    |
| 906.6.3 · HVAC                        | 12,933.00    |
| 906.6.4 · Arena Work & Footing        | 5,570.08     |
| 906.6.5 · Electric                    | 29,530.00    |
| 906.6.9 · Permits & Fees              | 1,319.80     |
| 909.7 · Misc/Supplies                 | 4,993.39     |
| Total 906.6 · Renovations             | 141,863.82   |
| 906.7 · Equipment                     | 23,075.23    |
| 906.8 · Postage                       | 650.39       |
| 906.9 · Consultants                   | 0.00         |
| Total 906 · Capital Campaign Expenses | 176,094.10   |
| Total Other Expense                   | 176,094.10   |
| Net Other Income                      | 60,414.14    |
| Net Income                            | 65,140.70    |



CITY OF BLOOMINGTON, COMMON COUNCIL  
JACK HOPKINS SOCIAL SERVICES FUNDING COMMITTEE  
2015 GRANT APPLICATION

**AGENCY INFORMATION**

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**Lead Agency Name: Planned Parenthood of Indiana and Kentucky**

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

Number of Employees:

| Full-Time | Part-Time | Volunteers |
|-----------|-----------|------------|
| 132       | 47        | 80*        |

\*Number of volunteers represents those who assist on part-time and as needed basis with event planning and implementation.

Address: Administrative office is located at 200 South Meridian Street, Suite 400, Indianapolis, IN 46225  
Health center serving the residents of the City of Bloomington is located at 421 South College Avenue,  
Bloomington, IN 47403

Phone: 317-637-4320

Agency E-Mail: [development@ppink.org](mailto:development@ppink.org)

Website: [www.ppink.org](http://www.ppink.org)

President of Board of Directors: Marya M. Rose

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**Executive Director: Betty Cockrum**

Title: President & Chief Executive Officer

Phone: 317-637-4332

E-Mail: [development@ppink.org](mailto:development@ppink.org)

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**Name of Person to Present Proposal to the Committee:**  
(if not the Executive Director)

Title: Director of Development

Phone: 317-637-4301

E-Mail: jen.hancock@ppink.org

**Name of Grant Writer:**

Phone: Gurinder Hohl

E-Mail: gurinder.hohl@ppink.org

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**Agency Mission Statement** *(150 words or less)*

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: Subsidized Long-Acting Reversible Contraceptives through Women's Health Fund at  
Bloomington Health Center

Is this a collaborative project? ☐ Yes ☒ No

If a collaborative project, list name(s) of non-lead agency partner(s):

Not Applicable

Address where project will be housed: 421 South College Avenue, Bloomington, IN 47403

Total Cost of Project: \$27,806.00

Requested JHSSF Funding: \$5,000.00

Other Funds Expected for this Project (*Source, Amount, and Confirmed or Pending*)

Annual fundraiser to support Women's Health Fund: *Gathering of Goddesses and Gods*: \$170,000. Event is scheduled to be held on April 25, 2015 in Indianapolis.  
Sophia Travis Community Services Grant Program: \$4,500 (estimated award amount based on previous awards)

Total Number of Clients Served by this project in 2015: 500 (50-75 will be served by support from Jack Hopkins Social Services Committee)

Total Number of City Residents Served by this project in 2015: 500 (50-75 will be served by support from Jack Hopkins Social Services Committee)

Is this request for operational funds? ☒ Yes ☐ No

If "yes," indicate whether the request is for a pilot project, bridge funding,  
or a collaborative project:

☒ Pilot ☐ Bridge ☐ Collaborative

Please indicate the period in which you intend to draw down funds, if granted:

☐ July-September 2015

☒ October-December 2015

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

Planned Parenthood of Indiana and Kentucky (PPINK) is capable and willing to submit the final invoice for draw down of funds by December 31, 2015. It is notable that monthly reports that indicate the amount of funding expended from the Women's Health Fund are available for review by health center manager, grants officer and accounting staff through PPINK's intranet. Our health center manager will work closely with our grants officer and accounting manager to review and monitor the expenditure of funds to ensure timely submission of the claim for reimbursement.

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

Our Women's Health Fund is primarily supported by funds raised during our annual fundraiser, *Gathering of Goddesses and Gods*. In its 11<sup>th</sup> year, this fundraiser is scheduled to be held on April 25, 2015 in Indianapolis. In 2014, our donors helped us to raise more than \$150,000 to support our Women's Health Fund and we are confident of meeting our goal to raise \$170,000 during the fundraiser this year. Further, throughout the year, we also submit grant applications to individual donors and foundations to seek additional funding to support our Women's Health Fund.

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

☒ Yes ☐ No ☐ N/A

PPINK leases the building that houses our health center in Bloomington—this lease was extended for 10 years in 2014.

Is the property zoned for your intended use?

☐ Yes ☐ No ☒ N/A

If "no," please explain:

Not Applicable

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.

Not Applicable



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/removal fee for long-acting reversible contraceptives: \$79.00

Priority #2  
(Item & Cost)

Testing for sexually transmitted diseases (Gonorrhea and Chlamydia): \$22.00

Priority #3  
(Item & Cost)

Colposcopy: \$271.00 (includes lab and biopsy fee)

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. Assume that 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.

Planned Parenthood of Indiana and Kentucky requests funding, in the amount of \$5,000, 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.

Aligned with our mission and commitment to ensuring access to affordable health care, our WHF was established to provide subsidized and/or free health care services and supplies to our patients—those who may be uninsured/underinsured or otherwise unable to pay due to financial hardships. It is notable that our WHF is used to cover only patient-related clinical expenses—no funds are used to cover administrative costs and abortions.

We have budgeted \$27,806 during the current fiscal year (ending June 30, 2015) to provide subsidized and/or free services and supplies through the WHF at our Bloomington health center. It is notable that from July 1, 2014 through January 31, 2015, we have expended \$8,149 to provide subsidized services and supplies to 449 patients at our Bloomington health center.

To meet the evolving needs of our patients, funding from the Jack Hopkins Social Services Committee will be used to subsidize insertion/removal fee (\$79.00) of LARCs for low-income women, as well as to provide testing for STDs, and life-saving testing and treatments such as colposcopies. We are the only provider of low-cost colposcopies in Bloomington and southern Indiana—we offer this service for \$271, whereas other for-profit providers offer this service for \$400-\$500.

## CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Assume that 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 2010-2014 Consolidated Plan, or any other community-wide survey of social services needs.

*The County Health Rankings published by the University of Wisconsin Population Health Institute, in collaboration with the Robert Wood Johnson Foundation, indicates that the rate of STDs among residents of Monroe County continues to trend higher (398 per 100,000) than the national benchmark. Further, this report indicates that 18% of Monroe County's residents are uninsured and 19% report that they have inadequate social support. The 2010-2014 Consolidated Plan developed by the City of Bloomington's Housing and Neighborhood Department recognizes that, "it is important to the health of the community to provide a safety net for those in need." The recently released 2012 Service Community Assessment of Needs (SCAN) report for Monroe County identifies that, "It was more difficult for households at all incomes levels to afford getting to the doctor in 2010." Despite the various mandates of the Affordable Care Act and the expansion of HIP 2.0 in Indiana, our experience, supported by data, indicates that many low-income Hoosiers continue to remain un/underinsured and face difficulties in accessing affordable, basic health services. Research conducted by the Guttmacher Institute demonstrates significant economic and social benefits, such as higher education and economic stability are associated with consistent access to affordable contraception.*

### 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 -- i.e., is your request for a pilot project? for bridge funding? for a collaborative project? If you are requesting operational funding, you must detail your plan for future funding.

We are committed to ensuring that our services remain meaningful and address the evolving needs of our patients. Over the past year, an increasing number of our patients are choosing long-acting, reversible contraceptives instead of oral contraceptives. During FY 2014, our clinicians performed 1,648 LARC procedures—a 38% increase compared to the number procedures performed previously. However, an overwhelming 80% of our patients report incomes less than 150% federal poverty level. To meet the needs of our patients, during the current and upcoming fiscal years, we have launched initiatives to subsidize insertion/removal fee of LARCs for patients through our WHF.

**FISCAL LEVERAGING** (100 words or less)

Describe how your project will leverage other resources, such as other funds, in-kind contributions, volunteers, etc.

Our dedicated development team works diligently to ensure a diverse funding stream for our programs, including the Women's Health Fund. While the majority of funds for the Women's Health Fund are raised through our annual fundraiser, *Gathering of Goddesses and Gods*, we continually educate our donors and foundations (as applicable) to demonstrate the need for funding the Women's Health Fund.

**LONG-TERM BENEFITS** (200 words or less)

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

At Planned Parenthood of Indiana and Kentucky, we are unwavering in our belief that all people deserve access to high-quality, affordable health care services and supplies. Our Women's Health Fund ensures that we can continue providing preventive and life-saving services and supplies to our patients, regardless of their ability to pay. Funding support from the Jack Hopkins Social Services Committee will enhance our ability to continue providing services and supplies to low-income patients served by our Bloomington health center. Our experience and data indicate that by subsidizing the insertion/removal fee of LARCs, testing for sexually transmitted diseases, and colposcopies, we can help our patients to decrease their risk of unplanned pregnancies and STDs—thus making a significant impact on their health and well-being.

### **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

Data indicates that women's ability to obtain and effectively use contraceptives has a positive impact on their mental health and the well-being of their children. These studies underscore the need to ensure access to contraceptives to the most disadvantaged women, those who are of color and face poverty, thus providing solutions to broader poverty and economic inequities. By subsidizing the insertion/removal fee of LARCs and by providing access to other life-saving services through our WHF, to 50-75 low-income residents of the City of Bloomington, we can help them to live healthy and productive lives.

## **Planned Parenthood of Indiana and Kentucky**

### **Project Narrative: Subsidized Long-Acting Reversible Contraceptives through Women's Health Fund at our Bloomington health center**

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As a local nonprofit Planned Parenthood of Indiana and Kentucky (PPINK), works every day to reduce the burdens associated with poor health among Hoosiers—by providing access to high-quality health care and education programs. We appreciate the generous and enduring support of the Jack Hopkins Social Services Committee (JHSSC). Your previous grant award, in the amount of \$2,785.71, enhanced our ability to provide subsidized and/or free health care services and supplies to the low-income residents of the City of Bloomington—those vulnerable to poor health outcomes.

Our health center located at 421 South College Avenue serves as a safety net for the vulnerable residents of the City of Bloomington—those who are uninsured, underinsured and economically disadvantaged. An overwhelming 80% of our clients served by this health center are at or below 150% federal poverty level (FPL). We offer comprehensive health care services, including life-saving cancer screenings, annual exams, gynecological examinations, pregnancy testing, breast health exams, diagnosis and treatment of sexually transmitted diseases (STDs), HIV testing and counseling, birth control, and medically accurate sexual health education to the residents of Monroe County—helping them to live healthier and longer lives by reducing the prevalence of sexually transmitted diseases and unplanned pregnancies.

During fiscal year (FY) 2014, we served 4,048 patients at our Bloomington health center, resulting in 9,694 visits. We also provided the following preventive services and interventions to our patients:

- Pap tests: 224
- Chlamydia tests: 1,890 (11% increase compared to FY 2013)
- Gonorrhea tests: 1,890 (11% increase compared to FY 2013)
- HIV tests: 634 (1% increase compared to FY 2013)
- Pregnancy tests: 690
- Oral contraceptives: 7,886
- Long-acting reversible contraceptives (LARCs): 73 (12% increase compared to FY 2013)
- Colposcopies: 15

### **Need to subsidize insertion/removal of LARCs and other services through our Women's Health Fund**

For more than 15 years, our Women's Health Fund (WHF) has played a critical role in ensuring access to preventive health care services, treatment, and supplies to our low-income patients—those who are underserved, un/underinsured and otherwise unable to pay for these services due to financial hardships. Services routinely provided through the WHF include life-saving cancer screenings, annual exams, testing and treatment of STDs, colposcopies and birth control supplies. It is notable that our WHF is dedicated to providing direct patient services; no funds are spent on administrative costs and abortion services.

Despite the availability of health insurance benefits under the mandates of the Affordable Care Act and recent expansion of Indiana's Medicaid HIP 2.0, our experience and data indicate that the need for access to high-quality, affordable health care among Hoosiers remains unmet. The demand for subsidized and/or free health care services and supplies remains unprecedented and in FY 2014, we provided free and/or subsidized services and supplies worth \$375,015 to 8,400 women and men through our WHF statewide. During the current fiscal year, from July 1, 2014 through January 31, 2015, we have expended \$8,149 to provide subsidized testing and treatment for sexually transmitted diseases, birth control supplies and colposcopies to 449 patients at our Bloomington health center. It is also notable that we remain the only provider of low-cost colposcopies in Monroe and surrounding counties. As outlined in the attached budget, we offer colposcopies (including biopsy and lab service) for \$271; whereas private/for-profit providers offer colposcopies (including biopsy and lab services) for \$400- \$500. The costs for our services are less than those charged by other for-profit and community-based providers and are aligned with reimbursement rates defined by Medicare and Medicaid. It is also notable that while there are other low-cost service providers in Bloomington, they do not offer the comprehensive health care services and educational programming available at our health center.

With your funding support, in the amount of \$5,000, we propose to serve 50-75 unduplicated residents of the City of Bloomington through our Women's Health Fund. Specifically, to meet the evolving needs of our patients, funding from the Jack Hopkins Social Services Committee will be used to subsidize insertion/removal fee (\$79) of LARCs for low-income women, as well as to provide testing for STDs, and life-saving testing and treatments (\$22) such as colposcopies (\$271). Over the past year, an increasing number of our patients are choosing long-acting, reversible contraceptives instead of oral contraceptives. During FY 2014, our clinicians performed 1,648 LARC procedures—a 38% increase compared to the number procedures performed previously. However, an overwhelming 80% of our patients report incomes less than 150% federal poverty level. These contraceptives are highly effective in preventing pregnancy and, depending on the type of device, provide contraception for 3 to 12 years. However, depending on the device, costs for the device and insertion/removal fees can range from \$500 to \$1,200—making these contraceptives expensive and cost-prohibitive for patients who are not insured, underinsured, or whose insurance does not cover this service. To meet the needs of our patients, during the current and upcoming fiscal years, we have launched pilot initiatives to subsidize insertion/removal fee of LARCs for patients through our WHF.

Research indicates that women's ability to obtain and effectively use contraceptives has a positive impact on their mental health and the well-being of their children. Further, preventing unintended pregnancies has a positive impact on issues such as poverty, school dropouts and poor preparation for the workforce. Research conducted by the Guttmacher Institute (2013), demonstrates that significant economic and social benefits are associated with consistent access to affordable contraception. These studies underscore the need to ensure access to contraceptives to the most disadvantaged women, those who are of color and face poverty, thus providing solutions to broader poverty and economic inequities. By subsidizing the insertion/removal fee of LARCs and by providing access to other life-saving services through our WHF, to 50-75 low-income residents of the City of Bloomington, we can help them to live healthy and productive lives.

**Planned Parenthood of Indiana and Kentucky**  
**Budget**

| Item                                                           | Cost     |
|----------------------------------------------------------------|----------|
| Insertion/removal fee of long-acting reversible contraceptives | \$79.00  |
| STD test (Chlamydia and Gonorrhea)                             | \$22.00  |
| Colposcopy & biopsy                                            | \$271.00 |

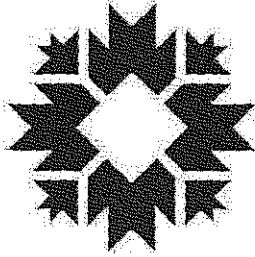
Planned Parenthood of Indiana and Kentucky (PPINK) respectfully requests \$5,000 to provide subsidized and/or free health care services and supplies to 50-75 low-income residents of the City of Bloomington through our Women's Health Fund (WHF) at the Bloomington health Center.

During the current fiscal year, we have budgeted \$27,806 to provide subsidized and/or free services and supplies through our WHF at the health center in Bloomington—to address the continued unmet need for these services among the low-income and underserved residents of the City of Bloomington. Your support will enhance our capacity to provide these to those who are un/underinsured and otherwise unable to pay for these services. As outlined in the proposal narrative, to address the evolving needs of our patients for long-acting reversible contraceptives (LARCs), we have launched pilot initiatives to cover the cost of insertion/removal fee of LARCs among our low-income patients—those who due to being under/uninsured and may be facing financial hardships. Support from the Jack Hopkins Social Services Committee is also critical to ensuring that we can continue providing essential services such as subsidized testing for sexually transmitted diseases and colposcopies to the our patients at the Bloomington health center—those who are underserved and need these services the most.



Planned Parenthood of Indiana and Kentucky  
Income and Expense Statement  
Total Agency Cost Center  
For the Month Ended 06/30/2014

|                            | Current Month       |                     |                     | Year to Date         |                      |                     | Total                |
|----------------------------|---------------------|---------------------|---------------------|----------------------|----------------------|---------------------|----------------------|
|                            | Budget              | Actual              | \$ Variance         | Budget               | Actual               | \$ Variance         | Annual Budget        |
| <b>Summary Budget</b>      |                     |                     |                     |                      |                      |                     |                      |
| Revenue                    |                     |                     |                     |                      |                      |                     |                      |
| Contributions              | 96,429.16           | 83,623.65           | (12,805.51)         | 1,368,912.83         | 2,524,644.53         | 1,165,731.70        | 1,358,912.83         |
| Grants                     | 24,739.17           | 20,105.94           | (4,633.23)          | 471,082.04           | 457,517.66           | (13,564.38)         | 471,082.04           |
| Gov't Contracts & Grants   | 161,182.85          | 103,920.09          | (57,262.76)         | 1,999,694.19         | 2,069,282.20         | 69,588.01           | 1,999,694.19         |
| Program Revenue            | 917,082.61          | 658,942.64          | (258,139.97)        | 11,138,596.36        | 9,135,287.52         | (2,003,308.84)      | 11,138,596.36        |
| Education Revenue          | 1,000.00            | 1,845.00            | 845.00              | 12,000.00            | 8,195.74             | (3,804.26)          | 12,000.00            |
| In Kind Contributions      | 56,295.00           | 32,257.81           | (24,037.19)         | 86,940.00            | 244,993.83           | 158,053.83          | 86,940.00            |
| Miscellaneous Income       | 22,278.75           | 29,713.10           | 7,434.35            | 267,609.00           | 300,330.60           | 32,721.60           | 267,609.00           |
| Transfers                  | 105,938.34          | 77,042.13           | (28,896.21)         | 1,200,260.08         | 1,007,130.38         | (193,129.70)        | 1,200,260.08         |
| Non Oper Revenue(Expenses) | (57,223.08)         | (5,959.40)          | 51,263.68           | (666,292.06)         | (431,445.59)         | 234,846.47          | (666,292.06)         |
| <b>Total Revenue</b>       | <b>1,327,722.80</b> | <b>1,001,490.95</b> | <b>(326,231.84)</b> | <b>15,868,802.44</b> | <b>15,915,936.87</b> | <b>(552,865.57)</b> | <b>15,868,802.44</b> |
| <b>Expenses</b>            |                     |                     |                     |                      |                      |                     |                      |
| Salaries & Benefits        | 626,876.54          | 633,919.79          | 7,043.25            | 8,274,013.08         | 7,930,531.10         | (343,481.98)        | 8,274,013.08         |
| Occupancy                  | 132,937.40          | 151,010.16          | 18,072.76           | 1,702,263.76         | 1,871,076.19         | 168,812.43          | 1,702,263.76         |
| Contractual                | 34,296.75           | 87,789.12           | 53,492.37           | 602,425.00           | 731,029.94           | 128,604.94          | 602,425.00           |
| Travel                     | 13,453.68           | 19,215.11           | 5,761.43            | 228,219.16           | 233,635.68           | 5,416.52            | 228,219.16           |
| Clinic Medical Expenses    | 392,729.26          | 376,879.23          | (15,850.03)         | 4,138,200.93         | 4,188,390.89         | 50,189.96           | 4,138,200.93         |
| General                    | 98,549.07           | 77,014.58           | (21,534.49)         | 1,189,033.51         | 951,019.48           | (238,014.03)        | 1,189,033.51         |
| <b>Total Expenses</b>      | <b>1,298,842.70</b> | <b>1,345,827.99</b> | <b>46,985.29</b>    | <b>16,134,155.44</b> | <b>15,905,683.28</b> | <b>(228,472.16)</b> | <b>16,134,155.44</b> |
| <b>Incr/Decr in Assets</b> | <b>28,880.10</b>    | <b>(344,337.03)</b> | <b>(373,217.13)</b> | <b>(265,353.00)</b>  | <b>(589,746.41)</b>  | <b>(324,393.41)</b> | <b>(265,353.00)</b>  |



CITY OF BLOOMINGTON, COMMON COUNCIL  
JACK HOPKINS SOCIAL SERVICES FUNDING  
COMMITTEE  
2015 GRANT APPLICATION

AGENCY INFORMATION

Lead Agency Name

Shalom Community Center, Inc.

Is Lead Agency ☐ yes  
a 501(c)(3) ☐ no

Number of Employees

Full-time

8

Part-time

6

Volunteers

~1400

Address

PO Box 451 / 620 S Walnut St

Bloomington, IN

Zip Code

47402-0451

Phone

(812) 334-5728

Agency E-mail

shalom@shalomcommunitycenter.org

Website

www.shalomcommunitycenter.org

President of Board of Directors

John Hamilton

Executive Director

Rev. Forrest Gilmore

Title

Executive Director

Phone

(812) 334-5728, ext. 33

E-Mail

forrest@shalomcommunitycenter.org

Name of Person to Present Proposal to  
the Committee  
(If not the Executive Director)

As above

Title

Phone

E-Mail

Name of Grant Writer

As above

Phone

E-mail

**Agency's Mission Statement (150 words or less)**

The Shalom Community Center is dedicated to aiding and empowering people experiencing homelessness and poverty. As a daytime resource center for people who are living in poverty and experiencing its ultimate expressions, Shalom provides life essentials, case management, housing support, employment assistance, and community access for many of the community's government and social service agencies. We are the front door to many services in our community, especially for those experiencing homelessness, and one of the busiest agencies in Bloomington.

**PROJECT INFORMATION**

Project Name

A Floor to Stand On

Is this a collaborative project?

☐ yes

☐ no

If a collaborative project, list name(s) of non-lead agency partner(s)

Address where project will be housed

620 S Walnut St, Bloomington, IN 47401

Total Cost of Project

\$11,020

Requested JHSSF Funding

\$11,020

Other Funds Expected for this Project  
(Source, Amount and Confirmed or Pending)

We do not currently expect other fund sources for this project, however, we spend ~\$80,000 per year and countless volunteer hours on creating a sanitary and safe shelter space.

Number of Total Clients Served by this Project in 2015

2,500 (estimated)

Total Number of City Residents Served by this Project in 2015

2125 (estimated)

Is this a request for operational funds?

☐ yes

☐ no

If "yes," indicate whether the request is for a pilot project, bridge funding or a collaborative project.

☐ pilot

☐ bridge

☐ collaborative

Please indicate the period in which you intend to draw down funds, if granted

☐ July-September 2015

☐ October-December 2015

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

This is a simple project with one step. It requires the work to be done by a hired contractor and then payment of that business for that work. We anticipate completion of the project no later than September of 2015.

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 and Cost)

Since it's one floor, we don't have the estimate broken down into individual sections of the building, however, we could use partial funds for partial coverage. This would be far from ideal and create a strange appearance, but it is possible.

Priority #2 (Item and Cost)

Priority #3 (Item and Cost)

Priority #4 (Item and Cost)

Priority #5 (Item and Cost)

Priority #6 (Item and Cost)

Priority #7 (Item and Cost)

**PROJECT SYNOPSIS** (250 words or less)

Please provide a brief overview of your project. Assume that 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 \$11,020 as a one time investment to apply an epoxy/polyurethane system to the bare concrete floors at the Shalom Center.

When Shalom needed to move to a new location in 2010, we worked diligently to create a workable space to provide the necessary, essential services for our hungry and homeless neighbors. Due to the need to move quickly, we were not able to mount the capital campaign we had hoped for and some intended renovations to the Center have remained undone.

Currently, approximately 75% of the Shalom Center's floor is bare, rough concrete. This surface creates 3 core problems - it's not very safe; it is very difficult to keep sanitary; and, quite honestly, it's ugly.

In exploring multiple approaches to improving the floor, including paint, stain, and epoxy, the epoxy system seems to provide us with the greatest durability, aesthetic quality, and ability to clean. For reference, you commonly see epoxy flooring in supermarkets and stores, such as Kroger and Lowe's.

Since Shalom is a central hub for many people experiencing hunger, homelessness, and poverty, we feel this is an essential need for making our Center more attractive, sanitary, and safe for the hundreds of people we serve every day and thousands every year.

## CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Assume that 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 2010-2014 Consolidated Plan, or any other community-wide survey of social services needs.

According to the 2010-2014 Consolidated Plan, "A significant part of the City of Bloomington's Anti-Poverty Strategy is to provide access to information and emergency assistance to the most vulnerable elements of the community (p 55)."

Our proposal especially addresses Category 5 of the Consolidated Plan Strategy, which calls on our community to, "provide funding to non-profit organizations that serve low income individuals & families with their basic emergency needs: food, shelter and health care... [that] provide a safety net for community members in need... [and that] provide valuable services to improve quality of life (p. 19)."

The plan also states that, "Service coordination is a key part of the local strategy of support and effort to regain self-sufficiency (p. 64) and the Shalom Center provides, "an ideal location to make caseworkers from different agencies available (p.68)."

As a resource center for people experiencing hunger, homelessness, and poverty, Shalom strives to be a "front door" for emergency assistance and social service information, access and coordination. Shalom serves several populations (including the chronically homeless, homeless families, people with physical and mental disabilities, and the elderly), which have been identified as priorities for social service funding by the 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 -- i.e., is your request for a pilot project? for bridge funding? for a collaborative project? If you are requesting operational funds, you must detail your plan for future funding.

This is a one-time equipment expense.

**FISCAL LEVERAGING** (100 words or less)

Describe how your project will leverage other resources, such as other funds, in-kind contributions, volunteers, etc.

While we do not anticipate additional funding for the specifics of this project, Shalom spends approximately \$80,000 per year and countless volunteer hours on maintenance, cleanliness, utility, and mortgage costs. The moving of furniture, kitchen equipment, etc., to make this project possible will all be provided by volunteers. Since the project will take 3-4 days to complete, we will also have to find creative ways to maintain our services through that time, which might include outdoor meals and shelter and require additional volunteers and support.

**LONG-TERM BENEFITS** (200 words or less)

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

The Shalom Center is a central facility in the care and feeding of people in need. Improving the Center's environs to be more sanitary, safe, and aesthetic will make our Center more accessible and functional for the important work we do. While difficult to measure, the benefits of cleanliness, safety, and beauty will make a profound difference for those in need of a safe, clean, and accessible resource center.



**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 outcomes we hope to improve are easy to name, but difficult to measure. We hope to increase the safety, cleanliness, and beauty of the Center.

We will survey clients before and after the addition of the floor to assess their sense of change with the addition of the floor.

**2015 JACK HOPKINS SOCIAL SERVICES FUNDING  
NARRATIVE & BUDGET  
"A Floor to Stand On"  
Shalom Community Center**

**THE REQUEST**

We are requesting \$11,020 as a one-time investment to apply an epoxy/polyurethane system to the bare concrete floors at the Shalom Community Center. Since Shalom is a central hub for people experiencing hunger, homelessness, and poverty, we feel this is an essential need for making our Center more attractive, sanitary, and safe for the hundreds of people we serve every day and thousands every year.

When Shalom was required to move to its new location in 2010, we worked diligently to create a workable space to provide the necessary, essential services for our hungry and homeless neighbors. Due to the need to move quickly, we were not able to mount the capital campaign we had hoped for and some intended renovations to the Center have remained undone.

Currently, approximately 60% of the Shalom Center's main floor is bare, rough concrete. This surface creates 3 core problems - it's not very safe; it is very difficult to keep sanitary; and, quite honestly, it's ugly.

In exploring multiple approaches to improving the floor, including paint, stain, and epoxy, the epoxy system seems to provide us with the greatest durability, aesthetic quality, and ability to clean.

Concrete by Design described the epoxy system by saying it offers "the most durable and scratch resistance possible [plus] seamless flooring with unmatched beauty and durability [greater] than any other flooring system." The owner, Marcus Dobouni, also described it as the easiest to clean and the most sanitary. This last point is perhaps the most essential in our need to provide a clean and safe environment for hundreds of people each day. This has been an ongoing issue for our custodian, kitchen staff, and cleaning volunteers who find the current surface very difficult to keep sanitary.

For reference, epoxy flooring is often used in supermarkets and stores, such as Kroger and Lowe's, offering evidence that this is a widely used system for concrete flooring.

We believe we will be able to complete the project easily by the end of September. The work will take 3-4 days and require us to move furniture and adjust our services. With some creative planning and extra volunteer support, the warmer seasons will allow us to continue to provide most of our essential services during the transition, including our meal program.

**PROJECT BUDGET**

Application of 4-layer epoxy /polyurethane system      \$11,020

## QUOTE

### Concrete By Design, LLC



7 Launch way Suite 250

Fishers, IN 46038

*Concrete By Design*

317-841-1809 OR 317-361-5021

[www.concrete-by-design.com](http://www.concrete-by-design.com)

Date: 3/25/15

Quote #1032815

[Info@concrete-by-design.com](mailto:Info@concrete-by-design.com)

Bill To: Shalom Center

Jim Harvey

650 S Walnut St, Bloomington, IN




Job Site: Shalom Center

650 S Walnut St, Bloomington, IN

|               |                                                                         |        |
|---------------|-------------------------------------------------------------------------|--------|
| Customer P.O. | Terms: 50 % down, 35% at polyurethane satge,<br>balance upon completion | Rep MD |
|               |                                                                         |        |

| DISCRIPTION                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | AMOUNT      |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------|
| <ul style="list-style-type: none"><li>▪ A community center with multiple rooms, the concrete floor is fairly old and rough. To apply a reflector, four (4) layers epoxy /polyurethane system. The total area is approx. 1900 ft2.</li><li>➤ To apply four (4) layer epoxy /polyurethane system, color (TBD)</li></ul> <p><b>Procedure:</b></p> <ul style="list-style-type: none"><li>A- Diamond Grind the concrete to open concrete porous and remove glue, paint, etc.</li><li>B- Clean and prepare the floor and make it ready to install 4 layers system</li><li>C- Fill and repair all the cracks if any with Epoxy Cement</li><li>D- Test the Moisture of the concrete and apply vapor barrier if needed to protect the floor from any moisture and water for above 3 lb/1000sqft (Test results will be recorded at the time of test)</li><li>E- Apply 10mil of PT4 pigmented epoxy, 100% Solid, which will give Compressive Strength of 9500 psi and Tensile strength of 7700 psi. (color TBD)</li></ul> | \$ 11020.00 |

## QUOTE

|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                        |      |                                                                                                           |                        |  |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------|------|-----------------------------------------------------------------------------------------------------------|------------------------|--|
| <p>F- Apply 12 mil of PT1 clear epoxy protector, 100% Solid, which will give Compressive Strength of 12000 psi and Tensile strength of 7100 psi. ( Colors will be Strength of 9700 psi (color to be determined by customer)</p> <p>G- Add Reflector, non mica, non metal pigment with 3<sup>rd</sup> layer (possibility of using 1 or 2 colors to achieve the desired look , usually a marble design)</p> <p>H- Apply AUS5, 75% Solid as Protective coat and Abrasion Resistance, Slip Resistance (if desired) by adding Aluminum Oxide for slip resistance (quantity of Aluminum Oxide will be decided)</p> <ul style="list-style-type: none"> <li>This system will give the most durable and scratch resistance possible</li> <li>This system will give Seamless flooring with unmatched beauty and durability than any other flooring system</li> <li>The application will be done in 3-4 days depending on accessibility and weather and humidity.</li> <li>The customer will move all furniture and equipment before starting the project</li> <li>No other civil or mechanical work will be performed and /or included in the scope of this project.</li> </ul> <p>Please let us know if you have any question<br/>We look forward to hearing and working with you soon.</p> <p>Sincerely,<br/>Concrete By Design, LLC</p> |                        |      |                                                                                                           |                        |  |
| <table style="width: 100%;"> <tr> <td style="width: 50%; border-bottom: 1px solid black;">Customer</td> <td style="width: 50%; border-bottom: 1px solid black;">Date</td> </tr> <tr> <td style="text-align: center; padding-top: 10px;"> <br/>           Concrete by Design         </td> <td style="text-align: center; padding-top: 10px;"> <u>3/25/15</u><br/>           Date         </td> </tr> </table>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Customer               | Date | <br>Concrete by Design | <u>3/25/15</u><br>Date |  |
| Customer                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Date                   |      |                                                                                                           |                        |  |
| <br>Concrete by Design                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | <u>3/25/15</u><br>Date |      |                                                                                                           |                        |  |
| <b>TOTAL</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | \$                     |      |                                                                                                           |                        |  |

Shalom Community Center  
Income Statement  
For the Twelve Months Ending December 31, 2014

|                                | Current Month     |               | Year to Date      |               |
|--------------------------------|-------------------|---------------|-------------------|---------------|
| Revenues                       |                   |               |                   |               |
| Unrestricted - Individual      | \$ 32,961.71      | 23.75         | \$ 146,145.75     | 17.21         |
| Unrestricted - Faith Community | 5,095.38          | 3.67          | 17,129.92         | 2.02          |
| Unrestricted - Business        | 950.00            | 0.68          | 1,303.00          | 0.15          |
| Unrestricted - Foundation      | 0.00              | 0.00          | 3,678.20          | 0.43          |
| Unrestricted - Government      | 1,500.00          | 1.08          | 1,512.00          | 0.18          |
| Unrestricted - Nonprofit Org   | 500.00            | 0.36          | 2,913.90          | 0.34          |
| Unrestricted - Organization    | 247.00            | 0.18          | 2,455.41          | 0.29          |
| Indiv Gifts to Restricted Fund | 0.00              | 0.00          | 2,116.00          | 0.25          |
| TR - Staff Bonus               | 250.00            | 0.18          | 3,040.00          | 0.36          |
| TR - Local Bus Ticket Gifts    | 740.00            | 0.53          | 1,110.00          | 0.13          |
| Grants for Operations          | 0.00              | 0.00          | 10,853.68         | 1.28          |
| Grants-Emergency Fund          | 5,500.00          | 3.96          | 16,420.00         | 1.93          |
| United Way                     | 982.65            | 0.71          | 11,895.36         | 1.40          |
| Grants-Jack Hopkins            | 2,535.84          | 1.83          | 22,715.54         | 2.68          |
| Grant - MLK                    | 0.00              | 0.00          | 500.00            | 0.06          |
| Interfaith Winter Shltr Laun   | 2,653.53          | 1.91          | 16,262.44         | 1.92          |
| IHCDA ESG-Shelter              | 20,414.19         | 14.71         | 65,518.17         | 7.72          |
| IHCDA - ESG-Rapid Rehousing    | 33,202.16         | 23.92         | 95,399.56         | 11.23         |
| IHCDA ESG - Outreach           | 3,973.17          | 2.86          | 6,089.01          | 0.72          |
| HUD Supportive Housing Grant   | 0.00              | 0.00          | 264,202.61        | 31.11         |
| SHP Rent Received              | 0.00              | 0.00          | 16,034.26         | 1.89          |
| Fundraising - Special Events   | 12,461.26         | 8.98          | 50,833.59         | 5.99          |
| Interest Income                | 0.00              | 0.00          | 0.32              | 0.00          |
| Year-End Campaign              | 14,825.00         | 10.68         | 22,750.00         | 2.68          |
| Feinstein Campaign             | 0.00              | 0.00          | 38,778.94         | 4.57          |
| NAP Contributions              | 0.00              | 0.00          | 28,372.52         | 3.34          |
| Interest Income                | 0.00              | 0.00          | 0.16              | 0.00          |
| Other Income                   | 0.00              | 0.00          | 1,127.50          | 0.13          |
| <b>Total Revenues</b>          | <b>138,791.89</b> | <b>100.00</b> | <b>849,157.84</b> | <b>100.00</b> |
| Cost of Sales                  |                   |               |                   |               |
| <b>Total Cost of Sales</b>     | <b>0.00</b>       | <b>0.00</b>   | <b>0.00</b>       | <b>0.00</b>   |
| <b>Gross Profit</b>            | <b>138,791.89</b> | <b>100.00</b> | <b>849,157.84</b> | <b>100.00</b> |
| Expenses                       |                   |               |                   |               |
| Office Supplies                | 46.87             | 0.03          | 1,142.70          | 0.13          |
| Custodial Supplies             | 323.13            | 0.23          | 5,355.91          | 0.63          |
| Waste Removal                  | 266.46            | 0.19          | 1,635.15          | 0.19          |
| Snow Removal                   | 0.00              | 0.00          | 330.00            | 0.04          |
| Maintenance and Repair         | 628.85            | 0.45          | 3,919.93          | 0.46          |
| Maint. & Repair-Winter Shelter | 0.00              | 0.00          | 86.43             | 0.01          |
| Postage                        | 141.74            | 0.10          | 1,732.98          | 0.20          |
| Insurance                      | 0.00              | 0.00          | 3,831.75          | 0.45          |
| Insurance - Building           | 1,836.00          | 1.32          | 1,836.00          | 0.22          |
| Workers Compensation Insurance | 0.00              | 0.00          | 4,165.00          | 0.49          |
| Fundraising Expense            | 2,596.60          | 1.87          | 5,375.53          | 0.63          |
| Background Checks              | 27.00             | 0.02          | 519.00            | 0.06          |
| Bank/Credit Card Fees          | 305.09            | 0.22          | 905.11            | 0.11          |
| Computer Expenses              | 0.00              | 0.00          | 13,452.33         | 1.58          |
| Accounting Fees                | 218.25            | 0.16          | 1,650.35          | 0.19          |
| SCC Supplies                   | 64.19             | 0.05          | 341.21            | 0.04          |
| Winter Shelter Supplies        | 0.00              | 0.00          | 272.81            | 0.03          |
| Guest Needs - Optg             | 0.00              | 0.00          | 980.69            | 0.12          |
| Guest Needs - Designated       | 1,753.83          | 1.26          | 5,279.14          | 0.62          |
| Kitchen Supplies               | 246.37            | 0.18          | 3,023.69          | 0.36          |
| Client Programming             | 280.00            | 0.20          | 350.00            | 0.04          |

Shalom Community Center  
Income Statement  
For the Twelve Months Ending December 31, 2014

|                                | Current Month |        | Year to Date   |        |
|--------------------------------|---------------|--------|----------------|--------|
| Equipment                      | 0.00          | 0.00   | 407.49         | 0.05   |
| Equipment Lease                | 446.36        | 0.32   | 4,312.11       | 0.51   |
| Client Bus Tickets             | (1,110.00)    | (0.80) | 3,130.00       | 0.37   |
| Food Expense                   | 2,401.47      | 1.73   | 24,914.50      | 2.93   |
| Telephone                      | 487.44        | 0.35   | 6,122.04       | 0.72   |
| Internet Service               | 45.00         | 0.03   | 540.00         | 0.06   |
| Electricity                    | 1,078.33      | 0.78   | 11,517.27      | 1.36   |
| Natural Gas                    | 750.98        | 0.54   | 2,965.11       | 0.35   |
| Water Expense                  | 24.56         | 0.02   | 2,661.65       | 0.31   |
| Salary and Wage Expense - SCC  | 21,755.40     | 15.67  | 160,112.46     | 18.86  |
| Salary/Wage Exp - ESG Shelter  | 10,440.96     | 7.52   | 73,848.00      | 8.70   |
| Salary/Wage Exp-ESG Outreach   | 1,026.00      | 0.74   | 1,026.00       | 0.12   |
| Salary/Wage Exp-Rapid Rehousin | 1,348.65      | 0.97   | 1,348.65       | 0.16   |
| Salary and Wage Expense - SHP  | 6,185.73      | 4.46   | 56,693.53      | 6.68   |
| Salary/Wage Exp-Winter Shelter | 2,835.00      | 2.04   | 10,805.33      | 1.27   |
| Employee Health Benefits - SCC | 1,191.61      | 0.86   | 11,675.57      | 1.37   |
| Payroll Tax Expense - SCC      | 2,260.06      | 1.63   | 17,485.06      | 2.06   |
| Payroll Tax Exp-ESG Shelter    | 975.02        | 0.70   | 7,220.20       | 0.85   |
| Payroll Tax Exp-ESG Outreach   | 130.12        | 0.09   | 130.12         | 0.02   |
| Payroll Tax Exp-Rapid Rehousin | 171.05        | 0.12   | 171.05         | 0.02   |
| Payroll Tax Exp - SHP          | 623.47        | 0.45   | 8,444.08       | 0.99   |
| Payroll Tax Exp-Winter Shelter | 289.40        | 0.21   | 1,237.76       | 0.15   |
| Employee Expense               | 1,440.00      | 1.04   | 2,365.49       | 0.28   |
| Miscellaneous Expenses         | 446.95        | 0.32   | 3,314.82       | 0.39   |
| Professional Fees              | 950.00        | 0.68   | 6,995.00       | 0.82   |
| Dues & Subscriptions           | 0.00          | 0.00   | 250.00         | 0.03   |
| Client Security Deposits       | 200.00        | 0.14   | 943.75         | 0.11   |
| Client Utilities - Electricity | 239.67        | 0.17   | 3,695.17       | 0.44   |
| Client Utilities - Gas         | 50.00         | 0.04   | 665.04         | 0.08   |
| Client Water/Sewer, Phone      | 150.43        | 0.11   | 657.33         | 0.08   |
| Client Rent                    | 225.00        | 0.16   | 3,663.97       | 0.43   |
| Client BMV/B.C. Fees           | 222.00        | 0.16   | 2,335.25       | 0.28   |
| IHCDA-Rapid Rehousing Non-Sal  | 21,070.08     | 15.18  | 116,616.88     | 13.73  |
| IHCDA-ESG Shelter Outreach     | 297.44        | 0.21   | 3,509.73       | 0.41   |
| HUD Supportive Housing Non-Sal | 18,843.86     | 13.58  | 223,606.17     | 26.33  |
| SHP Program Exp (Rents Rcvd)   | 723.21        | 0.52   | 10,312.56      | 1.21   |
| SHP Expense (Commun. Fdn)      | 0.00          | 0.00   | 3,408.60       | 0.40   |
| Interest Expense               | 1,376.47      | 0.99   | 16,310.68      | 1.92   |
| Total Expenses                 | 108,326.10    | 78.05  | 861,604.13     | 101.47 |
| Net Income                     | \$ 30,465.79  | 21.95  | \$ (12,446.29) | (1.47) |

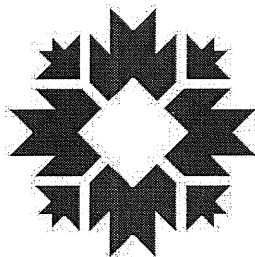
Shalom Community Center  
Balance Sheet  
December 31, 2014

ASSETS

|                                |    |                          |
|--------------------------------|----|--------------------------|
| Current Assets                 |    |                          |
| Old National Checking Account  | \$ | 103,799.17               |
| Cash Reserves Account          |    | 6,362.00                 |
| PayPal Cash                    |    | 6,983.01                 |
| Online Donations Cash          |    | 115.00                   |
| Insurance Policy/WPS           |    | 10,616.19                |
|                                |    | <hr/>                    |
| Total Current Assets           |    | 127,875.37               |
| Property and Equipment         |    |                          |
| Land                           |    | 140,980.88               |
| Buildings                      |    | 177,879.12               |
| Furniture and Fixtures         |    | 22,404.99                |
| Equipment                      |    | 37,158.83                |
| Accumulated Depreciation       |    | (104,505.59)             |
| Building Imp.-620 S. Walnut    |    | 239,669.55               |
| Land Improvements 620 S Walnut |    | 3,191.00                 |
|                                |    | <hr/>                    |
| Total Property and Equipment   |    | 516,778.78               |
| Other Assets                   |    |                          |
| Deposits - FHPP                |    | 824.00                   |
| Deposits-FHPP-Contra Account   |    | (824.00)                 |
|                                |    | <hr/>                    |
| Total Other Assets             |    | 0.00                     |
| Total Assets                   | \$ | <u><u>644,654.15</u></u> |

LIABILITIES AND CAPITAL

|                               |    |                          |
|-------------------------------|----|--------------------------|
| Current Liabilities           |    |                          |
| Accounts Payable              | \$ | 10.00                    |
| Deductions Payable            |    | 40.00                    |
| Flexible Medical Spending Ded |    | 1,246.91                 |
| Employee United Way Payable   |    | 32.00                    |
| Note Payable - Building       |    | 274,529.26               |
| Property Tax Payable          |    | (125.72)                 |
|                               |    | <hr/>                    |
| Total Current Liabilities     |    | 275,732.45               |
| Long-Term Liabilities         |    | <hr/>                    |
| Total Long-Term Liabilities   |    | 0.00                     |
| Total Liabilities             |    | <hr/> 275,732.45         |
| Capital                       |    |                          |
| Beginning Balance Equity      |    | 267,437.08               |
| Retained Earnings             |    | 113,930.91               |
| Net Income                    |    | (12,446.29)              |
|                               |    | <hr/>                    |
| Total Capital                 |    | 368,921.70               |
| Total Liabilities & Capital   | \$ | <u><u>644,654.15</u></u> |



CITY OF BLOOMINGTON, COMMON COUNCIL  
JACK HOPKINS SOCIAL SERVICES FUNDING  
COMMITTEE  
2015 GRANT APPLICATION

**AGENCY INFORMATION**

**Lead Agency Name**

South Central Community Action Program

Is Lead Agency ☐ yes  
a 501(c)(3) ☐ no

**Number of Employees**

Full-time  Part-time  Volunteers

**Address**  
1500 W. 15th Street

Bloomington, IN 47404

**Zip Code**

**Phone**

**Agency E-mail**

**Website**

**President of Board of Directors**

**Executive Director**

**Title**

**Phone**

**E-Mail**

**Name of Person to Present Proposal to  
the Committee**  
(If not the Executive Director)

**Title**

**Phone**

**E-Mail**

**Name of Grant Writer**

**Phone**

**E-mail**



**Agency's Mission Statement** (150 words or less)

The South Central Community Action Program (SCCAP) is a nonprofit organization based in Bloomington, Ind. that has served low-income people for 50 years. Our mission is to provide opportunities for low-income citizens to move toward personal and economic independence. A shorter version of this mission statement is provided in our agency tagline, "Empowering people to reach their potential." SCCAP offers Thriving Connections (formerly Circles Initiative) and Head Start programs in Monroe County, and also operates Energy Assistance and Education, Weatherization, Individual Development Account and Section 8 programs in Monroe, Morgan, Owen and Brown counties.

SCCAP is applying for this funding as a partner in the Monroe County Energy Challenge whose purpose is to reduce energy use in local residences, municipal facilities and K-12 schools through outreach, technical assistance and volunteer mobilizations.

**PROJECT INFORMATION**

|                                                                                                           |                                                                                                                                                                                                                                                                                                                                     |
|-----------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Project Name                                                                                              | Increasing Housing Affordability through Reducing Energy Costs                                                                                                                                                                                                                                                                      |
| Is this a collaborative project?                                                                          | <input type="radio"/> yes<br><input type="radio"/> no                                                                                                                                                                                                                                                                               |
| If a collaborative project, list name(s) of non-lead agency partner(s)                                    |                                                                                                                                                                                                                                                                                                                                     |
| Address where project will be housed                                                                      | 1500 W. 15th Street                                                                                                                                                                                                                                                                                                                 |
| Total Cost of Project                                                                                     | 85,100                                                                                                                                                                                                                                                                                                                              |
| Requested JHSSF Funding                                                                                   | 26,100                                                                                                                                                                                                                                                                                                                              |
| Other Funds Expected for this Project<br>(Source, Amount and Confirmed or Pending)                        | Vectren Foundation - \$59,000 (includes funding for EnergyMobile, weatherization materials and outreach to all of Monroe County). Confirmed.<br><br>In-kind support from SCCAP and City of Bloomington Office of Economic and Sustainable Development, \$7,625 (Total Cost of Project with in-kind support is \$92,725). Confirmed. |
| Number of Total Clients Served by this Project in 2015                                                    | 300                                                                                                                                                                                                                                                                                                                                 |
| Total Number of City Residents Served by this Project in 2015                                             | 300                                                                                                                                                                                                                                                                                                                                 |
| Is this a request for operational funds?                                                                  | <input type="radio"/> yes<br><input type="radio"/> no                                                                                                                                                                                                                                                                               |
| If "yes," indicate whether the request is for a pilot project, bridge funding or a collaborative project. | <input type="radio"/> pilot<br><input type="radio"/> bridge<br><input type="radio"/> collaborative                                                                                                                                                                                                                                  |
| Please indicate the period in which you intend to draw down funds, if granted                             | <input type="radio"/> July-September 2015<br><input type="radio"/> October-December 2015                                                                                                                                                                                                                                            |

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

SCCAP would draw down funds to purchase energy efficiency kits to be distributed to low-income households in the city as soon as the grant award is made in July. The agency would draw down the remaining funds on a monthly basis for the intern's salary and for the incentives to reduce the cost of insulating the homes of low-income city residents.

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

Other funds needed for completion of this project have already been received. Most importantly, SCCAP has received a \$59,000 grant from the Vectren Foundation to purchase an EnergyMobile and weatherization materials that will be used for this project.

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 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?

- ☐ yes  
☐ no

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

|                             |                                                                                                                                 |
|-----------------------------|---------------------------------------------------------------------------------------------------------------------------------|
| Priority #1 (Item and Cost) | Incentives for at least 50 rental units occupied by low-income households to have their attics and/or walls insulated, \$12,500 |
| Priority #2 (Item and Cost) | Intern for July-November, 15 hours per week, \$3,600                                                                            |
| Priority #3 (Item and Cost) | 250 energy efficiency kits for low-income households, \$10,000                                                                  |
| Priority #4 (Item and Cost) |                                                                                                                                 |
| Priority #5 (Item and Cost) |                                                                                                                                 |
| Priority #6 (Item and Cost) |                                                                                                                                 |
| Priority #7 (Item and Cost) |                                                                                                                                 |

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**PROJECT SYNOPSIS (250 words or less)**

Please provide a brief overview of your project. Assume that 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."

SCCAP is requesting \$26,100 to make housing more affordable for low-income citizens in the City of Bloomington by reducing their energy costs. We are proposing to do this by providing outreach and incentives for landlords to insulate attics, walls and crawl spaces and providing energy efficiency kits and expanded energy education to low-income families. Part of the support we are requesting is for an intern for July through November who will work with SCCAP staff and Monroe County Energy Challenge partners to implement the project, training volunteers and set up a structure for ongoing operation after this year.

This project addresses dramatically increasing energy cost of recent years that have impacted low-income families more than others because home energy claims a larger share of their budgets. It proposes to do so through insulation incentive and energy efficiency education initiatives because these are types of initiatives that have been proven to have a high return on investment. While saving on energy costs may not be as obvious a need as some of the other client needs that SCCAP serves with other programs, it is one that we believe should receive high priority because addressing it will free up meaningful amounts of money month after month, year after year, for low-income families to spend on their other basic needs.

## CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Assume that 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 2010-2014 Consolidated Plan, or any other community-wide survey of social services needs.

As identified in the City of Bloomington's 2010-2014 Consolidated Plan, the cost of rental housing is high in Bloomington compared to the rest of the state and renter-occupied housing is the dominant form of housing here composing almost 60 percent of the city's housing units. This plan identifies Bloomington's most apparent obstacle to meeting underserved needs as "the cost of housing. Bloomington continues to suffer from comparatively low wages compromised further by challenging housing costs."

The true cost of rental housing includes energy costs paid by the tenant. And sharply rising energy costs increase the burden on household. Home energy efficiency, as furthered by our project, enables households - particularly the 25.1% in Monroe County that fall below the poverty line - to increase the comfort of their homes and to keep money in their pockets to cover other basic expenses.

National statistics demonstrate the growing vulnerability of lower-income families to energy costs because energy represents a larger portion of their budgets. In 2001, families with incomes below the national median spent an average of 12% of their average pre-tax annual income of \$21,834 on energy. In 2012, these households spent 21% of their average after-tax income of \$22,390 on energy (Energy Cost Impacts on American Families, 01-12).

### 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 -- i.e., is your request for a pilot project? for bridge funding? for a collaborative project? If you are requesting operational funds, you must detail your plan for future funding.

SCCAP is requesting one-time funding for a pilot project. This request includes a relatively small amount for operational funds, \$3,600, for an intern to help us set up the structure and organization to make this an ongoing program. This investment will create a return of energy improvements that will save money for low-income citizens annually for many years and will help in raising additional money to continue and expand this program. It will also stimulate additional energy efficiency improvement by Bloomington landlords through demonstrating the effectiveness of investing in insulation to save money and attract cost-conscious tenants.

**FISCAL LEVERAGING** (100 words or less)

Describe how your project will leverage other resources, such as other funds, in-kind contributions, volunteers, etc.

This project will stimulate action by others - by landlords who invest in energy efficiency improvements, by tenants who install energy efficiency devices and change energy using behaviors, and by volunteers who are trained to do outreach, energy education and energy assessments. The project will involve funding, in-kind contributions and/or financial incentives from SCCAP, City of Bloomington Department of Economic and Sustainable Development, Duke Energy, Vectren Energy and other Monroe County Energy Challenge partners, which include more than a dozen other local government organizations, school corporations, utilities and private businesses, as well as IU and Ivy Tech.

**LONG-TERM BENEFITS** (200 words or less)

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

Making homes energy efficient and teaching people how to use less energy are exceptionally cost-effective, long-lasting means of helping low-income people save money month after month, year after year. In addition to the long-lasting nature of the impact of the initial activities requested to be funded through the Jack Hopkins program, we aim to use this start-up time to recruit and train volunteers, develop and refine our educational materials and process, and demonstrate the payback to landlords who better insulate attics and walls so that our pilot program will continue long after the grant period.

As part of the broader Monroe County Energy Challenge, this program will also play a part in helping our entire community use less energy, benefitting all of us by improving the environment and giving Monroe County its best chance at winning the \$5 million Georgetown University Energy Prize. The MCEC leadership team has established a goal to reduce Monroe County's residential energy use by 10% per meter over the next two years. To do this, the team plans to reach 80% of Monroe County's nearly 54,000 households and to obtain commitments from at least 20% of these households to reduce energy use.

**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 short-term outcome indicators of success we will use will include the number of rental homes of low-income families in which insulation is installed and results from written participant surveys. Data will include number of low-income citizens who receive home energy efficiency devices and number of devices by type, number and percentage of households who report installing the devices, satisfaction reported with the devices and number of changes in behavior affecting energy use. We will also collect baseline data on energy use and expenditures, and follow-up after the grant period to survey a sample of participants on energy savings.

**Jack Hopkins narrative****Amount requested: \$26,100**

**Details of your project:** Low-income families pay a disproportionately high and increasing amount in home energy costs, with energy now making up one-fifth of the budget in households making less than \$50,000 per year. To stem this ongoing and increasing burden on the City's most vulnerable households, SCCAP is requesting support to create an ongoing program to make housing more affordable by permanently reducing energy costs for low-income households. This program, created in partnership with the Monroe County Energy Challenge (MCEC), is designed to fill gaps among current and planned energy efficiency initiatives in Bloomington. While SCCAP has for many years offered a federally funded Weatherization Program for low-income families, this program is no longer open to rental housing because of federal and state rules and priorities. And while SCCAP offers Energy Education to several thousand low-income families in four counties annually primarily through videos, this Energy Education needs to be expanded and improved to achieve greater outcomes. Furthermore, while MCEC will dramatically increase local efforts to promote energy efficiency among all households in Bloomington, we believe – and research supports - that additional outreach and incentives are necessary to successfully engage families who are struggling to meet their economic needs and landlords who own the housing occupied by low-income families.

**Goals:** 1) Achieve a decrease in home energy bills for participating low-income families as measured by pre- and post-participation surveys. 2) Contribute to a 10% per-meter weather-normalized energy consumption reduction in Monroe County from the 2013-14 baseline by the end of 2016. 3) Establish a donation-based revolving loan fund and grant program to support continuation of home energy efficiency incentives.

**Strategies:** We will focus on energy efficiency in rentals occupied by low-income households in the City of Bloomington, both through landlords/property managers and through tenants. The strategies outlined here will be part of a larger effort in which the MCEC is working with landlords throughout Monroe County and homeowners and tenants of all income levels to encourage energy efficiency.

The MCEC's broad strategies for landlords will include: 1) Increasing the marketability of efficiency investments through green rating programs, a green rental website, and other opportunities, 2) focusing on low-cost investments and processes that will substantially impact energy costs (e.g. installing programmable thermostats, changing furnace filters), 3) educating landlords about utility incentive programs, and 4) exploring local policy changes that will promote improvement in the rental quality and efficiency over time. The present grant proposal will focus on bringing these broader strategies to lower-income households. Specifically, we will target owners of properties with low-income tenants with an incentive of up to \$250 for insulation of attics, walls or crawl spaces. This incentive can be combined with Duke Energy and Vectren Gas incentives of up to \$400 per home to create a very compelling incentive for landlords. The return on this investment per low-income household is estimated to reach as much



as several hundred dollars in savings **per year**. In addition, we will offer energy efficiency kits to low-income tenants in 250 or more homes (including those receiving the incentives mentioned above, if appropriate). These kits will include high efficiency light bulbs and devices to save energy and water. In receiving the kits, residents will also receive detailed education on how to lower home energy costs by changing energy-using behaviors.

An intern to be hired for five months through Jack Hopkins funding will offer a cost effective approach to setting up a system in which volunteers are recruited and trained to provide outreach and energy education to low-income families. The intern will work with SCCAP staff, the City of Bloomington Sustainability Coordinator and other MCEC partners in setting up and implementing this program. Outreach to households will follow two paths: 1) the intern, volunteers and SCCAP staff working with the households as they apply for energy assistance at SCCAP, and 2) the intern will work with the Monroe County EnergyMobile outreach into neighborhoods and at community events. This vehicle will be stocked with weatherization and energy efficiency materials, and will be deployed to neighborhoods along with energy teams. These teams of volunteers will go door-to-door to identify and install energy efficiency measures, recruit candidates for bulk purchases of insulation and other services, and process paperwork for utility rebates. To continue the “Increasing Housing Affordability through Reducing Energy Costs” project into the future, MCEC will pair donations from local residents with other grant funds to create a revolving loan fund (to cover up-front energy investment costs and enable payback out of energy savings) and grant program. Early this year, volunteers started asking for donations from homeowners who have received free energy assessments and the response so far has been positive.

**Capacity to complete project:** SCCAP and the MCEC will work together to ensure completion of this project by the end of the year. Together, we have more than ample resources and experience to complete this project and have been working for months already in planning it and other initiatives. MCEC has a well-established set of committees representing its partner organizations and volunteers. These committees meet regularly to help plan and oversee projects. For instance, MCEC partners are laying the groundwork for this project by meeting with Bloomington rental property owners to encourage them to install insulation and other energy efficiency improvements and get their input on how best to accomplish that.

**Quantitative and qualitative information to support proposal:** The initiatives and strategies in this proposal were developed using research on best practices for low-income energy efficiency programs, in particular, “Impact of Flipping the Switch, Evaluating the Effectiveness of Low-Income Residential Energy Education Programs,” a study with recommendations from eight low-income energy efficiency programs (Quantec LLC, Portland, OR). This research indicates energy education and weatherization “play a crucial part in reducing low-income families’ energy burdens” but are limited by federal and state budgets and are “often unable to assist people living in rental properties.” Research shows households have reported savings of \$8 to \$45 a month from simply installing energy efficiency measures and instituting some simple energy-saving behaviors in their homes and more intensive weatherization measures such as installation of insulation can result in annual savings of as much as \$400.

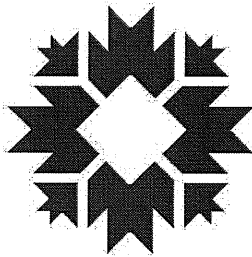
### Jack Hopkins Program Budget

| Item                                                                                                                  | Price       | Unit | Quantity | Jack Hopkins<br>Request | Vectren<br>Found. | SCCAP        | City of Bl.<br>Sustn. Off. | All<br>Sources |
|-----------------------------------------------------------------------------------------------------------------------|-------------|------|----------|-------------------------|-------------------|--------------|----------------------------|----------------|
| Incentives for rental units occupied<br>by low-income residents to have their<br>attics walls, crawl spaces insulated | up to \$250 | each | 50       | 12,500                  |                   |              |                            | 12,500         |
| Housing Affordability/Energy Efficiency Intern<br>15 hours per week X 20 weeks, July-November                         | \$12        | hour | 300      | 3,600                   |                   |              |                            | 3,600          |
| 250 Energy Efficiency kits for low-income<br>city households distributed during energy ed                             | \$40        | kit  | 250      | 10,000                  |                   |              |                            | 10,000         |
| <b>Other funding and inkind contributions</b>                                                                         |             |      |          |                         |                   |              |                            |                |
| EnergyMobile                                                                                                          |             |      |          |                         | 28,740            |              |                            | 28,740         |
| MCEC Intern at City of Bloomington - 2 years                                                                          |             |      |          |                         | 12,760            |              |                            | 12,760         |
| Vehicle wrap for EnergyMobile                                                                                         |             |      |          |                         | 4,000             |              |                            | 4,000          |
| Vehicle insurance, fuel, other operating costs                                                                        |             |      |          |                         | 3,500             |              |                            | 3,500          |
| Educational materials and advertising                                                                                 |             |      |          |                         | 5,000             | 1,000        |                            | 6,000          |
| Weatherization materials                                                                                              |             |      |          |                         | 5,000             |              |                            | 5,000          |
| In-kind staff time for project development<br>and oversight (estimated staff hrs. x salary)                           |             |      |          |                         |                   | 5,000        | 1,625                      | 6,625          |
| <b>Totals</b>                                                                                                         |             |      |          | <b>26,100</b>           | <b>59,000</b>     | <b>6,000</b> | <b>1,625</b>               | <b>92,725</b>  |

| South Central Community Action Program Inc |      |                            |
|--------------------------------------------|------|----------------------------|
| Balance Sheet As of 12/31/2014             |      |                            |
| Assets                                     |      |                            |
| Current Assets                             |      |                            |
| Cash - Old National                        | 1000 | 555,871.43                 |
| Petty Cash                                 | 1004 | 850.00                     |
| W2W bank account                           | 1005 | 7,403.15                   |
| Cash - JP Morgan Chase                     | 1021 | 18,116.24                  |
| CAP Inventory                              | 1100 | 4,413.47                   |
| Accounts Receivable                        | 1200 | 10,073.19                  |
| Allowance for Doubtful Accounts            | 1201 | (4,700.00)                 |
| Grants Receivable                          | 1220 | 116,785.50                 |
| Grants Receivable                          | 1221 | 216,058.10                 |
| Mortgage Receivable 429 Hopewell           | 1225 | <u>34,860.00</u>           |
| Total Current Assets                       |      | 959,731.08                 |
| Long-term Assets                           |      |                            |
| Equipment - Non Fed                        | 1400 | 93,656.16                  |
| Equipment Federal                          | 1410 | 705,768.82                 |
| Accum Deprec. - Non-Fed                    | 1415 | (30,895.82)                |
| Accum depr. - Fed Equip                    | 1420 | (521,078.40)               |
| Real Estate - Admin Building               | 1500 | 1,365,216.76               |
| Land                                       | 1505 | 39,917.74                  |
| Storm Sewer                                | 1506 | 6,500.00                   |
| Accum Deprec - Admin Building              | 1510 | (930,824.39)               |
| Real Estate - Affordable Rental Houses     | 1520 | 892,045.82                 |
| Affordable Rental Houses - Accum Depr      | 1525 | <u>(542,101.28)</u>        |
| Total Long-term Assets                     |      | 1,078,205.41               |
| Total Assets                               |      | <u><u>2,037,936.49</u></u> |
| Liabilities                                |      |                            |
| Short-term Liabilities                     |      |                            |
| Accounts Payable                           | 2000 | 39,481.97                  |
| Escrow Payable - Hopewell                  | 2015 | 60.00                      |
| Loans Payable - Current Portion            | 2100 | 34,372.83                  |
| Current Portion - Mortgage Payable         | 2110 | 21,729.37                  |
| ARH Deposits                               | 2240 | 2,588.00                   |
| Accrued Salaries                           | 2300 | 142,615.09                 |
| Retirement W/H                             | 2350 | 165.38                     |
| Garnishment W/H                            | 2370 | (406.51)                   |
| Assistance to be Paid                      | 2400 | 9,147.00                   |
| Deferred Revenue                           | 2500 | 151,023.00                 |
| Current portion - LT Debt                  | 2800 | <u>(56,102.20)</u>         |
| Total Short-term Liabilities               |      | 344,673.93                 |
| Long-term Liabilities                      |      |                            |
| Owen Bank Mortg. 0500                      | 2605 | 24,033.16                  |
| Owen Bank Mortg. 0600                      | 2606 | 11,603.41                  |
| Owen Bank Mortgage 0712                    | 2607 | 17,889.00                  |
| Owen Bank Mortgage 0760                    | 2608 | 12,016.62                  |
| Owen Bank Mortgage 0719-355 N. 7th         | 2609 | 11,445.42                  |
| Owen Bank Mortg. 4000                      | 2610 | 26,707.41                  |
| Owen Bank Mortgage 0778                    | 2611 | 13,009.57                  |
| Lindbergh Office Loan                      | 2613 | <u>182,702.25</u>          |
| Total Long-term Liabilities                |      | <u>299,406.84</u>          |
| Total Liabilities                          |      | 644,080.77                 |
| Net Assets                                 |      |                            |
| Unrestricted Fund Balance                  | 3100 | 1,226,247.83               |
| Temporarily Restricted Fund Balance        | 3200 | <u>79,911.45</u>           |
| Total Beginning Net Assets                 |      | 1,306,159.28               |
| Current YTD Net Income                     |      | <u>87,696.44</u>           |
| Total Net Assets                           |      | <u>1,393,855.72</u>        |
| Total Liabilities and Net Assets           |      | <u><u>2,037,936.49</u></u> |

South Central Community Action Program Inc  
Statement of Revenues and Expenditures  
From 1/1/2014 Through 12/31/2014

|                                 | Current Period Actual | Prior Year Actual   | Current Year %<br>Change |
|---------------------------------|-----------------------|---------------------|--------------------------|
| <b>Revenue</b>                  |                       |                     |                          |
| Grant Revenue                   | 6,993,943.07          | 6,489,106.33        | 7.78                     |
| Rental Revenue                  | 38,919.00             | 47,087.00           | (17.35)                  |
| Donations                       | 13,345.37             | 11,448.56           | 16.57                    |
| Investment Income               | 5.64                  | 11.76               | (52.04)                  |
| Interest Income                 | 8.45                  | 0.00                | 100.00                   |
| Misc Revenue - Non-Federal      | 85,053.68             | 78,338.97           | 8.57                     |
| Revenue-Inkind-HS               | <u>1,054,824.98</u>   | <u>700,246.42</u>   | <u>50.64</u>             |
| Total Revenue                   | <u>8,186,100.19</u>   | <u>7,326,239.04</u> | <u>11.74</u>             |
| <b>Expense</b>                  |                       |                     |                          |
| Payroll Processing              | 12,772.23             | 18,640.80           | (31.48)                  |
| Salary                          | 2,561,974.36          | 2,406,011.24        | 6.48                     |
| Unemployment Compensation       | 58,757.64             | 65,445.67           | (10.22)                  |
| FICA                            | 185,945.22            | 177,196.45          | 4.94                     |
| Employee Ins                    | 341,412.34            | 329,728.16          | 3.54                     |
| Mileage                         | 24,779.71             | 21,103.44           | 17.42                    |
| Equipment< \$5000               | 165,552.62            | 53,856.03           | 207.40                   |
| Depreciation                    | 136,013.06            | 136,742.40          | (0.53)                   |
| Equipment over 5,000            | (7,716.21)            | (1,161.30)          | 564.45                   |
| Liability Insurance             | 36,709.60             | 40,711.03           | (9.83)                   |
| Workers Compensation Insurance  | 31,177.00             | 36,872.55           | (15.45)                  |
| Parent activity                 | 65.84                 | 0.00                | 100.00                   |
| Policy Council                  | 77.10                 | (1,622.00)          | (104.75)                 |
| Inkind Support                  | 1,054,824.98          | 700,246.42          | 50.64                    |
| Advertising                     | 40,796.31             | 12,913.14           | 215.93                   |
| Rent                            | 86,445.12             | 95,335.46           | (9.33)                   |
| Utilities                       | 65,252.86             | 63,877.30           | 2.15                     |
| Supplies                        | 138,872.47            | 75,705.49           | 83.44                    |
| Operating Supplies              | 112,222.80            | 39,126.85           | 186.82                   |
| Nutrition Experience            | 792.61                | 854.39              | (7.23)                   |
| Maintenance and Repairs         | 65,555.42             | 72,377.76           | (9.43)                   |
| Vehicles Expense                | 13,923.75             | 26,743.35           | (47.94)                  |
| Postage                         | 16,813.45             | 12,411.94           | 35.46                    |
| Telephone                       | 29,144.55             | 38,406.43           | (24.12)                  |
| Subscriptions & Memberships     | 18,947.60             | 10,119.20           | 87.24                    |
| Copy Cost                       | 41,839.21             | 51,364.52           | (18.54)                  |
| Professional Services           | 151,341.66            | 126,040.22          | 20.07                    |
| Interest                        | 18,133.24             | 23,574.72           | (23.08)                  |
| I.T. Support                    | 58,564.84             | 15,588.26           | 275.70                   |
| Training                        | 38,994.04             | 37,471.52           | 4.06                     |
| Travel - Out of Town            | 35,795.41             | 18,023.20           | 98.61                    |
| Food Service                    | 259,979.77            | 198,447.75          | 31.01                    |
| Employee Incentives             | 125.98                | 69.47               | 81.34                    |
| Program Assistance              | 2,284,240.56          | 2,506,207.78        | (8.86)                   |
| Bad Debt Expense                | 7,907.16              | 8,957.00            | (11.72)                  |
| Miscellaneous Expense           | <u>10,369.45</u>      | <u>8,986.68</u>     | <u>15.39</u>             |
| Total Expense                   | <u>8,098,403.75</u>   | <u>7,426,373.32</u> | <u>9.05</u>              |
| Excess of Revenues over Expense | <u>87,696.44</u>      | <u>(100,134.28)</u> | <u>(187.58)</u>          |



CITY OF BLOOMINGTON, COMMON COUNCIL  
JACK HOPKINS SOCIAL SERVICES FUNDING  
COMMITTEE  
2015 GRANT APPLICATION

**AGENCY INFORMATION**

**Lead Agency Name**

Is Lead Agency      yes  
a 501(c)(3)          no

Number of Employees

Full-time       Part-time       Volunteers

Address

Zip Code

Phone

Agency E-mail

Website

President of Board of Directors

**Executive Director**

Title

Phone

E-Mail

**Name of Person to Present Proposal to  
the Committee**

(If not the Executive Director)

Title

Phone

E-Mail

**Name of Grant Writer**

Phone

E-mail

**Agency's Mission Statement** (150 words or less)

The mission of Stepping Stones is to build futures for youth 16 – 20 years old who are experiencing homelessness. We provide safe and secure shelter as well as programs that foster independence and self-reliance for vulnerable and homeless youth. While staying in our shelter program all our youth participate in a life skills development program that is individualized and can be up to two years in length. We shelter up to nine youth at a time, both boys and girls in an apartment setting on the eastside of Bloomington, Indiana. Three apartments serve as group housing units, one apartment for overnight Resident Assistants and one apartment serving as offices and a Community Center. We are currently in our eleventh year of operation.

**PROJECT INFORMATION**

|                                                                                                           |                                                                                                                                                                                                                                                                                                 |
|-----------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Project Name                                                                                              | Stepping Stones, Inc.<br>Bridge Funding Request                                                                                                                                                                                                                                                 |
| Is this a collaborative project?                                                                          | yes<br>no                                                                                                                                                                                                                                                                                       |
| If a collaborative project, list name(s) of non-lead agency partner(s)                                    |                                                                                                                                                                                                                                                                                                 |
| Address where project will be housed                                                                      | 2615 East Second Street Bloomington, IN. 47402                                                                                                                                                                                                                                                  |
| Total Cost of Project                                                                                     |                                                                                                                                                                                                                                                                                                 |
| Requested JHSSF Funding                                                                                   | \$25,000                                                                                                                                                                                                                                                                                        |
| Other Funds Expected for this Project<br>(Source, Amount and Confirmed or Pending)                        | HUD - Confirmed 80,273<br>ESG - Pending 35,000<br>United Way - Confirmed 11,000<br>NAP - Pending 15,000<br>CARES Pending 8,000<br>Local Gov/Townships \$11,000<br>(\$6,000 confirmed - \$5,000 pending)<br>Resident Contributions - 5,000 (pending)<br>Foundation Requests - \$35,000 (pending) |
| Number of Total Clients Served by this Project in 2015                                                    | 25                                                                                                                                                                                                                                                                                              |
| Total Number of City Residents Served by this Project in 2015                                             | 25                                                                                                                                                                                                                                                                                              |
| Is this a request for operational funds?                                                                  | yes<br>no                                                                                                                                                                                                                                                                                       |
| If "yes," indicate whether the request is for a pilot project, bridge funding or a collaborative project. | pilot<br>bridge<br>collaborative                                                                                                                                                                                                                                                                |
| Please indicate the period in which you intend to draw down funds, if granted                             | July-September 2015<br>October-December 2015                                                                                                                                                                                                                                                    |

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

early period draw down July - September

We will use monthly payroll reports as documentation to support one claim to be made in July for salaries incurred in the months of May and June. The total of the first claim will approximate \$18,000. The second claim will be made in August for July payroll expenses for approx. \$7,000.

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.

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 and Cost) | \$25,000 one time Bridge funding to replace CDBG funds that paid for staffing expense. If we are partially funded from this request we would use whatever funds are allocated against our salary expense. |
| Priority #2 (Item and Cost) |                                                                                                                                                                                                           |
| Priority #3 (Item and Cost) |                                                                                                                                                                                                           |
| Priority #4 (Item and Cost) |                                                                                                                                                                                                           |
| Priority #5 (Item and Cost) |                                                                                                                                                                                                           |
| Priority #6 (Item and Cost) |                                                                                                                                                                                                           |
| Priority #7 (Item and Cost) |                                                                                                                                                                                                           |

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**PROJECT SYNOPSIS (250 words or less)**

Please provide a brief overview of your project. Assume that 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 in Bridge Funding to replace the loss of CDBG funding for 2014/15 granting period. The \$25,000 from CDBG was earmarked entirely for staffing expense. This is a one time request for to offset this critical funding loss. In order to continue the operation of our 24/7 youth shelter we must have our current level of staffing to ensure safety, supervision and provision of programs for our residents. We seek financial assistance at this time so that we may ensure the uninterrupted provision of services and have the appropriate staffing levels.

We are the only service of this kind in Bloomington and fill a critical emergency need for 16 - 20 year olds who are without housing, supervision or other forms of support.

## CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Assume that 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 2010-2014 Consolidated Plan, or any other community-wide survey of social services needs.

The Anti-Poverty Strategy” 91.215 (h) of the 2010-2014 Consolidated Plan (Con Plan) recounts the creation of Stepping Stones as the results of a community needs assessment. Stating the “need for a residential mentoring program for ‘runaway’ or ‘throwaway’ teens, Stepping Stones was created in 2004 with the intent “to provide access to information and emergency assistance to the most vulnerable elements of the community” (56). Youth Services were listed as High Needs in the Development Needs Table.

The Housing Network that has primary responsibility for gathering data for the Continuum of Care applications throughout the state of Indiana funded Stepping Stones as part of this network to address the gap in youth housing and services that address poverty issues.

Indiana Dept. of Education data indicates that a record of 16,223 students across Indiana were homeless in 2012-2013. Monroe County School Corporation identified 244 homeless students in 2010 and that number has grown to 408 in 2013.

Currently our 9 beds are spoken for and we keep from 15 - 25 youth on an active wait list.

100% of the youth served in our program are at or below 30% of the Area Median Income. 61% have no financial resources at all upon entry.

### 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 -- i.e., is your request for a pilot project? for bridge funding? for a collaborative project? If you are requesting operational funds, you must detail your plan for future funding.

In this eleventh year of operation we have undertaken a major effort to strengthen our sustainability by decreasing our dependency on grants and increasing our capacity as fundraisers. In the past 10 months we have undertaken a strategic planning process, increased our board membership and finalized a fund development plan. We have re-aligned staff roles so that our infrastructure going forward will support our new development initiatives. We have not increased our bottom line while doing this. Currently, 70% of our cash income is from grants, next year our goal is 60% from grants, a \$26,000 decrease. The overall goal is to shift that difference to donor development/support. Because of these development initiatives we see this request as a one time investment.

**FISCAL LEVERAGING** (100 words or less)

Describe how your project will leverage other resources, such as other funds, in-kind contributions, volunteers, etc.

Stepping Stones will leverage 92% of our total budget for this fiscal year outside of this Jack Hopkins Bridge request which is 8% of our total budget (it is 17% of our budget for payroll expense). Our staffing is supplemented by student interns, Americorps members and volunteers. \$60,000 or 19% of our budget will come from In-Kind Contributions that will be from Tutors, gifts of supplies, accounting expertise, maintenance services, furnishings, and professional consultations, etc. Our Board of Directors has a \$71,000 fundraising goal this year which will support 22% of our overall budget. In years past we have received approx. \$171,000 in grant funding; \$97,273 has already been approved. We fully expect to meet the \$171,000 projection as the timelines draw closer for each individual request.

**LONG-TERM BENEFITS** (200 words or less)

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

Funding support for Stepping Stones will ensure that the only program in our community serving unaccompanied minors will be able to continue its operations. In providing these services we are taking steps to ensure that more people do not enter the ranks of homelessness and poverty. By providing housing and focusing on education and life skills development we are encouraging the development of citizens who will become taxpayers, parents and social contributors. Our goal in teaching independent living skills is to help each resident become a self-sufficient adult. Each of our residents must agree while at Stepping Stones to focus on furthering their education. Last year 100% of our residents were enrolled in school if they had no diploma, three are currently enrolled in Ivy Tech. Gaining employment is also a program goal for our residents: last year 93% of our residents were unemployed upon program entry and 94% obtained employment prior to departure. Housing stability: 100% of residents entering our program would be classified as homeless and 80% of our residents who graduated from Stepping Stones secured stable housing. Stepping Stones may be viewed by some as a costly program but it must be compared against the cost of not providing these opportunities that are both preventive and life changing.

**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.

**Overall Achievements In the past 12 months:**

100% of residents were enrolled in school if they had no diploma. 3 residents are currently enrolled in Ivy Tech.

93% of our residents were unemployed upon program entry and 94% obtained employment prior to departure.

100% of residents entering our program would be classified as homeless and 80% of our residents who graduated from Stepping Stones secured stable housing.

**Activities/Benchmarks In the last 6 months: (15 residents)**

Four residents failed our initial drug screens.

Four residents were provided formal drug and alcohol evaluations.

Four residents passed subsequent drug tests.

Overall ten residents were referred for further counseling services.

80 healthy activity groups were provided

175 individual sessions

**Agency Mission:** Stepping Stones, Inc. is a social impact agency; we build futures for homeless youth by providing shelter and supportive services to 16 – 20 year old young men and women. Our support services focus on furthering education and an individualized life skill development program. We are strengthening a young person's ability to have a future with fewer episodes of poverty, unemployment and homelessness. By providing these services to youth over a two year period, we address at a core level the roots of this expensive and demoralizing problem. Your investment would allow us to continue to work to ensure that each resident leaving our program has an increased ability to be a self-sufficient and self-sustaining adult. This is a gift that helps to build a community that will hold greater promise and one in which our youth will feel a greater sense of meaning purpose and significance in life.

**REQUEST** | Stepping Stones is requesting **\$25,000** in "Bridge" funds to replace the loss of \$25,000 in CDBG funding for the 2014/15 fiscal year that had been earmarked entirely for staffing/payroll expense.

**HISTORY** | Stepping Stones has a ten year history of providing transitional housing services to youth in Bloomington. We have delivered shelter plus care to youth in need since our inception. Our current positive outcomes have been consistent over our history. As we enter our eleventh year of operation we have reached a new phase in our development. We realize that it is no longer possible to sustain our program on grants and that to ensure our sustainability and these needed services to Bloomington we are increasing our capacity as fundraisers. In May of 2014 our Founder retired from Stepping Stones and we are now building on her start. In the past 10 months we have undertaken a strategic planning process, increased our board membership, and finalized a fund development plan. In the last few months we have also re-aligned our staff roles so that the infrastructure going forward will support our development initiatives. We have not increased our bottom line while accomplishing this. While the amount of change has been challenging we have achieved exactly what we set out to do. The year ahead will be a serious fiscal challenge just as most business ventures take some time to realize gains, our situation is really no different. Our reserve funds have dwindled in the last few years which had been what has sustained us through the summer months between grant periods. Jack Hopkins Bridge Funding would help to fill this gap in our budget this year, not only to replace the loss of CDBG funds but the ability to draw earlier in the year will help to sustain the provision of services and not lose ground on our development initiatives. It is these development initiatives that will strengthen our future fiscal integrity and ensure that we can more fully support our agency going forward.

**Broad and Long Lasting Benefits/ A Story of Success**

**The Story of Beverly**

Beverly came to us in June of 2014; she was 17 at that time and had recently finished her junior year in high school. She arrived as all our kids do – with the few items they have in the world in a trash bag. To me she looked frighteningly frail, underweight, and very very scared. She had recently been abandoned by her father who left the state without her. Her mother had left the family several years prior, due to homelessness. The police had found Beverly alone downtown, in distress and brought her to the Youth Shelter where she spent a week before coming to us.

Beverly needed intensive services at first. There were emergency room visits, 2 days of trips and tests at Riley hospital, local Drs., etc. Beverly's health issues came under control with this care and her feelings of dizziness and weakness subsided. She responded rapidly to a vitamin therapy and iron as she was severely anemic. She gained 20 needed pounds in short order. Beverly told us she had only one haircut in her life before coming to us. She had her second, shortly after arriving. Physically she looked transformed.

Since last June Beverly's health has stabilized, she worked 5 months at a Westside McDonalds, taking the bus and walking long distances, never once being late before obtaining a better job at the nearby eastside Kroger. In mid-December 2014 she completed all her coursework and obtained her GED while maintaining that second job.

Beverly, like a lot of the kids at Stepping Stones are my heroes. I would call Beverly a fighter now, she is strong, she does not tolerate obstacles well. She wants to continue her education, she would like to be a Pediatrician and she wants to start a 401K. She asks for and listens to advice; she is coming to recognize the value of relaxation and has entered counseling on her own. She is an impressive 18 y.o. young woman.

Beverly will attend her high school graduation in May. We will be there cheering her as she "walks across that stage" as she has dreamed about many times and worked so very hard to achieve.

Beverly's story tells more than stats and studies. She demonstrates that by investing resources and support in these youth at this transitional time in their life, the Bloomington community will see both a reduction in public sector costs and an increase in potential gains. The social costs of homelessness are significant and our program empowers youth to stem those costs early on. These can include the immediate costs of juvenile and adult correction systems, adult shelter systems, health care, mental health care, substance abuse treatment, police intervention, incarceration, and foster care to name just a few.

| 1  | Project                        | Jack Hopkins | Stepping Stones | Total       |
|----|--------------------------------|--------------|-----------------|-------------|
| 2  | <b>Occupancy Costs</b>         |              |                 |             |
| 3  | Rent                           |              | \$ 41,640       | \$ 41,640   |
| 4  | Utilities                      |              | \$ 10,360       | \$ 10,360   |
| 5  | <b>Total Occupancy Costs</b>   | \$ -         | \$ 52,000       | \$ 52,000   |
| 6  | <b>Payroll Expenses</b>        |              |                 |             |
| 7  | <b>Salaried</b>                |              |                 |             |
| 11 | Executive Director             | \$ -         | \$ 40,000       | \$ 40,000   |
| 12 | Development Coordinator        | \$ -         | \$ 31,000       | \$ 31,000   |
| 13 | Independent Living Coordinator | \$ -         | \$ 28,500       | \$ 28,500   |
| 14 | P-T Independent Living Coach   | \$ -         | \$ 16,250       | \$ 16,250   |
| 15 | <b>Total Salaried</b>          | \$ -         | \$ 115,750      | \$ 115,750  |
| 16 | <b>Hourly</b>                  |              |                 |             |
| 20 | Resident Assistants(9)+ Bkeep  | \$ -         | \$ 23,750       | \$ 23,750   |
| 21 | Live-In RA'S (couple)          | \$ -         | \$ 5,500        | \$ 5,500    |
| 22 | <b>Total Hourly</b>            | \$ -         | \$ 29,250       | \$ 29,250   |
| 23 | <b>Payroll Taxes</b>           | \$ -         | \$ 11,600       | \$ 11,600   |
| 24 | <b>Total Payroll Expenses</b>  | \$ 25,000    | \$ 131,600      | \$ 156,600  |
| 25 | <b>Other Expenses</b>          |              |                 |             |
| 26 | Activities                     | \$ -         | \$ 3,000        | \$ 3,000    |
| 27 | Communications                 | \$ -         | \$ 4,500        | \$ 4,500    |
| 28 | Equipment/Furniture            | \$ -         | \$ 1,000        | \$ 1,000    |
| 29 | Food                           | \$ -         | \$ 2,500        | \$ 2,500    |
| 30 | In-Kind                        | \$ -         | \$ 60,000       | \$ 60,000   |
| 31 | Insurance                      | \$ -         | \$ 14,759       | \$ 14,759   |
| 32 | Marketing                      | \$ -         | \$ 4,000        | \$ 4,000    |
| 33 | Materials & Supplies           | \$ -         | \$ 6,000        | \$ 6,000    |
| 34 | Professional fees              |              | \$ 5,500        | \$ 5,500    |
| 35 | Recruiting & Training          | \$ -         | \$ 500          | \$ 500      |
| 36 | Resident Expenses              | \$ -         | \$ 500          | \$ 500      |
| 37 | Travel                         | \$ -         | \$ 4,500        | \$ 4,500    |
| 38 | Other                          | \$ -         | \$ 3,446        | \$ 3,446    |
| 39 | <b>Total Other Expenses</b>    | \$ -         | \$ 110,205      | \$ 110,205  |
| 40 | <b>Total Project Costs</b>     | \$ 25,000    | \$ 293,805      | \$ 318,805  |
|    |                                | <b>8%</b>    | <b>92%</b>      | <b>100%</b> |

\*Other Includes Depreciation, Medical, Postage, IT Support

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01/14/15

Accrual Basis

**Stepping Stones, Inc.**  
**Profit & Loss**  
January through December 2014

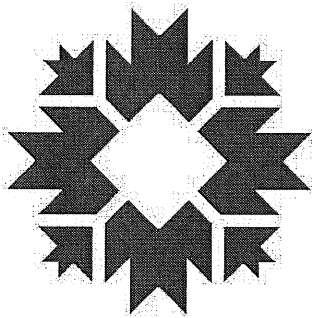
|                                        | <u>Jan - Dec 14</u>      |
|----------------------------------------|--------------------------|
| <b>Ordinary Income/Expense</b>         |                          |
| Income                                 |                          |
| Contributions                          | 52,365.16                |
| Grants                                 | 185,933.91               |
| 4120 · Resident Contributions          | 9,699.03                 |
| 4130 · Gifts in kind                   | 57,940.00                |
| 4140 · Interest-savings/short-term inv | 0.15                     |
| 4150 · Miscellaneous revenue           | 608.51                   |
| <b>Total Income</b>                    | <u>306,546.76</u>        |
| <b>Gross Profit</b>                    | 306,546.76               |
| Expense                                |                          |
| 5500 · Equipment/Furniture             | 1,255.65                 |
| 5600 · Recruiting & Training           | 3,044.88                 |
| 6010 · Activities                      | 4,764.97                 |
| 6015 · Communications                  | 4,785.78                 |
| 6018 · Depreciation                    | 1,045.44                 |
| 6020 · Food                            | 2,439.11                 |
| 6030 · In-Kind                         | 57,940.00                |
| 6040 · Insurance                       | 9,998.47                 |
| 6050 · Materials & Supplies            | 6,774.15                 |
| 6060 · Medical expense                 | 333.34                   |
| 6070 · Postage                         | 971.52                   |
| 6075 · Marketing                       | 1,299.77                 |
| 6080 · Professional Fees               | 18,395.45                |
| 6085 · Membership and Publications     | 825.00                   |
| 6090 · IT Support                      | 6,970.04                 |
| 6099 · Resident Expenses               | 5,890.76                 |
| 6250 · Reimbursable Resident Expenses  | 10.30                    |
| 6300 · Travel                          | 4,520.55                 |
| 6560*OE · Payroll                      | 142,871.52               |
| 66000 · Payroll Expenses               | 2,713.25                 |
| 69800 · Uncategorized Expenses         | 0.00                     |
| 8200 · Occupancy expenses              | 56,233.11                |
| 8500 · Interest Charges & Banking Fees | 1,106.59                 |
| <b>Total Expense</b>                   | <u>334,189.65</u>        |
| <b>Net Ordinary Income</b>             | <u>-27,642.89</u>        |
| <b>Net Income</b>                      | <u><u>-27,642.89</u></u> |



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01/14/15  
Accrual Basis

**Stepping Stones, Inc.**  
**Balance Sheet**  
As of December 31, 2014

|                                         | <u>Dec 31, 14</u>       |
|-----------------------------------------|-------------------------|
| <b>ASSETS</b>                           |                         |
| Current Assets                          |                         |
| Checking/Savings                        |                         |
| 1010 · Checking a/c                     | 17,449.28               |
| 1015 · Money Market Savings             | 262.74                  |
| Total Checking/Savings                  | <u>17,712.02</u>        |
| Accounts Receivable                     |                         |
| 11200 · Pledges receivable              | 950.00                  |
| 11400 · Grants Receivable               | 33,097.65               |
| 11500 · Resident Receivables            | 877.56                  |
| Total Accounts Receivable               | <u>34,925.21</u>        |
| Total Current Assets                    | <u>52,637.23</u>        |
| Fixed Assets                            |                         |
| 1640 · Furniture, fixtures, & equip     | 10,183.10               |
| 1745 · Accum deprec- furn,fix,equip     | -9,198.23               |
| Total Fixed Assets                      | <u>984.87</u>           |
| <b>TOTAL ASSETS</b>                     | <u><b>53,622.10</b></u> |
| <b>LIABILITIES &amp; EQUITY</b>         |                         |
| Liabilities                             |                         |
| Current Liabilities                     |                         |
| Accounts Payable                        |                         |
| 2010 · Accounts payable                 | 10,285.02               |
| Total Accounts Payable                  | <u>10,285.02</u>        |
| Credit Cards                            |                         |
| 2050 · Capital One                      | 4,500.68                |
| Total Credit Cards                      | <u>4,500.68</u>         |
| Other Current Liabilities               |                         |
| 24000 · Payroll Liabilities             | 4,749.75                |
| 24100 · Accrued Leave and Payroll       | 4,916.85                |
| Total Other Current Liabilities         | <u>9,666.60</u>         |
| Total Current Liabilities               | <u>24,452.30</u>        |
| Total Liabilities                       | <u>24,452.30</u>        |
| Equity                                  |                         |
| 30000 · Opening Balance Equity          | -4,073.43               |
| 31000 · Temporarily Restricted Net Asse | 29,037.56               |
| 32000 · Retained Earnings               | 31,848.56               |
| Net Income                              | -27,642.89              |
| Total Equity                            | <u>29,169.80</u>        |
| <b>TOTAL LIABILITIES &amp; EQUITY</b>   | <u><b>53,622.10</b></u> |



CITY OF BLOOMINGTON, COMMON COUNCIL  
JACK HOPKINS SOCIAL SERVICES FUNDING COMMITTEE  
2015 GRANT APPLICATION

**AGENCY INFORMATION**

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**Lead Agency Name: Volunteers in Medicine of Monroe County**

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

Number of Employees:

| Full-Time                                       | Part-Time | Volunteers |
|-------------------------------------------------|-----------|------------|
| 8*                                              | 5*        | ~200       |
| *including 3 FTE Bloomington Hospital employees |           |            |

Address: PO Box 2568  
Bloomington, IN 47402

Zip Code: 47402

Phone: 812-333-4032

Agency E-Mail: [info@vimmonroecounty.org](mailto:info@vimmonroecounty.org)

Website: [www.vimmonroecounty.org](http://www.vimmonroecounty.org)

President of Board of Directors: Philippa M. Guthrie

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**Executive Director: Nancy E. Richman, Ph.D., MPA**

Title: Executive Director

Phone: 812-333-4032

E-Mail: [nrichman@vimmonroecounty.org](mailto:nrichman@vimmonroecounty.org)

**Name of Person to Present Proposal to the Committee: Nancy Richman**  
*(if not the Executive Director)*

Title:

Phone:

E-Mail:

**Name of Grant Writer: Nancy Richman**

Phone:

E-Mail:

---

**Agency Mission Statement** *(150 words or less)*

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: *Early Detection of Cardiovascular Disease Risk in Uninsured Adults*

Is this a collaborative project? ☐ Yes ☒ No

If a collaborative project, list name(s) of non-lead agency partner(s):

Address where project will be housed: Same as above

Total Cost of Project: \$8,150.69

Requested JHSSF Funding: \$5,714.54

Other Funds Expected for this Project (*Source, Amount, and Confirmed or Pending*)

Total Number of Clients Served by this project in 2015: 250-500

Total Number of City Residents Served by this project in 2015: 250-500

Is this request for operational funds? ☐ Yes ☒ No

If "yes," indicate whether the request is for a pilot project, bridge funding, or a collaborative project:

☐ Pilot ☐ Bridge ☐ Collaborative

Please indicate the period in which you intend to draw down funds, if granted:

☒ July-September 2015

☒ October-December 2015

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 2015

- Purchase Cholestech LDX Starter Kit & supplies for the first 6 months (see budget breakdown)

Reimbursement period 2: October-December 2015

- Purchase supplies for the second 6 months (see budget breakdown)

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)

Starter Kit and supplies for the first 6 months = \$2,811.71

Priority #2  
(Item & Cost)

Supplies for the second 6 months = \$2,902.83

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. Assume that 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."

VIM seeks a one-time investment of \$5,714.54 to purchase the Alere Cholestech System in order to offer patients onsite fasting lipid testing for the screening of risk factors for cardiovascular disease.

High blood cholesterol is one of the major risk factors for heart disease. Research shows that patients living in poverty, who are uninsured, are more likely to have elevated LDL cholesterol and high triglycerides as compared with their insured counterparts. Preventive health screening labs are important for all VIM patients. However, because of their higher risk, early detection is particularly important for Hispanic and Latino patients who, if they are undocumented non-citizens, are no longer able to access free services from the hospital. It is increasingly important for VIM to offer critical point-of-service testing to patients unable to access free labs and unable to afford medical bills.

The immediate benefits of this system are:

1. It is CLIA-waived, thus no special certification or training is required.
2. It yields rapid results (just 5 minutes) which enables the provider to provide immediate counseling and intervention.
3. It uses finger stick sampling, rather than a blood draw, which makes it less painful as well as less time-consuming.
4. It offers highly accurate results.
5. It will improve patient compliance as no referrals for labs will be needed for this test.
6. It will improve clinic efficiencies, such as eliminating calling patients back into the clinic after their hospital lab results are received.

## CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Assume that 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 2010-2014 Consolidated Plan, or any other community-wide survey of social service needs.

According to SCAN 2012, a significant number of people, particularly at lower incomes do not receive regular check-ups or have a primary family doctor (p.99). The inability or unwillingness of individuals to seek regular medical check-ups has serious implications for the prevention and treatment of chronic diseases. Identification of chronic disease risk factors and early disease detection through screening may decrease the burden of chronic disease and protect and promote the health of older adults.

Although chronic diseases are among the most common and costly health problems, they are also among the most preventable. Risk factor identification, screening and interventions have been successful in preventing chronic diseases and their associated morbidity and mortality in older adults.

At the same time, both SCAN and 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. All VIM patients are uninsured with household incomes of 200% FPL or below. VIM is the only safety net medical facility in Monroe County, leveraging and coordinating the existing resources of the health care community to provide medical, dental and behavioral health services to people that otherwise would fall through the cracks.

### 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 -- i.e., is your request for a pilot project? for bridge funding? for a collaborative project? If you are requesting operational funding, you must detail your plan for future funding.

VIM seeks a one-time investment from the JHSSF to purchase the Alere Cholestech LDX System in order to offer patients an onsite complete lipid profile.

Undetected risk factors for cardiovascular disease lead to potential risk of serious medical complications, ultimately, costing the healthcare system in Bloomington many thousands of dollars. This investment will enable VIM to enhance what is already high quality care while maximizing cost savings over the long term. These benefits directly translate into the clinic having greater capacity to serve its clients. The need for onsite testing is particularly critical for our undocumented noncitizen Hispanic and Latino patients.



**FISCAL LEVERAGING** *(100 words or less)*

Describe how your project will leverage other resources, such as other funds, in-kind contributions, volunteers, etc.

This project leverages funds in several ways.

**In-kind:**

1. With a contract to purchase supplies, the Cholestech Analyzer is provided by the company at no charge (value 2,136.15).
2. The printer (\$300) and unlimited paper are being donated to VIM by the company.

**LONG-TERM BENEFITS** *(200 words or less)*

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

As the number of people with chronic conditions grows both locally and worldwide, medical care takes an ever-increasing proportion of national (and local) health care budgets. High cholesterol, in particular, has no direct symptoms and therefore its diagnosis depends on the patient having access to screening tests that measure cholesterol.

Because of its chronic nature, the severity of its complications and the means required to control complications, cardiovascular disease is costly, not only for the affected individual and his/her family, but also for the health care system as a whole. Beyond the direct costs of medications, tests, and hospitalizations, the indirect costs (loss of work and premature retirement due to heart attack) and intangible costs (correlations with obesity, diabetes,) also have great impact on the lives of patients and their families. Appropriate action taken at the right time is beneficial in terms of quality of life, and is cost-effective, especially if it can prevent hospital admission.

Providing free early detection and treatment for uninsured patients is a priority for the clinic. This grant will enhance VIM's capacity to provide convenient and timely onsite testing, resulting in improved care for the most vulnerable of Bloomington's 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

This funding request is for a piece of equipment and supplies to last 12 months. The outcome indicators:

- In the course of 12 months, VIM will provide lipid testing to 2 patients daily for a total of 480 individuals.
- 50 of these patients will be Hispanic. Thus, point-of-service testing will allow 50 Hispanic patients to be tested free-of-charge rather than through a referral to the hospital resulting in a bill for the blood draw and lab analysis.

## **2015 Jack Hopkins Social Services Funding Application Narrative Volunteers in Medicine of Monroe County**

Volunteers in Medicine (VIM) respectfully requests a one-time grant of \$5,714.54 for our project *“Early Detection of Cardiovascular Disease Risk in Uninsured Adults.”*

Over the past several years, JHSS funding has enabled VIM to enhance the quality of clinic services through purchasing essential pieces of equipment. This has included an automated phone refill system for the Medication Room, two vital signs monitors and an A1C analyzer. Each of these has significantly improved the quality and efficiency of patient care at the clinic. This request is to continue to build clinic capacity through another piece of equipment.

Heart disease is the No. 1 killer for all Americans. High blood cholesterol is one of the major risk factors for heart disease. The higher your blood cholesterol level, the greater your risks for developing heart disease or having a heart attack. Research shows that patients living in poverty, who are uninsured, are more likely to have elevated LDL cholesterol and high triglycerides as compared with their insured counterparts. Hispanics and Latinos, however, face even higher risks of cardiovascular diseases. Moreover, high cholesterol and triglyceride levels are also highly correlated with other chronic conditions, such as obesity and diabetes.

Every new patient that seeks medical care at VIM receives a comprehensive physical. This includes referrals to the hospital for standard labs, such as a complete metabolic panel, including fasting Lipid testing. At different points throughout the year, depending on the condition for which the patient is receiving treatment and medications prescribed, the patient may be referred for follow up testing. The earlier a disease is diagnosed, the more likely it is that it can be cured or successfully managed. Early detection also helps to prevent or delay more serious complications from the disease. While preventive health screening labs are important for all VIM patients, because of their higher risk, early detection is particularly important for Hispanic and Latino patients.

Unfortunately, a new barrier has been erected preventing VIM undocumented, non-citizen Hispanic patients from easily accessing labs. We have recently been informed that the Indiana University Health's (corporate) financial assistance policy has been implemented across the entire IUH system. As a result, the local (Bloomington) hospital is no longer able to provide free services for undocumented noncitizens. Instead, undocumented noncitizen VIM patients will now receive a bill for all VIM-referred hospital services, such as labs, x-rays, and other services. This is going to be a tremendous hardship for these patients. The combination of the A1C analyzer and the proposed Cholestech lipid analyzer will enable VIM to perform several important labs onsite, thus avoiding at least some expense for Hispanic patients.

The standard practice at VIM for lab work has been to refer patients to the IUHB lab for testing. The patient is given the lab order and referred to the lab. Sometimes the patient simply doesn't go. When the patient complies, VIM receives the lab report in two to three days. If the results are abnormal, the patient is phoned and asked to return to the clinic for possible changes to their treatment plan. Sometimes the patient complies; often they do not. Often we cannot even reach

the patient who may not have a working phone. This process is very expensive for the hospital, time-consuming for our providers, inconvenient for our patients, and invites noncompliance.

Last year the addition of the A1C analyzer allowed VIM providers to bypass the complicated lab referral process for diabetic screenings which resulted in a much timelier, efficient, and effective treatment protocol for diabetes management. If this funding request is granted, we will be able to do the same for cardiovascular disease.

The immediate benefits of the Alere Cholestech system are:

1. It is CLIA-waived, thus no special certification or training is required.
2. It yields rapid results (just 5 minutes) which enables the provider to provide immediate counseling and intervention.
3. It uses finger stick sampling, rather than a blood draw, which makes it less painful as well as less time-consuming.
4. It offers highly accurate results.
5. It will improve patient compliance as no referrals for labs will be needed for this test.
6. It will improve clinic efficiencies, such as eliminating calling patients back into the clinic after their hospital lab results are received.

**Final Comment:** Clearly, the key question this year (again) will focus on the expansion of HIP 2.0 and implication for VIM. We expect (and hope) that many VIM patients will become insured through HIP – this is a good thing. VIM continues to be active in helping our eligible patients to enroll, while we continue to care for those who can't. For those that enroll, VIM will ensure a smooth transition to a new medical home with seamless continuity of care.

HIP 2.0 appears to be an administratively complex and confusing program and the logistics and details of coverage are still being defined at this point in time. Already we are aware of several gaps in HIP Plus coverage. Dental, for example, is woefully inadequate to meet the needs of people who have grown up in poverty.

We are concerned that even after the implementation of HIP 2.0, there are still going to be nearly 400,000 uninsured Hoosiers. We are concerned about the 6-month lock out period where people will have no health care at all. We are concerned that many people with insurance (through HIP Basic or the Marketplace) will find themselves underinsured, with copays, deductibles, premiums, and medication costs that are too high for them to afford. This creates barriers to needed care and leaves people vulnerable to financial ruin if they get sick, or persuades them not to seek care at all. The VIM Board and management will spend the next many months educating ourselves about these issues and the role VIM will continue to play as a safety net medical home for people living in poverty.

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 there will be medical need in Bloomington and surrounding communities for the indefinite future. And, for as long as need exists, VIM's mission is to offer high quality, easily accessible, services to meet that need.

**Jack Hopkins Social Services Funding Application for 2015  
Volunteers in Medicine Project Budget**

| Item                                                                                                                                                           | Price                      | Quantity | Total             |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------|----------|-------------------|
| <b>I. Supplies for 6 months (240 tests)</b>                                                                                                                    |                            |          |                   |
| <b>Alere Cholestech LDX Starter Kit</b><br>(includes, 3 boxes test cassettes (30),<br>200 Lancets, 200 Capillary Tubes &<br>Plungers, 1 Multi-Analyte Control) | \$ 395.00                  | 1        | \$ 395.00         |
| Capillary Tubes (50/box)                                                                                                                                       | 15.90                      | 1        | 15.90             |
| Capillary Tube Plungers (50/box)                                                                                                                               | 6.62                       | 1        | 6.62              |
| Lancet 28G Safety Blue 50/Box                                                                                                                                  | 8.65                       | 1        | 8.65              |
| Test Cassettes (10/box)                                                                                                                                        | 112.45                     | 21       | 2,361.45          |
| Multi-Analyte Controls                                                                                                                                         | 24.09                      | 1        | 24.09             |
| <b>Sub-Total</b>                                                                                                                                               |                            |          | <b>\$2,811.71</b> |
| <b>II. Supplies for additional 6 months<br/>(240 tests)</b>                                                                                                    |                            |          |                   |
| Capillary Tubes (50/box)                                                                                                                                       | 15.90                      | 5        | 79.50             |
| Capillary Tube Plungers (50/box)                                                                                                                               | 6.62                       | 5        | 33.10             |
| Lancet 28G Safety Blue 50/Box                                                                                                                                  | 8.65                       | 5        | 43.25             |
| Test Cassettes (10/box)                                                                                                                                        | 112.45                     | 24       | 2,698.80          |
| Multi-Analyte Controls                                                                                                                                         | 24.09                      | 2        | 48.18             |
| <b>Sub-Total</b>                                                                                                                                               |                            |          | <b>\$2,902.83</b> |
| <b>III. Leveraged Funds</b>                                                                                                                                    |                            |          |                   |
| CHOLESTECH LDX <sup>1</sup>                                                                                                                                    | No charge with<br>contract |          | 2,136.15          |
| Results Printer & Paper <sup>1</sup>                                                                                                                           | Inkind donation            |          | 300.00            |
| <b>Total Project</b>                                                                                                                                           |                            |          | <b>\$8,150.69</b> |
| <b>TOTAL REQUESTED</b>                                                                                                                                         |                            |          | <b>\$5,714.54</b> |

<sup>1</sup> Our vendor has arranged with the Alere Company to donate the printer and paper to VIM as an in-kind donation. In addition, the analyzer itself is "placed" at no cost with VIM on a long-term basis with a contract for ordering test cartridges and controls.

10:23 AM  
03/24/15  
Cash Basis

# Volunteers in Medicine Clinic of Monroe County, Inc.

## Profit & Loss

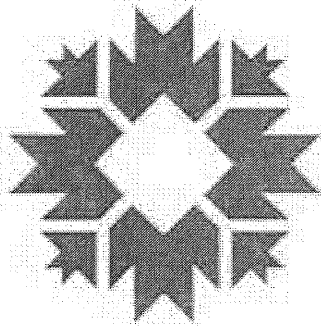
### January through December 2014

|                                        | <u>Jan - Dec 14</u> |
|----------------------------------------|---------------------|
| <b>Ordinary Income/Expense</b>         |                     |
| <b>Income</b>                          |                     |
| 6205 · Gifts/Donations/VIM             | 35.39               |
| 6250 · Other Agency Gifts              | 264,626.88          |
| 6495 · Realized G/L                    | 104,827.31          |
| 6490 · Unrealized G/L                  | -72,219.24          |
| 6450 · Investment Income               | 29,484.47           |
| 6000 · Grants                          | 292,929.01          |
| 6100 · Receipts - Pharmacy             | 5,898.16            |
| 6200 · Gifts / Donations/BHF           | 173,581.75          |
| 6400 · Miscellaneous Income            | 14,158.19           |
| 6500 · Interest Income                 | 3.72                |
| 6300 · In-Kind - Supplies Income       | 0.00                |
| 6325 · In-Kind - Rent Income           | 63,600.00           |
| 6350 · In-Kind - Medical Services Inc  | 249,192.33          |
| 6351 · In-Kind - Other Services Income | 1,820.00            |
| 6352 · In-Kind - Hospital Services Inc | 819,644.00          |
| <b>Total Income</b>                    | <b>1,947,581.97</b> |
| <b>Expense</b>                         |                     |
| 7445 · Medical Supplies-Specific       | 19.98               |
| 7475 · Dental Expense                  | 8,314.70            |
| 9710 · Unemployment Expense            | 3,084.11            |
| 7775 · Insurance - Director/Officer    | 1,197.00            |
| 7950 · Computer Support                | 11,951.83           |
| 7750 · Insurance- Business Owners      | 1,056.00            |
| 9750 · Travel Expense                  | 1,231.61            |
| 9800 · Volunteer Expense               | 3,242.04            |
| 7130 · Pension Expense                 | 19,619.30           |
| 9660 · Fees                            | 1,460.45            |
| 9650 · Professional Education          | 298.90              |
| 9550 · Management Fees                 | 19,208.23           |
| 7000 · Payroll Expenses                | 373,174.61          |
| 7100 · FICA                            | 27,382.83           |
| 7120 · Health Insurance                | 65,930.49           |
| 7200 · Contract Labor                  | 11,250.00           |
| 7300 · Drugs & Medication              | 36,124.19           |
| 7400 · Medical Supplies                | 21,392.54           |
| 7450 · Medical Expense                 | 34,377.33           |
| 7700 · Insurance - Liability           | 484.00              |
| 7800 · Insurance - Workers Comp        | 2,336.00            |
| 7900 · Office Supplies                 | 9,856.46            |
| 8225 · Mileage Reimbursement Expense   | 403.04              |
| 8260 · Telephone Expenses              | 6,973.91            |
| 9000 · Postage/Printing                | 2,334.84            |
| 9200 · Repairs and Maintenance         | 914.86              |
| 9300 · Depreciation Expense            | 25,849.16           |
| 9400 · Marketing Expenses              | 4,696.25            |
| 9500 · Accounting Fees                 | 35,802.00           |
| 9700 · Miscellaneous Expenses          | 1,944.22            |
| 7205 · In-Kind - Medical Services Exp  | 249,192.33          |
| 7210 · In-Kind - Other Services Exp    | 1,820.00            |
| 7212 · In-Kind - Hospital Services     | 819,644.00          |
| 7910 · In-Kind - Supplies              | 0.00                |
| 8000 · In-Kind - Rent Expense          | 63,600.00           |
| <b>Total Expense</b>                   | <b>1,866,167.21</b> |
| <b>Net Ordinary Income</b>             | <b>81,414.76</b>    |

10:23 AM  
03/24/15  
Cash Basis

**Volunteers in Medicine Clinic of Monroe County, Inc.**  
**Profit & Loss**  
January through December 2014

|                                    | <u>Jan - Dec 14</u>     |
|------------------------------------|-------------------------|
| Other Income/Expense               |                         |
| Other Income                       |                         |
| 9990 - Gain/Loss on Sale of Assets | <u>-71.90</u>           |
| Total Other Income                 | <u>-71.90</u>           |
| Net Other Income                   | <u>-71.90</u>           |
| Net Income                         | <u><u>81,342.86</u></u> |



CITY OF BLOOMINGTON, COMMON COUNCIL  
JACK HOPKINS SOCIAL SERVICES FUNDING COMMITTEE  
2015 GRANT APPLICATION

**AGENCY INFORMATION**

---

**Lead Agency Name:** Bloomington Hospital Foundation

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

**Number of Employees:**

| Full-Time | Part-Time | Volunteers |
|-----------|-----------|------------|
| 1,600     | 250       | 120        |

**Address:** 405 North Rogers Street  
Bloomington, IN

**Zip Code:** 47404

**Phone:** 812-353-9528

**Agency E-Mail:** [poman@juhealth.org](mailto:poman@juhealth.org)

**Website:** <http://www.bloomingtonhospitalfoundation.org>

**President of Board of Directors:** Kevin Theile

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**Executive Director:** Jonathan W. Barada, MBA, CFRE

**Title:** President

**Phone:** 812-353-9549

**E-Mail:** [jbarada@juhealth.org](mailto:jbarada@juhealth.org)

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**Name of Person to Present Proposal to the Committee:** Julie Kathman  
(if not the Executive Director)

**Title:** Clinical Nurse Specialist

**Phone:** 812.353.5158

**E-Mail:** [JKathman@iuhealth.org](mailto:JKathman@iuhealth.org)

**Name of Grant Writer:** Catherine Parker

**Phone:** 812-650-3021

**E-Mail:** [catherine@parkergrantsolutions.com](mailto:catherine@parkergrantsolutions.com)

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**Agency Mission Statement (150 words or less)**

Bloomington Hospital Foundation's mission is to support Indiana University Health Bloomington Hospital to be one of the best hospitals in the state of Indiana. Indiana University Health Bloomington Hospital's mission is to improve the health of our patients and community through innovation and excellence in care, education, research, and service.

## PROJECT INFORMATION

---

Project Name:

Electronic Mental Health Directory Upgrade

Is this a collaborative project? ☒ Yes ☐ No

If a collaborative project, list name(s) of non-lead agency partner(s):

Indiana University Health Bloomington  
HealthLINC  
Mental Health America of Monroe County

Address where project will be housed:

Bloomington Hospital Foundation  
405 North Rogers Street  
Bloomington, IN 47404

Total Cost of Project:

\$9,910.00

Requested JHSSF Funding:

\$6,370.00

Other Funds Expected for this Project (*Source, Amount, and Confirmed or Pending*)

Both HealthLINC and Mental Health America of Monroe County will dedicate staffing time for program updates after the initial launch of the newly updated directory (estimated cost \$2,720) and Indiana University Health Bloomington will dedicate staffing resources to meeting facilitation among grant partners (estimated cost \$720). HealthLINC will also provide \$100 in printing costs to advertise the new directory. All sources of other funds have been confirmed.

Total Number of Clients Served by this project in 2015: Approximately 800 annually

Total Number of City Residents Served by this project in 2015: 80,000

Is this request for operational funds? ☐ Yes ☒ No

If "yes," indicate whether the request is for a pilot project, bridge funding, or a collaborative project:

☐ Pilot

☐ Bridge

☐ Collaborative

Please indicate the period in which you intend to draw down funds, if granted:

☐ July-September 2015

☒ October-December 2015

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

The Bloomington Hospital Foundation will submit one claim (estimated in November) after the programmer has completed all updates to the system and the Electronic Mental Health Directory is live. This will occur only after all collaborative partners are satisfied with the new updates. Because only 100 hours of labor are necessary to complete the project, no anticipated delays are expected.

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

Completion of the project includes in-kind resources from partners, and this funding is already included as part of the agency budgets.

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)

|  |
|--|
|  |
|--|

Priority #2  
(Item & Cost)

|  |
|--|
|  |
|--|

Priority #3  
(Item & Cost)

|  |
|--|
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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. Assume that 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 Bloomington Hospital Foundation requests \$6,370 in one-time costs to implement changes and upgrades to the current Electronic Mental Health Directory, allowing users to more easily search for mental health providers and social support services. Currently, the Mental Health Directory is housed on the Mental Health America of Monroe County's website (<http://mha-monroc.com/directory>). The website was launched in 2011, and currently patients and families can search the 97 mental health providers and social service organizations that provide assistance in South Central Indiana. The directory includes drop down menus for various search items, such as provider area of expertise, geographic location, gender, ages served, and type of insurance accepted. Physicians are able to edit and maintain their information through a secure login. While the directory has been a welcome resource for patients, families, and physicians, the website needs improvements and updates. In particular, the Mental Health Directory needs a makeover to make it more user-friendly. The proposed request is a collaborative effort between the Bloomington Hospital Foundation, Indiana University Health Bloomington Hospital, HealthLINC, and Mental Health America of Monroe County.

## CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Assume that 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 2010-2014 Consolidated Plan, or any other community-wide survey of social services needs.

This project addresses the 2012 Service Community Assessment of Need (SCAN) Healthy Community priority to increase access to mental health services. In fact, area providers who completed the Client Challenges Survey indicate that a larger portion of their clients have a problem dealing with the negative impact of stress, anxiety, or depression than have a problem with drugs or alcohol disrupting their lives, or than have a problem getting into a substance abuse treatment program. The SCAN report also notes that Indiana was ranked 31/50 for availability of mental health providers, further illustrating the need to ensure patients and families are aware of local 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 -- i.e., is your request for a pilot project? for bridge funding? for a collaborative project? If you are requesting operational funding, you must detail your plan for future funding.

The upgrades to the Mental Health Directory is a one-time request which will be completed through 100 hours of labor by a qualified programmer. After the upgrades are complete, ongoing maintenance will be provided in-kind by Mental Health America of Monroe County and HealthLINC.

**FISCAL LEVERAGING** *(100 words or less)*

Describe how your project will leverage other resources, such as other funds, in-kind contributions, volunteers, etc.

This project is leveraging in-kind funds of \$3,440, which includes ongoing annual costs for maintenance of the project.

**LONG-TERM BENEFITS** *(200 words or less)*

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

Once the upgrades to the Electronic Mental Health Directory are complete, all residents of Bloomington and South Central Indiana will have free access to mental health providers and resources. The site will be maintained by project partners, who will ensure provider information is up-to-date, and social service resources are listed correctly. Because patients increasingly want to have access to resources in an electronic format, the directory will be a local healthcare asset for years to come.

## **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 outcome indicators for this project include tracking the number of hits to the Electronic Mental Health Directory, as well as the type of service frequently requested (type of healthcare provider vs. social service needs), type of insurance requested for coverage, and location of provider. This information will be assessed quarterly and shared to grant partners as a means to continually improve patient care.



***Bloomington Hospital Foundation  
2015 Jack Hopkins Social Services Funding Committee  
Grant Narrative***

The Bloomington Hospital Foundation offers leadership, guidance, and financial support to Indiana University Health Bloomington Hospital to ensure resources are available to offer the best services for our patients in South Central Indiana. The proposed request is a collaborative effort between the Bloomington Hospital Foundation, Indiana University Health Bloomington Hospital, HealthLINC, and Mental Health America of Monroe County to expand the ***Electronic Mental Health Directory***. On behalf of our partners, the Bloomington Hospital Foundation respectfully requests \$6,370 in one-time costs to implement changes and upgrades to the current system.

Indiana University Health Bloomington Hospital's mission is to improve the health of our patients and community through innovation and excellence in care, education, research, and service. HealthLINC's mission is to advance responsible healthcare through innovative use of electronic health information and is committed to improving patient outcomes through its tools and services that facilitate data exchange and meaningful use of technology. Mental Health America of Monroe County's mission is to promote mental health as a critical part of overall wellness, including prevention services for all, early identification and intervention for those at risk, and integrated care and treatment for those who need it, with recovery as the goal.

Mental illness affects most families in the United States. According to the National Alliance for Mental Illness, 20% of youth ages 13-18 live with a mental health condition, 26% of homeless adults in shelters have a serious mental illness, and 90% of those who die by suicide have an underlying mental illness. Additionally, those who suffer from mental illness face barriers on a daily basis. Approximately 50% of students age 14 and older with a mental illness drop out of school, 70% of youth in state and local juvenile justice systems have a mental illness, and 24% of state prisoners have a recent history of a mental health condition. These statistics demonstrate that mental illness is prevalent, and too many suffer without appropriate treatment.

Because of the stigma associated with mental illness, and the complexity of the healthcare system, getting help can be a daunting task. Expanding and improving the Electronic Mental Health Directory will not only make it easier for patients and families to search for services, it will also allow providers to more easily update and enter their information.

HealthLINC governs a regional health information exchange (HIE) that provides a secure, clinical messaging system for more than 150,000 patients. Additionally, the HIE delivers over 110,000 medical results per month between the hospital, private practices, and indigent care clinics. HealthLINC is a true community collaboration that includes 85% of local physicians and is financially supported through its users. Community partners include Indiana University Health Bloomington Hospital, Centerstone Research Institute, Premier Healthcare, Southern Indiana Radiological Associates, and Volunteers in Medicine of Monroe County. HealthLINC will serve as the primary steering partner in the proposed grant project.

HealthLINC has made a special effort to improve care coordination for underserved populations

including the uninsured and patients with chronic mental illness. As part of this effort, HealthLINC administers community focus groups that meet regularly to address local healthcare concerns and several objectives have been established to meet the needs of patients with mental illness. One priority is to expand and improve the Electronic Mental Health Directory.

Currently, the Mental Health Directory is housed on the Mental Health America of Monroe County's website (<http://mha-monroe.com/directory>). The website was launched in 2011, and currently patients and families can search the 97 mental health providers and social service organizations that provide assistance in South Central Indiana. The directory includes drop down menus for various search items, such as provider area of expertise, geographic location, gender, ages served, and type of insurance accepted. Physicians are able to edit and maintain their information through a secure log-in. While the directory has been a welcome resource for patients, families, and physicians, the website needs improvements and updates. In particular, the Mental Health Directory needs a makeover to make it more user-friendly.

This project addresses the 2012 Service Community Assessment of Need (SCAN) Healthy Community priority to increase access to mental health services. In fact, area providers who completed the Client Challenges Survey indicate that a larger portion of their clients have a problem dealing with the negative impact of stress, anxiety, or depression than have a problem with drugs or alcohol disrupting their lives, or than have a problem getting into a substance abuse treatment program. The SCAN report also notes that Indiana was ranked 31/50 for availability of mental health providers, further illustrating the need to ensure patients and families are aware of local services.

The proposed project is ready for immediate implementation and includes the following activities:

1. HealthLINC will hire the programmer in July 2015, and the programmer will make the necessary changes to the Electronic Mental Health Directory no later than November 2015. It is estimated that 100 hours of labor is necessary to complete the project.
2. In November 2015, Mental Health America of Monroe County and HealthLINC will begin advertising the directory and encouraging providers and patients to use the new site.
3. After the directory has been upgraded, ongoing maintenance and updates will be provided by student interns and through in-kind staffing from HealthLINC and Mental Health America of Monroe County.
4. The Child and Family Mental Health Recovery Project members will continue to meet on a monthly basis to discuss the Electronic Mental Health Directory, as well as other needs of the patients and families affected by mental illness.

As noted above, this project is a one-time upgrade to the Electronic Mental Health Directory. HealthLINC and Mental Health America of Monroe County staff will provide the minimal ongoing support that is necessary to sustain the project. Success of the project will be measured through the number of hits to the directory, provider feedback, and patient feedback. As with any web-based project, the greatest barrier or risk in such a project is ensuring the data is accurate and up-to-date. This will be mitigated by using current staff and interns to maintain the site.

*Bloomington Hospital Foundation*  
*Grant Budget*

| Electronic Mental Health Directory                                        |                   |                   |
|---------------------------------------------------------------------------|-------------------|-------------------|
| 2015 Jack Hopkins Grant Budget                                            |                   |                   |
| Personnel                                                                 | Grant Budget      | In-Kind Support   |
| System Administrator salary to assist programmer with changes and updates | \$2,620.00        |                   |
| HealthLINE staff facilitating partner meetings                            |                   | \$720.00          |
| HealthLINE staff updating the directory                                   |                   | \$1,520.00        |
| System Administrator salary to maintain directory after grant period ends |                   | \$1,200.00        |
| Contractual                                                               |                   |                   |
| Programmer costs to update directory                                      | \$3,750.00        |                   |
| Programmer costs to maintain directory after grant period ends            |                   |                   |
| Supplies                                                                  |                   |                   |
| Printing and distribution of promotional materials                        |                   | \$100.00          |
| <b>Total Budget</b>                                                       | <b>\$6,370.00</b> | <b>\$3,540.00</b> |
| <b>Total Project Costs</b>                                                |                   | <b>\$9,910.00</b> |

*City of Bloomington Common Council  
2015 Jack Hopkins Social Services Funding  
Memorandum of Understanding*

WHEREAS, the Bloomington Hospital Foundation, Indiana University Health Bloomington Hospital, HealthLINC, and Mental Health America of Monroe County have come together to collaborate and to make an application for the 2015 Jack Hopkins Social Services Funding; and

WHEREAS, the partners listed above have agreed to enter into a collaborative agreement in which the Bloomington Hospital Foundation will be the lead agency and named applicant, and the other agencies will be partners in this application; and

WHEREAS, the partners herein desire to enter into a Memorandum of Understanding setting forth the services to be provided by the collaborative; and

WHEREAS, the application prepared and approved by the collaborative through its partners is to be submitted to the City of Bloomington Common Council on or before March 30, 2015.

*Roles and Responsibilities*

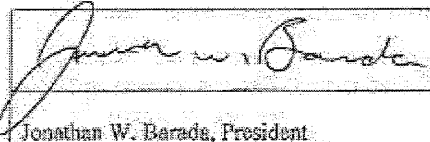
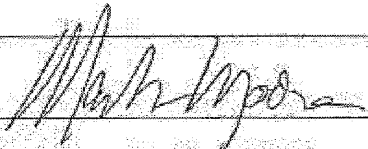


1. **The Bloomington Hospital Foundation (BHF)** will serve as the fiscal and applicant entity. BHF will work with program staff to submit grant invoices, narrative reports, or other information requested by the City of Bloomington Common Council Social Services Funding Committee.
2. **Indiana University Health Bloomington Hospital (IUHB)** will facilitate dissemination of information about the Mental Health America website to providers by releasing the time of the Women and Children's Clinical Nurse specialist (CNS) for this work. The CNS will also collect and analyze data regarding the utilization and end user satisfaction of the website.
3. **HealthLINC** will be responsible for hiring a programmer to upgrade the Electronic Mental Health Directory to meet user needs. HealthLINC will manage the programmer's deliverables and ensure all activities are complete prior to December 1, 2015. HealthLINC will also work with Indiana University to recruit student interns to sustain the project beyond the life of the grant. HealthLINC will work with Mental Health America of Monroe County to advertise the newly launched directory and encourage patients and providers to use the site.
4. **Mental Health America of Monroe County** will continue to host the website for the Electronic Mental Health Directory. Mental Health America will allow the programmer access to the site so that updates and edits can be made.

*Timeline*

The roles and responsibilities described above are contingent on the Bloomington Hospital Foundation receiving funds requested for the City of Bloomington Common Council 2015 Jack Hopkins Social Services grant application. Responsibilities under this Memorandum of Understanding would coincide with the grant period, anticipated to be 7/1/2015 through 12/1/2015.

We, the undersigned have read and agree with the Memorandum of Understanding. Further, we have reviewed the proposed project and approve it.

Signed and dated in March 2015 by:

|                                                                                   |                                                                                      |
|-----------------------------------------------------------------------------------|--------------------------------------------------------------------------------------|
|  |    |
| Jonathan W. Barada, President<br>Bloomington Hospital Foundation                  | Mark Moore, President and CEO<br>Indiana University Health - Bloomington<br>Hospital |
|  |    |
| Michael Melby, CEO<br>HealthLINC                                                  | Michael James, President<br>Mental Health America of Monroe County                   |



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INDIANA UNIVERSITY HEALTH BLOOMINGTON  
INDEX  
December 31, 2014

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| 7    |   | STATEMENT OF FINANCIAL POSITION              |
| 8    |   | STATEMENT OF CASH FLOWS                      |
| 9    |   | CENSUS STATISTICS                            |
| 10   |   | ANCILLARY STATISTICS                         |
| 11   |   | OTHER STATISTICS                             |
| 12   |   | ACCOUNTS RECEIVABLE                          |



**INDIANA UNIVERSITY HEALTH BLOOMINGTON**  
**STATEMENT OF OPERATIONS**  
December 31, 2014

| CURRENT MONTH       |                    |                                                                             | TWELVE MONTHS YEAR-TO-DATE |                      |                     |                     |
|---------------------|--------------------|-----------------------------------------------------------------------------|----------------------------|----------------------|---------------------|---------------------|
|                     | ACTUAL             |                                                                             | ACTUAL                     | PLAN                 | VAR                 | LAST YR             |
| REVENUES:           |                    |                                                                             |                            |                      |                     |                     |
| 1                   | \$8,479,626        | Daily Routine Services.....                                                 | \$99,815,236               | \$96,692,385         | 3,122,851           | \$93,646,150        |
| 2                   | 15,118,202         | Ancillary Services - IP.....                                                | 177,120,240                | 179,343,416          | (2,223,176)         | 167,422,389         |
| 3                   | 11,238,508         | Ancillary Supplies - IP.....                                                | 128,024,810                | 127,039,746          | 985,064             | 120,515,869         |
| 4                   | <u>34,836,335</u>  | TOTAL IP REVENUE                                                            | <u>404,960,286</u>         | <u>403,075,547</u>   | <u>1,884,739</u>    | <u>381,584,408</u>  |
| 5                   | 31,208,125         | Ancillary Services - OP.....                                                | 361,345,528                | 359,316,185          | 2,029,343           | 340,594,206         |
| 6                   | 11,352,736         | Ancillary Supplies - OP.....                                                | 131,283,747                | 118,367,943          | 12,915,804          | 116,176,262         |
| 7                   | <u>42,560,861</u>  | TOTAL OP REVENUE                                                            | <u>492,629,275</u>         | <u>477,684,128</u>   | <u>14,945,147</u>   | <u>456,770,468</u>  |
| 8                   | <u>77,397,196</u>  | TOTAL REV FROM PAT SERVICES                                                 | <u>897,589,560</u>         | <u>880,759,675</u>   | <u>16,829,886</u>   | <u>838,354,877</u>  |
| 9                   | 41,786,670         | Deductions from Gross Revenue.....                                          | 491,596,618                | 480,877,344          | (10,719,274)        | 464,541,594         |
| 10                  | <u>35,610,526</u>  | PATIENT SERVICE REVENUE (NET OF CONTRACT)                                   | <u>405,992,943</u>         | <u>399,882,331</u>   | <u>6,110,612</u>    | <u>373,813,283</u>  |
| 11                  | 4,127,978          | Provisional for uncollected patient accounts                                | 23,662,889                 | 22,112,708           | (1,550,181)         | 22,392,590          |
| 12                  | <u>31,482,549</u>  | Net Patient Service Revenue less provision for uncollected patient accounts | <u>382,330,054</u>         | <u>377,769,623</u>   | <u>4,560,431</u>    | <u>351,420,693</u>  |
| 13                  | 307,933            | Related Entity Operating Revenues.....                                      | 1,954,125                  | 1,583,768            | 370,357             | 1,756,602           |
| 14                  | <u>1,377,974</u>   | Other Operating Revenue.....                                                | <u>8,458,651</u>           | <u>7,771,481</u>     | <u>687,170</u>      | <u>9,672,025</u>    |
| 15                  | <u>33,168,456</u>  | TOTAL OPERATING REVENUE                                                     | <u>392,742,830</u>         | <u>387,124,872</u>   | <u>5,617,959</u>    | <u>362,849,380</u>  |
| OPERATING EXPENSES: |                    |                                                                             |                            |                      |                     |                     |
| 16                  | 9,141,660          | Salaries and services.....                                                  | 114,465,740                | 111,174,384          | (3,291,356)         | 127,185,165         |
| 17                  | 574,265            | Employee Benefits.....                                                      | 27,889,955                 | 36,085,633           | 8,195,678           | 39,864,743          |
| 18                  | 3,355,799          | Supplies and drugs.....                                                     | 55,014,542                 | 52,008,905           | (3,005,637)         | 58,956,512          |
| 19                  | 6,630,356          | Purchased services and other.....                                           | 68,078,335                 | 57,011,517           | (11,066,818)        | 40,247,645          |
| 20                  | 2,025,766          | Utilities, rent, and maintenance.....                                       | 19,342,071                 | 20,443,958           | 1,101,887           | 23,164,571          |
| 21                  | 2,667,435          | Depreciation.....                                                           | 16,987,822                 | 16,041,884           | (945,938)           | 16,813,542          |
| 22                  | (7,799)            | Amortization.....                                                           | (89,663)                   | (89,663)             | 0                   | (66,336)            |
| 23                  | 140,223            | Interest.....                                                               | 1,705,387                  | 1,778,245            | 72,858              | 1,805,544           |
| 24                  | <u>24,547,703</u>  | TOTAL EXPENSES                                                              | <u>303,394,188</u>         | <u>294,454,863</u>   | <u>(8,939,325)</u>  | <u>307,971,385</u>  |
| 25                  | 8,620,752          | REV OVER EXP - OPERATIONS                                                   | <u>89,348,642</u>          | <u>92,670,009</u>    | <u>(3,321,367)</u>  | <u>54,877,995</u>   |
|                     | 0                  | Additional Operational Improvement Goal                                     | 0                          | 0                    | 0                   | 0                   |
|                     | <u>8,620,752</u>   | REV OVER EXP - OPERATIONS TARGET                                            | <u>89,348,642</u>          | <u>92,670,009</u>    | <u>(3,321,367)</u>  | <u>54,877,995</u>   |
| 26                  | (1,285,835)        | Non-Operating Revenue.....                                                  | 2,821,351                  | 14,267,893           | (11,446,542)        | 18,478,943          |
| 27                  | <u>\$7,334,917</u> | EXCESS OF REV OVER EXPENSE                                                  | <u>\$92,169,993</u>        | <u>\$106,937,902</u> | <u>(14,767,909)</u> | <u>\$73,356,938</u> |





**INDIANA UNIVERSITY HEALTH BLOOMINGTON**  
**PATIENT REVENUE**  
**December 31, 2014**

| CURRENT MONTH                         |                                    | TWELVE MONTHS YEAR-TO-DATE |                      |                    |                      |
|---------------------------------------|------------------------------------|----------------------------|----------------------|--------------------|----------------------|
| ACTUAL                                | DAILY ROUTINE SERVICES:            | ACTUAL                     | PLAN                 | VAR                | LAST YR              |
| 1 \$4,666,126                         | Medical/Surgical, Peds, and OB     | \$53,782,475               | \$51,855,023         | \$1,927,452        | \$49,982,780         |
| 2 724,616                             | Cardiac Care Unit                  | 8,767,349                  | 8,095,011            | 672,338            | 8,164,080            |
| 3 1,104,891                           | Intensive Care Unit                | 11,851,488                 | 11,185,712           | 665,776            | 10,207,440           |
| 4 857,956                             | Psychiatric Units                  | 10,719,692                 | 10,529,013           | 190,679            | 10,753,370           |
| 5 516,397                             | Rehabilitation Unit                | 5,888,282                  | 6,880,771            | (992,489)          | 6,532,360            |
| 6 629,640                             | Newborn                            | 8,805,950                  | 8,146,855            | 659,095            | 8,006,120            |
| 7 8,479,626                           | <b>TOTAL ROUTINE SERVICES</b>      | <b>99,815,236</b>          | <b>96,692,385</b>    | <b>3,122,851</b>   | <b>93,646,150</b>    |
| <b>INPATIENT ANCILLARY SERVICES:</b>  |                                    |                            |                      |                    |                      |
| 8 3,107,937                           | Surgical Services                  | 35,859,370                 | 36,422,432           | (563,062)          | 35,402,621           |
| 9 124,072                             | Renal Dialysis                     | 1,863,243                  | 1,734,280            | 128,963            | 1,574,162            |
| 10 1,185,116                          | Delivery Services                  | 16,042,379                 | 15,561,159           | 481,220            | 14,938,937           |
| 11 1,437,367                          | Cardiac Care Services              | 14,859,295                 | 15,831,091           | (971,796)          | 14,738,498           |
| 12 1,188,115                          | Emergency and Orthopedic Services  | 11,507,118                 | 11,570,281           | (63,163)           | 11,020,762           |
| 13 0                                  | Ambulance Service                  | 20,534                     | 2,464,203            | (2,443,669)        | 1,449,002            |
| 14 2,897,265                          | Laboratory                         | 34,274,760                 | 32,868,300           | 1,406,460          | 30,585,027           |
| 15 1,789,180                          | Radiology                          | 21,615,626                 | 22,842,139           | (1,226,513)        | 20,441,056           |
| 16 705,118                            | Allied Health                      | 7,908,624                  | 7,829,835            | 78,789             | 7,254,054            |
| 17 675,571                            | Respiratory Therapy                | 7,811,472                  | 7,088,190            | 723,282            | 6,508,493            |
| 18 814,679                            | Rehabilitation Services            | 9,965,512                  | 9,462,806            | 502,706            | 9,365,590            |
| 19 378,402                            | Psychiatric Services               | 5,733,470                  | 6,079,479            | (346,009)          | 5,672,879            |
| 20 815,380                            | Nursing Related Services           | 9,658,835                  | 9,589,221            | 69,614             | 8,473,308            |
| 21 15,118,202                         | <b>TOTAL IP ANCILLARY SERV</b>     | <b>177,120,240</b>         | <b>179,343,416</b>   | <b>(2,223,176)</b> | <b>167,422,389</b>   |
| <b>INPATIENT ANCILLARY SUPPLIES:</b>  |                                    |                            |                      |                    |                      |
| 22 5,348,081                          | Surgical Services                  | 59,413,514                 | 58,664,703           | 748,811            | 56,570,772           |
| 23 1,707,396                          | Nursing                            | 17,734,181                 | 17,703,188           | 30,993             | 16,425,728           |
| 24 3,500,486                          | Pharmacy                           | 43,006,512                 | 42,725,254           | 281,258            | 40,573,463           |
| 25 682,543                            | Other Services                     | 7,870,604                  | 7,946,601            | (75,997)           | 7,145,906            |
| 26 11,238,508                         | <b>TOTAL IP ANCILLARY SUPPLIES</b> | <b>128,024,810</b>         | <b>127,039,746</b>   | <b>985,064</b>     | <b>120,515,869</b>   |
| <b>OUTPATIENT ANCILLARY SERVICES:</b> |                                    |                            |                      |                    |                      |
| 27 4,465,508                          | Surgical Services                  | 46,725,709                 | 49,455,779           | (2,730,070)        | 47,074,328           |
| 28 46,962                             | Renal Dialysis Centers             | 263,539                    | 162,648              | 100,891            | 231,517              |
| 29 2,348,722                          | Cardiac Care Services              | 26,601,110                 | 27,226,872           | (625,762)          | 25,613,891           |
| 30 754,714                            | IU Health Home Care                | 9,440,989                  | 10,812,994           | (1,372,005)        | 8,921,491            |
| 31 287,961                            | IU Health Urgent Care Facilities   | 2,530,968                  | 1,926,889            | 604,079            | 6,231,897            |
| 32 4,729,212                          | Emergency and Orthopedic Services  | 52,646,924                 | 47,146,363           | 5,500,561          | 45,299,663           |
| 33 1,472,633                          | Ambulance Services                 | 15,452,550                 | 13,958,009           | 1,494,541          | 7,803,067            |
| 34 3,339,691                          | Laboratory                         | 39,728,926                 | 43,423,843           | (3,694,917)        | 40,710,782           |
| 35 6,359,733                          | Radiology                          | 74,479,294                 | 74,779,615           | (300,321)          | 71,705,768           |
| 36 2,013,587                          | Radiation Oncology Centers         | 30,425,796                 | 26,316,941           | 4,108,855          | 27,081,562           |
| 37 1,636,241                          | Allied Health                      | 18,400,890                 | 19,260,576           | (859,686)          | 17,969,757           |
| 38 541,802                            | Respiratory Therapy                | 5,685,032                  | 4,826,895            | 858,137            | 4,332,215            |
| 39 1,317,018                          | Rehabilitation Services            | 16,895,175                 | 17,969,646           | (1,074,471)        | 16,707,506           |
| 40 353,649                            | Hospice                            | 4,254,440                  | 5,235,337            | (980,897)          | 5,031,131            |
| 41 257,778                            | Psychiatric Services               | 3,954,018                  | 3,315,462            | 638,556            | 3,306,128            |
| 42 425,506                            | Observation Services               | 4,359,394                  | 3,775,469            | 583,925            | 3,993,513            |
| 43 857,408                            | Miscellaneous Services             | 9,500,774                  | 9,722,847            | (222,073)          | 8,580,190            |
| 44 31,208,125                         | <b>TOTAL OP ANCILLARY SERV</b>     | <b>361,345,528</b>         | <b>359,316,185</b>   | <b>2,029,343</b>   | <b>340,594,206</b>   |
| <b>OUTPATIENT ANCILLARY SUPPLIES:</b> |                                    |                            |                      |                    |                      |
| 45 4,036,808                          | Surgical Services                  | 40,820,209                 | 41,027,390           | (207,181)          | 39,249,375           |
| 46 2,048,365                          | Nursing                            | 27,670,627                 | 24,448,896           | 3,221,731          | 24,272,290           |
| 47 4,448,018                          | Pharmacy                           | 52,561,276                 | 41,486,243           | 11,075,033         | 41,752,668           |
| 48 819,545                            | Other Services                     | 10,231,635                 | 11,405,414           | (1,173,779)        | 10,901,929           |
| 49 11,352,736                         | <b>TOTAL OP ANCILLARY SUPPLIES</b> | <b>131,283,747</b>         | <b>118,367,943</b>   | <b>12,915,804</b>  | <b>116,176,262</b>   |
| 49 \$77,397,196                       | <b>TOTAL REV FROM PAT SERVICES</b> | <b>\$897,589,560</b>       | <b>\$880,759,675</b> | <b>16,829,886</b>  | <b>\$838,354,877</b> |





**INDIANA UNIVERSITY HEALTH BLOOMINGTON**  
**DEDUCTIONS & OTHER REVENUE**  
**December 31, 2014**

**CURRENT MONTH****ACTUAL****TWELVE MONTHS YEAR-TO-DATE****ACTUAL****PLAN****VAR****LAST YR****DEDUCTIONS FROM REVENUE:**

|   |                     |                                                   |                      |                      |                       |                      |
|---|---------------------|---------------------------------------------------|----------------------|----------------------|-----------------------|----------------------|
| 1 | \$27,466,888        | Medicare Contractual Allowance.....               | \$311,895,188        | \$302,677,938        | (\$9,217,250)         | \$283,510,314        |
| 2 | 6,252,255           | Medicaid Contractual Allowance.....               | 62,631,000           | 64,733,381           | 2,102,381             | 68,856,857           |
| 3 | 1,179,749           | Healthy IN Plan Allowance.....                    | 12,199,220           | 7,489,318            | (4,709,902)           | 6,937,663            |
| 4 | 5,110,802           | Other Contractual Allowances.....                 | 58,996,135           | 55,592,585           | (3,403,550)           | 54,610,713           |
| 5 | 125,095             | Contractual Allow. for IU Health Home Care.....   | 1,203,203            | 1,301,752            | 98,549                | 1,006,168            |
| 6 | 39,134              | Contractual Allow. for IU Health Urgent Care..... | 333,878              | 413,987              | 80,109                | 1,207,892            |
| 7 | 755,149             | Provision for Charity.....                        | 33,484,223           | 40,610,965           | 7,126,742             | 39,225,456           |
| 8 | 3,771               | Adjustments for Late Charges.....                 | (53,148)             | (151,824)            | (98,676)              | (101,618)            |
| 9 | 853,827             | Other Adjustments and Discounts.....              | 10,906,920           | 8,209,242            | (2,796,353)           | 9,288,149            |
|   | <b>\$41,786,670</b> | <b>TOTAL DEDUCTIONS FROM REV</b>                  | <b>\$491,596,618</b> | <b>\$480,877,344</b> | <b>(\$10,719,274)</b> | <b>\$464,541,594</b> |

**OTHER OPERATING REVENUE:**

|    |                    |                                              |                    |                    |                  |                    |
|----|--------------------|----------------------------------------------|--------------------|--------------------|------------------|--------------------|
| 11 | \$142,112          | Cafeteria, Meals-On-Wheels, and Vending..... | \$1,604,840        | \$1,716,588        | (\$111,748)      | \$1,677,719        |
| 12 | 3,283              | Interest from Accounts Receivable.....       | 1,890              | 33,156             | (31,266)         | 24,654             |
| 13 | 0                  | Durable Medical Equipment.....               | 4,118              | 9,783              | (5,665)          | 9,011              |
| 14 | 23,370             | Grants: Med Ed, Ambulance, Hospice.....      | 141,686            | 186,275            | (44,589)         | 86,408             |
| 15 | 172,950            | Grants: Home Care, Comm Health.....          | 1,530,947          | 1,515,836          | 15,111           | 3,511,272          |
| 16 | 571,291            | Exp Reimb by SIMC, Foundation.....           | 624,860            | 308,635            | 316,225          | 286,324            |
| 17 | 3,406              | Educational Services.....                    | 57,947             | 69,243             | (11,296)         | 64,815             |
| 18 | (16,733)           | Vendor Discounts and Charges.....            | 524,918            | 719,032            | (194,114)        | 688,525            |
| 19 | 55,710             | Non-Patient Services Provided.....           | 762,540            | 782,823            | (20,283)         | 667,190            |
| 20 | 0                  | Parking Garage Toll.....                     | 0                  | 0                  | 0                | 0                  |
| 21 | 193                | Kid's Club Program.....                      | 951                | 0                  | 951              | 167,629            |
| 22 | 21,606             | Linen Services.....                          | 234,004            | 231,794            | 2,210            | 237,817            |
| 23 | 83,483             | Property Rental Income.....                  | 1,047,785          | 802,617            | 245,168          | 711,575            |
| 24 | 0                  | Gain/Loss Disposal of Assets.....            | 480                | 37,942             | (37,462)         | 182,050            |
| 25 | 317,363            | Miscellaneous.....                           | 1,921,684          | 1,357,757          | 563,927          | 1,357,056          |
| 26 | <b>\$1,377,974</b> | <b>TOTAL OTHER OPERATING REV</b>             | <b>\$8,458,651</b> | <b>\$7,771,481</b> | <b>\$687,170</b> | <b>\$9,672,025</b> |

**OTHER OPERATING REVENUE:**

|    |                  |                                       |                    |                    |                  |                    |
|----|------------------|---------------------------------------|--------------------|--------------------|------------------|--------------------|
| 27 | 307,933          | Gain/Loss Other Investments.....      | 1,954,125          | 1,583,768          | 370,357          | 1,756,662          |
| 28 | <b>\$307,933</b> | <b>TOTAL RELATED ENTITY OPER. REV</b> | <b>\$1,954,125</b> | <b>\$1,583,768</b> | <b>\$370,357</b> | <b>\$1,756,662</b> |

**NON-OPERATING REVENUE:**

|    |                      |                                               |                    |                     |                       |                     |
|----|----------------------|-----------------------------------------------|--------------------|---------------------|-----------------------|---------------------|
| 29 | \$81,070             | Realized (Losses) Gains on Investments.....   | \$3,417,475        | \$7,497,708         | (\$4,080,233)         | \$25,140,110        |
| 30 | 8,720                | Interest and Dividend Income.....             | 710,971            | 139,025             | 571,946               | 797,262             |
| 31 | (1,375,176)          | Unrealized (Losses) Gains on Investments..... | (1,307,094)        | 6,631,160           | (7,938,254)           | (7,458,430)         |
| 32 | 0                    | Gain/Loss on Bond Re-funding.....             | 0                  | 0                   | 0                     | 0                   |
| 33 | <b>(\$1,285,835)</b> | <b>TOTAL NON-OPERATING REV</b>                | <b>\$2,821,351</b> | <b>\$14,267,893</b> | <b>(\$11,446,542)</b> | <b>\$18,478,943</b> |



**INDIANA UNIVERSITY HEALTH BLOOMINGTON**  
**EXPENSES BY DIVISION**  
**December 31, 2014**

| CURRENT MONTH                |              | TWELVE MONTHS YEAR-TO-DATE                   |               |               |              |               |
|------------------------------|--------------|----------------------------------------------|---------------|---------------|--------------|---------------|
|                              | ACTUAL       |                                              | ACTUAL        | PLAN          | VAR          | LAST YR       |
| PATIENT SERVICES DIVISION:   |              |                                              |               |               |              |               |
| 1                            | \$2,000,681  | Nursing Services.....                        | \$22,294,280  | \$21,745,959  | (548,321)    | \$24,761,735  |
| 2                            | 276,303      | Intensive Care Unit.....                     | 3,151,329     | 2,768,419     | (382,910)    | 3,082,809     |
| 3                            | 418,864      | Psychiatric Services.....                    | 5,173,716     | 5,327,028     | 153,312      | 5,528,702     |
| 4                            | 660,060      | Cardiac Care Services.....                   | 11,069,787    | 10,715,406    | (354,381)    | 10,877,553    |
| 5                            | 303,771      | Maternal Care Services.....                  | 4,640,508     | 4,364,448     | (276,060)    | 4,888,923     |
| 6                            | 1,291,826    | Surgery Services.....                        | 23,502,347    | 23,164,427    | (337,920)    | 28,777,154    |
| 7                            | 430,676      | Emergency and Orthopedic Services.....       | 4,963,433     | 5,115,183     | 151,750      | 5,940,974     |
| 8                            | 849,640      | IU Health Home Care Services.....            | 8,031,306     | 8,764,462     | 733,156      | 7,977,853     |
| 9                            | 409,930      | Other Patient Serv Division Departments..... | 4,644,583     | 4,922,732     | 278,149      | 4,969,498     |
| 10                           | 6,641,750    | TOTAL PATIENT SERVICES                       | 87,471,288    | 86,888,064    | (583,225)    | 96,805,200    |
| 11                           | 5,366,040    | ADMINISTRATION DIVISION                      | 57,047,788    | 42,884,323    | (14,163,465) | 26,854,886    |
| ANCILLARY SERVICES DIVISION: |              |                                              |               |               |              |               |
| 12                           | 288,595      | Radiation Oncology Center.....               | 3,189,381     | 2,748,654     | (440,727)    | 3,041,289     |
| 13                           | 631,509      | Rehabilitation Services.....                 | 7,336,775     | 7,287,971     | (48,804)     | 7,708,663     |
| 14                           | 347,398      | Hospice Services.....                        | 4,366,008     | 4,535,761     | 169,753      | 4,843,911     |
| 15                           | 400,060      | Allied Health.....                           | 4,187,970     | 4,101,671     | (86,299)     | 4,282,446     |
| 16                           | 221,875      | Respiratory Therapy.....                     | 2,630,754     | 2,431,079     | (199,675)    | 2,748,302     |
| 17                           | 571,935      | Ambulance Service.....                       | 5,388,196     | 3,907,099     | (1,481,097)  | 3,138,601     |
| 18                           | 315,156      | Material Services / Supplies.....            | 3,121,274     | 2,980,330     | (140,944)    | 3,450,991     |
| 19                           | 1,658,655    | Pharmacy Services.....                       | 21,583,969    | 19,379,481    | (2,204,488)  | 20,187,217    |
| 20                           | 1,258,524    | Laboratory.....                              | 12,293,993    | 11,843,625    | (450,368)    | 13,058,702    |
| 21                           | 344,666      | Radiology and Nuclear Medicine.....          | 6,897,796     | 6,887,733     | (10,063)     | 7,720,767     |
| 22                           | 142,864      | IU Health Urgent Care Facilities.....        | 1,319,668     | 2,458,976     | 1,139,308    | 4,176,503     |
| 23                           | 54,658       | Other Ancillary Service Division Depts.....  | 797,839       | 901,200       | 103,361      | 875,189       |
| 24                           | 6,235,896    | TOTAL ANCILLARY SERV                         | 73,113,622    | 69,463,580    | (3,753,404)  | 75,232,581    |
| 25                           | 320,709      | HUMAN RESOURCES/EDUC DIV                     | 32,012,003    | 38,001,038    | 5,989,035    | 43,182,961    |
| 26                           | 471,506      | FISCAL SERVICES DIVISION                     | 7,270,270     | 7,583,153     | 312,883      | 14,408,187    |
| SUPPORT SERVICES DIVISION:   |              |                                              |               |               |              |               |
| 27                           | 1,166,309    | Plant Operations and Properties.....         | 9,848,718     | 9,346,977     | (501,741)    | 11,498,140    |
| 28                           | 82,243       | Security.....                                | 1,043,497     | 993,472       | (50,025)     | 1,212,457     |
| 29                           | 335,892      | Dietary Services.....                        | 4,085,896     | 4,565,899     | 480,003      | 4,535,191     |
| 30                           | 174,289      | Environmental Services.....                  | 1,929,589     | 2,047,728     | 118,139      | 2,138,609     |
| 31                           | 289          | Other Support Services.....                  | 5,360         | 5,122         | (238)        | 7,428         |
| 32                           | 1,759,021    | TOTAL SUPPORT SERVICES                       | 16,913,060    | 16,959,198    | 46,138       | 19,391,825    |
| 33                           | 1,485,254    | INFORMATION SERVICES DIVISION                | 12,823,068    | 16,399,749    | 3,576,681    | 15,062,168    |
| 34                           | 2,267,527    | PROP DEPR, INTEREST, AMORT                   | 16,743,088    | 16,275,758    | (467,330)    | 17,033,577    |
| 35                           | \$24,547,703 | TOTAL OPERATING EXPENSES                     | \$303,394,188 | \$294,454,863 | (8,939,329)  | \$307,971,385 |



**INDIANA UNIVERSITY HEALTH BLOOMINGTON**  
**PAYROLL & CONTRACT WAGES BY DIVISION**  
**December 31, 2014**

| CURRENT MONTH                |             | TWELVE MONTHS YEAR-TO-DATE               |               |               |             |               |
|------------------------------|-------------|------------------------------------------|---------------|---------------|-------------|---------------|
|                              | ACTUAL      |                                          | ACTUAL        | PLAN          | VAR         | LAST YR       |
| PATIENT SERVICES DIVISION:   |             |                                          |               |               |             |               |
| 1                            | \$1,710,564 | Nursing Services.....                    | \$19,716,914  | \$19,292,419  | (424,495)   | \$21,235,249  |
| 2                            | 234,474     | Intensive Care Unit.....                 | 2,644,720     | 2,396,474     | (248,246)   | 2,652,150     |
| 3                            | 389,290     | Psychiatric Services.....                | 4,850,248     | 4,928,721     | 78,473      | 5,151,234     |
| 4                            | 309,765     | Cardiac Care Services.....               | 3,809,606     | 3,722,178     | (87,428)    | 3,879,415     |
| 5                            | 296,071     | Maternal Care Services.....              | 3,873,250     | 3,607,842     | (265,408)   | 4,115,219     |
| 6                            | 621,601     | Surgery Services.....                    | 7,399,007     | 7,391,252     | (7,755)     | 7,828,605     |
| 7                            | 328,048     | Emergency and Orthopedic Services.....   | 4,002,067     | 3,988,592     | (13,475)    | 4,925,617     |
| 8                            | 391,008     | IU Health Home Care Services.....        | 4,767,200     | 6,298,230     | 1,531,030   | 4,826,453     |
| 9                            | 152,344     | Other Patient Serv Division Depts.....   | 1,758,092     | 1,950,246     | 192,154     | 1,871,313     |
| 10                           | 4,433,164   | TOTAL PATIENT SERVICES                   | 52,821,104    | 53,575,954    | 754,850     | 56,485,255    |
| 11                           | 617,472     | ADMINISTRATION DIVISION                  | 5,733,073     | 2,945,990     | (2,787,083) | 4,801,112     |
| ANCILLARY SERVICES DIVISION: |             |                                          |               |               |             |               |
| 12                           | 150,564     | Radiation Oncology Center.....           | 1,767,401     | 1,347,031     | (420,370)   | 1,779,137     |
| 13                           | 532,882     | Rehabilitation Services.....             | 6,363,918     | 6,356,706     | (7,212)     | 6,755,463     |
| 14                           | 227,193     | Hospice Services.....                    | 2,896,370     | 3,007,718     | 111,348     | 3,010,221     |
| 15                           | 266,458     | Allied Health.....                       | 3,143,872     | 3,083,027     | (60,845)    | 3,327,979     |
| 16                           | 181,388     | Respiratory Therapy.....                 | 2,196,743     | 1,992,442     | (204,301)   | 2,214,544     |
| 17                           | 356,113     | Ambulance Service.....                   | 4,187,360     | 2,951,916     | (1,235,444) | 2,465,717     |
| 18                           | 135,832     | Material Services.....                   | 1,346,011     | 1,288,679     | (57,332)    | 1,656,461     |
| 19                           | 357,554     | Pharmacy Services.....                   | 4,227,703     | 4,026,828     | (200,875)   | 4,283,489     |
| 20                           | 308,868     | Laboratory.....                          | 4,505,648     | 4,704,498     | 198,850     | 5,122,304     |
| 21                           | 345,380     | Radiology and Nuclear Medicine.....      | 4,207,329     | 3,732,852     | (474,477)   | 4,714,983     |
| 22                           | 81,176      | IU Health Urgent Care Facilities.....    | 1,138,336     | 2,428,525     | 1,290,189   | 3,922,200     |
| 23                           | 58,112      | Other Ancillary Serv Division Depts..... | 591,163       | 630,666       | 39,503      | 597,224       |
| 24                           | 2,981,520   | TOTAL ANCILLARY SERVICES                 | 36,571,854    | 35,550,888    | (1,060,469) | 39,849,723    |
| 25                           | 176,450     | HUMAN RESOURCES/EDUC DIV                 | 2,309,707     | 2,169,383     | (140,324)   | 1,974,467     |
| 26                           | 389,607     | FISCAL SERVICES DIVISION                 | 4,731,340     | 4,636,930     | (94,410)    | 10,906,393    |
| SUPPORT SERVICES DIVISION:   |             |                                          |               |               |             |               |
| 27                           | 154,792     | Plant Operations and Properties.....     | 1,988,239     | 1,842,352     | (145,887)   | 2,220,834     |
| 28                           | 57,658      | Security.....                            | 739,101       | 673,508       | (65,593)    | 905,744       |
| 29                           | 167,945     | Dietary Services.....                    | 2,047,285     | 2,201,573     | 154,288     | 2,354,890     |
| 30                           | 131,205     | Environmental Services.....              | 1,582,591     | 1,721,883     | 139,292     | 1,751,819     |
| 31                           | 0           | Other Support Services.....              | 0             | 0             | 0           | 0             |
| 32                           | 511,600     | TOTAL SUPPORT SERVICES                   | 6,357,216     | 6,439,316     | 82,100      | 7,233,288     |
| 33                           | 337,021     | INFORMATION SERVICES DIVISION            | 4,010,518     | 4,146,143     | 135,625     | 4,678,033     |
| 34                           | \$9,446,834 | TOTAL SALARY EXPENSE                     | \$112,534,812 | \$109,464,604 | (3,070,208) | \$125,928,271 |



**INDIANA UNIVERSITY HEALTH BLOOMINGTON**  
**EXPENSES BY NATURAL CLASS**  
**December 31, 2014**

| CURRENT MONTH | ACTUAL              |                                               | TWELVE MONTHS YEAR-TO-DATE |                      |                     |                      |
|---------------|---------------------|-----------------------------------------------|----------------------------|----------------------|---------------------|----------------------|
|               |                     |                                               | ACTUAL                     | PLAN                 | VAR                 | LAST YR              |
|               |                     | <b>WAGES &amp; BENEFITS:</b>                  |                            |                      |                     |                      |
| 1             | \$9,305,193         | Salaries & Payroll.....                       | \$112,113,397              | \$109,462,179        | (2,651,218)         | \$125,591,256        |
| 2             | 141,641             | Contracted Wages.....                         | 421,415                    | 2,425                | (418,990)           | 337,015              |
| 3             | (305,174)           | Other Salary Expense.....                     | 1,930,928                  | 1,709,780            | (221,148)           | 1,256,894            |
| 4             | <u>9,141,660</u>    | <b>TOTAL SALARIES &amp; SERVICES</b>          | <u>114,465,740</u>         | <u>111,174,384</u>   | <u>(3,291,357)</u>  | <u>127,185,165</u>   |
|               |                     | <b>EMPLOYEE BENEFITS:</b>                     |                            |                      |                     |                      |
| 5             | 562,311             | Employee Benefits.....                        | 27,234,242                 | 34,943,553           | 7,709,311           | 38,754,470           |
| 6             | 11,954              | Continuing Education and Travel.....          | 655,714                    | 1,142,080            | 486,366             | 1,110,272            |
| 7             | <u>574,265</u>      | <b>TOTAL EMPLOYEE BENEFITS</b>                | <u>27,889,955</u>          | <u>36,085,633</u>    | <u>8,195,676</u>    | <u>39,864,742</u>    |
|               |                     | <b>SUPPLIES:</b>                              |                            |                      |                     |                      |
| 8             | 106,360             | Office and Printing.....                      | 1,401,451                  | 1,064,708            | (336,743)           | 1,140,136            |
| 9             | 137,544             | Food and Beverage.....                        | 1,679,435                  | 1,932,343            | 252,908             | 1,813,498            |
| 10            | 1,109,531           | Drugs and Pharmaceuticals.....                | 17,096,812                 | 15,296,887           | (1,799,925)         | 15,697,618           |
| 11            | 1,412,178           | Medical and Surgical.....                     | 27,950,890                 | 26,829,250           | (1,121,640)         | 32,818,682           |
| 12            | 64,619              | IV Solutions.....                             | 912,342                    | 878,692              | (33,650)            | 965,668              |
| 13            | 460,094             | Laboratory and Radiology.....                 | 5,115,819                  | 4,996,640            | (119,179)           | 5,401,968            |
| 14            | 65,473              | All Other Supplies.....                       | 857,791                    | 1,010,385            | 152,594             | 1,118,941            |
| 15            | <u>3,355,799</u>    | <b>TOTAL SUPPLIES</b>                         | <u>55,014,542</u>          | <u>52,008,905</u>    | <u>(3,005,636)</u>  | <u>58,956,512</u>    |
|               |                     | <b>PURCHASED SERVICES AND OTHER:</b>          |                            |                      |                     |                      |
| 16            | 692,849             | Physician Fees.....                           | 10,941,072                 | 10,439,116           | (501,956)           | 8,534,370            |
| 17            | 471,908             | Accounting and Legal.....                     | 1,279,527                  | 937,476              | (342,051)           | 1,230,572            |
| 18            | 363,201             | Consulting.....                               | 2,146,670                  | 2,005,287            | (141,383)           | 2,476,561            |
| 19            | 58,974              | Contractual and Affiliation Fees.....         | 807,543                    | 745,578              | (61,965)            | 1,328,969            |
| 20            | 103,853             | Other Fees.....                               | 616,157                    | 1,084,962            | 468,805             | 1,031,272            |
| 21            | 593,251             | Computer Services.....                        | 4,720,181                  | 6,496,630            | 1,776,449           | 4,205,943            |
| 22            | 544,005             | Insurance.....                                | 2,464,065                  | 2,172,016            | (292,049)           | 2,286,930            |
| 23            | 349,180             | Marketing Services.....                       | 1,169,174                  | 1,652,907            | 483,733             | 1,628,661            |
| 24            | 1,066,944           | Intercompany Purchased Services.....          | 10,668,903                 | 10,654,610           | (14,293)            | 1,660,974            |
| 25            | 2,406,191           | Other Purchased Services.....                 | 33,265,045                 | 20,822,935           | (12,442,110)        | 15,863,393           |
| 26            | <u>6,650,356</u>    | <b>TOTAL PURCHASED SERVICES AND OTHER</b>     | <u>68,078,335</u>          | <u>57,011,517</u>    | <u>(11,066,820)</u> | <u>40,247,645</u>    |
|               |                     | <b>UTILITIES, RENT, AND MAINTENANCE</b>       |                            |                      |                     |                      |
| 27            | 290,900             | General Maintenance.....                      | 3,969,862                  | 4,553,949            | 584,087             | 6,264,386            |
| 28            | 211,207             | Minor Equipment.....                          | 1,948,021                  | 3,345,117            | 1,397,096           | 3,936,430            |
| 29            | 567,975             | Utilities.....                                | 4,710,603                  | 4,350,841            | (359,762)           | 4,448,545            |
| 30            | 75,912              | Lease Payments.....                           | 455,158                    | 379,996              | (75,162)            | 410,153              |
| 31            | 879,773             | Rental and Maintenance Agreements.....        | 8,258,426                  | 7,814,055            | (444,371)           | 8,105,257            |
| 32            | <u>2,025,767</u>    | <b>TOTAL UTILITIES, RENT, AND MAINTENANCE</b> | <u>19,342,071</u>          | <u>20,443,958</u>    | <u>1,101,888</u>    | <u>23,164,571</u>    |
|               |                     | <b>OTHER EXPENSES:</b>                        |                            |                      |                     |                      |
| 33            | 2,667,435           | Depreciation.....                             | 16,987,822                 | 16,041,884           | (945,938)           | 16,813,542           |
| 34            | 140,223             | Interest and Bond Discount.....               | 1,705,387                  | 1,778,245            | 72,858              | 1,805,544            |
| 35            | (7,799)             | Amortization.....                             | (89,663)                   | (89,663)             | 0                   | (66,336)             |
| 36            | <u>2,799,859</u>    | <b>TOTAL OTHER EXPENSES</b>                   | <u>18,603,546</u>          | <u>17,730,466</u>    | <u>(873,080)</u>    | <u>18,552,750</u>    |
| 37            | <u>\$24,547,703</u> | <b>TOTAL OPERATING EXPENSES</b>               | <u>\$303,394,188</u>       | <u>\$294,454,863</u> | <u>(8,939,329)</u>  | <u>\$307,971,385</u> |



**INDIANA UNIVERSITY HEALTH BLOOMINGTON**  
**STATEMENT OF POSITION**  
**December 31, 2014**

|    |                                                 | Current<br>12/31/2014 | Year Ago<br>12/31/2013 | Year End<br>12/31/2013 |
|----|-------------------------------------------------|-----------------------|------------------------|------------------------|
|    | <b>ASSETS:</b>                                  |                       |                        |                        |
|    | <b>CURRENT ASSETS:</b>                          |                       |                        |                        |
| 1  | Cash and Cash Equivalents.....                  | \$117,574,807         | \$54,707,598           | \$54,707,598           |
| 2  | Current Portion of Funds Held by Trustee.....   | \$0                   | \$0                    | \$0                    |
| 3  | Patient Accounts Receivable.....                | 129,875,346           | 116,510,978            | 116,510,978            |
| 4  | Less: Allowance for Uncollectables.....         | 84,896,227            | 76,687,064             | 76,687,064             |
| 5  | <b>Net Patient Accounts Receivable</b> .....    | <b>44,979,118</b>     | <b>39,823,914</b>      | <b>39,823,914</b>      |
| 6  | Prepaid Expenses and Other Receivables.....     | 5,061,372             | 11,368,254             | 11,368,254             |
| 7  | Inventories.....                                | 4,248,774             | 2,809,771              | 2,809,771              |
| 8  | <b>TOTAL CURRENT ASSETS</b> .....               | <b>171,864,071</b>    | <b>108,709,538</b>     | <b>108,709,538</b>     |
|    | <b>ASSETS WHOSE USE IS LIMITED:</b>             |                       |                        |                        |
| 9  | Board Designated Funds.....                     | 179,758,391           | 176,391,960            | 176,391,960            |
|    | <b>PROPERTY AND EQUIPMENT:</b>                  |                       |                        |                        |
| 10 | Land.....                                       | 19,707,250            | 19,707,250             | 19,707,250             |
| 11 | Land Improvements.....                          | 2,063,564             | 2,063,564              | 2,063,564              |
| 12 | Buildings and Fixed Equipment.....              | 232,804,618           | 242,837,753            | 242,837,753            |
| 13 | Movable Equipment.....                          | 123,221,117           | 114,930,628            | 114,930,628            |
| 14 | Construction in Progress.....                   | 1,864,342             | 874,081                | 874,081                |
| 15 | Internally developed software.....              | 2,686,481             | 2,686,481              | 2,686,481              |
| 16 | <b>Total Property and Equipment</b> .....       | <b>382,347,372</b>    | <b>383,099,756</b>     | <b>383,099,756</b>     |
| 17 | Less Allowances for Depreciation.....           | 277,468,187           | 272,575,538            | 272,575,538            |
| 18 | <b>PROPERTY AND EQUIPMENT - NET</b> .....       | <b>104,879,186</b>    | <b>110,524,218</b>     | <b>110,524,218</b>     |
|    | <b>OTHER ASSETS:</b>                            |                       |                        |                        |
| 19 | Deferred Financing Costs.....                   | 0                     | 0                      | 0                      |
| 20 | Interest in Net Assets of Foundation.....       | 4,906,654             | 4,817,524              | 4,817,524              |
| 21 | Investments in joint ventures.....              | 1,692,510             | 3,891,502              | 3,891,502              |
| 22 | Goodwill.....                                   | 3,583,576             | 3,583,576              | 3,583,576              |
| 23 | Other Non-Current Assets.....                   | 3,578,554             | 4,346,129              | 4,346,130              |
| 24 | <b>TOTAL OTHER ASSETS</b> .....                 | <b>13,761,295</b>     | <b>16,638,532</b>      | <b>16,638,532</b>      |
| 25 | <b>TOTAL ASSETS</b> .....                       | <b>\$470,262,943</b>  | <b>\$412,264,247</b>   | <b>\$412,264,247</b>   |
|    | <b>LIABILITIES AND NET ASSETS:</b>              |                       |                        |                        |
|    | <b>CURRENT LIABILITIES:</b>                     |                       |                        |                        |
| 26 | Accounts Payable.....                           | \$12,246,318          | \$9,768,536            | \$9,768,536            |
| 27 | Salaries and Related Liabilities.....           | \$12,396,332          | \$15,033,938           | \$15,033,938           |
| 28 | Accrued PTO Program Payable.....                | \$5,939,727           | \$6,628,621            | \$6,628,621            |
| 29 | Accrued Interest on Long Term Debt.....         | \$512,398             | \$526,748              | \$526,748              |
| 30 | Current Portion of Long-term Debt.....          | \$1,573,593           | \$1,652,755            | \$1,652,755            |
| 31 | Estimated Medicare/Medicaid Settlements.....    | \$1,558,626           | \$3,132,350            | \$3,132,350            |
| 32 | <b>TOTAL CURRENT LIABILITIES</b> .....          | <b>34,226,995</b>     | <b>36,742,949</b>      | <b>36,742,949</b>      |
|    | <b>LONG TERM LIABILITIES &amp; NET ASSETS:</b>  |                       |                        |                        |
| 33 | Long-Term Debt, Less Current Portion.....       | 30,953,642            | 35,120,244             | 35,120,244             |
| 34 | Other Non-current Liabilities.....              | 3,131,388             | 3,486,361              | 3,486,361              |
| 35 | Accrued Malpractice Liability.....              | 585,751               | 518,338                | 518,338                |
| 36 | Accrued Pension Liability.....                  | 11,120,672            | (1,802,596)            | (1,802,596)            |
| 37 | Fund Balance.....                               | 390,244,495           | 338,198,952            | 338,198,952            |
| 38 | <b>TOTAL LIABILITIES &amp; NET ASSETS</b> ..... | <b>\$470,262,943</b>  | <b>\$412,264,247</b>   | <b>\$412,264,247</b>   |





**INDIANA UNIVERSITY HEALTH BLOOMINGTON**  
**STATEMENT OF CASH FLOWS**  
**December 31, 2014**

|                               |                                                             | CURRENT<br>MONTH     | YTD                  |
|-------------------------------|-------------------------------------------------------------|----------------------|----------------------|
| <b>FUNDS FROM OPERATIONS:</b> |                                                             |                      |                      |
| 1                             | Excess of Revenues over Expenses.....                       | \$7,334,917          | \$92,169,993         |
|                               | <b>Changes In Items Which Did Not Require Cash Outlay :</b> |                      |                      |
| 2                             | Depreciation.....                                           | 2,667,435            | 16,987,822           |
| 3                             | Amortization of Deferred Financing Costs.....               | 0                    | 0                    |
| 4                             | Net Change in Unfunded Pension Liabilities.....             | 13,127,112           | 12,923,268           |
| 5                             | Net Accounts Receivable from Patients.....                  | (321,875)            | (3,155,203)          |
| 6                             | Other Current Assets.....                                   | (720,920)            | 4,867,879            |
| 7                             | Goodwill.....                                               | 0                    | 0                    |
| 8                             | Accounts Payable.....                                       | (1,248,409)          | 2,477,782            |
| 9                             | Salaries and Related Liabilities.....                       | (1,107,096)          | (2,637,606)          |
| 10                            | Accrued PTO Program Payable.....                            | (1,203,752)          | (688,894)            |
| 11                            | Estimated Medicare and Medicaid Settlements.....            | (1,642,668)          | (1,573,724)          |
| 12                            | Accrued Interest from Bonds.....                            | 128,099              | (14,350)             |
| 13                            | <b>TOTAL FUNDS FROM (USED IN) OPERATIONS</b>                | <b>17,012,844</b>    | <b>119,356,966</b>   |
|                               | <b>INVESTING ACTIVITIES:</b>                                |                      |                      |
| 14                            | Purchases of Property and Equipment, Net.....               | (4,927,261)          | (11,342,789)         |
|                               | <b>Assets Whose Use is Limited :</b>                        |                      |                      |
| 15                            | Change in Funds Held by Trustee.....                        | 0                    | 0                    |
| 16                            | Changes in Board Designated Funds.....                      | 1,294,105            | (3,366,431)          |
| 17                            | Other Investments and Deferred Items.....                   | 667,382              | 2,877,237            |
| 18                            | <b>NET CASH FROM INVESTING ACTIVITIES</b>                   | <b>(2,965,773)</b>   | <b>(11,831,983)</b>  |
|                               | <b>FINANCING ACTIVITIES:</b>                                |                      |                      |
| 19                            | Repayments/Changes in Long Term Debt.....                   | (2,158,262)          | (4,533,324)          |
| 20                            | Related Entity Transactions.....                            | (13,207,000)         | (40,124,450)         |
| 21                            | <b>NET CASH FROM FINANCING ACTIVITIES</b>                   | <b>(15,365,262)</b>  | <b>(44,657,774)</b>  |
| 22                            | <b>CASH AT BEGINNING OF MONTH/YEAR</b>                      | <b>118,892,999</b>   | <b>54,707,598</b>    |
| 23                            | <b>CASH AND CASH EQUIVALENTS - PERIOD END</b>               | <b>\$117,574,807</b> | <b>\$117,574,807</b> |



**INDIANA UNIVERSITY HEALTH BLOOMINGTON  
CENSUS STATISTICS  
December 31, 2014**

| CURRENT MONTH                        |        | TWELVE MONTHS YEAR-TO-DATE                    |        |        |       |         |
|--------------------------------------|--------|-----------------------------------------------|--------|--------|-------|---------|
|                                      | ACTUAL |                                               | ACTUAL | PLAN   | VAR   | LAST YR |
| DISCHARGES:                          |        |                                               |        |        |       |         |
| 1                                    | 856    | Medical/Surgical, Cardiac, and Intensive Care | 8,168  | 8,468  | (300) | 8,323   |
| 2                                    | 134    | Psychiatric Units                             | 1,616  | 1,807  | (191) | 1,773   |
| 3                                    | 35     | Rehabilitation Unit                           | 338    | 425    | (87)  | 389     |
| 4                                    | 173    | Obstetrics                                    | 2,177  | 2,077  | 100   | 2,099   |
| 5                                    | 1,198  | TOTAL ADULT AND PEDIATRIC                     | 12,299 | 12,777 | (478) | 12,584  |
| 6                                    | 164    | Newborn                                       | 2,090  | 1,994  | 96    | 2,032   |
| PATIENT DAYS:                        |        |                                               |        |        |       |         |
| 7                                    | 2,629  | Medical/Surgical                              | 29,406 | 29,581 | (175) | 29,159  |
| 8                                    | 285    | Cardiac Care Unit                             | 3,493  | 3,363  | 128   | 3,428   |
| 9                                    | 361    | Intensive Care Unit                           | 3,865  | 3,800  | 65    | 3,527   |
| 10                                   | 362    | Psychiatric Units                             | 7,189  | 7,513  | (324) | 7,639   |
| 11                                   | 370    | Rehabilitation Unit                           | 4,246  | 4,963  | (719) | 4,823   |
| 12                                   | 356    | Obstetrics                                    | 5,101  | 5,058  | 43    | 5,071   |
| 13                                   | 4,563  | TOTAL ADULT AND PEDIATRIC                     | 53,300 | 54,282 | (982) | 53,647  |
| 14                                   | 391    | Newborn                                       | 5,546  | 5,094  | 452   | 5,189   |
| PERCENT OCCUPANCY BY AVAILABLE BEDS: |        |                                               |        |        |       |         |
| 15                                   | 44.2%  | Medical/Surgical                              | 41.6%  | 41.8%  | (0.0) | 54.7%   |
| 16                                   | 65.7%  | Cardiac Care Unit                             | 68.4%  | 65.9%  | 0.0   | 67.1%   |
| 17                                   | 72.8%  | Intensive Care Unit                           | 66.2%  | 65.1%  | 0.0   | 60.4%   |
| 18                                   | 60.4%  | Psychiatric Units                             | 65.7%  | 68.6%  | (0.0) | 49.8%   |
| 19                                   | 56.8%  | Rehabilitation Unit                           | 55.4%  | 64.8%  | (0.1) | 62.9%   |
| 20                                   | 52.2%  | Obstetrics                                    | 63.5%  | 63.0%  | 0.0   | 63.2%   |
| 21                                   | 49.9%  | TOTAL ADULT AND PEDIATRIC                     | 49.3%  | 50.1%  | (0.0) | 49.5%   |
| 22                                   | 36.0%  | Newborn                                       | 43.4%  | 39.9%  | 0.0   | 40.6%   |
| AVERAGE DAILY CENSUS:                |        |                                               |        |        |       |         |
| 23                                   | 84.8   | Medical/Surgical                              | 80.6   | 81.0   | (0.5) | 79.9    |
| 24                                   | 9.2    | Cardiac Care Unit                             | 9.6    | 9.2    | 0.4   | 9.4     |
| 25                                   | 11.6   | Intensive Care Unit                           | 10.6   | 10.4   | 0.2   | 9.7     |
| 26                                   | 18.1   | Psychiatric Units                             | 19.7   | 20.6   | (0.9) | 20.9    |
| 27                                   | 11.9   | Rehabilitation Unit                           | 11.6   | 13.6   | (2.0) | 13.2    |
| 28                                   | 11.5   | Obstetrics                                    | 14.0   | 13.9   | 0.1   | 13.9    |
| 29                                   | 147.2  | TOTAL ADULT AND PEDIATRIC                     | 146.0  | 148.7  | (2.7) | 147.0   |
| 30                                   | 12.6   | Newborn                                       | 15.2   | 14.0   | 1.2   | 14.2    |
| LENGTH OF STAY:                      |        |                                               |        |        |       |         |
| 31                                   | 3.8    | Medical/Surgical, Cardiac, and Intensive Care | 4.5    | 4.3    | (0.2) | 4.3     |
| 32                                   | 4.2    | Psychiatric Units                             | 4.4    | 4.2    | (0.3) | 4.3     |
| 33                                   | 10.6   | Rehabilitation Unit                           | 12.6   | 11.7   | (0.9) | 12.4    |
| 34                                   | 2.1    | Obstetrics                                    | 2.3    | 2.4    | 0.1   | 2.4     |
| 35                                   | 3.8    | TOTAL ADULT AND PEDIATRIC                     | 4.3    | 4.2    | (0.1) | 4.3     |
| 36                                   | 2.4    | Newborn                                       | 2.7    | 2.6    | (0.1) | 2.6     |



**INDIANA UNIVERSITY HEALTH BLOOMINGTON**  
**ANCILLARY STATISTICS**  
**December 31, 2014**

| CURRENT MONTH          |        | TWELVE MONTHS YEAR-TO-DATE          |         |         |          |           |
|------------------------|--------|-------------------------------------|---------|---------|----------|-----------|
|                        | ACTUAL |                                     | ACTUAL  | PLAN    | VAR      | LAST YR   |
| INPATIENT STATISTICS:  |        |                                     |         |         |          |           |
| 1                      | 206    | Surgeries.....                      | 2,395   | 2,497   | (102)    | 2,477     |
| 2                      | 82     | Surgery - Endoscopies.....          | 883     | 865     | 18       | 865       |
| 3                      | 18     | Cardio-Vascular Surgeries.....      | 202     | 208     | (6)      | 211       |
| 4                      | 153    | Delivery Room Births.....           | 2,075   | 1,994   | 81       | 2,031     |
| 5                      | 179    | Renal Dialysis Treatments.....      | 2,515   | 2,059   | 456      | 2,059     |
| 6                      | 135    | Cardiac Cath Lab Procedures.....    | 1,401   | 1,476   | (75)     | 1,476     |
| 7                      | 6      | Orthopedic Visits.....              | 117     | 149     | (32)     | 149       |
| 8                      | 599    | Emergency Visits.....               | 5,786   | 6,029   | (243)    | 6,022     |
| 9                      | 0      | Ambulance Service.....              | 6       | 1,560   | (1,554)  | 1,559     |
| 10                     | 30,866 | Laboratory Tests.....               | 363,260 | 322,405 | 40,855   | 337,106   |
| 11                     | 111    | Nuclear Medicine Scans.....         | 1,381   | 1,238   | 143      | 1,238     |
| 12                     | 1,094  | Radiology Exams.....                | 12,500  | 12,842  | (342)    | 12,518    |
| 13                     | 86     | MRIs.....                           | 1,000   | 966     | 34       | 966       |
| 14                     | 352    | CT Scans.....                       | 3,836   | 21,065  | (17,229) | 3,977     |
| 15                     | 1,272  | Cardiology Exams.....               | 14,146  | 15,235  | (1,089)  | 15,235    |
| 16                     | 141    | Neurology Exams.....                | 1,746   | 1,786   | (40)     | 1,786     |
| 17                     | 10,311 | Respiratory Therapy Treatments..... | 110,739 | 103,084 | 7,655    | 103,084   |
| 18                     | 11,196 | Rehab Services Treatments.....      | 124,512 | 105,949 | 18,563   | 105,945   |
| 19                     | 56,807 | TOTAL IP ANCILLARY                  | 648,500 | 601,407 | 47,093   | 598,704   |
| OUTPATIENT STATISTICS: |        |                                     |         |         |          |           |
| 20                     | 455    | Surgeries.....                      | 4,904   | 5,097   | (193)    | 5,183     |
| 21                     | 306    | Surgery - Endoscopies.....          | 2,906   | 2,793   | 113      | 2,871     |
| 22                     | 283    | Cardiac Cath Lab Procedures.....    | 3,320   | 3,526   | (206)    | 3,603     |
| 23                     | 241    | Orthopedic Visits.....              | 3,310   | 3,345   | (35)     | 3,345     |
| 24                     | 3,689  | Emergency Visits.....               | 42,215  | 42,681  | (466)    | 42,906    |
| 25                     | 1,010  | Ambulance Runs.....                 | 10,172  | 8,902   | 1,270    | 8,902     |
| 26                     | 976    | IU Health Urgent Care Visits.....   | 23,494  | 38,755  | (15,261) | 43,520    |
| 27                     | 29,691 | Laboratory Tests.....               | 365,410 | 349,737 | 15,673   | 391,586   |
| 28                     | 18,513 | Reference Laboratory Tests.....     | 233,663 | 222,678 | 10,985   | 237,310   |
| 29                     | 699    | Nuclear Medicine Scans.....         | 8,004   | 8,251   | (247)    | 8,251     |
| 30                     | 2,691  | Radiology Exams.....                | 31,409  | 32,282  | (873)    | 32,858    |
| 31                     | 311    | MRIs.....                           | 3,334   | 3,080   | 254      | 3,080     |
| 32                     | 1,357  | CT Scans.....                       | 15,308  | 14,607  | 701      | 14,607    |
| 33                     | 2,984  | Cardiology Exams.....               | 35,454  | 36,584  | (1,130)  | 36,876    |
| 34                     | 455    | Neurology Exams.....                | 5,208   | 4,950   | 258      | 4,950     |
| 35                     | 1,576  | Respiratory Therapy Treatments..... | 15,720  | 16,176  | (456)    | 16,175    |
| 36                     | 15,048 | Rehab Services Treatments.....      | 187,644 | 160,383 | 27,261   | 161,130   |
| 37                     | 80,285 | TOTAL OP ANCILLARY                  | 991,475 | 953,827 | 37,648   | 1,017,153 |





**INDIANA UNIVERSITY HEALTH BLOOMINGTON**  
**OTHER STATISTICS**  
**December 31, 2014**

**CURRENT MONTH**  
**ACTUAL**

**TWELVE MONTHS YEAR-TO-DATE**

**ACTUAL      PLAN      VAR      LAST YR**

**OTHER STATISTICS:**

|    |         |                                           |           |           |           |           |
|----|---------|-------------------------------------------|-----------|-----------|-----------|-----------|
| 1  | 19,694  | Patient Meals.....                        | 213,221   | 239,939   | (26,718)  | 239,939   |
| 2  | 33,080  | Cafeteria Meals.....                      | 410,850   | 516,697   | (105,847) | 516,717   |
| 3  | 210,168 | Laundry Pounds.....                       | 2,333,460 | 2,384,977 | (51,517)  | 2,384,977 |
| 4  | 351,236 | Employee Hours.....                       | 4,278,901 | 4,682,256 | 403,355   | 4,859,559 |
| 5  | 1,982.8 | Employee Full Time Equivalents.....       | 2,051.5   | 2,244.9   | 193.4     | 2,329.9   |
| 6  | 1,787.6 | FTEs from Productive Hours.....           | 1,875.2   | 2,044.5   | 169.3     | 2,129.6   |
| 7  | 195.2   | FTEs from Non-Productive Hours.....       | 176.3     | 200.4     | 24.1      | 200.3     |
| 8  | 293     | Beds Available for Use (Avg).....         | 293       | 293       | 0.0       | 293       |
| 9  | 9,974   | Outpatient Registrations.....             | 115,244   | 116,759   | (1,515)   | 116,669   |
| 10 | 488     | Outpatient in a Bed Days.....             | 5,451     | 4,942     | 509       | 5,262     |
| 11 | 15.7    | Outpatient in a Bed Days A.D.C.....       | 14.9      | 13.5      | 1.4       | 14.4      |
| 12 | 162.9   | Average Daily Census inc OP in a Bed..... | 161.0     | 162.3     | (1.3)     | 161.4     |

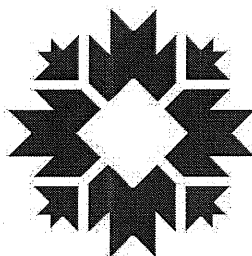
**FINANCIAL RATIOS:**

|    |           |                                                |           |           |         |           |
|----|-----------|------------------------------------------------|-----------|-----------|---------|-----------|
| 13 | 6.06      | FTEs per Adjusted Occupied Bed.....            | 6.34      | 6.91      | 0.57    | 7.22      |
| 14 | 34.65     | Employee Hours per Equivalent Patient Day..... | 36.22     | 39.48     | 3.26    | 41.23     |
| 15 | 131.96    | Employee Hours per Adjusted Discharge.....     | 156.96    | 167.71    | 10.75   | 175.77    |
| 16 | 41.46     | % Occupancy of Licensed Beds.....              | 41.13     | 41.89     | (0.76)  | 41.40     |
| 17 | 54.99     | Outpatient Rev as % of Total Revenue.....      | 54.88     | 54.24     | (0.65)  | 54.48     |
| 18 | 29,078.74 | Gross Charges per Adjusted Discharge.....      | 32,926.28 | 31,546.96 | 1379.31 | 30,322.98 |
| 19 | 7,634.52  | Gross Revenue per Equivalent Patient Day.....  | 7,597.75  | 7,425.58  | 172.17  | 7,112.88  |
| 20 | 6,451.09  | Cost per Adjusted Discharge.....               | 7,322.09  | 7,317.72  | (4.37)  | 7,548.07  |
| 21 | 2,421.41  | Operating Expense per Equiv Patient Day.....   | 2,568.12  | 2,482.52  | (85.60) | 2,612.93  |
| 22 | 31.72     | Cost as % of Gross Revenue.....                | 33.80     | 33.43     | (0.37)  | 36.74     |
| 23 |           | Current Ratio.....                             | 5.02      | 2.48      | 2.54    | 2.96      |
| 24 |           | Net Days in Accounts Receivable.....           | 42.9      | 44.5      | 1.58    | 41.4      |
| 25 |           | Days of Cash on Hand.....                      | 378.9     | 446.98    | (68.06) | 289.7     |
| 26 |           | Cash Flow to Total Debt.....                   | 1.36      | 1.18      | 0.18    | 1.22      |
| 27 |           | Long Term Debt to Capitalization.....          | 0.09      | 0.11      | 0.01    | 0.08      |
| 28 |           | Debt Service Coverage.....                     | 33.81     | 33.72     | 0.09    | 26.60     |
| 29 | 25.99     | Operating Margin Percentage.....               | 22.75     | 23.94     | (1.19)  | 15.12     |
| 30 | 22.11     | Margin Percentage.....                         | 23.47     | 27.62     | (4.16)  | 20.22     |



INDIANA UNIVERSITY HEALTH BLOOMINGTON  
ACCOUNTS RECEIVABLE REPORT  
December 31, 2014

|    |                             | CURRENT MONTH       |                     | YEAR-TO-DATE        |                                     |
|----|-----------------------------|---------------------|---------------------|---------------------|-------------------------------------|
|    |                             | ACTUAL              | YEAR AGO<br>ACTUAL  | ACTUAL              | YEAR AGO<br>ACTUAL                  |
| 1  | Hospital Charity            | 3,735,584           | 2,889,571           | 32,231,368          | 36,605,404                          |
| 2  | Bad Debt Write-Offs         | 2,132,921           | 1,473,527           | 24,736,529          | 21,631,594                          |
| 3  | Bad Debt Recoveries         | (211,147)           | (187,598)           | (3,173,682)         | (2,967,129)                         |
| 4  | NET WRITE-OFFS              | 5,657,358           | 4,175,500           | 53,794,215          | 55,269,869                          |
|    |                             | Balance<br>12/31/13 | Balance<br>11/30/14 | Balance<br>12/31/14 | One-Month<br>Increase<br>(Decrease) |
| 5  | Gross A/R                   | 116,510,978         | 125,641,944         | 124,001,138         | (1,640,806)                         |
| 6  | Net A/R                     | 39,823,914          | 44,657,244          | 44,591,258          | (65,986)                            |
| 7  | Net Days in A/R             | 41.3                | 43.4                | 43.4                | 0.0                                 |
| 8  | Self-Pay A/R                | 13,489,039          | 16,520,453          | 14,787,871          | (1,732,582)                         |
| 9  | Medicare A/R                | 44,926,640          | 46,938,538          | 45,989,553          | (948,985)                           |
| 10 | Medicaid A/R                | 7,137,998           | 10,939,685          | 12,178,330          | 1,238,645                           |
| 11 | Managed/Disc A/R            | 36,202,628          | 38,031,596          | 38,389,987          | 358,391                             |
| 12 | Commercial A/R              | 6,159,098           | 5,669,213           | 5,691,266           | 22,053                              |
| 13 | Health IN Plan A/R          | 1,873,387           | 3,491,265           | 3,405,069           | (86,196)                            |
| 14 | Workers' Comp A/R           | 787,953             | 1,203,479           | 1,086,281           | (117,198)                           |
| 15 | Contract (inc IILF Lab) A/R | 264,721             | 300,431             | 183,176             | (117,255)                           |
| 16 | Professional Services A/R   | 108,098             | 141,612             | 122,582             | (19,030)                            |
| 17 | HP+ (Psych) A/R             | 645,326             | 1,210,548           | 1,309,147           | 98,599                              |
| 18 | IU Health Home Care A/R     | 1,065,784           | 813,915             | 896,203             | 82,288                              |
| 19 | DME & Home Infusion A/R     | 1,041,003           | 888,785             | 947,671             | 58,886                              |
| 20 | IU Health Urgent Care A/R   | 698,715             | 343,167             | 195,312             | (147,855)                           |
| 21 | IU Health Hospice A/R       | 1,266,071           | 965,428             | 958,944             | (6,484)                             |
| 22 | Wheelchair Van A/R          | (39)                | 0                   | 0                   | 0                                   |



CITY OF BLOOMINGTON, COMMON COUNCIL  
JACK HOPKINS SOCIAL SERVICES FUNDING  
COMMITTEE  
2015 GRANT APPLICATION

AGENCY INFORMATION

Lead Agency Name

Is Lead Agency ☐ yes  
a 501(c)(3) ☐ no

Number of Employees

Full-time  Part-time  Volunteers

Address

Zip Code

Phone

Agency E-mail

Website

President of Board of Directors

Executive Director

Title

Phone

E-Mail

Name of Person to Present Proposal to   
the Committee  
(If not the Executive Director)

Title

Phone

E-Mail

Name of Grant Writer

Phone

E-mail

**Agency's Mission Statement** (150 words or less)

The Shalom Community Center is dedicated to aiding and empowering people experiencing homelessness and poverty. As a daytime resource center for people who are living in poverty and experiencing its ultimate expressions, Shalom provides life essentials, case management, housing support, employment assistance, and community access for many of the community's government and social service agencies.

The mission of the Interfaith Winter Shelter is to provide a low-barrier winter shelter for homeless individuals in Monroe County from November through March, from 9 p.m. to 7 a.m., seven days a week.

**PROJECT INFORMATION**

Project Name

I'm Gonna Wash That Homelessness Out of My Clothes

Is this a collaborative project? ☐ yes

☐ no

If a collaborative project, list name(s) of non-lead agency partner(s)

Interfaith Emergency Winter Shelter

Address where project will be housed

620 S Walnut St, Bloomington, IN 47401

Total Cost of Project

\$6,928

Requested JHSSF Funding

\$6,928

Other Funds Expected for this Project  
(Source, Amount and Confirmed or Pending)

This is our sole anticipated source of funding. However, Shalom provides the space, water and utilities for these machines and Interfaith Winter Shelter has been funding 2 part-time staff members to do the IWS laundry on these machines since 2010.

Number of Total Clients Served by this Project in 2015

~2,500

Total Number of City Residents Served by this Project in 2015

~2,125

Is this a request for operational funds? ☐ yes

☐ no

If "yes," indicate whether the request is for a pilot project, bridge funding or a collaborative project.

☐ pilot

☐ bridge

☐ collaborative

Please indicate the period in which you intend to draw down funds, if granted

☐ July-September 2015

☐ October-December 2015

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

This is a simple expenditure with only one step. We are working with Morrison's Appliances. Upon availability of the funds, we will contact them to order and install the machines. We will pay them and make a claim for reimbursement. We anticipate completion of the project no later than September of 2015.

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 and Cost)

We could purchase fewer machines. Each set-up of washing machine, dryer, and PureWash costs \$1,732.

Priority #2 (Item and Cost)

Priority #3 (Item and Cost)

Priority #4 (Item and Cost)

Priority #5 (Item and Cost)

Priority #6 (Item and Cost)

Priority #7 (Item and Cost)

**PROJECT SYNOPSIS (250 words or less)**

Please provide a brief overview of your project. Assume that 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."

IWS and Shalom are requesting \$6,928 for 4 washers, dryers, and PureWash systems to allow us to continue to provide laundry services for our homeless and impoverished clients.

The laundry machines will be housed at the Shalom Community Center, which currently has 4 locations to set up machines.

We will purchase 4 commercial-grade Speed Queen washers and dryers. We will also purchase 4 EdenPure Pure Wash systems, which will allow us to do laundry without detergent, saving thousands of dollars in laundry soap each year.

This new machines will replace the old ones, which are reaching the end of their life expectancy. They will allow Shalom to continue to provide free laundry services for its guests and to maintain the partnership between IWS and Shalom to complete the IWS's laundry through the winter season.

## CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Assume that 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 2010-2014 Consolidated Plan, or any other community-wide survey of social services needs.

According to the 2010-2014 Consolidated Plan, "A significant part of the City of Bloomington's Anti-Poverty Strategy is to provide access to information and emergency assistance to the most vulnerable elements of the community (p 55)."

Our proposal especially addresses Category 5 of the Consolidated Plan Strategy, which calls on our community to, "provide funding to non-profit organizations that serve low income individuals & families with their basic emergency needs: food, shelter and health care... [that] provide a safety net for community members in need... [and that] provide valuable services to improve quality of life (p. 19)."

Both the Interfaith Emergency Winter Shelter and Shalom Community Center provide essential services for people experiencing homeless in our community. Laundry both for the operations of both agencies and for the clients who strive to be clean are crucial for those without homes and experiencing extreme poverty.

Shalom and Interfaith serve several populations (including the chronically homeless, people with physical and mental disabilities, and the elderly), which have been identified as priorities for social service funding by the 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 -- i.e., is your request for a pilot project? for bridge funding? for a collaborative project? If you are requesting operational funds, you must detail your plan for future funding.

This is a one-time equipment expense.



**FISCAL LEVERAGING** (100 words or less)

Describe how your project will leverage other resources, such as other funds, in-kind contributions, volunteers, etc.

While we do not anticipate additional funding for the machines themselves, both IWS and Shalom provide many resources for the laundry system. IWS provided the salaries for two homeless individuals to launder the IWS blankets, sheets, and pillowcases during their sheltering season. They also provide the transportation of IWS laundry to and from Shalom. Shalom provides the space, water, and electricity for the machines. Shalom also provides the management support for the staff who clean IWS's laundry and countless staff and volunteer hours, making laundry services available to guests of the Center.

**LONG-TERM BENEFITS** (200 words or less)

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

Being clean is an indispensable need for all of us, yet we are not all able to access the necessary cleaning facilities to do so. By providing free laundry services for people without homes or who are too impoverished to afford laundry, we offer a critical support for people in need.

**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.

Our approach is preventative. Our current laundry machines are growing old, requiring more and more maintenance, and need to be replaced. In 2014, clients washed 2,819 loads of laundry. In partnership with IWS, Shalom also launders the sheets, blankets, and pillowcases for Interfaith Winter Shelter during its 5 month season, hiring homeless individuals to perform the tasks. Our outcome indicator will be our continued ability to provide these services.

**2015 JACK HOPKINS SOCIAL SERVICES FUNDING  
NARRATIVE & BUDGET  
“Gonna Wash That Homelessness Out of My Clothes”  
Interfaith Emergency Winter Shelter & Shalom Community Center**

**The Request**

IWS and Shalom are requesting \$6,928 to purchase and install 4 washers, dryers, and PureWash systems to allow us to continue to provide laundry services for our homeless and impoverished clients.

With the grant, we will purchase 4 commercial-grade Speed Queen washers and dryers. We will also purchase 4 EdenPure Pure Wash systems, which will allow us to do laundry without detergent, saving thousands of dollars in laundry soap each year. The laundry machines will be housed at the Shalom Community Center, which currently has 4 locations to set up machines.

Speed Queen, while not a household name, provides exceptional quality in washers and dryers. As a commercial-grade machine, they are tough enough to handle the unique wear and tear of nearly endless use for many years. Speed Queen is consistently rated very highly by Consumer Reports. They are a bit more expensive than your standard washer and dryer, but their durability and reliability is far superior.

The EdenPure PureWash system offers enormous benefits. Initially designed for hospital laundries, the PureWash system provided an alternative means to wash clothing without laundry detergent. The benefits include:

- Savings on laundry detergents and energy bills
- No chemicals
- Eliminating detergent buildup for soft, clean, irritant and odor-free laundry
- Increasing the life of clothes, towels and linens
- No need for hot water
- Conserving energy
- Eliminating skin rashes and allergies due to laundry detergents
- Environmentally sustainability, including the elimination of phosphate output

We believe we will be able to complete the project easily by the end of September. The installation work will take 1-2 days and shouldn't greatly impact services.

**Our Partnership**

Shalom Community Center has been providing free laundry services for its guests almost since its inception 15 years ago and remains the only agency in Bloomington that provides walk-in free laundry to anyone who needs it. In 2014, guests of Shalom washed 2,819 loads of laundry.

When Shalom moved to its own building in 2010, it created a unique opportunity for partnership with the Interfaith Winter Shelter. With the increased space, Shalom was able to expand from providing access to two washers and dryers to four.

Interfaith Winter Shelter purchased, through the help of a Jack Hopkins grant, two machines and placed them at the Center, allowing Shalom's clients to use the machines during IWS's offseason and to create an exciting partnership between IWS and Shalom during the IWS season.

IWS contracted with Shalom to launder the blankets, sheets, and pillow cases for the shelter by hiring homeless or formerly homeless clients to do the work. IWS raised the funds and provided the delivery services while Shalom hired and managed the staff.

We don't anticipate significant issues with this alliance. We have successfully navigated our relationship for 5 years and intend to continue. Our Memorandum of Understanding details how we will address issues around ownership, space and utility use, repairs, etc.

Since 2010, IWS and Shalom have partnered together around laundry for people without homes. With your generous support, we hope to continue that collaboration into the future.

### **Agencies' Overlapping Missions**

The mission of the *Interfaith Winter Shelter* is to provide a low-barrier winter shelter for homeless individuals in Monroe County from November through March, from 9 p.m. to 7 a.m., seven days a week. *The Shalom Community Center* is dedicated to aiding and empowering people experiencing homelessness and poverty. Each of our organizations employs a low-barrier outreach model, which is considered a best practice for reaching the most vulnerable people experiencing homelessness. Interfaith Winter Shelter provides overnight shelter throughout the winter while Shalom provides year-round daytime services. As both of our agencies work with many of the same clients, a collaboration is a natural part of advancing homelessness services in our community.

## **PROJECT BUDGET**

### **Projected Expenses**

|                                              |         |
|----------------------------------------------|---------|
| 4 Speed Queen Washing Machines at \$758 each | \$3,032 |
| 4 Speed Queen Dryers at \$677 each           | \$2,708 |
| 4 EdenPure Pure Wash Systems at \$297 each   | \$1,188 |
| Total                                        | \$6,929 |

**Costs include delivery and installation**

**Memorandum of Understanding**  
**Interfaith Winter Shelter and Shalom Community Center**  
**July 1, 2015-June 30, 2016**

**Purpose**

The purpose of this memorandum is to develop a framework of cooperation between the Interfaith Winter Shelter (IWS) and Shalom Community Center (Shalom) in order to manage a grant from the Jack Hopkins Social Service Funding Committee, which shall provide financial support for laundry machines (4 washing machines, 4 dryers, and 4 PureWash systems).

**Statement of Mutual Benefit:**

Guests, staff, and volunteers of IWS and Shalom benefit from shared use of laundry services.

**IWS Shall:**

Own two of the purchased washers, dryers, and PureWash systems.

**Allow Shalom to:**

- a. Use IWS-owned washers and dryers for Shalom agency-related laundry (but not for guest personal laundry) throughout the year.
- b. Use the machines for personal laundry of Shalom guests at times other than the IWS Operational Period.

Reimburse Shalom for the repair costs associated with operating the stated machines during the IWS Operational Period plus 30 days.

Be responsible for removing IWS-owned machines in the case that this MOU is terminated or not renewed.

**Shalom Shall:**

Own two of the purchased washers, dryers, and PureWash systems.

House and provide utility connections for IWS's washers, dryers, and PureWash systems.

Prohibit the use of the stated machines for personal laundry of Shalom guests during the IWS Operational Period.

Consult with IWS and obtain approval for any necessary maintenance or repairs on IWS-owned machines.

Assume responsibility for scheduling and supervising necessary maintenance and repairs to the stated machines.

SCC will pay for repair costs on the IWS-owned machines in times other than the IWS Operational Period plus 30 days.

Act as fiscal agent for any monies acquired from the Jack Hopkins Social Services grant for the purpose of purchasing and installing the machines.

### Commencement, Termination & Expiration

This instrument is executed on July 1st, 2015 through June 30th, 2016 and may be canceled at any time by any party with written 30- day written notification.

### Principal Contacts

The principal contacts for this instrument are:

|                                                                                                                            |                                                                                                                                             |
|----------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------|
| Dan Watts, President,<br>Interfaith Winter Shelter Board<br>2308 E Linden Hill Dr<br>Bloomington, IN 47401<br>812-333-6168 | Forrest Gilmore, Executive Director<br>Shalom Community Center<br>PO Box 451/620 S. Walnut St<br>Bloomington, IN 47402-0451<br>812-334-5728 |
|----------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------|

### Indemnification

Shalom and the IWS 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 this Agreement.

### Entire Agreement & Modification

This Agreement constitutes the entire agreement of the parties concerning the subject matter hereof and supersedes all previous representations, understandings and agreements of the parties, whether oral or written, concerning 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.

#### *Interfaith Winter Shelter*

Signature: Dan Watts Date: March 30, 2015  
Title: President, IWS Board

#### *Shalom Community Center*

Signature: Forrest Gilmore Date: 3/30/15  
Title: Executive Director

PLEASE REMIT TO: 812-332-7694  
 MORRISON TV & APPLIANCES  
 900 W KIRKWOOD AVE  
 BLOOMINGTON, IN 47404

# ESTIMATE

| INVOICE NUMBER | ACCOUNT NUMBER | SALES # | DEPT. # | LOCATION |
|----------------|----------------|---------|---------|----------|
| 9000000347     | 3345734        | 11      | APP     | W        |

SOLD TO:

SHALOM CENTER  
 620 S WALNUT

BLOOMINGTON

IN 47401

SHIP TO:

FOREST GILMORE  
 812-322-9591

| INVOICE DATE     | PO NUMBER | TERMS              | PAY METHOD      |        |           |
|------------------|-----------|--------------------|-----------------|--------|-----------|
| 03/20/2015 16:13 |           | NET 30             | ESTIMATE        |        |           |
| QTY              | MAKE      | PRODUCT            | DESCRIPTION     | PRICE  | EXTENSION |
| 4                | SER #     | PENDING ASSIGNMENT | TOP LOAD WASHER | 758.00 | 3032.00   |
| MAKE:            | SPE       | MODEL#             | AWN432          |        |           |
| 4                | SER #     | PENDING ASSIGNMENT | DRYER           | 677.00 | 2708.00   |
| MAKE:            | SPE       | MODEL#             | ADE3LR          |        |           |

THIS PRICE INCLUDES DELIVERY, SET UP, AND REMOVAL  
 OF OLD LAUNDRY, IF NECESSARY

| SUB TOTAL | TAX | DELIVERY | DISCOUNT | TOTAL   |
|-----------|-----|----------|----------|---------|
| 5740.00   |     |          |          | 5740.00 |

PLEASE REMITT TO MORRISON TV & APPLIANCES  
 900 W KIRKWOOD AVE BLOOMINGTON, IN 47404

T H A N K Y O U

INSTALL OF ANTI-TIP BRACKETS ON APPLIANCES HAVE ADDITIONAL CHARGES/  
 ON ACCOUNT(OA) INVOICES THAT ARE NOT PAID AFTER 60 DAYS ARE SUBJECT  
 TO FINANCE CHARGES AND/OR COLLECTIONS. NO RETURNS ON ELECTRICAL PARTS AND  
 NO RETURNS ON INSTALLED PARTS ALL SALES ARE FINAL

*Amy D. Huns*  
 3/30/15

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Smart Products for a Healthy Home™

[\(http://www.edenpure.com/\)](http://www.edenpure.com/)

Enter search keyword

**ORDER BY PHONE  
800-839-0981 (tel:800-839-0981)**EDENPURE PORTABLE SPACE  
HEATERS  
([HTTP://WWW.EDENPURE.COM  
/EDENPURE-SPACE-HEATERS](http://www.edenpure.com/EDENPURE-SPACE-HEATERS))EDENPURE AIR PURIFIERS  
([HTTP://WWW.EDENPURE.COM  
/EDENPURE-AIR-PURIFIER](http://www.edenpure.com/EDENPURE-AIR-PURIFIER))EDENPURE HOUSEWARES  
([HTTP://WWW.EDENPURE.COM  
/HOUSEWARES](http://www.edenpure.com/HOUSEWARES))EDENPURE PARTS  
([HTTP://WWW.EDENPURE.COM  
/EDENPURE-REPLACEMENT-  
PARTS/](http://www.edenpure.com/EDENPURE-REPLACEMENT-PARTS/))SERVICE AND SUPPORT  
([HTTP://WWW.EDENPURE.COM  
/EDENPURE-SERVICE-  
SUPPORT/](http://www.edenpure.com/EDENPURE-SERVICE-SUPPORT/))Home (<http://www.edenpure.com/>) / EdenPURE Housewares (<http://www.edenpure.com/housewares>) / pureWash HR Molecule Generator**Compare Products**

You have no items to compare.

**pureWash HR Molecule  
Generator**

SKU# EPPWLAD

AVAILABILITY: OUT OF STOCK

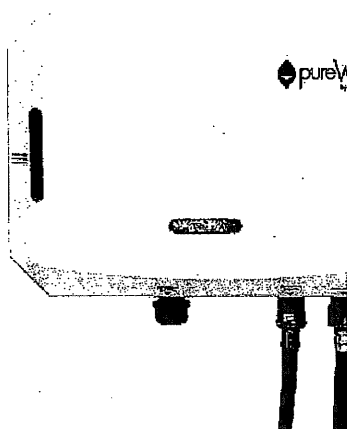
**\$297.00**

Get your laundry clean without expensive, harsh chemicals by using EdenPURE pureWash®. It uses one of nature's most powerful cleaners to save you money and ensure you never have to buy laundry detergent again.

Add to Compare ([http://www.edenpure.com/catalog/product\\_compare/add/product](http://www.edenpure.com/catalog/product_compare/add/product))

/5128/ue nc

/aHR0cDovL3d3dy5lZGVucH/yZS5jb20vaG91c2V3YXJlcy9lZGVucH/yZS1wdXJld2FzaC8\_ZGM9/)





Shalom Community Center  
Income Statement  
For the Twelve Months Ending December 31, 2014

|                                | Current Month     |               | Year to Date      |               |
|--------------------------------|-------------------|---------------|-------------------|---------------|
| Revenues                       |                   |               |                   |               |
| Unrestricted - Individual      | \$ 32,961.71      | 23.75         | \$ 146,145.75     | 17.21         |
| Unrestricted - Faith Community | 5,095.38          | 3.67          | 17,129.92         | 2.02          |
| Unrestricted - Business        | 950.00            | 0.68          | 1,303.00          | 0.15          |
| Unrestricted - Foundation      | 0.00              | 0.00          | 3,678.20          | 0.43          |
| Unrestricted - Government      | 1,500.00          | 1.08          | 1,512.00          | 0.18          |
| Unrestricted - Nonprofit Org   | 500.00            | 0.36          | 2,913.90          | 0.34          |
| Unrestricted - Organization    | 247.00            | 0.18          | 2,455.41          | 0.29          |
| Indiv Gifts to Restricted Fund | 0.00              | 0.00          | 2,116.00          | 0.25          |
| TR - Staff Bonus               | 250.00            | 0.18          | 3,040.00          | 0.36          |
| TR - Local Bus Ticket Gifts    | 740.00            | 0.53          | 1,110.00          | 0.13          |
| Grants for Operations          | 0.00              | 0.00          | 10,853.68         | 1.28          |
| Grants-Emergency Fund          | 5,500.00          | 3.96          | 16,420.00         | 1.93          |
| United Way                     | 982.65            | 0.71          | 11,895.36         | 1.40          |
| Grants-Jack Hopkins            | 2,535.84          | 1.83          | 22,715.54         | 2.68          |
| Grant - MLK                    | 0.00              | 0.00          | 500.00            | 0.06          |
| Interfaith Winter Shltr Laun   | 2,653.53          | 1.91          | 16,262.44         | 1.92          |
| IHCDA ESG-Shelter              | 20,414.19         | 14.71         | 65,518.17         | 7.72          |
| IHCDA - ESG-Rapid Rehousing    | 33,202.16         | 23.92         | 95,399.56         | 11.23         |
| IHCDA ESG - Outreach           | 3,973.17          | 2.86          | 6,089.01          | 0.72          |
| HUD Supportive Housing Grant   | 0.00              | 0.00          | 264,202.61        | 31.11         |
| SHP Rent Received              | 0.00              | 0.00          | 16,034.26         | 1.89          |
| Fundraising - Special Events   | 12,461.26         | 8.98          | 50,833.59         | 5.99          |
| Interest Income                | 0.00              | 0.00          | 0.32              | 0.00          |
| Year-End Campaign              | 14,825.00         | 10.68         | 22,750.00         | 2.68          |
| Feinstein Campaign             | 0.00              | 0.00          | 38,778.94         | 4.57          |
| NAP Contributions              | 0.00              | 0.00          | 28,372.52         | 3.34          |
| Interest Income                | 0.00              | 0.00          | 0.16              | 0.00          |
| Other Income                   | 0.00              | 0.00          | 1,127.50          | 0.13          |
| Total Revenues                 | <u>138,791.89</u> | <u>100.00</u> | <u>849,157.84</u> | <u>100.00</u> |
| Cost of Sales                  |                   |               |                   |               |
| Total Cost of Sales            | <u>0.00</u>       | <u>0.00</u>   | <u>0.00</u>       | <u>0.00</u>   |
| Gross Profit                   | <u>138,791.89</u> | <u>100.00</u> | <u>849,157.84</u> | <u>100.00</u> |
| Expenses                       |                   |               |                   |               |
| Office Supplies                | 46.87             | 0.03          | 1,142.70          | 0.13          |
| Custodial Supplies             | 323.13            | 0.23          | 5,355.91          | 0.63          |
| Waste Removal                  | 266.46            | 0.19          | 1,635.15          | 0.19          |
| Snow Removal                   | 0.00              | 0.00          | 330.00            | 0.04          |
| Maintenance and Repair         | 628.85            | 0.45          | 3,919.93          | 0.46          |
| Maint. & Repair-Winter Shelter | 0.00              | 0.00          | 86.43             | 0.01          |
| Postage                        | 141.74            | 0.10          | 1,732.98          | 0.20          |
| Insurance                      | 0.00              | 0.00          | 3,831.75          | 0.45          |
| Insurance - Building           | 1,836.00          | 1.32          | 1,836.00          | 0.22          |
| Workers Compensation Insurance | 0.00              | 0.00          | 4,165.00          | 0.49          |
| Fundraising Expense            | 2,596.60          | 1.87          | 5,375.53          | 0.63          |
| Background Checks              | 27.00             | 0.02          | 519.00            | 0.06          |
| Bank/Credit Card Fees          | 305.09            | 0.22          | 905.11            | 0.11          |
| Computer Expenses              | 0.00              | 0.00          | 13,452.33         | 1.58          |
| Accounting Fees                | 218.25            | 0.16          | 1,650.35          | 0.19          |
| SCC Supplies                   | 64.19             | 0.05          | 341.21            | 0.04          |
| Winter Shelter Supplies        | 0.00              | 0.00          | 272.81            | 0.03          |
| Guest Needs - Optg             | 0.00              | 0.00          | 980.69            | 0.12          |
| Guest Needs - Designated       | 1,753.83          | 1.26          | 5,279.14          | 0.62          |
| Kitchen Supplies               | 246.37            | 0.18          | 3,023.69          | 0.36          |
| Client Programming             | 280.00            | 0.20          | 350.00            | 0.04          |

Shalom Community Center  
Income Statement  
For the Twelve Months Ending December 31, 2014

|                                | Current Month              |              | Year to Date                 |               |
|--------------------------------|----------------------------|--------------|------------------------------|---------------|
| Equipment                      | 0.00                       | 0.00         | 407.49                       | 0.05          |
| Equipment Lease                | 446.36                     | 0.32         | 4,312.11                     | 0.51          |
| Client Bus Tickets             | (1,110.00)                 | (0.80)       | 3,130.00                     | 0.37          |
| Food Expense                   | 2,401.47                   | 1.73         | 24,914.50                    | 2.93          |
| Telephone                      | 487.44                     | 0.35         | 6,122.04                     | 0.72          |
| Internet Service               | 45.00                      | 0.03         | 540.00                       | 0.06          |
| Electricity                    | 1,078.33                   | 0.78         | 11,517.27                    | 1.36          |
| Natural Gas                    | 750.98                     | 0.54         | 2,965.11                     | 0.35          |
| Water Expense                  | 24.56                      | 0.02         | 2,661.65                     | 0.31          |
| Salary and Wage Expense - SCC  | 21,755.40                  | 15.67        | 160,112.46                   | 18.86         |
| Salary/Wage Exp - ESG Shelter  | 10,440.96                  | 7.52         | 73,848.00                    | 8.70          |
| Salary/Wage Exp-ESG Outreach   | 1,026.00                   | 0.74         | 1,026.00                     | 0.12          |
| Salary/Wage Exp-Rapid Rehousin | 1,348.65                   | 0.97         | 1,348.65                     | 0.16          |
| Salary and Wage Expense - SHP  | 6,185.73                   | 4.46         | 56,693.53                    | 6.68          |
| Salary/Wage Exp-Winter Shelter | 2,835.00                   | 2.04         | 10,805.33                    | 1.27          |
| Employee Health Benefits - SCC | 1,191.61                   | 0.86         | 11,675.57                    | 1.37          |
| Payroll Tax Expense - SCC      | 2,260.06                   | 1.63         | 17,485.06                    | 2.06          |
| Payroll Tax Exp-ESG Shelter    | 975.02                     | 0.70         | 7,220.20                     | 0.85          |
| Payroll Tax Exp-ESG Outreach   | 130.12                     | 0.09         | 130.12                       | 0.02          |
| Payroll Tax Exp-Rapid Rehousin | 171.05                     | 0.12         | 171.05                       | 0.02          |
| Payroll Tax Exp - SHP          | 623.47                     | 0.45         | 8,444.08                     | 0.99          |
| Payroll Tax Exp-Winter Shelter | 289.40                     | 0.21         | 1,237.76                     | 0.15          |
| Employee Expense               | 1,440.00                   | 1.04         | 2,365.49                     | 0.28          |
| Miscellaneous Expenses         | 446.95                     | 0.32         | 3,314.82                     | 0.39          |
| Professional Fees              | 950.00                     | 0.68         | 6,995.00                     | 0.82          |
| Dues & Subscriptions           | 0.00                       | 0.00         | 250.00                       | 0.03          |
| Client Security Deposits       | 200.00                     | 0.14         | 943.75                       | 0.11          |
| Client Utilities - Electricity | 239.67                     | 0.17         | 3,695.17                     | 0.44          |
| Client Utilities - Gas         | 50.00                      | 0.04         | 665.04                       | 0.08          |
| Client Water/Sewer, Phone      | 150.43                     | 0.11         | 657.33                       | 0.08          |
| Client Rent                    | 225.00                     | 0.16         | 3,663.97                     | 0.43          |
| Client BMV/B.C. Fees           | 222.00                     | 0.16         | 2,335.25                     | 0.28          |
| IHCDA-Rapid Rehousing Non-Sal  | 21,070.08                  | 15.18        | 116,616.88                   | 13.73         |
| IHCDA-ESG Shelter Outreach     | 297.44                     | 0.21         | 3,509.73                     | 0.41          |
| HUD Supportive Housing Non-Sal | 18,843.86                  | 13.58        | 223,606.17                   | 26.33         |
| SHP Program Exp (Rents Rcvd)   | 723.21                     | 0.52         | 10,312.56                    | 1.21          |
| SHP Expense (Commun. Fdn)      | 0.00                       | 0.00         | 3,408.60                     | 0.40          |
| Interest Expense               | 1,376.47                   | 0.99         | 16,310.68                    | 1.92          |
| Total Expenses                 | <u>108,326.10</u>          | <u>78.05</u> | <u>861,604.13</u>            | <u>101.47</u> |
| Net Income                     | \$ <u><u>30,465.79</u></u> | 21.95        | \$ <u><u>(12,446.29)</u></u> | (1.47)        |

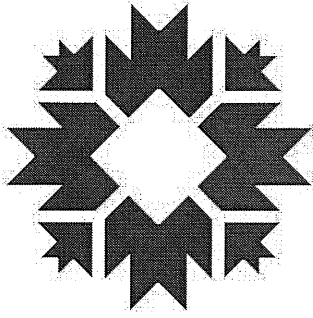
Shalom Community Center  
Balance Sheet  
December 31, 2014

ASSETS

|                                |    |                          |
|--------------------------------|----|--------------------------|
| Current Assets                 |    |                          |
| Old National Checking Account  | \$ | 103,799.17               |
| Cash Reserves Account          |    | 6,362.00                 |
| PayPal Cash                    |    | 6,983.01                 |
| Online Donations Cash          |    | 115.00                   |
| Insurance Policy/WPS           |    | <u>10,616.19</u>         |
| Total Current Assets           |    | 127,875.37               |
| Property and Equipment         |    |                          |
| Land                           |    | 140,980.88               |
| Buildings                      |    | 177,879.12               |
| Furniture and Fixtures         |    | 22,404.99                |
| Equipment                      |    | 37,158.83                |
| Accumulated Depreciation       |    | (104,505.59)             |
| Building Imp.-620 S. Walnut    |    | 239,669.55               |
| Land Improvements 620 S Walnut |    | <u>3,191.00</u>          |
| Total Property and Equipment   |    | 516,778.78               |
| Other Assets                   |    |                          |
| Deposits - FHPP                |    | 824.00                   |
| Deposits-FHPP-Contra Account   |    | <u>(824.00)</u>          |
| Total Other Assets             |    | <u>0.00</u>              |
| Total Assets                   | \$ | <u><u>644,654.15</u></u> |

LIABILITIES AND CAPITAL

|                               |    |                          |
|-------------------------------|----|--------------------------|
| Current Liabilities           |    |                          |
| Accounts Payable              | \$ | 10.00                    |
| Deductions Payable            |    | 40.00                    |
| Flexible Medical Spending Ded |    | 1,246.91                 |
| Employee United Way Payable   |    | 32.00                    |
| Note Payable - Building       |    | 274,529.26               |
| Property Tax Payable          |    | <u>(125.72)</u>          |
| Total Current Liabilities     |    | 275,732.45               |
| Long-Term Liabilities         |    | <u>0.00</u>              |
| Total Long-Term Liabilities   |    | <u>0.00</u>              |
| Total Liabilities             |    | 275,732.45               |
| Capital                       |    |                          |
| Beginning Balance Equity      |    | 267,437.08               |
| Retained Earnings             |    | 113,930.91               |
| Net Income                    |    | <u>(12,446.29)</u>       |
| Total Capital                 |    | <u>368,921.70</u>        |
| Total Liabilities & Capital   | \$ | <u><u>644,654.15</u></u> |



CITY OF BLOOMINGTON, COMMON COUNCIL  
JACK HOPKINS SOCIAL SERVICES FUNDING COMMITTEE  
2015 GRANT APPLICATION

**AGENCY INFORMATION**

---

**Lead Agency Name: Stone Belt Arc, Inc**

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

Number of Employees:

| Full-Time | Part-Time | Volunteers |
|-----------|-----------|------------|
| 360       | 124       | 45         |

Address:

2815 E 10<sup>th</sup> St  
Bloomington, IN

Zip Code: 47408

Phone: 812-332-2168

Agency E-Mail: [lgreen@stonebelt.org](mailto:lgreen@stonebelt.org)

Website: [www.stonebelt.org](http://www.stonebelt.org)

President of Board of Directors: Justin Harrison

---

**Executive Director: Leslie Green**

Title: Chief Executive Officer

Phone: 812-332-2168, ext. 249

E-Mail: [lgreen@stonebelt.org](mailto:lgreen@stonebelt.org)

---

**Name of Person to Present Proposal to the Committee:**  
*(if not the Executive Director)*

Title:

Phone:

E-Mail:

**Name of Grant Writer: Lori Garraghty**

Phone: 812-332-2168 ext. 314

E-Mail: lgarraghty@stonebelt.org

---

**Agency Mission Statement** *(150 words or less)*

Stone Belt provides resources and supports to individuals with disabilities and their families. We believe in the uniqueness, worth and right to self-determination of every individual. It is our mission, in partnership with the community, to prepare, empower and support individuals with developmental disabilities and their families to participate fully in the life of the community. Our work includes educational programs, employment services (job coaching, placement, and on-site manufacturing), residential programs (group homes and supported living), and psychological and clinical health services (through our Milestones Clinic).

LIFEDesigns partners with people of all ages and abilities to lead meaningful and active lives. We envision communities that support all people, where each person is valued, and where everyone belongs. LIFEDesigns serves as a comprehensive resource for people with disabilities and their families, and we aim to facilitate active citizenship, fulfilling relationships, and rewarding employment through inclusive communities that foster dignity and respect.

## PROJECT INFORMATION

---

Project Name: Management training for frontline supervisors

Is this a collaborative project? ☒ Yes ☐ No

If a collaborative project, list name(s) of non-lead agency partner(s):

LIFEDesigns, Inc.

Address where project will be housed: 2815 E 10<sup>th</sup> Street, Bloomington, IN

Total Cost of Project: \$16,680

Requested JHSSF Funding: \$9,080

Other Funds Expected for this Project (*Source, Amount, and Confirmed or Pending*)

Stone Belt General Budget; \$3,800; Confirmed

LIFEDesigns General Budget; \$3,800; Confirmed

Total Number of Clients Served by this project in 2015: 80

Total Number of City Residents Served by this project in 2015: 80

Is this request for operational funds? ☒ Yes ☐ No

If "yes," indicate whether the request is for a pilot project, bridge funding,  
or a collaborative project:

☐ Pilot

☐ Bridge

☒ Collaborative

Please indicate the period in which you intend to draw down funds, if granted:

☒ July-September 2015

☐ October-December 2015

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

Once funding is awarded, the Alliance task force will meet with Ivy Tech instructor(s) to select the eight classes and to help with customizing them to the Alliance's needs. The eight classes will then be scheduled during the rest of 2015 and possibly into 2016. Once scheduled, we'll pay for the training package and submit our claim 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.

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)

Offer all 8 classes, but eliminate classroom supplies.

Priority #2  
(Item & Cost)

Offer 6 classes and eliminate classroom supplies

Priority #3  
(Item & Cost)

Offer 4 classes and eliminate classroom supplies. Stone Belt and LIFE Designs will evaluate ability to offer additional classes

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. Assume that 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."

Stone Belt and LIFE Designs request \$9,080 for eight, 3-hour Ivy Tech management/supervisory classes for 20 frontline managers and 6 future managers working within City limits. The eight classes will be selected from a menu of twelve currently offered by the Ivy Tech Corporate College's Management & Supervisory Institute and will then be customized to the disabilities industry.

These frontline managers taking the selected classes supervise approximately 140 Direct Support Professionals (DSPs) who in turn support approximately 80 clients living within City limits. Currently staff turnover rates for the two organizations averages 43%, resulting in clients experiencing a revolving door of staff that provide life-essential services to them and the two agencies spending limited resources on replacing lost staff.

One step in reducing DSP turnover rates is increasing the skills of their frontline managers. Research indicates that supervisors that understand how to manage can have a significant effect on decreasing staff turnover (Allen, D., 2008, SHRM Foundation).

## CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Assume that 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 2010-2014 Consolidated Plan, or any other community-wide survey of social services needs.

The 2012 SCAN reported that 83% of local human services organizations (like Stone Belt and LIFE Designs) saw an increase in demand (pg 20), while at the same time 48% of responding organizations saw meeting client needs as a major challenge (pg 22). In order to meet these identified needs, the Alliance must reduce our costly 2014 average staff turnover rate of 43%. Research suggests that direct replacement costs can reach as high as 50-60% of an employee's salary, with total costs associated with turnover ranging from 90% to 200% of annual salary (2006, *Academy of Management Executive*, 15, 96-108).

Action is needed now to stem the increasing turnover numbers the Alliance is experiencing due to the improving economy attracting employees elsewhere (WSJ, 3/23/15). While actively advocating for increased funding to improve this group's wage scale, we understand having effective supervisors is another tool we need to increase retention.

By increasing the frontline managers' supervisory skills, we expect a decreased turnover of staff under their supervision (Allen, D., 2008, SHRM Foundation). This will have a direct benefit to the almost 80 individuals with disabilities who receive support from these employees and who currently experience disruption and discontinuity at unprecedented levels.

### 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 -- i.e., is your request for a pilot project? for bridge funding? for a collaborative project? If you are requesting operational funding, you must detail your plan for future funding.

As we continue our multi-pronged approach to decreasing staff turnover, we expect to see increased staff retention which will result in savings in current recruitment, hiring, and training costs. Those savings will be re-invested in future frontline manager training and other retention approaches. Indications are that the state administration and the Indiana General Assembly are restoring rates, which could also provide operational funds in future years to offer this program.

**FISCAL LEVERAGING** *(100 words or less)*

Describe how your project will leverage other resources, such as other funds, in-kind contributions, volunteers, etc.

LIFEDesigns and Stone Belt are contributing funding and staff resources to the project. As outlined in the budget, we will cover the time for 10 staff while they are identifying classes and helping customize the training program (1 human resource representative, 2 frontline managers, and 2 future managers from each agency for 4 hour each). We will also pay the 26 frontline managers and future managers while they attend the trainings (10 frontline and 3 future managers from each agency for 24 hours of instruction each).

**LONG-TERM BENEFITS** *(200 words or less)*

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

The Alliance is committed to providing exceptional services to individuals with disabilities. Consistency in staff is part of those exceptional services. Working to strengthen frontline supervisor's management skills paired with better DSP onboarding to each agency and other strategies, we expect to see increased retention rates among DSPs which will lead to better services for clients. Staff consistency for a client can lead to increased understanding and better services for that client by the staff.

A result of increased retention is decreased staff recruitment costs. The cost savings will lead to additional efforts in DSP retention, including training for the other Alliance frontline managers, thus positively affecting the lives of an increasing number of clients in both agencies. All of the over 265 Stone Belt and LIFEDesigns clients living in the City will benefit from increased DSP retention, and ultimately all of our clients will be positively affected.

Once the eight courses are identified and customized, the process of training additional frontline managers is simplified. The Alliance is committed to continuing improving the skills of all our frontline managers.

**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 will measure the following for those starting the classes:

- 1) Number of frontline and future managers earning a certificate of completion. Goal: 26 out of 26
- 2) Number of current frontline managers with improved supervisory ratings by their subordinates. Goal: 15 out of 20
- 3) Turnover rate of DSPs supervised by these frontline managers. Goal: TBD
- 4) Number of current frontline managers whose skills are improved as measured by pre and post skill assessments. Goal: 20 out of 20
- 5) Number of future managers that advance to supervisory positions. Goal: 4 out of 6

2015 JHSSF Narrative: Management Training for Frontline Supervisors  
Submitted by Stone Belt and LIFE Designs

Stone Belt and LIFE Designs, collaborating as the Monroe County Alliance for Direct Support Careers (the Alliance), are seeking \$9,080 to support a collaborative approach to training our frontline managers. These frontline managers are responsible for supervising our direct support professionals (DSPs), who are the people who assist our clients in leading self-directed lives and assist with the activities of daily living if needed.

For the past couple of years, both agencies have experienced a significant crisis in hiring and retaining DSPs. Through a strategic planning process, the Alliance has developed a multi-faceted approach to recruitment, training, and ongoing support for our critical direct support staff. We are requesting Jack Hopkins funds for supporting a part of the final component of our efforts: improving the management skills of DSP supervisors.

A recent Gallup poll of more than 1 million employed U.S. workers concluded that the number one reason people quit their jobs is a bad boss or immediate supervisor. Annual employee opinion surveys conducted by the Walker Information Group in Indianapolis consistently indicate that improvement is needed for supervisors in areas such as developing staff, providing recognition and fairly enforcing policies.

Improving supervisors' skills will help to better engage and retain the direct support workforce. With 2014 turnover rates at 49% for LIFE Designs and 36% for Stone Belt, clients experience constant disruptions in their support staff and discontinuity in their care. Additionally, Stone Belt and LIFE Designs have limited capacity to meet demand for services to new clients.

**Project Details:** The Alliance proposes to pilot an eight-class management training program, conducted by instructors from the Ivy Tech Corporate College, for a cohort of 20 supervisors and 6 future supervisors. This selected group will be supervisors for clients living within the City limits. Ivy Tech instructors will match classes with job requirements, include our frontline supervisors in course development, and conduct the trainings. The Alliance is committed to continuing the training program for other current frontline managers and making the eight-class training available for new frontline managers.

**Goal 1—Establish cross agency task force responsible for designing the training curriculum.** Each agency will invite current frontline supervisors and HR representatives to be a part of the task force that guides the development of the program and participates in the evaluation of its effectiveness.

**Goal 2—Develop the course in collaboration with Ivy Tech University.** Along with an Ivy Tech instructor's input, the Task Force will select eight out of the twelve offered classes from the Corporate College's Management & Supervision Institute. The instructor of the class will meet with Task Force members in customizing the selected seminars specific to our industry.

**Goal 3—Conduct the training with a cohort of frontline supervisors and future supervisors.** Thirteen frontline and future managers from each agency will complete the eight 3-hour classes.

**Goal 4—Evaluate the skill development of the supervisors receiving training.** Each supervisor will receive a pre and post assessment using sections of the National Frontline Supervisors Competencies from The University of Minnesota. This instrument is specifically designed for our field and will be used as part of the basis for course design by the Ivy Tech instructors.

**Goal 5—Establish a joint ongoing supervisor training leading to a certification.** The Alliance will work with Ivy Tech and/or national entities to create a Frontline Supervisors certification, proving a professionalization of the field.

**Goal 6—Evaluate the impact of training on DSP retention.** The post-assessment using the Frontline Supervisors competencies will indicate changes in knowledge in supervisory effectiveness. Manager evaluation scores completed by subordinates 3-6 months after completion of the eight classes will provide information on satisfaction levels amongst the manager's subordinates.

**Capacity to Collaborate:** This project aligns perfectly with both agencies' missions. We exist to provide needed support to our most vulnerable community members. Our DSPs are mentors, teachers, companions, and *professionals* to our clients. We support others to achieve their goals by finding and employing highly competent and well-trained individuals who fully understand the value and impact of their work. High vacancy rates, extreme amounts of overtime, and limited training time make it next to impossible for either to succeed.

Stone Belt and LIFEDesigns have the staff and experience to complete this project and ensure efforts are sustained. Stone Belt CEO Leslie Green & HR Director Michele Shepherd and LIFEDesigns CEO Susan Rinne & HR Director Marianne Stemm will spearhead the Alliance's efforts. Both organizations and staff have a strong track record for large-scale projects such as this and are even better when they work together. Recent collaborations, for example, have resulted in development of programs for youth with disabilities transitioning from school to adult life and establishment of a business-led program to promote employment for people with disabilities. Because of our history of collaborating, we do not foresee any challenges with this particular collaboration. If we do encounter any, both CEOs are committed to discussing and working toward an amicable solution.

**Capacity to complete/spend funding by 12/4/15:** The Alliance has communicated with Katrinka Schroeder Mattick, Corporate Executive at Ivy Tech Corporate College, and Alliance staffing for the Task Force and managers for the classes have been identified. As soon as funding is awarded, we'll move forward with identifying and scheduling classes. The majority of classes will take place in 2015 with a few possibly being scheduled in 2016. We will pay Ivy Tech for the full package when the set of eight classes are scheduled.

**Evidence supporting long term success of project:** These trainings will benefit our organizations in two ways: decreasing DSP turnover and increasing the loyalty of those frontline managers selected for the trainings.

Developing better managers has been shown to increase worker's satisfaction and increase worker retention (2000, *Journal of Management*, 26, 463-488; 1997, *Academy of Management Journal*, 40, 1208-1277). In addition to decreasing DSP turnover, we also want to retain our effective frontline managers. Research indicates that investing in an employee's general training, where they learn portable skills such as how to be an effective manager, resulted in employees exerting more effort and becoming more productive. These employees are "likely to be more committed and devoted to the company" (2010, Brum, S., *What Impact Does Training have on Employee Commitment and Employee Turnover*).

City of Bloomington Jack Hopkins Grant  
Memorandum of Understanding

This agreement entered into between Stone Belt Inc and LIFE Designs, Inc is effective beginning March 26, 2015 and will remain in effect through the duration of the project, Management Training for Frontline Supervisors. The purpose of this Memorandum of Understanding is to provide a written agreement and understanding between the two mentioned agencies to coordinate activities of the funded project in such a way to optimize the results for both organizations. It further outlines the responsibilities and tasks each agrees to complete, in order to ensure the project meets the goals outlined in the project proposal.

Curriculum development

1. Each agency agrees to provide staff to work with the Ivy Tech instructor(s) in the selection and customization of the classes and their content.
2. Both agencies will review and provide input on the class content.
3. Final content will be agreed to by each agency and serve as the basis for the classes.

Selection and support of training cohort

1. Each agency agrees to select trainees per selection guidelines.
2. Each agency will provide trainees with adequate time away from work to complete the training.
3. If a trainee is unable to complete the course, the agency will replace the trainee with appropriate person per grant guidelines.


Evaluation

1. Each agency agrees to collect pre and post skill assessments for trainees.
2. Each agency agrees to share data on above and other measures for evaluation per grant outline.
3. Both agencies will participate in the review of data and agree on recommendations for any changes to the training based on this review.

Communication

1. Continual sharing of information is one of the goals of this agreement.
2. Both agencies will notify the other in case of updates and changes necessary in the project activities, cohort, or evaluation.
3. Notification will go to the CEO's per below.

Accepted by:



Leslie Green, CEO  
Stone Belt Arc, Inc  
2815 East 10<sup>th</sup> Street  
Bloomington, In 47408  
812-332-2168



Susan Rinne, CEO  
LIFE Designs, Inc  
200 East Winslow Road  
Bloomington, In 47401  
812-332-9615

# Monroe County Alliance of Direct Support Careers

Budget Proposal for 2015 Jack Hopkins Social Service Funding Grant

| Description                                                    | Jack Hopkins | Leverage   |             | Total     |
|----------------------------------------------------------------|--------------|------------|-------------|-----------|
|                                                                | Request      | Stone Belt | LIFEDesigns |           |
| Revenue                                                        |              |            |             |           |
| Jack Hopkins Social Services Funding                           | \$ 9,080     |            |             | \$ 9,080  |
| Alliance General Funds                                         |              | \$ 3,800   | \$ 3,800    | \$ 7,600  |
| Total revenue                                                  | \$ 9,080     | \$ 3,800   | \$ 3,800    | \$ 16,680 |
|                                                                |              |            |             |           |
| Expenses                                                       |              |            |             |           |
| Management/Supervisory Classes (Eight 3-hour x \$875 each)     | \$ 7,000     |            |             | \$ 7,000  |
| Class Supplies/Workbooks (26 students x 8 classes x \$10 each) | \$ 2,080     |            |             | \$ 2,080  |
| Salaries                                                       |              |            |             |           |
| HR representatives (2 x \$26/hr x 4 hrs of course development) |              | \$ 104     | \$ 104      | \$ 208    |
| Frontline managers (4 x \$12/hr x 4 hrs of course development) |              | \$ 96      | \$ 96       | \$ 192    |
| Future managers (4 x \$9/hr x 4 hrs of course development)     |              | \$ 72      | \$ 72       | \$ 144    |
| Frontline managers (20 x \$12/hr x 24 hrs of instruction)      |              | \$ 2,880   | \$ 2,880    | \$ 5,760  |
| Future managers (6 x \$9/hr x 24 hrs of instruction)           |              | \$ 648     | \$ 648      | \$ 1,296  |
| Total Expense                                                  | \$ 9,080     | \$ 3,800   | \$ 3,800    | \$ 16,680 |



STONE BELT ARC, INC.  
STATEMENTS OF FINANCIAL POSITION  
JUNE 30, 2014 AND 2013

ASSETS

|                                                                                                                   | <u>2014</u>         | <u>2013</u>         |
|-------------------------------------------------------------------------------------------------------------------|---------------------|---------------------|
| Current assets:                                                                                                   |                     |                     |
| Cash and cash equivalents                                                                                         | \$ 345,581          | \$ 1,509,848        |
| Medicaid accounts receivable net of allowance for doubtful accounts of \$43,498 and \$0, respectively             | 795,108             | 633,174             |
| Government services receivable net of allowance for doubtful accounts of \$7,155 and \$0, respectively            | 81,980              | 60,453              |
| Accounts receivable                                                                                               | 34,553              | 33,677              |
| Other accounts receivable net of allowance for doubtful accounts of \$7,125 and \$0, respectively                 | 136,808             | 84,043              |
| Milestones health clinic receivable net of allowance for doubtful accounts of \$46,499 and \$43,241, respectively | 58,261              | 68,222              |
| Inventory                                                                                                         | 25,350              | 24,432              |
| Prepaid expenses                                                                                                  | 153,898             | 131,705             |
| Total current assets                                                                                              | <u>1,631,539</u>    | <u>2,545,554</u>    |
| Assets whose use is limited:                                                                                      |                     |                     |
| Funds held by trustee pursuant to bond indenture                                                                  | 170,956             | 170,956             |
| Board designated funds                                                                                            | 282,541             | 259,857             |
|                                                                                                                   | <u>453,497</u>      | <u>430,813</u>      |
| Property and equipment                                                                                            | 10,716,901          | 10,530,125          |
| Accumulated depreciation                                                                                          | <u>(7,468,354)</u>  | <u>(7,284,768)</u>  |
|                                                                                                                   | <u>3,248,547</u>    | <u>3,245,357</u>    |
| Other assets:                                                                                                     |                     |                     |
| Funds held in endowment                                                                                           | 202,419             | 183,547             |
| Deferred financing costs, net                                                                                     | 60,052              | 65,749              |
|                                                                                                                   | <u>262,471</u>      | <u>249,296</u>      |
| Total assets                                                                                                      | <u>\$ 5,596,054</u> | <u>\$ 6,471,020</u> |

LIABILITIES AND NET ASSETS

|                                                 | <u>2014</u>            | <u>2013</u>            |
|-------------------------------------------------|------------------------|------------------------|
| Current liabilities:                            |                        |                        |
| Current maturities of long-term bonds payable   | \$ 180,000             | \$ 224,802             |
| Accounts payable                                | 250,223                | 180,570                |
| Accrued salaries and related liabilities        | 733,245                | 604,078                |
| Accrued health insurance                        | 110,296                | 245,000                |
| Total current liabilities                       | <u>1,273,764</u>       | <u>1,254,450</u>       |
| Long-term liabilities:                          |                        |                        |
| Long-term bonds payable less current maturities | <u>1,875,000</u>       | <u>2,183,183</u>       |
| Total long-term liabilities                     | <u>1,875,000</u>       | <u>2,183,183</u>       |
| Total liabilities                               | <u>3,148,764</u>       | <u>3,437,633</u>       |
| Net assets:                                     |                        |                        |
| Unrestricted                                    | 2,294,015              | 2,880,112              |
| Temporarily restricted                          | 6,312                  | 6,312                  |
| Permanently restricted                          | <u>146,963</u>         | <u>146,963</u>         |
| Total net assets                                | <u>2,447,290</u>       | <u>3,033,387</u>       |
| <br>Total liabilities and net assets            | <br><u>\$5,596,054</u> | <br><u>\$6,471,020</u> |

STONE BELT ARC, INC.

STATEMENTS OF OPERATIONS AND CHANGES IN NET ASSETS

YEARS ENDED JUNE 30, 2014 AND 2013

| Change in unrestricted net assets<br>from operations:                  | 2014       | 2013       |
|------------------------------------------------------------------------|------------|------------|
| Public support:                                                        |            |            |
| County funds                                                           | \$ 416,545 | \$ 405,600 |
| United Way                                                             | 42,161     | 40,745     |
| Contributions and other support                                        | 132,873    | 176,600    |
| In-kind contributions                                                  | 108,829    | 108,829    |
| Total public support                                                   | 700,408    | 731,774    |
| Service revenue:                                                       |            |            |
| Day program                                                            | 757,200    | 836,988    |
| Residential program                                                    | 13,237,321 | 13,001,359 |
| Contract income                                                        | 459,697    | 419,967    |
| Net clinic patient service revenue                                     | 949,759    | 1,112,961  |
| Other                                                                  | -          | 27,521     |
| Total service revenue                                                  | 15,403,977 | 15,398,796 |
| Other income:                                                          |            |            |
| Interest                                                               | 592        | 838        |
| Realized gain on investments                                           | 12,973     | 12,063     |
| Electronic health records incentive                                    | 17,000     | 42,500     |
| Other                                                                  | 73,232     | 22,951     |
| Total other income                                                     | 103,797    | 78,352     |
| Total unrestricted public support, service<br>revenue and other income | 16,208,182 | 16,208,922 |
| Expenses:                                                              |            |            |
| Salaries, wages and benefits                                           | 13,296,503 | 13,403,367 |
| Depreciation and amortization                                          | 298,465    | 348,875    |
| Interest                                                               | 7,948      | 17,931     |
| Leases                                                                 | 299,989    | 259,930    |
| Bad debt                                                               | 66,324     | 173,591    |
| Other                                                                  | 2,853,572  | 2,577,052  |
| Total expenses                                                         | 16,822,801 | 16,780,746 |
| Change in unrestricted net assets<br>from operations                   | (614,619)  | (571,824)  |

STONE BELT ARC, INC.

STATEMENTS OF OPERATIONS AND CHANGES IN NET ASSETS

YEARS ENDED JUNE 30, 2014 AND 2013  
(CONTINUED)

|                                              | <u>2014</u>         | <u>2013</u>         |
|----------------------------------------------|---------------------|---------------------|
| Change in net unrealized gain on investments | <u>28,522</u>       | <u>15,617</u>       |
| Change in unrestricted net assets            | (586,097)           | (556,207)           |
| Net assets, beginning of year                | <u>3,033,387</u>    | <u>3,589,594</u>    |
| Net assets, end of year                      | <u>\$ 2,447,290</u> | <u>\$ 3,033,387</u> |

**LifeDesigns, Inc.**  
Statement of Financial Position  
For the 12 months ended December 31, 2014

**ASSETS**

|                                            |                   |
|--------------------------------------------|-------------------|
| <b>Current Assets:</b>                     |                   |
| Cash & Cash Equivalents                    | 2,929,803         |
| Cash - Internet Sales                      | 7,180             |
| Cash - Crawford Project                    | 50                |
| Cash - Covey Lane Deposits                 | 7,630             |
| Certificates of Deposit - Raymond James    | 56,952            |
| <b>Total Cash</b>                          | <b>3,001,616</b>  |
| Accounts Receivable                        | 934,142           |
| Accounts Receivable - Developer Fee        | 0                 |
| Accounts Receivable - Dr. Brewer           | 0                 |
| Accounts Receivable - Workers' Comp        | 0                 |
| Accounts Receivable Retainage              | 0                 |
| Less: Allowance for Doubtful Accounts      | -25,243           |
| Accounts Receivable County Tax             | 0                 |
| <b>Accounts Receivable Net</b>             | <b>908,899</b>    |
| Other Current Assets                       | 23,765            |
| <b>Total Current Assets</b>                | <b>3,934,279</b>  |
| <b>Investments:</b>                        |                   |
| Endowment Fund Raymond James               | 461,999           |
| Endowment Fund Heritage                    | 19,428            |
| Endowment Fund Community Foundation        | 27,574            |
| Investment in Crawford                     | 100               |
| <b>Total Investments</b>                   | <b>509,100</b>    |
| Mortgage Receivable Crawford Apartments    | 1,065,000         |
| Mortgage Interest Receivable Crawford Apts | 65,700            |
| Property and Equipment                     | 6,456,149         |
| Less: Accumulated Depreciation             | -1,459,241        |
| <b>Net Property and Equipment</b>          | <b>4,996,909</b>  |
| <b>TOTAL ASSETS</b>                        | <b>10,570,988</b> |

**LIABILITIES AND NET ASSETS**

|                                         |                   |
|-----------------------------------------|-------------------|
| <b>Current Liabilities:</b>             |                   |
| Current Maturities of Long-term Debt    | 159,028           |
| Accounts Payable                        | 223,626           |
| Accrued Salaries                        | 645,994           |
| Payroll Taxes                           | 48,486            |
| Rental Deposits - Covey Lane            | 7,630             |
| rental Deposits - Orris                 | 592               |
| Deposits - Private Pay                  | 1,472             |
| Deferred Revenue Week of Chocolate      | 11,750            |
| Audit Liabilities Rate 1996 & 2000      | 94,116            |
| Audit Liability 2014 FSSA Audit         | 1,133             |
| County Tax Received in Advance          | 0                 |
| Medicaid Payable                        | 0                 |
| <b>Total Current Liabilities</b>        | <b>1,192,695</b>  |
| <b>Non-Current Liabilities:</b>         |                   |
| Long-term Debt, Less Current Maturities | 2,259,836         |
| <b>Total Liabilities</b>                | <b>3,452,532</b>  |
| <b>Net Assets:</b>                      |                   |
| Fund Balance                            | 7,049,168         |
| YTD Net Income (Loss)                   | 69,289            |
| <b>Total Net Assets</b>                 | <b>7,118,456</b>  |
| <b>TOTAL LIABILITIES AND NET ASSETS</b> | <b>10,570,988</b> |

LifeDesigns, Inc.  
Statement of Activities  
For the 12 months ended December 31, 2014  
Total Agency

|                                        | Current Month |         |            | Year to Date |            |            |           |
|----------------------------------------|---------------|---------|------------|--------------|------------|------------|-----------|
|                                        | Actual        | Budget  | % Variance | YTD Actual   | YTD Budget | % Variance | % Revenue |
| Revenue                                |               |         |            |              |            |            |           |
| Medicaid Revenue                       | 423,496       | 368,589 | 14.9%      | 4,479,399    | 4,423,064  | 1.3%       | 40.2%     |
| Medicaid Waiver Revenue                | 506,327       | 449,685 | 12.6%      | 5,613,350    | 5,396,221  | 4.0%       | 50.4%     |
| Total Medicaid Revenue                 | 929,823       | 818,274 | 13.6%      | 10,092,749   | 9,819,285  | 2.8%       | 90.6%     |
| Other Service Revenue                  |               |         |            |              |            |            |           |
| VR                                     | 18,678        | 8,953   | 168.6%     | 117,623      | 83,432     | 41.0%      | 1.1%      |
| DDRS                                   | 0             | 360     | -100.0%    | 1,056        | 4,320      | -75.6%     | 0.0%      |
| Private Pay                            | 7,803         | 5,346   | 46.0%      | 78,506       | 64,154     | 22.4%      | 0.7%      |
| Rent Income                            | 14,082        | 11,062  | 27.3%      | 141,230      | 132,741    | 6.4%       | 1.3%      |
| Prior Year Income                      | -1,046        | 0       | 0.0%       | 68,184       | 0          | 0.0%       | 0.6%      |
| Total Other Service Revenue            | 39,517        | 23,721  | 66.6%      | 406,599      | 284,647    | 42.8%      | 3.7%      |
| Total Service Revenue                  | 969,340       | 841,994 | 15.1%      | 10,499,348   | 10,103,932 | 3.9%       | 94.3%     |
| Other Revenue                          |               |         |            |              |            |            |           |
| Donations & Grants                     | 28,777        | 2,709   | 962.3%     | 172,743      | 28,935     | 497.0%     | 1.6%      |
| Grant Revenue Highland & Crawford      | 5,000         | 0       | 0.0%       | 5,000        | 0          | 0.0%       | 0.0%      |
| Interest Income                        | 39,088        | 42      | 93721.7%   | 40,172       | 500        | 7935.7%    | 0.4%      |
| County Funding                         | 26,368        | 25,000  | 5.5%       | 318,418      | 300,000    | 6.5%       | 2.8%      |
| Oris Donation                          | 0             | 0       | 0.0%       | 77,000       | 0          | 0.0%       | 0.7%      |
| Unrealized Gain on Endowment Fund      | -6,591        | 0       | 0.0%       | 2,351        | 0          | 0.0%       | 0.0%      |
| Dividend Income                        | 16,865        | 0       | 0.0%       | 21,527       | 0          | 0.0%       | 0.2%      |
| Miscellaneous Income                   | -549          | 0       | 0.0%       | 2,941        | 0          | 0.0%       | 0.0%      |
| Total Other Revenue                    | 108,856       | 27,751  | 292.3%     | 638,152      | 329,435    | 93.7%      | 5.7%      |
| Total Revenue                          | 1,078,197     | 869,745 | 24.0%      | 11,137,500   | 10,433,367 | 6.7%       | 100.0%    |
| Expenses                               |               |         |            |              |            |            |           |
| Variable Expenses                      |               |         |            |              |            |            |           |
| DDRS Related                           | 0             | 0       | 0.0%       | -200         | 0          | 0.0%       | 0.0%      |
| Householders/Indep Contractors         | 20,953        | 16,251  | 28.9%      | 256,997      | 195,006    | 31.8%      | 2.3%      |
| Grant Expenses, NAP, County Vouchers   | 0             | 0       | 0.0%       | 77,000       | 0          | 0.0%       | 0.7%      |
| Nursing                                | 1,124         | 2,616   | -57.0%     | 23,277       | 31,396     | -25.9%     | 0.2%      |
| Food & Dietary                         | 13,406        | 14,124  | -5.1%      | 169,195      | 169,490    | -0.2%      | 1.5%      |
| Housekeeping & Laundry                 | 4,039         | 3,152   | 28.1%      | 41,363       | 37,827     | 9.3%       | 0.4%      |
| Repairs & Maintenance; Small Equip     | 11,013        | 9,642   | 14.2%      | 183,161      | 115,706    | 58.3%      | 1.6%      |
| Common Area Maintenance                | 0             | 0       | 0.0%       | 0            | 0          | 0.0%       | 0.0%      |
| Legal & Accounting                     | 8,336         | 7,254   | 14.9%      | 92,969       | 87,050     | 6.8%       | 0.8%      |
| Adv, Promotions, Help Wanted Ads       | 9,250         | 3,235   | 185.9%     | 92,194       | 35,252     | 161.5%     | 0.8%      |
| Travel                                 | 21,404        | 20,978  | 2.0%       | 271,424      | 251,732    | 7.8%       | 2.4%      |
| Licenses, Dues, Subscriptions          | 3,077         | 2,366   | 30.1%      | 26,874       | 26,387     | 1.8%       | 0.2%      |
| Supplies, Postage, Copies              | 3,758         | 3,196   | 17.6%      | 40,847       | 38,352     | 6.5%       | 0.4%      |
| Activities & Recreation                | 5,418         | 2,738   | 98.0%      | 37,618       | 32,835     | 14.6%      | 0.3%      |
| Day Service                            | 26,768        | 29,870  | -10.4%     | 303,066      | 358,442    | -15.4%     | 2.7%      |
| Pharmacy                               | 304           | 1,638   | -81.4%     | 16,221       | 19,652     | -17.5%     | 0.1%      |
| PT, ST, OT                             | 0             | 0       | 0.0%       | 0            | 0          | 0.0%       | 0.0%      |
| Salaries                               | 571,984       | 538,593 | 6.2%       | 6,759,031    | 6,333,723  | 6.7%       | 60.7%     |
| Benefits                               | 98,142        | 110,326 | -11.0%     | 1,352,622    | 1,314,033  | 2.9%       | 12.1%     |
| Conf, Inservices, & Training Materials | 9,221         | 2,037   | 352.6%     | 36,636       | 24,450     | 49.8%      | 0.3%      |
| Bad Debt                               | 86,679        | 0       | 0.0%       | 86,679       | 0          | 0.0%       | 0.8%      |
| Background Checks                      | 192           | 410     | -53.1%     | 6,216        | 4,920      | 26.4%      | 0.1%      |
| Donation Expense                       | 0             | 0       | 0.0%       | 864          | 0          | 0.0%       | 0.0%      |
| Miscellaneous                          | 29,311        | 2,465   | 1089.1%    | 77,789       | 29,580     | 163.0%     | 0.7%      |
| Total Variable Expenses                | 924,379       | 770,890 | 19.9%      | 9,951,843    | 9,107,832  | 9.3%       | 89.4%     |
| Fixed Expenses                         |               |         |            |              |            |            |           |
| Depreciation & Amortization            | 25,083        | 24,970  | 0.5%       | 343,795      | 299,642    | 14.7%      | 3.1%      |
| Utilities & Phone                      | 12,117        | 14,012  | -13.5%     | 159,385      | 168,143    | -5.2%      | 1.4%      |
| Office Lease                           | 680           | 650     | 4.6%       | 7,920        | 7,800      | 1.5%       | 0.1%      |
| Van Lease                              | 1,743         | 4,369   | -60.1%     | 24,016       | 52,428     | -54.2%     | 0.2%      |
| Copier Lease                           | 1,582         | 2,483   | -36.3%     | 21,382       | 29,791     | -28.2%     | 0.2%      |
| Insurance                              | 28,206        | 24,759  | 13.9%      | 191,833      | 297,111    | -35.4%     | 1.7%      |
| Provider Assessment                    | 22,052        | 20,296  | 8.7%       | 270,269      | 243,555    | 11.0%      | 2.4%      |
| Interest                               | 8,111         | 8,074   | 0.5%       | 98,470       | 96,883     | 1.6%       | 0.9%      |
| Total Fixed Expenses                   | 99,576        | 99,613  | -0.0%      | 1,117,069    | 1,195,352  | -6.5%      | 10.0%     |
| Total Expenses                         | 1,023,955     | 870,503 | 17.6%      | 11,068,912   | 10,303,184 | 7.4%       | 99.4%     |
| Net Income (Loss)                      | 54,742        | -758    | -7321.0%   | 69,289       | 130,183    | -46.8%     | 0.6%      |