



HOMELESSNESS ISSUES STANDING COMMITTEE MEETING

Thursday, March 14, 2024

9:30 A.M. – 11:00 A.M.
130 Cremona Drive, Suite B
Goleta, California
Conference Room 1

Mayor Paula Perotte
Councilmember Stuart Kasdin
Jaime A. Valdez, Neighborhood Services Director
Chuck Flacks, Homelessness Services Coordinator
Melissa Cure, Acting Management Analyst

Public Participation

If you wish to make a general public comment or to comment on a specific agenda item, the following methods are available:

Distribution to the Homelessness Issues Standing Committee - Submit your comment via email prior to 4 p.m. on the Wednesday prior to the Homelessness Issues Standing Committee meeting. Please submit your comment to Melissa Cure at: mcure@cityofgoleta.org. Your comment will be placed into the record and distributed appropriately.

ELECTRONIC PARTICIPATION: Join Meeting Electronically at:

Zoom Link: https://us06web.zoom.us/webinar/register/WN_33zRNismQ0SGF0ZFooC83Q
Zoom Webinar ID: 850 0981 2088

Or dial: For higher quality, dial a number based on your current location.

Mobile Options: US: +1 408 638 0968 or +1 669 900 6833 or +1 253 215 8782 or +1 346 248 7799 or +1 646 876 9923 or +1 301 715 8592 or +1 312 626 6799
Mobile Webinar ID: 850 0981 2088
Mobile Passcode: 918178

After registering, you will receive a confirmation email containing information about joining the webinar.

You will be connected to audio using your computer's microphone and speakers (VoIP). A headset is recommended.

AGENDA

- I. Public Comment
- II. Fiscal Year 2023-2024 First and Second Quarter Performance Update on Homelessness Services and Strategic Plan Implementation
- III. Review of the FY 2024-25 City Grant Applications

Americans with Disabilities Act: In compliance with the ADA, if special assistance is needed to participate in a City Council meeting (including assisted listening devices), please contact the City Clerk's office at (805) 961-7505. Notification at least 72 hours prior to the meeting helps to ensure that reasonable arrangements can be made to provide accessibility to the meeting.



MEMORANDUM

DATE: March 14, 2024

TO: Homelessness Issues Standing Committee

FROM: Jaime Valdez, Neighborhood Services Director
 Chuck Flacks, Homelessness Services Coordinator
 Melissa Cure, Acting Management Analyst

SUBJECT: March 14, 2024 Homelessness Issues Standing Committee Meeting

ITEM I. Public Comment

(5 Minutes)

ITEM II. Fiscal Year 2023-2024 First and Second Quarter Performance Update on Homelessness Services and Strategic Plan Implementation

(30 Minutes)

Since the last report to the Standing Committee in March of 2023, the City’s Homelessness Services programs have continued to fulfill the objectives of the City’s Homelessness Strategic Plan. The City provided a budget of \$730,000 for FY 2023-2024 for the programs outlined in the table below. The programs listed as “leveraged” are provided by the County of Santa Barbara for the entire South Coast region, with a certain amount of time and resources devoted to the City of Goleta:

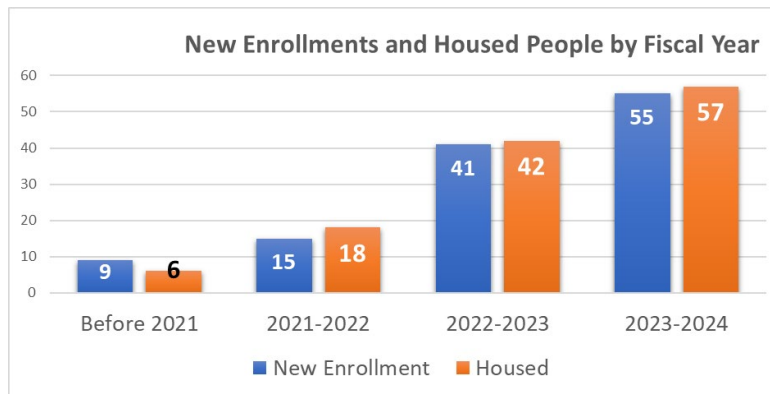
Current Programs 2023-2024

Program Type	Agency	Program Name	Number Served	Total City Funding
Outreach	City Net	Goleta Outreach	47	\$ 282,000
Outreach	City Net	CERF - 1	27	Leveraged
Outreach	Good Samaritan	ARPA-County	48	Leveraged
Outreach	New Beginnings	Safe Parking	17	Leveraged
Outreach	Others	Multiple	24	Leveraged
Interim Housing	PATH	PATH-SB	2	\$ 48,048
Interim Housing	Good Samaritan	Hedges House	4	\$ 97,552
Interim Housing	New Beginnings	Safe Parking	28	\$ 12,000
Prevention/Diversion	City of SB	RHMP	150	\$ 60,000
Navigation/NNC	SBACT	Goleta RAP	N/A	\$ 44,000
Total Allocated 2023-2024				\$ 543,600
Allocated Budget for Goleta was actually:		\$	730,000	

Of the approved budget \$730,000, \$543,600 has been allocated. The remaining amount was reserved for an interim housing project that has yet to be completed. Currently, staff are preparing a new contract for direct outreach to Goleta residents living in vehicles from the Safe Parking program to expend some of the remaining budgeted funds.

The slide show as part of Item II shows the results from these programs in graphic form. However, here is a summary of the results for the 2023-2024 fiscal year so far by objective from the Homelessness Strategic Plan.

Permanent Housing – An analysis of enrollment and housing placement data (shown in this chart) reveals that Goleta is housing people slightly faster than new people are enrolling into homeless services.



These data omit those who are not enrolled in homelessness programs or services; however, they clearly show a very positive benefit of homeless programs for those enrolled.

Most of these results occurred BEFORE Buena Tierra was available for use. This 60-unit permanent supportive housing project will have a strong impact on permanently housing people experiencing homelessness starting in late February 2024.

Interim Housing – In lieu of providing its own interim housing or shelter beds for Goleta residents experiencing homelessness, the City Contracts with two entities for year-round access to beds:

- PATH Santa Barbara – 2 beds
- Hedges House of Hope (Good Samaritan) – 4 beds

Each program provides case management that includes housing navigation, monitoring of medical care and behavioral health care, and alcohol and drug treatment if requested.

Outreach and Encampment Clearing – *Identifying people, their locations, needs, and offering them shelter and housing.*

Total people encountered (all programs): 163 This is nearly double the number from last year's report to the Standing Committee (89). Some of this growth (62% or 55 people) is the result of new enrollments (newly homeless or people agreeing to enroll in the Coordinated Entry System). The remaining increase (38% or 34 people) can be attributed to better record keeping and coordination of efforts.

The Point in Time Count results for 2024 are not yet available, however, preliminary reports are that the County has seen a significant increase in the number of homeless people. Given skyrocketing rents and near zero vacancy rates, an increase in homelessness is expected.

City Net Breakdown of Client Results – 12 months (March 1, 2023 to February 29, 2024)

- Two full-time outreach workers
 - 46 people enrolled and connected to services
 - 32 people exited the program (70% of total served)
 - 8 were placed into permanent housing (25%)
 - 6 were placed into emergency shelter (19%)
 - 6 were placed into drug treatment, hospital, or jail (19%)
 - 1 deceased (3%)
 - 11 returned to homelessness (34%)

Anecdotally, the City's outreach teams and partner agencies have delivered some noteworthy results. Dozens of people who have been on the streets for 10+ years were attracted by the Buena Tierra project to engage with the system. Hedges House of Hope in Isla Vista became an interim home to over 30 people from Goleta over the last year. Five people with severe mental illness are engaging with service providers after long breaks in service and at least one has gone into shelter and another into housing.

Encampment Clearing – The current City of Goleta policy reflects the Supreme Court rulings that prohibit the forced relocation of people from public property. In June of 2023, the City of Goleta passed a high fire ordinance that (while still conforming with the federal rulings) prohibits camping in City open space deemed to be at high fire risk by the Fire Marshall and the City's Wildfire Protection Plan. In public areas where there is no fire risk, the City's outreach contractor City Net works with residents to actively encourage them to seek shelter and permanent housing. The reported success of this effort is shown above.

To date there have been three clearings of occupied encampments involving law enforcement and City of Goleta staff. Of these, only one person has received a trespassing citation for their refusal to leave the Lake Los Carneros Open Space after camping there for at least a year. This person has not returned.

City staff continue to work with the County of Santa Barbara on a large-scale encampment clearing program in the transit corridor along Highway 101 and the Union Pacific Railroad rights of way. Both property owners initiated a large-scale clearing of these encampments in the spring of 2023. Approximately 40-50 camps were cleared. To date, most of these camps have been reoccupied. **According to current outreach records and the Fulcrum mapping system, there are 45 active encampments in Goleta City limits, 32 of these are in the transportation corridor.**

The strategy for clearing these encampments continues to be to work with the County of Santa Barbara's Encampment Response Programs. The first round of funding ends in June of 2024; however, the County intends to continue its outreach and placement efforts in the transit corridors. The second round of funding is being used for a Multiple Disciplinary Team including licensed behavioral health workers to focus on the creeks and waterways. Most of the

remaining 13 encampments are in the creek areas of Goleta, primarily San Jose Creek and Maria Ygnacio.

Safe Parking

- 36 spaces available in Goleta
 - If all spaces are occupied, that is 36 x 182 nights = 6,552 “bed nights”

Accurate statistics are hard to track because there is a lot of movement, and New Beginnings does not track bed nights by HMIS number like a shelter.

- They estimate having 29 clients x 182 nights = 5,278 bed nights
 - This is an 81% utilization rate
 - Of the 29 individuals served this fiscal year, two (2) people exited the program; both of these two (2) people were housed = **100% housing placement**

Increasing Access to Services – SBACT

- Regional Action Planning (RAP) - Weekly planning meetings for coordinating outreach, city responses, and business engagement.
- Monthly community forum – Each month, in lieu of the RAP meeting, SBACT staff lead a broader community discussion on programs and policies impacting homelessness in Goleta, as well as addressing any community concerns or “hot spots” to be better covered by the City’s outreach efforts.
- Neighborhood Navigation Center – This once-a-week program at Christ Lutheran Church began in November 2023. The Center provides Coordinated Entry Service enrollment, laundry, job training, and case management toward interim and permanent housing. Because of the low turnout by people experiencing homelessness, SBACT is seeking a new site that would be easier to access by those who do not have vehicles. They are also working to bring in Showers of Blessing, which provides a draw for those seeking showers and hygiene.
- Strategic Planning – Using the information provided by the weekly meetings, and in close consultation with City staff, SBACT and Social Venture Partners are supporting an update to the Homelessness Strategic Plan. Staff anticipates bringing an update to the Homelessness Issues Standing Committee and City Council in the Fall of 2024.

Homeless Prevention – Rental Housing Mediation Program

- Total number of services year-to-date (FY23-24) = 107 (**75% increase over last year at this time**)
 - 84 residents provided telephone consultation
 - 15 residents provided in-office consultation
 - 7 residents provided telephone mediation
 - 1 resident provided outreach presentation

Given the important and unique work that the Rental Housing Mediation Program is providing, they have been invited to present their work and findings to City Council in May of 2024.

Priorities for the remainder of the 2023-2024 Fiscal Year

- Complete Buena Tierra Move-Ins
- Oversee movement of people from encampments to La Posada interim housing
- Continue encampment resolutions, particularly in the Project Connect corridors
- Complete an RFP for Landlord outreach and engagement services
- Expand Safe Parking outreach, enrollments, and possibly lot spaces
- Locate a new site for the Neighborhood Navigation Center

ITEM III. Review of the FY 2024-25 City Grant Applications

(60 Minutes)

BACKGROUND

Annually the City releases a notice of funding availability to receive grant applications for its City Grant program. This year the City received a total of 85 grant applications requesting \$659,022 in funding. This is a significant increase over last year's 59 applications totaling \$371,709. Applications were divided up between ten categories: Educational Programs, The Arts, Food/Nutrition, Programs for Low Income & Homeless, Programs for Seniors, Recreational Activities, Youth Programs, Environmental/Wildlife and Animal Programs, Community Engagement, and Miscellaneous Programs. Of the 85 applications, 52 were reviewed by the Human Services Standing Committee, 20 will go to the Parks and Recreation Commission, six (6) went to the Economic Development Committee and the remaining seven (7) are under the purview of the Homelessness Issues Standing Committee (Committee). This committee has an "allocation" of \$25,000 in funding to recommend for award to the City Council.

The Committee's funding recommendations will be presented to the City Council at a meeting in May. The City Grant application binder has been provided for public viewing in the City Hall Lobby and at the Planning and Zoning counter during regular City Hall business hours. In addition, to conserve resources and allow for a longer grant application period, all Committee members have been given copies via email, to review the applications individually in order to discuss publicly at the scheduled Committee meetings.

DISCUSSION

There are seven (7) City Grant applications totaling \$70,000 in requested funding for the Committee to review. The requested funding is higher than the \$25,000 total allocated funds for the Homelessness Issues Category. Ultimately this means the Committee's recommendations will result in not all applicants getting their requested amounts for funding. It may also result in not all seven applicants being recommended for any funding.

Attachments

1. Homelessness Services PowerPoint
2. FY 2024-25 Grant Applications
3. FY 2024-25 Summary Spreadsheet of Grant Applications and Amounts

Attachment 1

Homelessness Services PowerPoint



Homelessness
Issues Standing
Committee –
FY 2023-24
Status Report

MARCH 14, 2024

State of Homelessness Services



- County Action Plan Update
- Goleta Programs and Outcomes
- Possible Ideas for FY 2024-2025

Community Action Plan Progress

(February 23, 2021 – June 30, 2023)

PERMANENT
HOUSING SECURED



442 UNITS

924 permanent housing units are still needed (this includes both new units and long-term rental subsidies paired with supportive services)

(total need: 1,366)

158
INTERIM HOUSING
BEDS ADDED



405 beds in emergency shelter, low-barrier navigation centers, transitional housing, and/or bridge housing are still needed

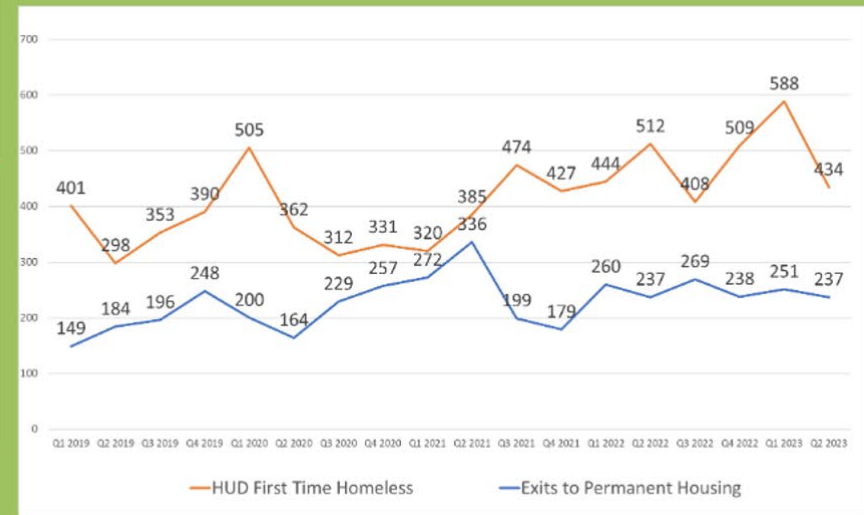
(total need: 563 beds)

TRANSITIONS OUT OF HOMELESSNESS

(EXITS TO PERMANENT HOUSING)

& UNHOUSED FOR THE FIRST TIME

(FIRST TIME HOMELESS)



Increase Access to Safe, Affordable Housing



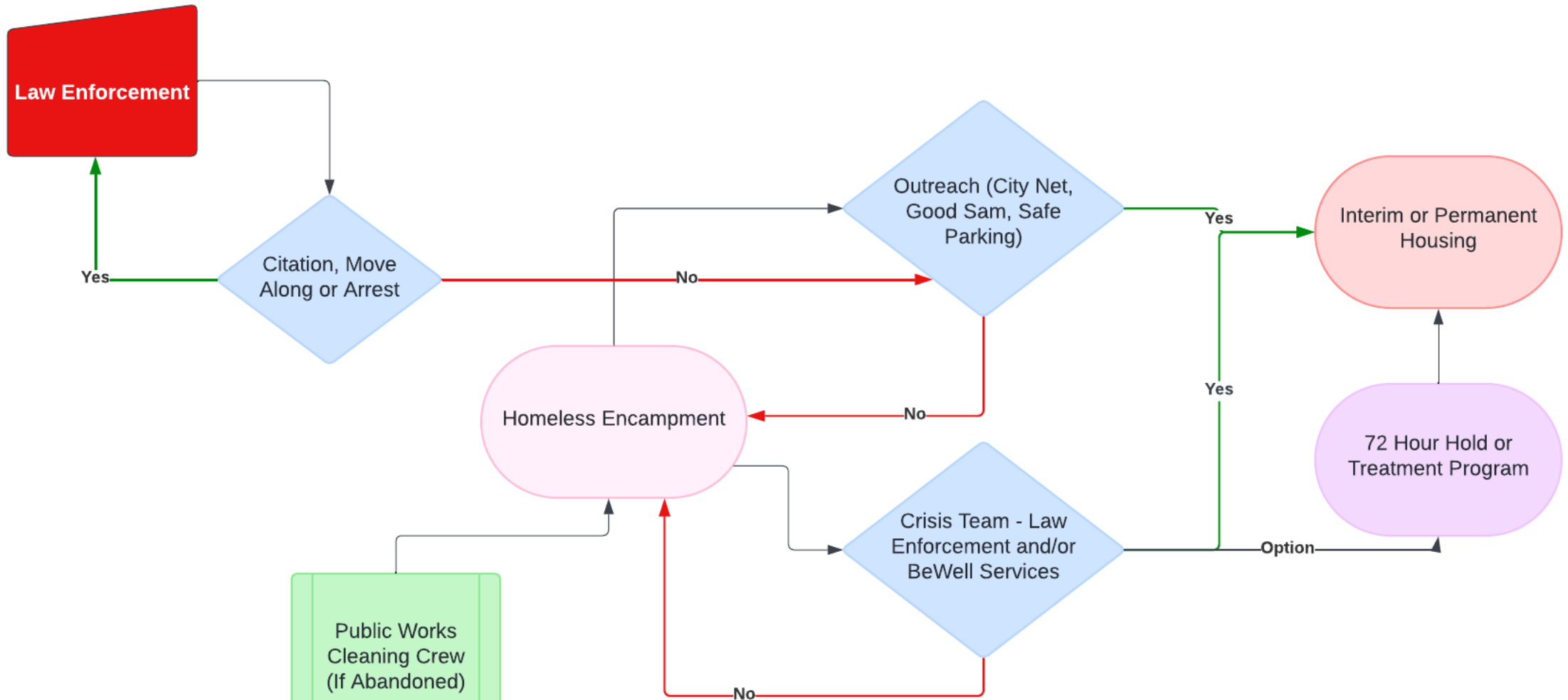
	Permanent Housing: new units and long-term rental subsidies paired with supportive services	Interim Housing: emergency shelter, low-barrier navigation centers, transitional housing, and/or bridge housing	Rapid Re-Housing: time-limited rental assistance with wraparound case management
Estimated Gaps in Beds/Units	1,366	563	1,053
Progress	439 secured	140 created	436 funded
Remaining Need	927 still needed	423 still needed	617 still needed
In Pre-Development* / Development	234 in progress	423 in progress	30 in progress

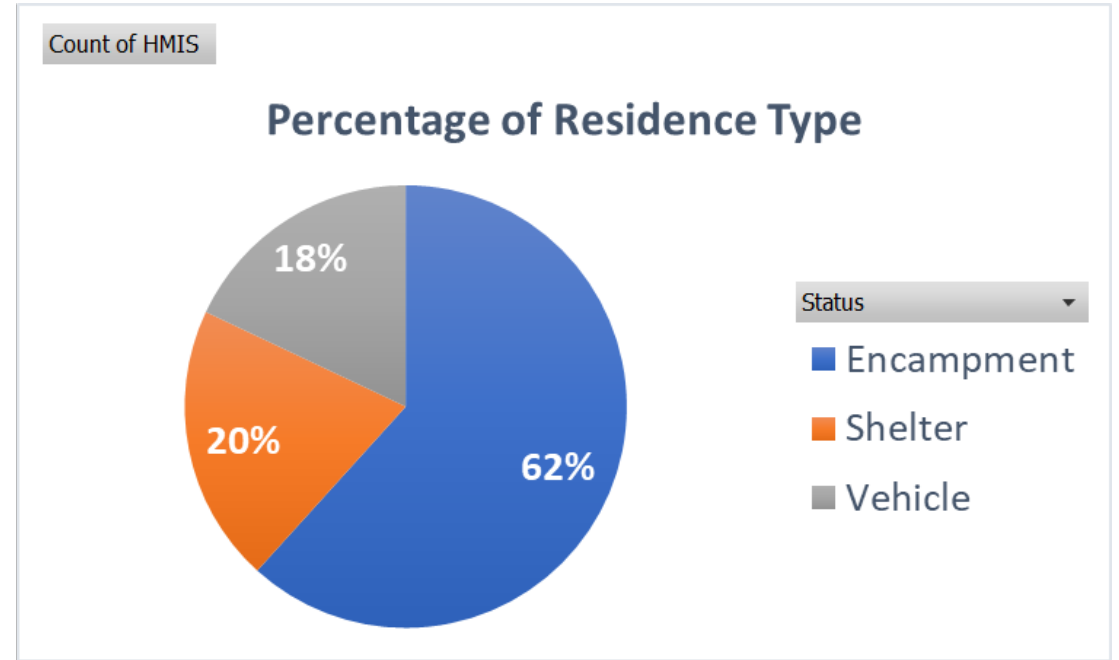
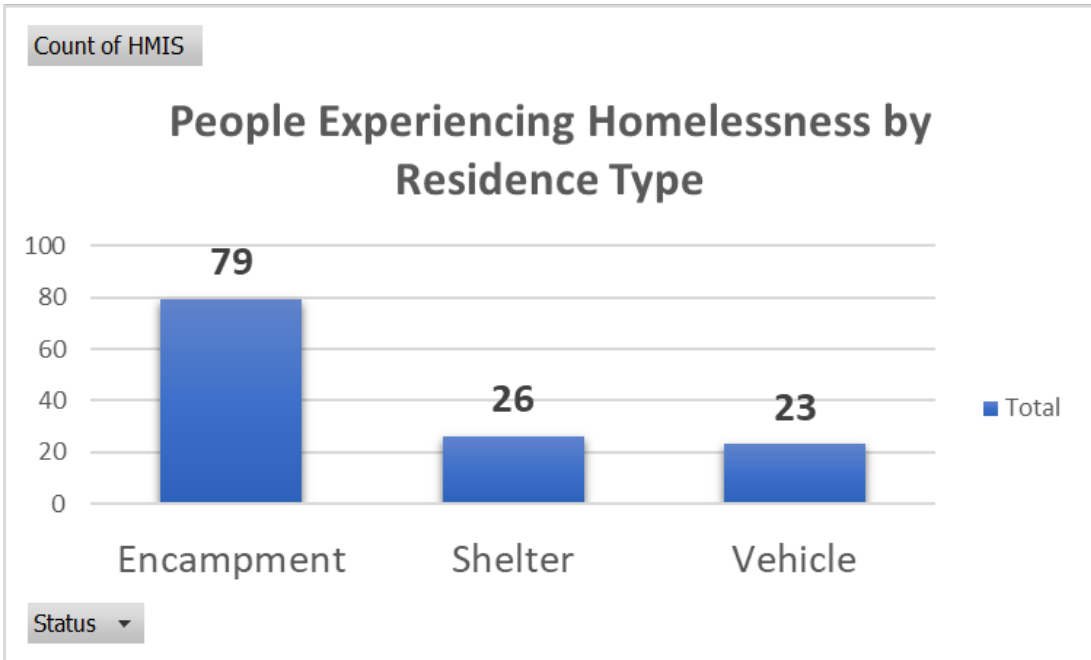
*Projects in pre-development phase may still require feasibility analysis, site improvements, and significant funding to begin development.

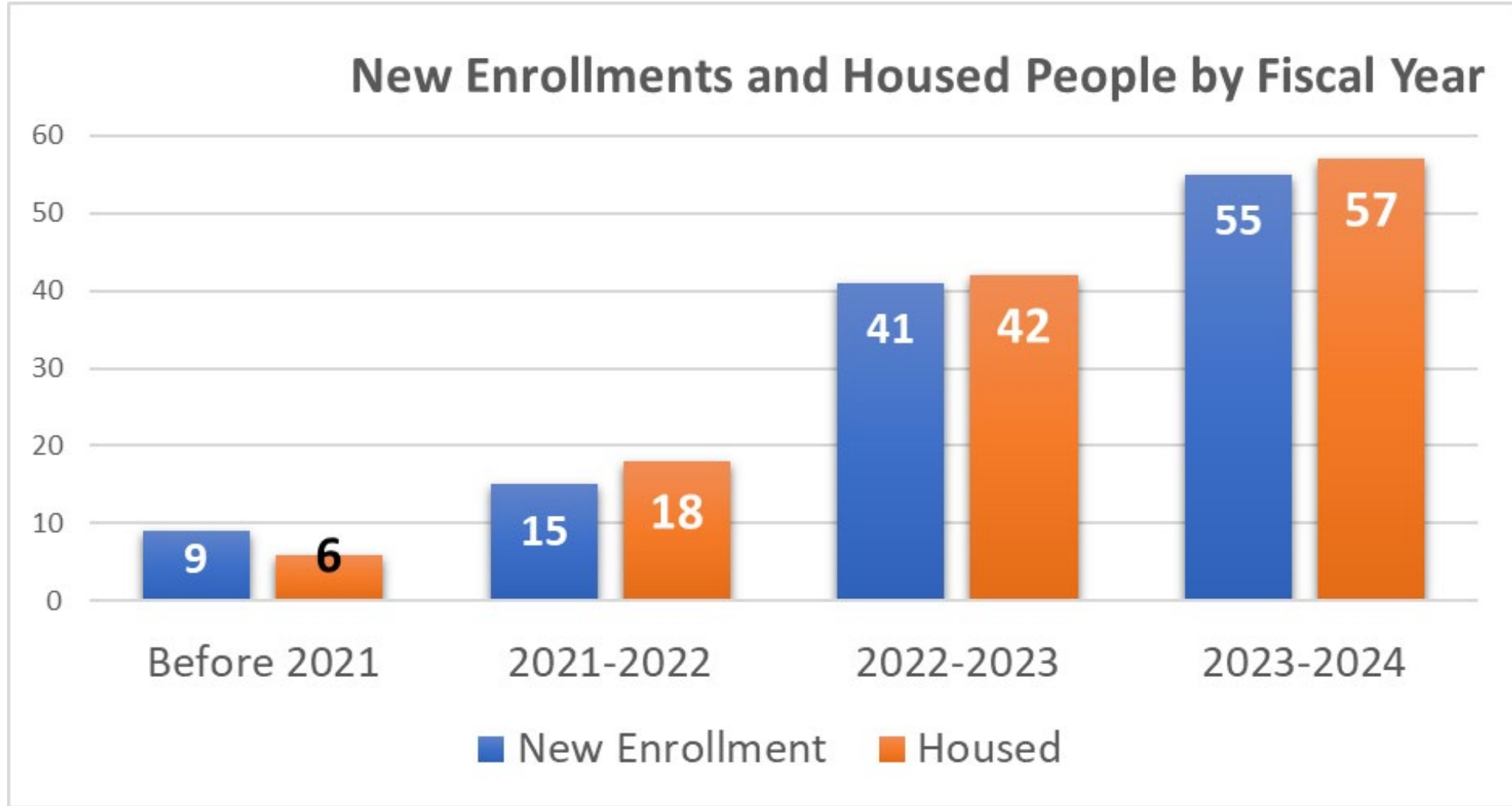
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Homelessness Services Summary







Goleta Approaching Functional Zero?

New Program Ideas 2024-2025

**Safe Parking Expansion
(\$360,000 – possibly
covered by State ERF-3)**

- Dedicated outreach
- More spaces in Goleta
- Goleta-based case management
- Housing navigation and placement

**Landlord Recruitment,
Incentives, Assurance
(\$278,000 for 25 people
– subject to bid)**

- Placement of Goleta residents into private households
- Incentives to landlords for participation
- Rental assistance and case management for residents
- Insurance pool for repairs or non-payment of rent

Attachment 2

FY 2024-25 Grant Applications



Powered by ZoomGrants™ and

City of Goleta

2024-2025 Combined CDBG & Goleta City Grant Application

Deadline: 1/26/2024

Committee for Social Justice
Outreach, advocacy, education

Jump to: [Application Questions](#) [Budget](#) [Documents](#)

USD\$ 10,000.00 Requested

Submitted: 1/25/2024 10:44:24 AM
(Pacific)

Project Contact
 Nancy J. McCradie
committeeforsocialjusticesb@gmail.com
 Tel: 805 699 5310

Additional Contacts
none entered

Committee for Social Justice

PO Box 4294
 Santa Barbara, CA 93140
 United States

Telephone 805 699 5310
 Fax
 Web www.csjsb.com

President
 Krystal Freedom
krystalfreedom@gmail.com

Application Questions [top](#)

Organization

1. What is your organization's mission statement?

Empowering low income and unhoused neighbors of Santa Barbara County through advocacy, activism, education and legal actions to end the criminalization of poverty.

Program Information

2. Describe the proposed program, activity, or event for which you are asking for funding. Please share how it will operate (days, hours, eligibility, etc.), how it will be monitored, and the people you intend to serve (target population).

Please be specific about the hours and total days that people will be served by the program and exactly

how/for what City of Goleta funds will be used to support the program.

The Committee for Social Justice is proposing a year-long initiative focused on the unhoused population in Goleta, encompassing both outreach services and a community forum. Our outreach operations will be flexible, adapting to varying weather conditions and the schedules of our outreach workers. If selected our grant shall pay for an addition to our team which will be a new part-time outreach worker dedicated specifically to the Goleta region. Working 5-10 hours weekly, this role is aimed at an unhoused or formerly unhoused bilingual individual, ensuring a culturally and linguistically relevant approach. This worker will undergo thorough training by our main outreach worker to align with our service standards. Alongside these outreach efforts, we will host a special event—a forum designed to educate the community and amplify the voices of the unhoused, shedding light on their unique challenges and needs. Our program is inclusive, with no specific eligibility criteria, and aims to build empathy and understanding within the Goleta community. To gauge the effectiveness and impact of our program, we will utilize direct feedback mechanisms, surveys, and Google Reviews, ensuring our services evolve continuously to meet the needs of those we serve.

Our current outreach worker has made significant strides in laying the groundwork for our initiatives. They've met with Goleta's Homeless Services Coordinator, suggesting a daily drop-in center structure for the unhoused. This collaboration is key in shaping effective outreach strategies. Our worker has also onboarded with extensive training, developing a comprehensive outreach strategy, building community relationships, and empowering the unhoused to share their experiences. They've engaged with Westmont College and UCSB students, raising awareness about the criminalization of the unhoused and advocating for a warming center in Isla Vista and Goleta. Regular communication lines have been established, including social media updates and internal briefings, keeping our team and partners informed. Efforts to bring our community events to Goleta are underway, with venue scouting and network utilization. These proactive steps demonstrate our commitment to impactful outreach and community integration.

3. Please provide the approximate number of Goleta residents your program, activity, or event will serve (or benefit) in the following year if funded.

Please be specific about the number Goleta residents who will be served. If your project serves more than only Goleta residents, please specify that breakdown.

Our program addresses Goleta's rising homeless population (now ~150) and aims to engage the wider community. Through education and outreach by a part-time bilingual worker, we foster awareness and support for unhoused citizen's issues.

4. Please check the box(es) that most accurately reflect the program, activity, or event for which you are seeking funding:

- One-time or annual community event (concert, creek cleanups, festival, etc.)
- Youth programs
- Senior programs (food/nutrition, education programs, day activities, etc.)
- Environmental/wildlife/animal welfare programs
- Public services for low-income residents/homeless
- Educational programs
- Arts (music, dance, theater, art)
- Economic development
- Recreational activities
- Other: Outreach to unhoused citizens

5. Does the program, activity, or event satisfy an unmet or under-met need in the community? If yes, please explain.

Yes, our program addresses a significant unmet need in the City of Goleta. Unlike typical outreach efforts led by individuals who may not have experienced homelessness, our program is distinctive, leveraging the unique perspectives of our board members, most of whom have personally experienced long-term homelessness and are now housed. This approach brings authenticity and deeper insight to our outreach,

making it more relatable and effective for the unhoused community. Our current outreach worker first attended our forum in Spring 2022 while experiencing homelessness herself, found inspiration and empowerment through the words and shared experiences of our then-outreach worker, who had also overcome homelessness. This personal connection and mutual understanding were pivotal in her decision to become an outreach worker, exemplifying the transformative impact of our program.

Our current Outreach worker was born and raised in Goleta and her recent activities further emphasizes her commitment to and alignment with Goleta's specific needs. Recently she had a meeting with the City of Goleta Homeless Services Coordinator and made suggestions for a daily drop-in center for unhoused individuals in Goleta underscoring our proactive stance in addressing community needs. This initiative aligns with the ongoing development of our comprehensive outreach strategy, which includes empowering the unhoused to share their experiences and advocating for their needs.

Our engagement with students from local colleges, who are now advocating for a warming center in Isla Vista and Goleta, demonstrates our program's broader community impact. It shows our capacity to transform observations of unfair treatment into constructive community action.

In 2023, we initiated a film series and public discussions, providing a platform for the unhoused to directly communicate with the broader community. This initiative not only fosters dialogue but also empowers the unhoused, instilling hope and encouraging self-advocacy. We plan to bring these successful forums to Goleta, expecting them to similarly stimulate and empower the local unhoused population.

Our program's effectiveness is enhanced by regular communication updates, including social media, and by actively seeking suitable venues for our community events in Goleta. These steps demonstrate our commitment to addressing both current and future needs of the unhoused in Goleta, making our program not only necessary but also a vital part of the city's approach to homelessness.

Here is an example of our film and discussion on January 13th, 2024: <https://fb.watch/pN1w1AWXqQ/>

6. Does the program, activity, or event aid in the prevention of future problems or conditions? If yes, please explain.

Yes, our program will contribute to preventing future homelessness issues in Goleta. By focusing on advocacy and outreach, we aim to shift towards more effective and humane solutions for the unhoused. Our approach includes forming a committee of speakers from the unhoused community who can provide current, authentic insights and needs, moving beyond outdated narratives and stereotypes.

Acknowledging that housing issues persist due to rising rents and stagnant wages, our program emphasizes the importance of not penalizing those affected by the housing crisis. Instead, by fostering open communication between the City, its residents, and the unhoused community, we advocate for less criminalization and more constructive dialogue. This approach not only aligns with a more compassionate and understanding handling of homelessness but is also more cost-effective in the long term. Through these efforts, we hope to pave the way for solutions that address the root causes of homelessness, ultimately aiding in the prevention of future problems related to housing instability in the community.

By integrating these strategic efforts into our program, we are not only addressing current homelessness issues but also laying the groundwork to prevent future problems. Our approach, combining direct service with systemic advocacy and community engagement, positions our program as an essential component in Goleta's overarching strategy to combat homelessness.

7. Does your facility or program have any barriers that would prevent a person with a disability (verbal, visual, physical, cognitive, etc.) from gaining employment, attending meetings, or obtaining

services?

If so, what measures do you take to provide persons with disabilities alternative access to your facility or program?

There are no barriers to the people that we advocate for. In our un-housed community are many types of disabilities, both physical and mental. We encounter each type of disability. All people are invited to the table to speak about their issues and dreams for the future. We do this without judgement and when they are unable to travel "we meet them where they are."

Funding

8. Would the City's grant funding leverage other resources, such as supporting joint partnerships, matching funds, or cost sharing, or otherwise serve to catalyze other initiatives? If yes, please explain.

Please include other grant sources either received or for which you are applying.

N/A

9. Are the requested funds necessary or vital in carrying out the program, activity, or event? Please specify how you will make up for any partial funding received from the City of Goleta.

If you are not awarded funding or are awarded partial funding from the City of Goleta, are there other potential funding sources your organization could pursue to ensure the program, activity, or event is successful?

The requested funds from the City of Goleta are indeed vital for the successful execution of our program. These funds are primarily allocated for compensating our Outreach Coordinator, a key role in our operation, as the rest of our board members contribute on a volunteer basis. This role is essential for establishing effective communication and connection with the unhoused community, and the funding will enable us to offer fair compensation for their crucial work.

In addition to the salary, the funds are necessary for covering transportation costs, production of flyers, and educational materials, all integral to our outreach efforts. These materials are not just for the dissemination of information but also play a crucial role in engaging and educating both the unhoused and the wider Goleta community about homelessness issues and available services.

Furthermore, the funding will be used for essential logistics related to our events, including site rentals, permits, and event insurance. These expenses are critical for the smooth and legal operation of our community forums and other events, which are central to our mission of fostering dialogue and understanding within the community.

If we receive partial funding, we plan to proceed with hiring an additional Outreach Coordinator; however, with reduced hours. This adjustment will allow us to maintain the core functions of the role while we actively seek additional funding to support a full-scale operation.

10. Does the program, activity, or event for which you are seeking funding primarily serve those with low-incomes?

If yes, does your organization obtain documentation from clients on their income (e.g. tax returns, pay stubs)?

Yes, our program is specifically designed to serve individuals with low incomes, primarily focusing on the community's unhoused citizens. A portion of this population are employed in low-paying jobs that do not align with the high costs of rentals in the area. This income disparity contributes to prolonged periods of homelessness, as housing programs often have wait times of 5-7 years.

Additionally, many of our unhoused clients are either receiving General Relief from the county or are on disability income, both indicative of low-income status. Our approach to documentation is minimal, we do

ask for information, but we do not refuse services to those that are not willing to provide information. We focus on assistance rather than on verification. We primarily gather personal information only when helping our clients fill out applications for housing and related services. This aspect of our work is particularly approach vital, as it addresses a gap that is not the primary focus of other organizations' outreach efforts.

Our goal is to offer a hand up to our clients, guiding them through processes to get government phones, services they can access and that will lead to more stable living conditions and ultimately, a better quality of life. This focus on practical, empathetic assistance for low-income individuals is a cornerstone of our program, reflecting our commitment to serving those most in need in our community.

11. When was your organization last audited? Were there any findings or concerns? If yes, please explain below.

If your organization is not required to have an audit performed, please explain that below.

We have never been audited. Our income from grants is far below the 50,000 dollar yearly budget. To file we use the postcard for the federal government and for the state.

12. How often does your organization's Board of Directors review and approve financial statements?

We review our expenses on a quarterly basis and review the balance monthly during board meetings.

13. Is there a fee charged or donation suggested for your services, event, etc? If yes, please include when the last time fee amounts were evaluated and/or updated.

Please attach a copy of the fee schedule in the Documents Tab of this application.

There are no fees charged at our events or during our outreach.

14. Please provide a summary of your organization's financial position (from the most recent fiscal year's financials).

\$18,398.3	Total Assets (\$)
0	Total Liabilities (\$)
\$18,398.3	Total Net Assets (\$)
\$18,398.3	TOTAL LIABILITIES AND NET ASSETS (\$)
55,194.90	TOTAL

15. Does your organization have any past due obligations with any funding source (e.g. disallowed costs or unearned grants from a previous contract)? If yes, please explain.

In the past 3 years, has your organization had an IRS or State levee? If yes, are you on a repayment schedule? How was the matter resolved? Explain below.

None

16. Please list two references who we may contact regarding the proposed program, service, or activity.

Include the reference's name, organization (as appropriate), and a phone number where the reference can be reached.

Gabrielle Dawson
 Mental Wellness Center
 617 Garden Street
 Santa Barbara, CA 93101
 Phone: 805-884-8440
 Fax: 805-884-8445
 Email: info@mentalwellnesscenter.org

Susan Riordan

Exective Director for Families ACT
 Phone: 805-637-1339
 familiesact.org

CDBG Eligibility

17. Are you applying for CDBG funding?

To be eligible for CDBG funding, you **MUST** obtain clients' race and ethnicity, and total family income.

- Yes
- No

18. Please indicate whether your organization's client intake sheet or process includes obtaining any of the following information. Check all boxes that apply.

- Name
- Address or City last resided in
- Number of family members
- Total family (household) income
- Race and ethnicity
- Proof of age
- My organization does not obtain any of the above information from clients.

19. Please report the number of unduplicated clients your organization served in the following income categories from July 1, 2022 through June 30, 2023 (or for calendar year 2023).

Refer to the Library section of the main page to view a link to the FY 2022 Federal Income Limits for each of the below categories. PLEASE ENTER N/A IF YOUR ORGANIZATION DOES NOT COLLECT INCOME INFORMATION ON CLIENTS IN THE FOLLOWING CATEGORIES.

Unknown	Extremely low income (0-30% MFI)
N/A	Very low income (30-50% MFI)
N/A	Low-moderate income (50-80% MFI)
N/A	Above moderate income (Above 80% MFI)
0.00	TOTAL

20. If your program or activity takes place on school grounds, have you received permission and approval from the appropriate school?

Please list the name and position of the person from whom permission was obtained. If the program or activity is not on school grounds, please put N/A.

N/A

Budget *top*

<u>Revenue Sources</u>	<u>Total Program Revenue for Current Fiscal Year</u>	<u>Projected Program Revenue for Next Fiscal Year</u>
<u>City of Goleta Funds</u>	<u>USD\$ 3,000.00</u>	<u>USD\$ 7,000.00</u>
<u>Federal</u>		
<u>State</u>		

<u>County</u>		
<u>Municipal</u>		
<u>School District</u>		
<u>Foundations/Trusts</u>		
<u>Donations/Fundraising</u>	<u>USD\$ 0.00</u>	<u>USD\$ 0.00</u>
<u>Fees</u>		
<u>Other</u>		
<u>Total</u>	<u>USD\$ 3,000.00</u>	<u>USD\$ 7,000.00</u>

<u>Funding Uses/Expenses</u>	<u>Expenditures for Current Year</u>	<u>Expected Expenditures for Next Year</u>	<u>Goleta Grant Funds: Proposed Uses for Next FY</u>
<u>Salaries, Benefits, Payroll</u>			
<u>Taxes</u>	<u>USD\$ 2,500.00</u>	<u>USD\$ 5,500.00</u>	
<u>Consultants and Contracts</u>			
<u>Facility, Rent, Utilities, Maintenance</u>		<u>USD\$ 400.00</u>	
<u>Supplies</u>	<u>USD\$ 200.00</u>	<u>USD\$ 300.00</u>	
<u>Marketing (Printing, Advertising)</u>			
<u>Travel, Mileage, Training</u>	<u>USD\$ 200.00</u>	<u>USD\$ 400.00</u>	
<u>Equipment (Rental/Maintenance)</u>			
<u>Insurance</u>		<u>USD\$ 400.00</u>	
<u>Other</u>	<u>USD\$ 100.00</u>		
<u>Total</u>	<u>USD\$ 3,000.00</u>	<u>USD\$ 7,000.00</u>	<u>USD\$ 0.00</u>

Budget Narrative

The budget for the grant mission from the City of Goleta is meticulously planned to ensure the efficient and effective implementation of our program. Here's a detailed narrative of the allocated funds:

Salaries, Benefits, Payroll Taxes:

Year 1: \$2,500;

Year 2: \$5,500.

This budget will cover the salary for our Outreach Coordinator and administrative staff who assist with social media outreach and marketing. The increase in the second year reflects the expanded scope of our program and the need for additional administrative support.

Facility, Rent, Utilities, Maintenance:

Year 1: \$0.

Year 2: \$400.

Funds will be allocated for renting a facility for our community forum and other events. We assume the event will be in the 2nd fiscal year.

Supplies:

Year 1: \$200;

Year 2: \$300.

These funds will be used to purchase supplies necessary for both our outreach initiatives and the community forum, including educational materials, flyers, and other essentials that support our

engagement with the community and the unhoused.

Travel, Mileage, Training:

Year 1: \$200;

Year 2: \$400.

This budget is allocated for travel expenses related to outreach, mileage for our staff as they navigate the Goleta region, and training for new and existing staff to enhance their skills and effectiveness in the field.

Insurance:

Year 1: \$0.

Year 2: \$400.

This will cover the insurance costs for our events, including the community forum, ensuring that all activities are conducted safely and in compliance with legal requirements. CSJ hold Liability Insurance currently.

Other:

Year 1: \$100.

Year 2: \$100.

This amount is reserved for miscellaneous expenses that may arise during the execution of our program, providing a buffer to manage unforeseen costs.

These costs are integral to the successful delivery of both direct services (like outreach and forum organization) and indirect services (such as administrative support and facility maintenance). Our budget reflects a strategic allocation of funds to maximize the impact of our program, addressing the needs of the unhoused in Goleta and fostering community engagement and awareness.

Documents [top](#)

Documents Requested *

Required?Attached Documents *

Nonprofit Tax Exemption Status



[FTB Non-Profit Status](#)

[IRS Non-Profit Status](#)

List of Board Members



[Wayne](#)

[Roger](#)

[Krystal](#)

[Nancy](#)

[Russell](#)

[Gina](#)

Financial statements from the most recently completed fiscal or calendar year



[2023 Expenses](#)

Organizational Budget



[2024 Budget](#)

Organizational Chart

[Org Chart](#)

Supplemental or Additional Information

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City of Goleta

2024-2025 Combined CDBG & Goleta City Grant Application

Deadline: 1/26/2024

De Marillac, LLC. dba the Fr. Virgil Cordano Center
Fr. Virgil Cordano Center (FVCC)

Jump to: [Application Questions](#) [Budget](#) [Documents](#)

USD\$ 10,000.00 Requested

Submitted: 1/26/2024 11:22:37 AM (Pacific)

Project Contact

Eric Massie
emassie@sv-sb.org
Tel: (805) 683-6381 x127

Additional Contacts

none entered

De Marillac, LLC. dba the Fr. Virgil Cordano Center

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United States

Chief Operating Officer

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Telephone(805) 563-1051
 Fax (805) 563-1046
 Web <https://frvirgilocordanocenter.org/>

Application Questions [top](#)

Organization

1. What is your organization's mission statement?

"The Fr. Virgil Cordano Center is a collaborative ministry of the Franciscan Friars at Old Mission Santa Barbara and the Daughters of Charity at St. Vincent's that is rooted in the Gospel and Social Teachings of the Catholic Church. Faithful to the traditions of St. Francis of Assisi and St. Vincent de Paul, we provide a place of welcome and support for the human and spiritual well-being of our sisters and brothers in need."

Program Information

2. Describe the proposed program, activity, or event for which you are asking for funding. Please share how it will operate (days, hours, eligibility, etc.), how it will be monitored, and the people you

intend to serve (target population).

Please be specific about the hours and total days that people will be served by the program and exactly how/for what City of Goleta funds will be used to support the program.

The Fr. Virgil Cordano Center (FVCC) remains the only drop-in homeless day center in the Goleta and Santa Barbara area and offers a variety of essential services to help our houseless community members transition from homelessness, including nutritional meals; case management and support in accessing eligible social services and job/housing opportunities; access to utilities such as a kitchen, laundry machines, computers, and the internet; and a safe place to rest, socialize, and experience a sense of community. Our homeless clients are also encouraged to use the Center's address as a mailing address to submit applications for needed documents for eligible social services, employment, housing, and to communicate with family.

Established in 2018, the Fr. Virgil Cordano Center (FVCC) is a collaborative effort of the two oldest Roman Catholic communities in Santa Barbara-- the Franciscan Friars of Old Mission Santa Barbara and the Daughters of Charity at St. Vincent's-- to address the urgent needs of the homeless community of the Santa Barbara and Goleta areas. The FVCC's services are a response to the cycle of chronic homelessness in the Goleta and Santa Barbara areas and aims to ameliorate the harsh conditions of homelessness, restore a sense of dignity and community to the most vulnerable and marginalized, and provide needed support to help our unsheltered sisters and brothers transition out of homelessness.

The FVCC is open from 9:00am-3:00pm Monday through Friday and is currently serving an average of 70 and as many as 100 members of the homeless community per day. The FVCC is located on MTD Bus Route #7, which connects Old Town Goleta and Downtown Santa Barbara and provides an easy means of transportation for Goleta and Santa Barbara area clients to visit the Center.

The Fr. Virgil Cordano Center (FVCC) provides the following services to help our homeless sisters and brothers escape homelessness:

- Fresh, nutritious meals provided for breakfast and lunch for an average of 70 clients per day to help them maintain their physical health and strength.
- Case management to help clients become "document ready" in order to apply for eligible social services and employment/housing opportunities.
- Access to computers to facilitate the search for employment/housing opportunities and communication with families and friends.
- Use of the FVCC's mailing address to submit applications for eligible social services and housing/employment opportunities that require an address.
- Access to laundry machines and a bathroom to help clients maintain their hygiene and dignity. Additional laundry services are offered at a local laundromat for larger items of clothing free of charge for clients.
- A safe place to comfortably rest, socialize, and experience a sense of community.
- Shelter from inclement weather and hot and cold temperatures during the day.
- Access to an art center that provides a creative outlet for clients to express themselves artistically in a friendly atmosphere.
- References to medical and dental care through nonprofit clinics such as Neighborhood Clinics and American Indian Health & Services.
- When available, free bus tokens to facilitate safe travel to and from the FVCC from homeless shelters.
- Document holding to prevent the loss of important identifying documents needed for a variety of social services.

The FVCC Operations Team meets monthly (including a representative of the Daughters of Charity and the Franciscan Friars) to provide updates on the program, evaluate its operations, and plan for the future. St. Vincent's is De Marillac, LLC.'s Sole Member, and the FVCC provides quarterly reports and presentations to St. Vincent's Board of Directors.

We are requesting \$10,000 to support the general operating costs of the Fr. Virgil Cordano Center (FVCC).

3. Please provide the approximate number of Goleta residents your program, activity, or event will serve (or benefit) in the following year if funded.

Please be specific about the number Goleta residents who will be served. If your project serves more than only Goleta residents, please specify that breakdown.

15 Goleta residents. 60 from Santa Barbara area. Unlike other populations, unsheltered persons do not have fixed residences, are mobile, and often reside in different areas, making it difficult to give a precise breakdown of potential clients.

4. Please check the box(es) that most accurately reflect the program, activity, or event for which you are seeking funding:

- One-time or annual community event (concert, creek cleanups, festival, etc.)
- Youth programs
- Senior programs (food/nutrition, education programs, day activities, etc.)
- Environmental/wildlife/animal welfare programs
- Public services for low-income residents/homeless
- Educational programs
- Arts (music, dance, theater, art)
- Economic development
- Recreational activities
- Other:

5. Does the program, activity, or event satisfy an unmet or under-met need in the community? If yes, please explain.

Yes, the Fr. Virgil Cordano Center (FVCC) remains the only drop-in homeless day center in the Goleta and Santa Barbara areas providing our homeless sisters and brothers with a safe place to rest, socialize, and experience a sense of community and receive services during the day to transition out of homelessness. Many members of homeless community do not have anywhere to go during the day where they can receive services, and most nighttime shelters do not permit homeless community members to remain in shelters during the day. The FVCC's hours of operations from 9am-3pm Monday through Friday and are intended to complement the hours of operations of nighttime shelters that exit their clients in the early morning. The FVCC provides food and daytime shelter to more than 25 clients of Santa Barbara Rescue Mission, for example, who exit their guests at 6am and welcome them back at 3:30pm. Without the FVCC, homeless community members have few comfortable or safe places to spend the day and receive meals and services and would otherwise be forced to spend the day in public places where they are often made to feel unwelcome. The FVCC provides a safe place where members of the homeless community go to rest and experience a sense of community, which is fundamental to the establishment of the trust and rapport necessary to carry out case management services. There are also few places to go to escape inclement weather during the day, subjecting members of the homeless community to harsh conditions that have negative health effects and increasing community costs when they have to pursue medical services.

Although the greater Santa Barbara area has a reputation as one of the wealthiest areas in the country, Santa Barbara County also has one of the highest poverty rates in the country when adjusting for cost of living. According to the United States Census Bureau's 2023 Supplementary Poverty measure, which accounts for cost of living expenses (such as housing) when adjusting for comparative poverty rates, found that the State of the California had the highest poverty rate in the country at 13.2%. According to the California Poverty Measure, which similarly accounts for cost of living expenses when adjusting comparative poverty rates within California, found that Santa Barbara County has the second highest poverty rate in the state of California (at 16.9%), second only to Yolo County (at 19.5%).

According to the 2023 Point-in-Time (PIT) Count, there are 1,887 people experiencing homelessness in Santa Barbara County. Of these, more than half (54%) or 1,011 were counted as living in the greater Santa Barbara

area. This is certainly a significant undercount, however, as the Santa Barbara County Community Services Department, utilizing data collected from the Homeless Management Information System (HMIS), reported twice the number of new, unduplicated persons accessed homeless social services (1,776) for the first time than exited homelessness into permanent housing (958) during the 2022 calendar year. According to the Homeless Data Integration System, which disaggregates HMIS data by County and is the most accurate figure for measuring homelessness in Santa Barbara County, 2,909 people experienced homelessness during the first six months of 2023 alone. The high rates of homelessness in the greater Santa Barbara area is reflected in the ongoing high demand for the Fr. Virgil Cordano Center's (FVCC) services. An average of 70 and as many as 100 homeless community members visit the FVCC each day, amounting to approximately 500 unduplicated individuals in a month.

6. Does the program, activity, or event aid in the prevention of future problems or conditions? If yes, please explain.

Homelessness is a growing problem in the Goleta and Santa Barbara area due to the high cost of living in this area and the continuing adverse economic effects of the COVID-19 pandemic, which includes the ongoing high inflation on goods, reflecting broader trends in the state and the nation. There are an estimated 550,000 homeless persons in the United States, and 150,000 of those homeless individuals live in the state of California.

Even before the pandemic, homelessness was a difficult circumstance for many people to escape without regular assistance and the coordination of services. The Fr. Virgil Cordano Center (FVCC) aims to reduce homelessness in our community by providing assistance to alleviate the harsh conditions of poverty and homelessness, by promoting a sense of community and dignity among the most marginalized of our community, and by providing desperately needed assistance to help homeless individuals connect with family and the social services they need to apply for job/housing opportunities and to successfully transition out of homelessness. Without such assistance, the condition of homelessness will only continue to grow in our community.

7. Does your facility or program have any barriers that would prevent a person with a disability (verbal, visual, physical, cognitive, etc.) from gaining employment, attending meetings, or obtaining services?

If so, what measures do you take to provide persons with disabilities alternative access to your facility or program?

No, the Fr. Virgil Cordano Center (FVCC) makes every effort to accommodate the needs of all individuals as employees, volunteers, and clients. Numerous FVCC volunteers and clients have disabilities of various kinds and every effort is made to accommodate their particular needs. The FVCC has no physical barriers and our website is compatible with voice-activated software. When available, the FVCC provides bus tokens to facilitate travel to and from the FVCC to the various shelters in the Santa Barbara area. As the nearest shelters are miles away, the bus tokens are critical in facilitating safe travel to and from the FVCC and ensuring that they have access to healthy and restorative food and services. Without these tokens, FVCC clients can spend as much as three hours per day walking to and from the FVCC from the nearest shelters, which places significant physical strain on clients and particularly taxes those who are elderly or have health conditions that may otherwise prevent them from traveling on foot. The FVCC is located on MTD Bus Route #7, which connects Old Town Goleta, Downtown Santa Barbara, and other unincorporated areas and provides an easy means of transportation for homeless clients to visit the Center.

Funding

8. Would the City's grant funding leverage other resources, such as supporting joint partnerships, matching funds, or cost sharing, or otherwise serve to catalyze other initiatives? If yes, please explain.

Please include other grant sources either received or for which you are applying.

Yes, the requested funds will be used to support the Fr. Virgil Cordano Center (FVCC) in conjunction with

other grant funds and the FVCC's ongoing fundraising efforts. The Franciscan Friars of Old Mission Santa Barbara and the Daughters of Charity at St. Vincent's are committed to the continuing success of the FVCC and will continue to fundraise to make up for any budgetary shortfalls.

9. Are the requested funds necessary or vital in carrying out the program, activity, or event? Please specify how you will make up for any partial funding received from the City of Goleta.

If you are not awarded funding or are awarded partial funding from the City of Goleta, are there other potential funding sources your organization could pursue to ensure the program, activity, or event is successful?

Yes, the Fr. Virgil Cordano Center (FVCC) has relied upon the generosity of the community and stakeholders like the City of Goleta to address cycle of chronic homelessness in the Goleta and Santa Barbara areas for the last 4 years. The Franciscan Friars of Old Mission Santa Barbara and the Daughters of Charity of St. Vincent's are committed to the continuing success of the FVCC and will continue to fundraise to make up for any budgetary shortfalls.

Other potential funders include the following:

City of Santa Barbara CDBG: \$32,000 (secured)

County of Santa Barbara CDBG: \$20,000 (pending)

10. Does the program, activity, or event for which you are seeking funding primarily serve those with low-incomes?

If yes, does your organization obtain documentation from clients on their income (e.g. tax returns, pay stubs)?

Yes, the Fr. Virgil Cordano Center (FVCC) serves exclusively homeless, low-income persons from Goleta and Santa Barbara's homeless community. We do not impose requirements or preconditions for service eligibility as all clients served are presumed beneficiaries by meeting the federal definition of homelessness by regularly sleeping in public areas not meant for human habitation.

11. When was your organization last audited? Were there any findings or concerns? If yes, please explain below.

If your organization is not required to have an audit performed, please explain that below.

De Marillac, LLC. dba the Fr. Virgil Cordano Center (FVCC) was last audited in 2022 and there were no findings or concerns. De Marillac, LLC's FY'2022 audited financial statement has been attached to this application. The FVCC's FY'2023 audited financial statement is currently awaiting approval by the Board of Directors and can be provided once they are approved.

12. How often does your organization's Board of Directors review and approve financial statements?

Quarterly.

13. Is there a fee charged or donation suggested for your services, event, etc? If yes, please include when the last time fee amounts were evaluated and/or updated.

Please attach a copy of the fee schedule in the Documents Tab of this application.

No fee or donation is suggested or required in exchange for the FVCC's program services.

14. Please provide a summary of your organization's financial position (from the most recent fiscal year's financials).

308622	Total Assets (\$)
32436	Total Liabilities (\$)
276186	Total Net Assets (\$)

308622	TOTAL LIABILITIES AND NET ASSETS (\$)
925,866.00	TOTAL

15. Does your organization have any past due obligations with any funding source (e.g. disallowed costs or unearned grants from a previous contract)? If yes, please explain.

In the past 3 years, has your organization had an IRS or State levee? If yes, are you on a repayment schedule? How was the matter resolved? Explain below.

No, De Marillac, LLC. dba the Fr. Virgil Cordano Center (FVCC) does not have any past due obligations, has not had an IRS or State levee in the past 3 years, and is not on a repayment schedule of any kind.

16. Please list two references who we may contact regarding the proposed program, service, or activity.

Include the reference's name, organization (as appropriate), and a phone number where the reference can be reached.

Sister Arthur Gordon, Vice President of Mission, Archives, and the FVCC, (805) 683-6381 x101

Wade Volk, Site Coordinator Showers of Blessing (805) 636-7980

CDBG Eligibility

17. Are you applying for CDBG funding?

To be eligible for CDBG funding, you MUST obtain clients' race and ethnicity, and total family income.

- Yes
- No

18. Please indicate whether your organization's client intake sheet or process includes obtaining any of the following information. Check all boxes that apply.

- Name
- Address or City last resided in
- Number of family members
- Total family (household) income
- Race and ethnicity
- Proof of age
- My organization does not obtain any of the above information from clients.

19. Please report the number of unduplicated clients your organization served in the following income categories from July 1, 2022 through June 30, 2023 (or for calendar year 2023).

Refer to the Library section of the main page to view a link to the FY 2022 Federal Income Limits for each of the below categories. PLEASE ENTER N/A IF YOUR ORGANIZATION DOES NOT COLLECT INCOME INFORMATION ON CLIENTS IN THE FOLLOWING CATEGORIES.

75	Extremely low income (0-30% MFI)
	Very low income (30-50% MFI)
	Low-moderate income (50-80% MFI)
	Above moderate income (Above 80% MFI)
75.00	TOTAL

20. If your program or activity takes place on school grounds, have you received permission and approval from the appropriate school?

Please list the name and position of the person from whom permission was obtained. If the program or

activity is not on school grounds, please put N/A.

N/A.

Budget [top](#)

Revenue Sources	Total Program Revenue for Current Fiscal Year	Projected Program Revenue for Next Fiscal Year
City of Goleta Funds	USD\$ 0.00	USD\$ 10,000.00
Federal	USD\$ 0.00	USD\$ 0.00
State	USD\$ 0.00	USD\$ 0.00
County	USD\$ 0.00	USD\$ 20,000.00
Municipal	USD\$ 32,000.00	USD\$ 32,000.00
School District	USD\$ 0.00	USD\$ 0.00
Foundations/Trusts	USD\$ 312,208.00	USD\$ 91,792.00
Donations/Fundraising	USD\$ 291,501.00	USD\$ 500,989.00
Fees	USD\$ 0.00	
Other	USD\$ 0.00	
Total	USD\$ 635,709.00	USD\$ 654,781.00

Funding Uses/Expenses	Expenditures for Current Year	Expected Expenditures for Next Year	Goleta Grant Funds: Proposed Uses for Next FY
Salaries	USD\$ 161,205.00	USD\$ 166,041.00	USD\$ 10,000.00
Employee Benefits (excl. WC)	USD\$ 20,020.00	USD\$ 20,621.00	
Payroll Taxes	USD\$ 12,332.00	USD\$ 12,702.00	
Insurance	USD\$ 4,075.00	USD\$ 4,197.00	
Workers Compensation	USD\$ 4,337.00	USD\$ 4,467.00	
Consultants and Contracts	USD\$ 162,651.00	USD\$ 167,530.00	
Facility Rent/Mortgage & Maintenance	USD\$ 142,969.00	USD\$ 147,259.00	USD\$ 0.00
Internet/Website	USD\$ 9,139.00	USD\$ 9,413.00	
Marketing/Advertising	USD\$ 10,500.00	USD\$ 10,815.00	
Supplies	USD\$ 43,151.00	USD\$ 44,445.00	
Printing/Postage	USD\$ 140.00	USD\$ 144.00	
Trainings/Meetings/Education	USD\$ 6,400.00	USD\$ 6,592.00	
Travel/Mileage Reimbursement	USD\$ 3,004.00	USD\$ 3,095.00	
Utilities/Telephone	USD\$ 27,886.00	USD\$ 28,723.00	
Other: Depreciation	USD\$ 14,309.00	USD\$ 14,738.00	
Other: Licenses, Taxes, Dues & Subs	USD\$ 13,034.00	USD\$ 13,424.00	
Other: Charity	USD\$ 557.00	USD\$ 575.00	
Total	USD\$ 635,709.00	USD\$ 654,781.00	USD\$ 10,000.00

Documents [top](#)

Documents Requested *

Required?Attached Documents *

Nonprofit Tax Exemption Status



[Tax Exemption Letter](#)

List of Board Members



[List of Board Members](#)

Financial statements from the most recently completed fiscal or calendar year



[FVCC FY'2022 Audited Financial Statement](#)
[Financial Statement Memo](#)

Organizational Budget



[FVCC Organizational Budget](#)

Organizational Chart

[FVCC Organizational Chrat](#)

Supplemental or Additional Information

[FVCC Brochure](#)

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City of Goleta

2024-2025 Combined CDBG & Goleta City Grant Application

Deadline: 1/26/2024

Showers of Blessing Santa Barbara
Showers of Blessing Shower Program

Jump to: [Application Questions](#) [Budget](#) [Documents](#)

USD\$ 10,000.00 Requested

Submitted: 1/26/2024 4:29:40 PM
(Pacific)

Project Contact
 Jackie Goodman
jackiegoodmandesign@gmail.com
 Tel: 415.531.1231

Additional Contacts
none entered

Showers of Blessing Santa Barbara

PO Box 1135
432 S San Marcos Road
Goleta, CA 93116
United States

Executive Director
 John Tamiazzo
jtamiazzo@msn.com

Telephone805-591-0822

Fax

Web <https://showersofblessingsb.org>

Application Questions [top](#)

Organization

1. What is your organization's mission statement?

Showers of Blessing Santa Barbara provides free hot showers, fosters compassionate hygienic care, and offers access to critical services for people experiencing homelessness.

Program Information

2. Describe the proposed program, activity, or event for which you are asking for funding. Please share how it will operate (days, hours, eligibility, etc.), how it will be monitored, and the people you intend to serve (target population).

Please be specific about the hours and total days that people will be served by the program and exactly

how/for what City of Goleta funds will be used to support the program.

Showers of Blessing provides mobile showers for people experiencing homelessness in Santa Barbara, Goleta and Isla Vista, serving about 150 showers a week. (Annually, 750 guests take 7,000 showers a year, provided at six shower sessions each week.)

Each week guests are offered three shower sessions in Santa Barbara, one in Goleta, and two in Isla Vista on the following schedule:

Monday: St. Michael's University Church (6586 Picasso Rd, Isla Vista), 1–3 pm.

Tuesday: commuter parking lot (400 W. Carrillo St, Santa Barbara), 10:00 – 1:00 pm.

Wednesday: Our Lady of Guadalupe Church (227 N. Nopal St, Santa Barbara), 12:00 – 3:00 pm.

Thursday: St. Athanasius Church (300 Sumida Gardens Lane, Goleta), 10:00 – 1:00 pm.

Thursday: St. Michael's University Church (6586 Picasso Rd, Isla Vista), 2:00 – 4:00 pm.

Friday: Our Lady of Guadalupe Church (227 N. Nopal St, Santa Barbara), 12:00 – 3:00 pm.

Each site serves 25-45 showers per day. Guests are given freshly laundered towels, washcloths, shampoo, soap, conditioner, toothbrushes, razors, new socks and underwear, combs and other implements. Guests enjoy a fresh sack lunch and water and may select clean clothes (jeans, t-shirts, sweaters, hoodies, shoes and jackets) if they need anything.

Shower sites provide a sense of community for guests, who receive a warm welcome and thoughtful, caring service from our shower team and volunteers. Shower team members have each been without a home, and along with the volunteers, have compassion for guests' stresses and the challenges of living unsheltered. They strive to provide a respite from life on the street, offering service and compassion to guests. In addition to keeping track of the guest list, guiding guests into and out of our trailer's bathrooms, and cleaning the showers in between guests, they offer quiet witness to guests' challenges, as well as referrals, clothing, and food. Guests comment on the kindness they receive at shower sites and are grateful for being treated "like a normal person."

Sites also offer access to critical services. Guests can get medical attention from Santa Barbara Street Medicine, and apply for housing and other services through AmeriCorps, CityNet, and Good Samaritan. Cell phones, car repairs, and other services are also available. Our St. Athanasius Church site has a CES (coordinated entry system) table so that guests may enroll for services while onsite.

Funding from the city of Goleta would be applied to showers operations expenses at our St. Athanasius and/or St. Michael's University Church sites.

3. Please provide the approximate number of Goleta residents your program, activity, or event will serve (or benefit) in the following year if funded.

Please be specific about the number Goleta residents who will be served. If your project serves more than only Goleta residents, please specify that breakdown.

A core group of 100-200 guests living in the Goleta area will take 1200 to 1500 showers in 2024 with Showers of Blessing at our St Athanasius site, up to 3,000 showers including the St Michael's sites. Program-wide, over 700 guests will take 7,000 showers

4. Please check the box(es) that most accurately reflect the program, activity, or event for which you are seeking funding:

- One-time or annual community event (concert, creek cleanups, festival, etc.)
- Youth programs
- Senior programs (food/nutrition, education programs, day activities, etc.)
- Environmental/wildlife/animal welfare programs
- Public services for low-income residents/homeless
- Educational programs

- Arts (music, dance, theater, art)
- Economic development
- Recreational activities
- Other:

5. Does the program, activity, or event satisfy an unmet or under-met need in the community? If yes, please explain.

Showers of Blessing serves a need stated, requested, and appreciated by the people it serves.

Showers of Blessing was started by a group of people under the name HEAL (Healing Empowerment and Love) who ran a monthly meet-and-greet at the Goleta Community Center for unsheltered people, in effort to provide food, clothing, community, and care to Goleta's group of houseless residents. They saw firsthand the suffering caused by not being able to shower---loss of mental and physical well-being, and the shame and personal disregard that results. They surveyed the group about their needs. Housing was first on the list, hot showers were second, followed by "something useful to do." Led by Sandie and Doug Miller, the group began raising money for a shower trailer. Progress was slow until the Cambridge Drive Community Church pastor, who knew about the need and wanted to help, provided money to purchase a shower trailer from funds the church received from the sale of the University Religious Center building at UCSB. The Millers purchased a trailer, hooked it up to their Toyota truck, and with the help of a few volunteers, both housed and unhoused, began serving showers in Isla Vista and Goleta.

Since then, Showers of Blessing has expanded and provides showers at six weekly shower sessions in South Santa Barbara County. Since 2018, 750 to 800 guests have taken over 7,000 showers a year, program-wide. Of the 704 guests who showered with us in 2023, 100 of them have taken 50 to 391 showers over the past three years. One guest has taken 540 showers with us. He is a frequent guest at St Athanasius and St Michael's. He's 74 years old.

Of the regular guests who showered with us in 2023, (regular = 20 or more showers over any time period), we have one guest who is 95 years old; two in their eighties, 20 in their seventies, 60 in their sixties, 90 age 40-59.

There are few public places where people may shower in Santa Barbara County, and accessing them is not easy for people who lack housing. It has been widely documented that people with mental illness are likely to neglect self-care and hygiene, even if facilities are available. With no facilities available, people skip showering and suffer hygiene-related health issues and loss of personal dignity. They also face hostility and discrimination from others for being unkempt. Many of Showers of Blessing's guests fall into this category. Our site manager, Wade, has also noted that more guests are living in their cars than he's seen in his years of homeless service. Of these, a significant portion are trying to maintain their lives, keep a job, or find work or housing.

Currently, Showers of Blessing is the only mobile operation in Santa Barbara County offering safe, private, hot, free showers to anyone in need.

6. Does the program, activity, or event aid in the prevention of future problems or conditions? If yes, please explain.

There are myriad documented mental and physical health benefits achieved by taking a shower. It is a foundational support to individual well-being.

By bringing showers close to the places where houseless people live, we hope to prevent several significant personal and community issues. We hope to restore personal dignity and self-regard for chronically homeless residents and generally encourage better personal hygiene as a habit. We also hope to reduce risk of serious illness. According to the Network for Public Health Law (<https://www.networkforphl.org/>), "[people experiencing homelessness] ... are left living in unhealthy environments contaminated by human waste;

vulnerable to hepatitis A virus, meningitis, staph, lice and other health harms; and with limited access to health care services.”

Better hygiene results in better quality of life, an improved mental outlook, fewer emergency room visits for non-emergencies, and fewer infestations of bodily pests, skin problems, bacterial infections, and contagious diseases.

7. Does your facility or program have any barriers that would prevent a person with a disability (verbal, visual, physical, cognitive, etc.) from gaining employment, attending meetings, or obtaining services?

If so, what measures do you take to provide persons with disabilities alternative access to your facility or program?

Access to a smart phone or computer with wifi is a potential barrier job-seekers or meeting attendees could face. Most of our meetings take place on Zoom, so, access to Zoom and any personal assistance technology are needed. Showers of Blessing doesn't keep an office, which relieves a burden of accessing an office for work, and creates a barrier for anyone who doesn't have a home or space at home for a computer. (Showers of Blessing will provide an employee a computer if needed.) Shower team employees meet onsite before or after shower sessions for meetings.

There are grab bars and non-slip flooring in each of the bathrooms and showers. We offer assistance up and down the stairs, and guests who need help may bring an attendant. (We don't provide attendants; guests who need one would need to bring a friend or helper.) Our shower trailer is not ADA-compliant, and we don't have a way to lift physically disabled guests into the trailer's bathrooms.

Funding

8. Would the City's grant funding leverage other resources, such as supporting joint partnerships, matching funds, or cost sharing, or otherwise serve to catalyze other initiatives? If yes, please explain.

Please include other grant sources either received or for which you are applying.

We do not have any leverage opportunities currently.

Showers of Blessing is a community-supported program, operated with significant volunteer labor, and support from individuals, private foundations, and city and county funds.

Current funding includes:

Natalie Orfalea Foundation (sponsor for Wednesday site at Our Lady of Guadalupe for 2024)

County of Santa Barbara (shower team support for one shower site; additional funding applied for but not yet approved for partial support of the shower team at the Isla Vista site)

City of Santa Barbara (shower team support for one city of SB site)

Outhwaite Foundation (for 2024 calendar year)

Applications planned:

St Francis Foundation (application in early spring)

Santa Barbara Foundation (possibly; application in early spring)

Latkin Foundation (application in early spring)

Crawford Idema Foundation (application in late summer)

9. Are the requested funds necessary or vital in carrying out the program, activity, or event? Please specify how you will make up for any partial funding received from the City of Goleta.

If you are not awarded funding or are awarded partial funding from the City of Goleta, are there other potential funding sources your organization could pursue to ensure the program, activity, or event is successful?

Funds from the city of Goleta are necessary and vital. Showers of Blessing seeks funding from a variety of

sources in the community and trusts we will meet our needs and obligations from those requests. We have confirmed commitments to fund the shower team at a few sites, and one site is fully funded by the Natalie Orfalea Foundation (Wednesday at Our Lady of Guadalupe in Santa Barbara.). However, other grant funding and support from the community is not guaranteed, so we cast as broad a net as we are able and trust we will get what we need to continue operating.

We were fortunate to be allowed to open a second shower session on Fridays in Santa Barbara at Our Lady of Guadalupe so we have an additional site to fund this year.

10. Does the program, activity, or event for which you are seeking funding primarily serve those with low-incomes?

If yes, does your organization obtain documentation from clients on their income (e.g. tax returns, pay stubs)?

Showers of Blessing provides showers to people in need (presumed beneficiary status). We don't collect information about income.

11. When was your organization last audited? Were there any findings or concerns? If yes, please explain below.

If your organization is not required to have an audit performed, please explain that below.

Showers of Blessing's budget is well below \$500,000 the recommended/required limit for an audit. Our 990 is completed by an independent CPA.

12. How often does your organization's Board of Directors review and approve financial statements?

Showers of Blessing's board meets monthly to approve financial statements.

13. Is there a fee charged or donation suggested for your services, event, etc? If yes, please include when the last time fee amounts were evaluated and/or updated.

Please attach a copy of the fee schedule in the Documents Tab of this application.

There is no fee or suggested donation for services.

14. Please provide a summary of your organization's financial position (from the most recent fiscal year's financials).

\$258,070.7	Total Assets (\$)
\$10,895.47	Total Liabilities (\$)
\$349,688.9	Total Net Assets (\$)
\$360,584.4	TOTAL LIABILITIES AND NET ASSETS (\$)
979,239.47	TOTAL

15. Does your organization have any past due obligations with any funding source (e.g. disallowed costs or unearned grants from a previous contract)? If yes, please explain.

In the past 3 years, has your organization had an IRS or State levee? If yes, are you on a repayment schedule? How was the matter resolved? Explain below.

Showers of Blessing has no past due obligations or levies.

16. Please list two references who we may contact regarding the proposed program, service, or activity.

Include the reference's name, organization (as appropriate), and a phone number where the reference can be reached.

Ann Veazey, Showers of Blessing board president and volunteer at the commuter lot shower site. (805) 729-8109

Everett Stevens, former board member, volunteer. (805) 455-6222

Fr. Nicholas Speier, retired pastor, St Athanasius Church (longtime host to St Athanasius Church shower site), Showers of Blessing board member (805) 698-4139

CDBG Eligibility

17. Are you applying for CDBG funding?

To be eligible for CDBG funding, you MUST obtain clients' race and ethnicity, and total family income.

- Yes
- No

18. Please indicate whether your organization's client intake sheet or process includes obtaining any of the following information. Check all boxes that apply.

- Name
- Address or City last resided in
- Number of family members
- Total family (household) income
- Race and ethnicity
- Proof of age
- My organization does not obtain any of the above information from clients.

19. Please report the number of unduplicated clients your organization served in the following income categories from July 1, 2022 through June 30, 2023 (or for calendar year 2023).

Refer to the Library section of the main page to view a link to the FY 2022 Federal Income Limits for each of the below categories. PLEASE ENTER N/A IF YOUR ORGANIZATION DOES NOT COLLECT INCOME INFORMATION ON CLIENTS IN THE FOLLOWING CATEGORIES.

N/A	Extremely low income (0-30% MFI)
N/A	Very low income (30-50% MFI)
N/A	Low-moderate income (50-80% MFI)
N/A	Above moderate income (Above 80% MFI)
0.00	TOTAL

20. If your program or activity takes place on school grounds, have you received permission and approval from the appropriate school?

Please list the name and position of the person from whom permission was obtained. If the program or activity is not on school grounds, please put N/A.

N/A

Budget [top](#)

<u>Revenue Sources</u>	<u>Total Program Revenue for Current Fiscal Year</u>	<u>Projected Program Revenue for Next Fiscal Year</u>
<u>City of Goleta Funds</u>	<u>USD\$ 10,000.00</u>	<u>USD\$ 10,000.00</u>
<u>Federal</u>	<u>USD\$ 10,500.00</u>	<u>USD\$ 21,000.00</u>
<u>State</u>	<u>USD\$ 0.00</u>	<u>USD\$ 0.00</u>
<u>County</u>	<u>USD\$ 30,000.00</u>	<u>USD\$ 30,000.00</u>
<u>Municipal</u>	<u>USD\$ 20,000.00</u>	<u>USD\$ 20,000.00</u>
<u>School District</u>	<u>USD\$ 0.00</u>	<u>USD\$ 0.00</u>
<u>Foundations/Trusts</u>	<u>USD\$ 120,000.00</u>	<u>USD\$ 120,000.00</u>

Donations/Fundraising	USD\$ 124,773.00	USD\$ 150,000.00
Fees		
Other		
Total	USD\$ 315,273.00	USD\$ 351,000.00

Funding Uses/Expenses	Expenditures for Current Year	Expected Expenditures for Next Year	Goleta Grant Funds: Proposed Uses for Next FY
Salaries, Benefits, Payroll	USD\$ 259,933.00	USD\$ 265,000.00	USD\$ 5,500.00
Taxes			
Consultants and Contracts	USD\$ 1,600.00	USD\$ 1,600.00	
Vehicle Maintenance	USD\$ 20,972.00	USD\$ 22,000.00	USD\$ 1,500.00
Operations	USD\$ 28,441.00	USD\$ 30,000.00	USD\$ 3,000.00
Business expense	USD\$ 4,938.00	USD\$ 5,000.00	
Fundraising Costs	USD\$ 11,082.00	USD\$ 12,000.00	
Total	USD\$ 326,966.00	USD\$ 335,600.00	USD\$ 10,000.00

Budget Narrative

Funds entered above are actuals for 2023, and estimates for 2024. Grant funding from the Federal government is a CDBG grant administered by the county. We hope it will be renewed, but don't have a commitment yet.

City of Goleta funds will help cover payroll for the shower team and/or operations at the St Athanasius Church site. Operations costs include clothing and supplies for our guests, supplies for cleaning the showers, insurance, fuel, and vehicle maintenance.

Showers of Blessing uses a calendar financial year (January 1-December 31). County and city funds are awarded on the July-June fiscal year, so there is some unknown about funding in the second half of the year. We have a Basic Services grant with the county that runs through June 2025. We generally apply it to paying for the shower team at St. Athanasius, but we have an additional site to fund this year, so this county grant will be stretched thin. The CDBG grant funds the Isla Vista shower team. It ends June 2024. (We hope it will be renewed.) I mention these because they are essential funding for our Goleta-area sites. A grant of \$10,000 will help us provide showers for the community in Goleta.

At St. Athanasius, there is a CES table onsite each week, as well as clothing and food provided by volunteers. Showers of Blessing co-founder Sandie Miller attends every week. She does laundry for regular guests, taking one dirty outfit and returning it clean the following week for the guest to put on after his/her shower. The Isla Vista site is less busy than the St Athanasius site, but some of our longest-term, regular guests come to us there each week. We provide two sessions a week in Isla Vista. Guests in the Goleta area have three showering opportunities each week within a manageable distance. Showers of Blessing doesn't keep an office, and our welcome table is staffed by compassionate volunteers. Our business manager is a volunteer as well. Our shower team members have each been without a home and have enduring compassion for the challenges our guests face.

Documents [top](#)

Documents Requested *

Nonprofit Tax Exemption Status

Required?Attached Documents *



[IRS letter](#)

List of Board Members



[Showers of Blessing Board and Org.](#)

[Financial statements from the most recently completed fiscal or calendar year](#)



[Financials_Jan2024](#)

[Organizational Budget](#)



[2024 Projected Budget](#)

[Organizational Chart](#)

[Supplemental or Additional Information](#)

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City of Goleta

2024-2025 Combined CDBG & Goleta City Grant Application

Deadline: 1/26/2024

St. Vincent's Institution
Family Strengthening Program (FSP)

Jump to: [Application Questions](#) [Budget](#) [Documents](#)

USD\$ 10,000.00 Requested

Submitted: 1/26/2024 1:56:25 PM
(Pacific)

Project Contact

Eric Massie
development@sv-sb.org
Tel: 8056836381 x107

Additional Contacts

none entered

St. Vincent's Institution

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President and Chief
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Application Questions [top](#)

Organization

1. What is your organization's mission statement?

"St. Vincent's is dedicated to strengthening low-income families and seniors through programs rooted in the Social Teachings of the Catholic Church. Faithful to the charism of the Daughters of Charity of St. Vincent's de Paul, we serve our sisters and brothers by providing affordable housing, early childhood education, and family enrichment opportunities."

Program Information

2. Describe the proposed program, activity, or event for which you are asking for funding. Please share how it will operate (days, hours, eligibility, etc.), how it will be monitored, and the people you

intend to serve (target population).

Please be specific about the hours and total days that people will be served by the program and exactly how/for what City of Goleta funds will be used to support the program.

Established in 1996 and located on St. Vincent's campus, the Family Strengthening Program (FSP) serves homeless, single and/or pregnant at-risk mothers and their young children (ages 0-5) by providing up to 27 months of on-site transitional housing, weekly case management and therapy sessions, weekly parenting classes, and job skills coaching. Through the FSP, St. Vincent's aims to break generational cycles of housing insecurity, trauma, violence, substance abuse, and childhood abuse/neglect by providing at-risk, low-income mothers with the resources, services, and opportunities they need to become self-sustaining members of the community and build better lives for themselves and their children.

The FSP is based on a family-centered, strengths-based, "two-generation" approach that targets its services at family stability, parental education and workforce development, and support for stronger child-parent bonds and an early child health and development to shield families from the effects of toxic stress and reduce the risk of child abuse and neglect. All of the integrated services are provided on St. Vincent's campus, mere steps from the our clients' front door, to ensure accessibility and minimize service barriers. The FSP's integrated, on-site wrap-around services include all of the following:

- 27 months of transitional housing in a communal setting with integrated wrap-around services and a supportive peer community.
- Weekly case management to facilitate access to eligible social services and to ensure timely progress on personal, educational, and professional goals.
- A clean and sober living environment with random drug testing.
- Weekly parenting classes with in-home parent coaching.
- Priority access to St. Vincent's Children Center to close academic achievement gaps experienced by low-income children and to allow FSP mothers to pursue educational and occupational goals.
- Access to behavioral health, medical, and dental supports and assistance.
- Access to pro-bono legal services through the Santa Barbara Legal Aid Foundation.
- Referrals to various community resources with case-management assistance and follow-up. Classes in budgeting and financial management.
- A Savings Match Program in which St. Vincent's matches up to \$50 saved per month to provide a strong financial foundation upon graduation from the program.
- Access to our on-site paid Peer Support Specialist/Assistant Case Manager who, as a formerly homeless mother and graduate of the FSP, provides an empathetic point of contact with lived experience of homelessness.

The FSP provides is a residential program that provides services 24 hours per day and 7 days per week and has a service capacity of 19 women and 23 children at one time with an annual service capacity of 70 women and children per year, amounting to 15,330 service days per year.

The FSP's Program Director maintains daily contact with staff and clients to monitor all aspects of the program and submits quality indicator reports each month to ensure that program outcomes are aligned with program goals. The FSP also provides quarterly reports and presentations to St. Vincent's Board of Directors who monitor program effectiveness regarding client demographic, outcomes in behavioral health, parenting skills, job retention, program satisfaction, and housing outcomes.

The qualitative success of the program is evaluated by measuring individualized progress in four key areas: employment, education, and life and parenting skills. These goals can range from pursuing a certificate program at Santa Barbara City College (SBCC), to reuniting with estranged family or regaining custody of a child. Progress in these four key areas is reviewed during each case management meeting to ensure timely progress.

To measure quantitative success, FSP case managers use four assessment tools: the Mental Health Screening Tool; the Protective Factors Survey; the Ages and Stages Questionnaire; and the Duke Health Profile, which utilizes six health metrics, including physical, mental, social, general, perceived health, and self esteem, as well as four dysfunction metrics, including anxiety, depression, pain, and disability to arrive at a picture of a client's perceived mental and physical health over time so that program services can be attuned to their individual needs.

We are requesting \$10,000 to support the general operating costs of St. Vincent's Family Strengthening Program (FSP).

3. Please provide the approximate number of Goleta residents your program, activity, or event will serve (or benefit) in the following year if funded.

Please be specific about the number Goleta residents who will be served. If your project serves more than only Goleta residents, please specify that breakdown.

10 Goleta residents. Of the 44 families that the FSP has had the privilege to serve over the last three years, the majority of families (27 families or 61%) were from areas other than the City of Santa Barbara.

4. Please check the box(es) that most accurately reflect the program, activity, or event for which you are seeking funding:

- One-time or annual community event (concert, creek cleanups, festival, etc.)
- Youth programs
- Senior programs (food/nutrition, education programs, day activities, etc.)
- Environmental/wildlife/animal welfare programs
- Public services for low-income residents/homeless
- Educational programs
- Arts (music, dance, theater, art)
- Economic development
- Recreational activities
- Other:

5. Does the program, activity, or event satisfy an unmet or under-met need in the community? If yes, please explain.

Yes, St. Vincent's Family Strengthening Program (FSP) remains the only long-term transitional housing program in the Santa Barbara area aimed at homeless single and/or pregnant mothers and their children. The FSP works on a waitlist and is usually at or near full capacity, demonstrating the ongoing need for the FSP's services. The FSP actively collaborates with a wide range of local social service, education, and health organizations to provide holistic assistance and wrap-around support for our clients. We are committed to using our resources wisely by utilizing available services in our community to complement the FSP's existing services and to avoid duplication of services. The FSP regularly cross-referrals with other transitional housing services and agencies such as Domestic Violence Solutions, Child Abuse Listening Mediation (CALM), Transition House, Family Service Agency, Santa Barbara Department of Social Services, Child Welfare Services, CalWORKS, and local shelters and faith-based organizations.

Although Santa Barbara has a reputation as one of the wealthiest areas in the country, Santa Barbara

County has one of the highest poverty rates in the country when adjusting for cost of living. According to the United States Census Bureau's 2023 Supplementary Poverty Measure, which accounts for cost of living expenses such as housing, found that the State of California had the highest poverty rate in the country at 13.2%, with Santa Barbara County having the second highest poverty rate in the State of California (at 16.9%), according to the California Poverty Measure which similarly accounts for cost of living expenses. According to the 2023 Point-in-Time (PIT) Count, there are 1,887 people experiencing homelessness in Santa Barbara County. Of these, 93 families were experiencing homelessness on the night of the count. According to the Homeless Data Integration System, 25% of homeless community members reported experiencing domestic violence (a major cause of homelessness among women), and 445 children under the age of 18 were counted as homeless in the first half of 2023 alone.

6. Does the program, activity, or event aid in the prevention of future problems or conditions? If yes, please explain.

Yes, St. Vincent's Family Strengthening Program (FSP) is committed to lasting change, not just temporary relief. By providing a stable and supportive environment, St. Vincent's pursues a "two-generation" approach to addressing homelessness by targeting adult post-secondary education and workforce development while supporting parent-child relationships and early child health and development. FSP mothers obtain employment and training to earn a living wage and move beyond minimum wage jobs, receive counseling to address trauma, learn valuable parenting skills, resolve legal issues, and complete their GED or earn a college degree. In addition to providing mothers with opportunities to achieve educational and occupational goals, St. Vincent's also provides priority access to and scholarships for St. Vincent's Children's Center to facilitate their pursuit of educational and occupational goals, and to address any developmental deficits or educational achievement gaps often experienced by low-income children.

Through the Family Strengthening Program (FSP), St. Vincent's aims to break generational cycles of poverty, housing insecurity, trauma, violence, substance abuse, and childhood abuse/neglect by providing at-risk, low-income mothers with the resources and holistic services they need to become self-sustaining members of the community and to build better lives for themselves and their children. By supporting both mother and child, the FSP addresses those factors that perpetuate generational poverty by reducing the risk of child abuse/neglect, by closing academic achievement gaps for low-income children, and by treating past traumas caused by domestic violence, substance abuse, and the instability of housing insecurity/homelessness.

The mothers who typically come to the FSP have experienced homelessness at least once in their lives, have poor coping skills, or are unable to maintain a cohesive family or to financially support their family. Many FSP mothers have a history of drug or alcohol abuse and many do not initially recognize that their addictions have significantly contributed to the disruptions they have experienced in their lives, relationships, and employment. Most also have significant unresolved trauma, with FSP mothers having experienced an average of 7 out of 10 Adverse Childhood Experiences (ACEs), which significantly increases the risk of child abuse and neglect and is a major contributor to generational cycles of poverty. As a result of this history, children often exhibit physical and emotional difficulties in the form of developmental delays and behavioral problems, and the mothers often need help in developing healthy coping strategies to deal with the stress of homelessness as a single parent and some have undiagnosed behavioral health problems such as depression, anxiety, low frustration tolerance, lack of support, a childhood history of abuse, a childhood history of domestic abuse, substance abuse, social isolation, insecure attachment of the child to the mother, and poor attachment and family relationships with their own parents. Without being addressed on psychological and socioeconomic levels, these experiences substantially increase the risk of child abuse and neglect and the perpetuation of the cycle of intergenerational poverty.

To ensure family stability and timely progress on goals, FSP mothers receive weekly case management to secure access to available social services and identify goals to be pursued in the program, as well as weekly therapy sessions with a on-staff Licensed Marriage and Family Therapist (LMFT) to address past trauma and develop greater resilience and stronger coping skills. During case management meetings, FSP case managers and mothers collaboratively identify short- and long-term goals to be pursued in the program. FSP families receive priority access to high-quality childcare at St. Vincent's Children Center to further

personal and occupational goals, close academic achievement gaps often experienced by low-income children, break generational cycles of poverty to ensure that our FSP families do not return to homelessness in the future, and reduce the risks of child abuse and neglect. The FSP also provides nutrition and parenting classes to encourage healthy habits and stronger parent-child bonds, life-skills coaching to improve budgeting, resume writing, and job interviewing skills, as well as assistance with job placement and with attending college and/or completing their GED. All FSP mothers must either be working or pursuing an education to acquire the experience and job skills to be self-supporting by program's end. All FSP mothers who enter the program without a high school diploma are required to attend adult school to acquire their GED to improve their income-earning potential.

7. Does your facility or program have any barriers that would prevent a person with a disability (verbal, visual, physical, cognitive, etc.) from gaining employment, attending meetings, or obtaining services?

If so, what measures do you take to provide persons with disabilities alternative access to your facility or program?

As a trauma-informed program, the Family Strengthening Program (FSP) makes every effort to accommodate the needs of all individuals. The FSP's cottages and St. Vincent's campus have no physical barriers and our website is compatible with voice-activated software.

As a residential program, all FSP services are provided on St. Vincent's campus where our FSP clients live. In addition, mothers are given priority access to childcare and early childhood education at St. Vincent's Children's Center which is located just a few steps from where they live on St. Vincent's campus, reducing barriers to services and promoting their pursuit of educational and occupational goals.

Funding

8. Would the City's grant funding leverage other resources, such as supporting joint partnerships, matching funds, or cost sharing, or otherwise serve to catalyze other initiatives? If yes, please explain.

Please include other grant sources either received or for which you are applying.

Yes, St. Vincent's makes every effort to raise funds through fundraising events and applying for grants in order to fund the general expenses of its services and programs. St. Vincent's holds two annual fundraising events-- St. Vincent's Charity Golf Tournament and St. Vincent's Fashion Show & Luncheon-- which augments St. Vincent's fundraising in other areas.

St. Vincent's has applied for or secured the following grants to fund the general expenses of the Family Strengthening Program for FY'2025:

City of Santa Barbara, CDBG Grant: \$21,600 (secured)

County of Santa Barbara, CDBG Grant: \$25,000 (pending)

Women' Fund of Santa Barbara: \$50,000 (secured)

9. Are the requested funds necessary or vital in carrying out the program, activity, or event? Please specify how you will make up for any partial funding received from the City of Goleta.

If you are not awarded funding or are awarded partial funding from the City of Goleta, are there other potential funding sources your organization could pursue to ensure the program, activity, or event is successful?

Yes, the Family Strengthening Program (FSP) has relied upon the generosity of the community and stakeholders like the city of Goleta to break generational cycles of poverty for the last 26 years. St. Vincent's is committed to the continuing success of the FSP and will continue to fundraise to make up for any budgetary shortfalls.

10. Does the program, activity, or event for which you are seeking funding primarily serve those with low-incomes?

If yes, does your organization obtain documentation from clients on their income (e.g. tax returns, pay stubs)?

Yes, St. Vincent's Family Strengthening Program (FSP) exclusively serves homeless, low-income mothers and their young children (ages 0-5) from across Santa Barbara County, including the cities of Goleta and Santa Barbara, and income eligibility is determined and documented in several ways.

Initial income eligibility is determined through the referral and application process, which are then verified through the intake process. The FSP relies upon referrals from collaborating programs who have their own income verification procedures, including Villa Majella (a six-month program for pregnant, homeless women), Domestic Violence Solutions (DVS), Child Abuse Listening Mediation (CALM), Family Service Agency, Transition House, Santa Barbara Department of Social Services (DSS), Child Welfare Services, and local shelters and faith-based organizations.

Upon submitting an application and being accepted to the program, the FSP's director and case managers utilize Vertical Change to process intake forms and record client income from all sources (including employment, government subsidies, alimony, child support, etc.). The FSP's case managers then monitor changes to client income through weekly case management meetings that involve the continued verification of client income via pay stubs, tax documents, and tracking of social services by the state, which have their own income verification procedures.

11. When was your organization last audited? Were there any findings or concerns? If yes, please explain below.

If your organization is not required to have an audit performed, please explain that below.

St. Vincent's finances were last audited at the end of FY'2023 and are expected to be finalized and approved by March 2024. There have been no findings or concerns. St. Vincent's FY'2022 financial statement has been attached to this application, and the FY'2023 financial statement can be provided once finalized in March.

12. How often does your organization's Board of Directors review and approve financial statements?

Quarterly.

13. Is there a fee charged or donation suggested for your services, event, etc? If yes, please include when the last time fee amounts were evaluated and/or updated.

Please attach a copy of the fee schedule in the Documents Tab of this application.

Yes, St. Vincent's Family Strengthening Program (FSP) charges a monthly fee of \$385 for a mother and one child and \$420 for a mother and two children for program services. The FSP's fee schedule was last updated in 2013 and has been attached to this application. Monthly fees have been and can be canceled for families in need and who are experiencing exigencies outside of their control. For example, program fees can be waived in the even of out of pocket medical expenses not covered by referrals to CenCal or Neighborhood Clinics.

14. Please provide a summary of your organization's financial position (from the most recent fiscal year's financials).

14542930	Total Assets (\$)
4571646	Total Liabilities (\$)
9971284	Total Net Assets (\$)
14542930	TOTAL LIABILITIES AND NET ASSETS (\$)
43,628,790.00	TOTAL

15. Does your organization have any past due obligations with any funding source (e.g. disallowed costs or unearned grants from a previous contract)? If yes, please explain.

In the past 3 years, has your organization had an IRS or State levee? If yes, are you on a repayment schedule? How was the matter resolved? Explain below.

No, St. Vincent's does not have any past due obligations, has not had an IRS or State levee in the past three years, and is not on a repayment schedule of any kind.

16. Please list two references who we may contact regarding the proposed program, service, or activity.

Include the reference's name, organization (as appropriate), and a phone number where the reference can be reached.

Florence Berger, FSP Program Director, St. Vincent's: (805) 683-6381 x155

Rosalinda Reyes, former FSP client: (805) 680-9043

CDBG Eligibility

17. Are you applying for CDBG funding?

To be eligible for CDBG funding, you MUST obtain clients' race and ethnicity, and total family income.

Yes

No

18. Please indicate whether your organization's client intake sheet or process includes obtaining any of the following information. Check all boxes that apply.

Name

Address or City last resided in

Number of family members

Total family (household) income

Race and ethnicity

Proof of age

My organization does not obtain any of the above information from clients.

19. Please report the number of unduplicated clients your organization served in the following income categories from July 1, 2022 through June 30, 2023 (or for calendar year 2023).

Refer to the Library section of the main page to view a link to the FY 2022 Federal Income Limits for each of the below categories. PLEASE ENTER N/A IF YOUR ORGANIZATION DOES NOT COLLECT INCOME INFORMATION ON CLIENTS IN THE FOLLOWING CATEGORIES.

Extremely low income (0-30% MFI)

Very low income (30-50% MFI)

Low-moderate income (50-80% MFI)

Above moderate income (Above 80% MFI)

TOTAL

20. If your program or activity takes place on school grounds, have you received permission and approval from the appropriate school?

Please list the name and position of the person from whom permission was obtained. If the program or activity is not on school grounds, please put N/A.

N/A.

Revenue Sources	Total Program Revenue for Current Fiscal Year	Projected Program Revenue for Next Fiscal Year
City of Goleta Funds	USD\$ 3,000.00	USD\$ 10,000.00
Federal	USD\$ 0.00	USD\$ 0.00
State	USD\$ 0.00	USD\$ 0.00
County	USD\$ 99,135.00	USD\$ 110,365.00
Municipal	USD\$ 21,600.00	USD\$ 21,600.00
School District	USD\$ 0.00	USD\$ 0.00
Foundations/Trusts	USD\$ 177,780.00	USD\$ 399,324.00
Donations/Fundraising	USD\$ 210,511.00	USD\$ 165,767.00
Fees	USD\$ 67,632.00	USD\$ 67,670.00
Other		
Total	USD\$ 579,658.00	USD\$ 774,726.00

Funding Uses/Expenses	Expenditures for Current Year	Expected Expenditures for Next Year	Goleta Grant Funds: Proposed Uses for Next FY
Salaries	USD\$ 322,238.00	USD\$ 440,411.00	USD\$ 10,000.00
Employee Benefits (excl WC)	USD\$ 53,222.00	USD\$ 70,876.00	
Payroll Taxes	USD\$ 24,651.00	USD\$ 33,540.00	
Workers Compensation	USD\$ 5,061.00	USD\$ 11,626.00	
Consultants and Contracts	USD\$ 14,651.00	USD\$ 36,185.00	
Facility Rent/Mortgage & Maintenance	USD\$ 25,807.00	USD\$ 19,335.00	
Supplies	USD\$ 17,906.00	USD\$ 23,445.00	
Trainings/Meetings/Education	USD\$ 927.00	USD\$ 10,403.00	
Travel/Mileage Reimbursement	USD\$ 686.00	USD\$ 1,969.00	
Utilities/Telephone	USD\$ 54,514.00	USD\$ 61,308.00	
Other: Depreciation	USD\$ 50,889.00	USD\$ 55,532.00	
Other: Licenses, Taxes, Dues & Subs	USD\$ 1,237.00	USD\$ 1,547.00	
Other: Charity	USD\$ 7,869.00	USD\$ 8,549.00	
		USD\$ 0.00	
Total	USD\$ 579,658.00	USD\$ 774,726.00	USD\$ 10,000.00

Budget Narrative

City of Goleta CDBG funds would be used towards FSP staff salaries and benefits, who are responsible for providing the FSP's direct services.

Documents [top](#)

Documents Requested *

Nonprofit Tax Exemption Status

List of Board Members

Required? Attached Documents *



[Tax Exempt Status](#)



[List of Board Members](#)

Financial statements from the most recently completed fiscal or calendar year



[Audited Financial Statement](#)
[Financial Statement Memo](#)

Organizational Budget



[Organizational Budget](#)

Organizational Chart

[Organizational Chart](#)

Supplemental or Additional Information

[FSP Brochure](#)

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City of Goleta

2024-2025 Combined CDBG & Goleta City Grant Application

Deadline: 1/26/2024

The Salvation Army
Goleta Rental Assistance Program

Jump to: [Application Questions](#) [Budget](#) [Documents](#)

USD\$ 20,000.00 Requested

Submitted: 1/26/2024 2:24:38 PM
(Pacific)

Project Contact

Adriana Mattox
adriana.mattox@usw.salvationarmy.org
Tel: 510-685-2627

Additional Contacts

none entered

The Salvation Army

Southern California Divisional Headquarters
16941 Keegan Avenue
Carson, CA 90746
United States

Telephone562-264-3600

Fax

Web social.salvationarmy.org

Divisional Commander

Michael Dickinson
sc.divisional.commander@usw.salvationarmy.org

Application Questions [top](#)

Organization

1. What is your organization's mission statement?

The Salvation Army, an international movement, is an evangelical part of the universal Christian Church. Its message is based on the Bible. Its ministry is motivated by the love of God. Its mission is to preach the gospel of Jesus Christ and to meet human needs in His name without discrimination.

Program Information

2. Describe the proposed program, activity, or event for which you are asking for funding. Please share how it will operate (days, hours, eligibility, etc.), how it will be monitored, and the people you intend to serve (target population).

Please be specific about the hours and total days that people will be served by the program and exactly how/for what City of Goleta funds will be used to support the program.

The Salvation Army's Rental Assistance Program will assist low-income households residing in the city of Goleta who are in an emergency financial situation and qualify for rental assistance. The program will serve vulnerable individuals and families that are potentially at risk of homelessness without this assistance. The program will be administered by The Salvation Army's Santa Barbara Corps & Community Center ("Corps"), located at 4849 Hollister Avenue in Santa Barbara. The program will be led by the Social Service Coordinator (Mistie Lamb) and supervised by the Corps Officers in charge (Captains Eric and Kari Rudd).

The program will be available Monday through Friday, 9:00am to 4:00pm (as staff are available). Prospective clients may call to

make an appointment with the Social Service Coordinator or walk in without an appointment. To thoroughly assess each prospective client's need, the Social Service Coordinator will begin by requiring the client to complete intake forms, which consist of household information, including household type, members, income, and race/ethnicity of each member. For rental assistance requests, prospective clients will indicate in the intake forms the specific emergency being experienced, status of employment/income, the rental situation (e.g., 3-day notice, amount owed), and property manager/landlord contact information.

Supporting documents are requested as follows: picture identification; current rental lease agreement; three-day notice or eviction notice (if applicable); proof of all income in household (e.g., one-month pay stubs, social security (SSI), disability; VA retirement, general relief/cash aid, child support, unemployment, current bank statements, etc.); proof of emergency expenses or emergency situation (e.g., job layoff notice, unexpected auto repairs receipt or invoice, unexpected medical bills, job pay cut evidence, pending EDD benefit or disability documentation, etc.); proof that the client will be able to pay for next month's rent (e.g., pending EDD, SSI, or SSDI benefits document, new employment offer letter, child support court ordered documents, etc.); and proof of the client's portion of rental payment (personal check, cashier's check, money order, or receipt of partial payment from the owner/landlord).

After a preliminary review, the Coordinator will contact the owner/landlord to confirm the place of residence and rental amount, explain the rental assistance process, and verify the acceptance of a partial payment from The Salvation Army. If agreed, the owner/landlord must sign The Salvation Army's Rental Assistance Agreement letter and complete a W-9 form before payment processing can begin from The Salvation Army. The processing and mailing of the checks to landlords/owners will be administered by The Salvation Army's Southern California Divisional Headquarters Finance Department, located in Carson, CA. The process from the point of approval of rental assistance to payment of the rent may take up to seven to ten business days.

Approved CDBG funds would be used solely for rental assistance to pay the property owner/landlord directly. No payments would be given directly to the client, and the financial assistance would be limited to a maximum of three months.

In addition to rental assistance, clients will be offered referrals to other local service providers to access services addressing other factors that may present barriers to retention of permanent housing (e.g., mental illness, substance use, employability).

3. Please provide the approximate number of Goleta residents your program, activity, or event will serve (or benefit) in the following year if funded.

Please be specific about the number Goleta residents who will be served. If your project serves more than only Goleta residents, please specify that breakdown.

8 households

4. Please check the box(es) that most accurately reflect the program, activity, or event for which you are seeking funding:

- One-time or annual community event (concert, creek cleanups, festival, etc.)
- Youth programs
- Senior programs (food/nutrition, education programs, day activities, etc.)
- Environmental/wildlife/animal welfare programs
- Public services for low-income residents/homeless
- Educational programs
- Arts (music, dance, theater, art)
- Economic development
- Recreational activities
- Other:

5. Does the program, activity, or event satisfy an unmet or under-met need in the community? If yes, please explain.

Yes, the program will address a severe need in the city of Goleta for rental assistance to help low-income families (including families with children) experiencing financial hardship. Housing affordability is a significant concern throughout Santa Barbara County, including the city of Goleta. The current average rent in Goleta is \$2,700 for a studio apartment; \$3,450 for a one-bedroom unit; and \$7,250 for a two-bedroom unit (according to Rent.com). Although affordable housing resources exist in the city, options are very limited for low-income households. As indicated in the City of Goleta 2023-2031 Housing Element, there are insufficient affordable housing units in the city to meet the needs of extremely-low- and very-low-income households. The Housing Element identified the following policy and implementation program to assist with this challenge: HE 1.6 - Assist in the Effective Use of Available Rental Assistance Programs. Through CDBG funding, The Salvation Army wishes to expand its existing services and participate in the city's efforts in meeting this objective.

The Santa Barbara Corps itself is a strong witness to the need for such assistance, as evidenced by the calls received on an almost daily basis from Goleta and other Santa Barbara County residents requesting rental assistance. Due to existing funds being limited for other critical social services at the Corps, funding is not yet available to assist those additional clients.

6. Does the program, activity, or event aid in the prevention of future problems or conditions? If yes, please explain.

Yes, the proposed Rental Assistance Program will assist in preventing families and individuals from experiencing homelessness as a result of the emergency assistance provided through the rental assistance.

7. Does your facility or program have any barriers that would prevent a person with a disability (verbal, visual, physical, cognitive, etc.) from gaining employment, attending meetings, or obtaining services?

If so, what measures do you take to provide persons with disabilities alternative access to your facility or program?

No / Not Applicable

Funding

8. Would the City's grant funding leverage other resources, such as supporting joint partnerships, matching funds, or cost sharing, or otherwise serve to catalyze other initiatives? If yes, please explain.

Please include other grant sources either received or for which you are applying.

Yes, The Salvation Army will leverage private contributions to fund the Social Services Coordinator's personnel costs and other operating costs associated with the delivery of the Rental Assistance Program in Goleta.

Additionally, clients who are engaged through the rental assistance program will be connected with other forms of assistance at the Santa Barbara Corps, including the following programs:

- Client Choice Food Pantry, which is open three days a week and serves approximately 150 families from our local community each week. The food pantry offers a variety of foods, from produce to meat and canned goods.
- Clothing Closet, which offers clothing to clients free of charge.
- Utility assistance payments in partnership with the United Way.
- Seasonal/holiday assistance
- Referrals to collaborative partners for other services.

The Salvation Army is a trusted organization in the United States, including locally in Santa Barbara County, and benefits from strong relationships with local donors and grant funders who support its work. Contributions and grants are stewarded responsibly and as restricted/instructed by donors and grantors, focused on serving the most urgent needs of local residents.

9. Are the requested funds necessary or vital in carrying out the program, activity, or event? Please specify how you will make up for any partial funding received from the City of Goleta.

If you are not awarded funding or are awarded partial funding from the City of Goleta, are there other potential funding sources your organization could pursue to ensure the program, activity, or event is successful?

Yes, the requested funds are critical to launch the Goleta Rental Assistance Program at The Salvation Army Santa Barbara Corps. Staffing is currently available to operate the program, which is available at other Salvation Army centers; however, funding is currently not available to provide the rental assistance to clients experiencing financial emergencies. If only partial funding is received from the City, The Salvation Army will stretch the awarded grant funds to assist as many households as possible, and will seek additional grant funding through other sources to expand the program.

10. Does the program, activity, or event for which you are seeking funding primarily serve those with low-incomes?

If yes, does your organization obtain documentation from clients on their income (e.g. tax returns, pay stubs)?

Yes, the program will only serve low-income households. The Salvation Army will collect household income documentation along with the client intake forms, as previously noted.

11. When was your organization last audited? Were there any findings or concerns? If yes, please explain below.

If your organization is not required to have an audit performed, please explain that below.

The Salvation Army Southern California Division was last audited for its 2022 fiscal year. No findings or concerns were identified. The Division is currently in the process of its FY 2023 audit.

12. How often does your organization's Board of Directors review and approve financial statements?

The Salvation Army Santa Barbara Corps Advisory Board meets on a monthly basis and reviews/approves Corps financial statements at each meeting.

13. Is there a fee charged or donation suggested for your services, event, etc? If yes, please include when the last time fee amounts were evaluated and/or updated.

Please attach a copy of the fee schedule in the Documents Tab of this application.

No fees will be charged to clients for this program.

14. Please provide a summary of your organization's financial position (from the most recent fiscal year's financials).

296226	Total Assets (\$)
54894	Total Liabilities (\$)
241332	Total Net Assets (\$)
296226	TOTAL LIABILITIES AND NET ASSETS (\$)
888,678.00	TOTAL

15. Does your organization have any past due obligations with any funding source (e.g. disallowed costs or unearned grants from a previous contract)? If yes, please explain.

In the past 3 years, has your organization had an IRS or State levee? If yes, are you on a repayment schedule? How was the matter resolved? Explain below.

Not applicable

16. Please list two references who we may contact regarding the proposed program, service, or activity.

Include the reference's name, organization (as appropriate), and a phone number where the reference can be reached.

1) Alma Janabajab
Santa Barbara County Workforce Development Board
(805) 884-6812

2) Rich Sanders
Santa Barbara Alliance for Community Transformation
(805) 259-4692

CDBG Eligibility

17. Are you applying for CDBG funding?

To be eligible for CDBG funding, you MUST obtain clients' race and ethnicity, and total family income.

- Yes
- No

18. Please indicate whether your organization's client intake sheet or process includes obtaining any of the following information. Check all boxes that apply.

- Name
- Address or City last resided in
- Number of family members
- Total family (household) income
- Race and ethnicity
- Proof of age
- My organization does not obtain any of the above information from clients.

19. Please report the number of unduplicated clients your organization served in the following income categories from July 1, 2022 through June 30, 2023 (or for calendar year 2023).

Refer to the Library section of the main page to view a link to the FY 2022 Federal Income Limits for each of the below categories. PLEASE ENTER N/A IF YOUR ORGANIZATION DOES NOT COLLECT INCOME INFORMATION ON CLIENTS IN THE FOLLOWING CATEGORIES.

N/A	Extremely low income (0-30% MFI)
N/A	Very low income (30-50% MFI)
N/A	Low-moderate income (50-80% MFI)
N/A	Above moderate income (Above 80% MFI)
0.00	TOTAL

20. If your program or activity takes place on school grounds, have you received permission and approval from the appropriate school?

Please list the name and position of the person from whom permission was obtained. If the program or activity is not on

school grounds, please put N/A.
Not applicable

Budget [top](#)

Revenue Sources	<u>Total Program Revenue for Current Fiscal Year</u>	<u>Projected Program Revenue for Next Fiscal Year</u>
<u>City of Goleta Funds</u>	<u>USD\$ 0.00</u>	<u>USD\$ 20,000.00</u>
<u>Federal</u>		
<u>State</u>		
<u>County</u>		
<u>Municipal</u>		
<u>School District</u>		
<u>Foundations/Trusts</u>		
<u>Donations/Fundraising</u>	<u>USD\$ 0.00</u>	<u>USD\$ 1,086.00</u>
<u>Fees</u>		
<u>Other</u>		
Total	USD\$ 0.00	USD\$ 21,086.00

Funding Uses/Expenses	<u>Expenditures for Current Year</u>	<u>Expected Expenditures for Next Year</u>	<u>Goleta Grant Funds: Proposed Uses for Next FY</u>
<u>Social Service Coordinator @\$33.00/hr x 24 hours (8 households x 3 hours each), plus payroll and benefits</u>	<u>USD\$ 0.00</u>	<u>USD\$ 1,086.00</u>	<u>USD\$ 0.00</u>
<u>Consultants and Contracts</u>			
<u>Facility, Rent, Utilities, Maintenance</u>			
<u>Supplies</u>			
<u>Marketing (Printing, Advertising)</u>			
<u>Travel, Mileage, Training</u>			
<u>Equipment (Rental/Maintenance)</u>			
<u>Insurance</u>			
<u>Other: Client Rental Assistance</u>		<u>USD\$ 20,000.00</u>	<u>USD\$ 20,000.00</u>
Total	USD\$ 0.00	USD\$ 21,086.00	USD\$ 20,000.00

Budget Narrative

City of Goleta CDBG funds in the amount of \$20,000 are requested for rental assistance payments on behalf of qualifying/approved Goleta residents. The Salvation Army Santa Barbara Corps anticipates serving approximately eight (8) households through the program.

Documents [top](#)

Documents Requested *	Required?	Attached Documents *
<u>Nonprofit Tax Exemption Status</u>	<input checked="" type="checkbox"/>	IRS Tax Exempt Letter
<u>List of Board Members</u>	<input checked="" type="checkbox"/>	Santa Barbara Corps Advisory Board and Territorial Board of Directors
<u>Financial statements from the most recently completed fiscal or calendar year</u>	<input checked="" type="checkbox"/>	FY23 Financial Statements - Santa Barbara Corps
<u>Organizational Budget</u>	<input checked="" type="checkbox"/>	FY2024 Budget for Santa Barbara Corps
<u>Organizational Chart</u>		Organizational Chart

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City of Goleta

2024-2025 Combined CDBG & Goleta City Grant Application

Deadline: 1/26/2024

Transition House
Shelter and Services for Homeless Families

Jump to: [Application Questions](#) [Budget](#) [Documents](#)

USD\$ 10,000.00 Requested

Submitted: 1/25/2024 11:26:26 AM
(Pacific)

Project Contact

Kathleen Baushke
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Tel: (805) 966-9668 x118

Additional Contacts

natalieg@transitionhouse.com

Transition House

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Fax (805) 966-6331

Web www.transitionhouse.com

Executive Director

Kathleen Baushke
kbaushke@transitionhouse.com

Application Questions [top](#)

Organization

1. What is your organization's mission statement?

Transition House is dedicated to the solution of family homelessness in the Santa Barbara community. Capable and motivated families with children are offered life tools and respectful, non-sectarian residential services designed to alleviate poverty and restore self-sufficiency and dignity. Founded in 1984, each year we help approximately 200 homeless families with children and families that are at risk for homelessness to acquire the tools necessary for self-sufficiency.

Program Information

2. Describe the proposed program, activity, or event for which you are asking for funding. Please share how it will operate (days, hours, eligibility, etc.), how it will be monitored, and the people you intend to serve (target population).

Please be specific about the hours and total days that people will be served by the program and exactly how/for what City of Goleta funds will be used to support the program.

Transition House is most grateful for the annual support we have received from the City of Goleta since 2006. We once again respectfully request funding to support case management services for Goleta families with children experiencing homelessness and living in our emergency shelter.

The shelter targets local homeless families with children under the age of 18. It operates 365 days a year, serving approximately 90 families (280 people or more) annually. Statistics are kept on the status and progress of each participating family, measuring increases in income, savings, financial literacy skills, and the ability to access resources.

Transition House is the only homeless shelter for families with children in southern Santa Barbara County. It has a history of success, placing over 70 percent of its shelter families into permanent housing after successful participation in our program services.

Transition House's program is different because it gives families the time and individualized case management support they need to create lasting life changes. Families participate in a full array of anti-poverty services, including:

- * Trauma-informed case management focusing on developing financial literacy skills
- * Career counseling with an employment specialist aimed at increasing income and benefits
- * On-site classes in parenting, employment soft skills, financial literacy, computer proficiency and English as a Second Language
- * Referrals for medical, mental health and recovery services
- * Short- and long-range goal setting and planning
- * Housing location
- * Children's programs aimed at breaking the cycle of generational poverty

Case managers—including our employment specialist—are critical to families' ability to gain financial literacy. Case managers develop trusting relationships with their clients, and tailor their approach to fit the needs of each individual family. We have two full-time shelter case managers, an employment specialist, and a housing locator, all of whom speak Spanish. They have expertise in social service delivery, including drug and alcohol treatment, health care entitlement specialization, employment development, and education. Each case manager is responsible for approximately 10-12 family cases at a time.

Case managers meet with shelter clients weekly, helping them create and manage their monthly budgets, manage expenses, save money, and develop skills that increase their earning potential. Emotional support is a key element in helping families overcome personal barriers to achieving economic self-sufficiency. Studies suggest that 75 percent of homeless families have experienced significant past trauma that can interfere with their ability to make the necessary changes to achieve permanent housing. Case managers receive education in industry best practices so that they might provide the most effective interventions.

The shelter is the first stage in Transition House's three-stage housing continuum, including shelter, transitional housing, and permanent supportive housing. The average length of stay in the shelter is four to five months. Families that move to our transitional or permanent housing may stay for up to three years or more, giving them the time they need to change their lives.

Evaluation is critical to determining program effectiveness. We review our outcomes quarterly and analyze our statistics—especially if we are not achieving our intended outcomes—so that adjustments can be made. Program methodology and client goals have been adjusted in response to client feedback and evaluation analysis. For example, we started implementing a Trauma Informed Care (TIC) approach when we saw that

many of our clients had experienced past trauma that was impacting their ability to successfully transition to stable housing. TIC emphasizes safety, respectful interaction, kindness, and understanding. Our industry nationwide is adopting a TIC approach because without it, clients can be re-traumatized and struggle to achieve positive outcomes. With TIC, our case management and employment services have been more effective.

3. Please provide the approximate number of Goleta residents your program, activity, or event will serve (or benefit) in the following year if funded.

Please be specific about the number Goleta residents who will be served. If your project serves more than only Goleta residents, please specify that breakdown.

Transition House serves 300 people per year in its shelter program. 90% or more come from south Santa Barbara County. Roughly one-sixth of the families we serve lived in the City of Goleta when they became homeless. In 2023, 42 people came from Goleta.

4. Please check the box(es) that most accurately reflect the program, activity, or event for which you are seeking funding:

- One-time or annual community event (concert, creek cleanups, festival, etc.)
- Youth programs
- Senior programs (food/nutrition, education programs, day activities, etc.)
- Environmental/wildlife/animal welfare programs
- Public services for low-income residents/homeless
- Educational programs
- Arts (music, dance, theater, art)
- Economic development
- Recreational activities
- Other:

5. Does the program, activity, or event satisfy an unmet or under-met need in the community? If yes, please explain.

Transition House is the only emergency shelter in southern Santa Barbara County that serves families with children exclusively. The need for shelter programs for homeless families is significant. Each year, only one third of the families that join our wait list are able to access shelter due to lack of available bed space. Over 90% of families served in our shelter are from the Goleta-Santa Barbara-Carpinteria area.

The principal causes of family homelessness locally are poverty and a lack of affordable housing. Twenty percent of the general population in Santa Barbara County lives in poverty (Public Policy Institute of California) which, for a family of four, equals \$2,500/month (2023 Federal Poverty Guidelines). However, the median monthly rent in 2023 for a two-bedroom apartment is \$3,898 (City of Santa Barbara Rental Survey, May 2023), as compared to \$2,748 in 2021. The Fair Market Rent (FMR) rate in Santa Barbara County is 99% higher than all other FMR areas nationwide (FMR is determined by HUD on an annual basis based on the 40% percentile of typical rents in a given region).

Transition House families are all extremely low income—some arrive with no income at all. Families that become homeless in our area do not have a safety net, such as savings or family support, to help cope with astronomical rental rates if an unexpected life event such as a medical issue, loss of a job, divorce, etc., occurs. Families that cannot keep up with basic expenses often end up losing their housing.

6. Does the program, activity, or event aid in the prevention of future problems or conditions? If yes, please explain.

Our programs aim to break the cycle of generational poverty and homelessness.

Family homelessness is inextricably linked to poverty. Simply put, people don't become homeless if they can afford housing. However, two other factors in addition to poverty usually come into play in causing a family to become homeless. First, the family suffers a crisis such as domestic violence, the loss of a job, an accident, or a serious illness. This crisis triggers an economic spiral where the parents find themselves unable to pay for housing, food, childcare, health care, and other essentials. And second, the parents lack a stable social support network they can rely on for help in their time of crisis. With nowhere else to go, the family must seek help from community services.

While common threads run through virtually all homeless families, each has their own unique set of circumstances, their own distinct set of skills and abilities, and their individual set of barriers to overcome. The result is that family homelessness is an incredibly complex problem.

Research suggests that children who experience homelessness begin school with reading and math skills that are low in comparison to their peers, and then continue to show a slow rate of improvement, falling further behind even their low-income housed peers (Risk and Resilience in Homeless Children, 2013). According to the National Center for Family Homelessness, homeless children are more likely than other children to have health and behavior problems such as asthma and hyperactivity and are twice as likely to be expelled from or drop out of school. A quarter or more of homeless children have witnessed violence, and more than half have problems with anxiety and depression.

Transition House is more than just a shelter. We employ a full array of anti-poverty services designed to help address each family's specific concerns--those of both the adults and the children.

Parents who successfully complete our program will increase their job skills and education, and therefore their income; learn to manage their money and build a savings safety net; improve their parenting and communication skills; reduce their debt and address poor credit history; and learn to set long term goals to benefit their family's future.

Children at Transition House benefit from our host of children's programming, including onsite licensed infant care; an evening enrichment program for elementary school-aged children aim at addressing the negative consequences of being homeless; qualified tutors available for one-on-one Homework Help; and a teen program focusing on building positive self-esteem, supporting high school graduation and help applying for college. Our children's programs aim to give kids a chance to become successful, self-sufficient adults.

7. Does your facility or program have any barriers that would prevent a person with a disability (verbal, visual, physical, cognitive, etc.) from gaining employment, attending meetings, or obtaining services?

If so, what measures do you take to provide persons with disabilities alternative access to your facility or program?

There are no known barriers preventing a person with a disability from either seeking services or finding employment at Transition House, except for staff positions on our maintenance crew that must be able to lift a certain weight and engage in physically taxing tasks. Transition House's administrative office and our shelter are ADA compliant. The agency is an equal opportunity employer.

All onsite services provide fully bilingual/bicultural staff to accommodate monolingual Spanish speakers. Case managers have experience working with immigrant families and understand their traditions and priorities. Transition House provides primary documents including program forms, rules, client contracts, and notices in both English and Spanish. Case management staff assist clients with translation needs including negotiations with landlords or filling out forms for accessing other services when forms are provided in English only.

In addition to employing multiple staff with bilingual capabilities in Spanish, we accommodate clients and staff as needed. In the past several years, we have served several families with a deaf head of household who we communicated with via a hired translator who was proficient in sign language. We have also served clients who were primary speakers of other languages such as Russian and Farsi. We have utilized translators through U.C.S.B. to assist with case management functions.

Funding

8. Would the City's grant funding leverage other resources, such as supporting joint partnerships, matching funds, or cost sharing, or otherwise serve to catalyze other initiatives? If yes, please explain.

Please include other grant sources either received or for which you are applying.

Over 90 percent of Transition House's clients come from south Santa Barbara County. Our population in general is not transient. We rely on support from both the public and private sector to provide our services to the community. As roughly one sixth of our clients come from Goleta, we are grateful for the City's investment in our agency's work. All of the funding applications we submit to local foundations and government entities require us to identify our various funding sources—the inclusion of funding from the City of Goleta demonstrates to other funders that a community-wide effort to address the crisis of homelessness is underway. We believe it leverages contributions across the giving spectrum.

Transition House's shelter budget is comprised of 25 percent government funding—of that, two thirds is allocated funding from the City and County of Santa Barbara. An additional 25 percent comes from private local foundations such as the Santa Barbara Foundation, Bower Foundation, the Hutton-Parker Foundation, and others. Finally, 50 percent of our annual budget comes from private donations and corporate contributions received through our fundraising efforts.

9. Are the requested funds necessary or vital in carrying out the program, activity, or event? Please specify how you will make up for any partial funding received from the City of Goleta.

If you are not awarded funding or are awarded partial funding from the City of Goleta, are there other potential funding sources your organization could pursue to ensure the program, activity, or event is successful?

Transition House is the only emergency shelter for families with children on Santa Barbara's South Coast. As the need for our services continues to be high, we cannot limit the number of shelter beds we operate--our services are vital to the community. Our board and staff are committed to maintaining our levels of service and therefore will use all means possible to raise our operating budget.

10. Does the program, activity, or event for which you are seeking funding primarily serve those with low-incomes?

If yes, does your organization obtain documentation from clients on their income (e.g. tax returns, pay stubs)?

Yes. Transition House's shelter program serves very low income or no income households. As part of program participation, clients are required to secure or increase employment income, access public entitlements such as social security disability income if eligible, and work on developing household budgets, all in anticipation of returning to rental housing.

To that end, case managers collect pay stubs and evidence of any other income (i.e., child support, TANF, etc.) to assess the financial resources of the household and its ability to pay future rent. Clients in our program are required to submit such documentation to their case manager, and it is through collection of this information that we can determine that all our clientele are very low income.

11. When was your organization last audited? Were there any findings or concerns? If yes, please explain below.

If your organization is not required to have an audit performed, please explain that below.

Our organization was last audited for budget year 2022, which is the calendar year. There were no findings or concerns.

12. How often does your organization's Board of Directors review and approve financial statements?

Quarterly.

13. Is there a fee charged or donation suggested for your services, event, etc? If yes, please include when the last time fee amounts were evaluated and/or updated.

Please attach a copy of the fee schedule in the Documents Tab of this application.

No

14. Please provide a summary of your organization's financial position (from the most recent fiscal year's financials).

12,056,206	Total Assets (\$)
6,301,840	Total Liabilities (\$)
5,754,366	Total Net Assets (\$)
12,056,206	TOTAL LIABILITIES AND NET ASSETS (\$)
36,168,618.00	TOTAL

15. Does your organization have any past due obligations with any funding source (e.g. disallowed costs or unearned grants from a previous contract)? If yes, please explain.

In the past 3 years, has your organization had an IRS or State levee? If yes, are you on a repayment schedule? How was the matter resolved? Explain below.

NO

16. Please list two references who we may contact regarding the proposed program, service, or activity.

Include the reference's name, organization (as appropriate), and a phone number where the reference can be reached.

Elizabeth Stotts, City of Santa Barbara, 805 564-5461; Pat Wheatley, Housing Authority of the City of Santa Barbara Board of Commissioners and Transition House board president, 805 963-5065.

CDBG Eligibility**17. Are you applying for CDBG funding?**

To be eligible for CDBG funding, you MUST obtain clients' race and ethnicity, and total family income.

- Yes
 No

18. Please indicate whether your organization's client intake sheet or process includes obtaining any of the following information. Check all boxes that apply.

- Name
 Address or City last resided in
 Number of family members
 Total family (household) income
 Race and ethnicity
 Proof of age

My organization does not obtain any of the above information from clients.

19. Please report the number of unduplicated clients your organization served in the following income categories from July 1, 2022 through June 30, 2023 (or for calendar year 2023).

Refer to the Library section of the main page to view a link to the FY 2022 Federal Income Limits for each of the below categories. PLEASE ENTER N/A IF YOUR ORGANIZATION DOES NOT COLLECT INCOME INFORMATION ON CLIENTS IN THE FOLLOWING CATEGORIES.

294	Extremely low income (0-30% MFI)
	Very low income (30-50% MFI)
	Low-moderate income (50-80% MFI)
	Above moderate income (Above 80% MFI)
294.00	TOTAL

20. If your program or activity takes place on school grounds, have you received permission and approval from the appropriate school?

Please list the name and position of the person from whom permission was obtained. If the program or activity is not on school grounds, please put N/A.

N/A

Budget [top](#)

Revenue Sources	Total Program Revenue for Current Fiscal Year	Projected Program Revenue for Next Fiscal Year
<u>City of Goleta Funds</u>	USD\$ 7,000.00	USD\$ 10,000.00
<u>Federal</u>	USD\$ 112,557.00	USD\$ 93,450.00
<u>State</u>	USD\$ 109,844.00	USD\$ 109,200.00
<u>County</u>	USD\$ 68,702.00	USD\$ 73,500.00
<u>Municipal</u>		
<u>School District</u>		
<u>Foundations/Trusts</u>	USD\$ 611,870.00	USD\$ 654,613.00
<u>Donations/Fundraising</u>	USD\$ 832,994.00	USD\$ 850,933.00
<u>Fees</u>		
<u>Other</u>		
Total	USD\$ 1,742,967.00	USD\$ 1,791,696.00

Funding Uses/Expenses	Expenditures for Current Year	Expected Expenditures for Next Year	Goleta Grant Funds: Proposed Uses for Next FY
<u>Salaries, Benefits, Payroll</u>	USD\$ 1,273,418.00	USD\$ 1,314,832.00	USD\$ 10,000.00
<u>Taxes</u>			
<u>Consultants and Contracts</u>	USD\$ 24,668.00	USD\$ 25,020.00	
<u>Facility, Rent, Utilities, Maintenance</u>	USD\$ 169,875.00	USD\$ 134,001.00	
<u>Supplies</u>	USD\$ 26,605.00	USD\$ 25,515.00	
<u>Marketing (Printing, Advertising)</u>	USD\$ 82,235.00	USD\$ 88,240.00	
<u>Travel, Mileage, Training</u>	USD\$ 26,103.00	USD\$ 29,646.00	

<u>Equipment (Rental/Maintenance)</u>	<u>USD\$ 4,586.00</u>	<u>USD\$ 4,674.00</u>	
<u>Insurance</u>	<u>USD\$ 19,858.00</u>	<u>USD\$ 21,043.00</u>	
<u>Other</u>	<u>USD\$ 115,619.00</u>	<u>USD\$ 148,725.00</u>	
<u>Total</u>	<u>USD\$ 1,742,967.00</u>	<u>USD\$ 1,791,696.00</u>	<u>USD\$ 10,000.00</u>

Budget Narrative

Funding from the City of Goleta would be used to underwrite the salary of a bilingual case manager who will work with shelter residents to help them increase their income, learn budgeting techniques and other life skills, and look for housing for their families.

Please note that the program budget provided on Zoom grants follows the fiscal year July-June as requested. Our internal financials (documents attached) follow the calendar year as that is Transition House's budget year. We have also attached our most recent audited financial statements from 2022.

Documents [top](#)

Documents Requested *

Required?Attached Documents *

<u>Nonprofit Tax Exemption Status</u>	<input checked="" type="checkbox"/>	<u>TH 501c3 status</u>
<u>List of Board Members</u>	<input checked="" type="checkbox"/>	<u>TH Board of Directors 2024</u>
<u>Financial statements from the most recently completed fiscal or calendar year</u>	<input checked="" type="checkbox"/>	<u>TH 2023 Year End Financials</u>
<u>Organizational Budget</u>	<input checked="" type="checkbox"/>	<u>TH 2024 Org Budget</u>
<u>Organizational Chart</u>		
<u>Supplemental or Additional Information</u>		<u>TH 2022 Audited Financial Statements</u>

* ZoomGrants™ is not responsible for the content of uploaded documents.

Application ID: 459173

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City of Goleta

2024-2025 Combined CDBG & Goleta City Grant Application

Deadline: 1/26/2024

Unity Shoppe, Inc.

Client Service Center/Unity Delivers, JobSmart and Transitional Assistance Program

Jump to: [Application Questions](#) [Budget](#) [Documents](#)

USD\$ 10,000.00 Requested

Submitted: 1/26/2024 9:46:58 AM
(Pacific)

Project Contact

Angela Miller Bevan
sylvie@unityshoppe.org
Tel: 805-965-4122

Additional Contacts

none entered

Unity Shoppe, Inc.

1209 State St
Santa Barbara, CA 93101
United States

Telephone805-965-4122

Fax

Web www.unityshoppe.org

CEO/Executive Director

Angela Miller Bevan
Angela@unityshoppe.org

Application Questions [top](#)

Organization

1. What is your organization's mission statement?

The core mission of Unity Shoppe is to be a basic support system to clients through dignified means in that the, "Unity Shoppe is dedicated to providing residents impacted by temporary conditions of poverty, natural disaster or health crisis with resources, including groceries, clothing, and other essentials as well as job training, that reinforce human dignity and encourage self-sufficiency and independence."

Program Information

2. Describe the proposed program, activity, or event for which you are asking for funding. Please share how it will operate (days, hours, eligibility, etc.), how it will be monitored, and the people you intend to serve (target population).

Please be specific about the hours and total days that people will be served by the program and exactly how/for what City of Goleta funds will be used to support the program.

Unity Shoppe is graciously requesting funding to help support three programs that serve Goleta residents: Client Service Center/Unity Delivers, JobSmart and the Transitional Assistance Program, all described below. Each of these programs serves families and individuals living in Goleta.

The Client Service Center including Unity Delivers is a well stocked, well run center serving clients referred from one of the 400 agencies partnered with identifying families, children, adults, single-parent households, and seniors in need of services such as free groceries. Clients shop in a store-like setting for groceries that support a healthy and well-rounded diet, choosing foods, as well as other household necessities, personal care products and clothing. Clients shop twice per month, five days per week, 10am-6pm. Unity Shoppe processes more than 750,000 different food items yearly, and more than 250,000 lbs. of food. Clients not able to come directly to the center such as immunocompromised adults, the disabled, and other homebound adults and families are served by the Unity Delivers program. It serves at-home clients through a custom-selected grocery service delivered directly to a home via a refrigerated vehicle. Demand for services is at its highest, especially in light of current economic conditions. The primary goal of this program is to provide access to healthy, free groceries at least twice per month or via delivery at least every other week. This flexible and responsive design was created to meet needs with the anticipation and preparation that objectives and strategies may need to expand at any point.

Other programs, serving Goleta residents and requesting funding, housed at the downtown Chapala location include JobSmart, which provides young adults, unemployed residents, and individuals living with disabilities occupational training and work experience required to find gainful employment in a competitive job market. Unity Shoppe's trained staff help volunteers develop and practice basic skills such as customer service, inventory management, and facility maintenance in a functional retail setting. The current Job Smart program helps people succeed in their job search by providing job seekers with professional interview attire. Partnerships with government agencies, rehabilitation programs, and independent living organizations help identify and recruit the individuals that are in need of this service. Jobsmart operates Monday – Friday from 10am – 6pm. The program serves youth (14-18 yrs) attending Santa Barbara County School District and also kids from neighboring counties. Youth under 14yrs need to be chaperoned. The program also serves adults and individuals living with disabilities. All participants are required to complete an online volunteer application. Unity Shoppe uses a volunteer local database to track applications and monitor schedules. This database is also used to communicate with volunteers about additional opportunities, closures (holiday/weather) and birthday acknowledgement.

The Transitional Assistance Program, also serving Goleta residents, is dedicated to providing clients impacted by an unforeseen crisis such as conditions of poverty, homelessness, natural disasters, sudden job loss, death in the family and unexpected health implications immediate resources, including groceries, clothing, and other essentials. TAP provides immediate vital resources to help financially vulnerable residents facing a crisis. In addition to distributing food, clothing, and personal-care items, clients can come to the Unity Shoppe's Transitional Assistance Shop (a "one-stop shop") for items such as home goods like furniture, dishes, linens and small appliances. Clients who need immediate assistance schedule appointments in advance and if time permits, Unity Shoppe tries to do same day appointments. This program is monitored by Unity Shoppe staff. Clients are eligible by bringing a current referral form from a collaborating agency, and I.D. (e.g., Drivers license, California ID or passport.) Birth certificates are required for any dependent children. Eligible clients have 12 months to select items for their home. Clients are monitored and tracked through the AG system (Agile Iron).

3. Please provide the approximate number of Goleta residents your program, activity, or event will serve (or benefit) in the following year if funded.

Please be specific about the number Goleta residents who will be served. If your project serves more than only Goleta residents, please specify that breakdown.

We served 1,648 clients from Goleta in 2023 and are projecting these numbers to increase to 2000 in 2024..

4. Please check the box(es) that most accurately reflect the program, activity, or event for which you are seeking funding:

- One-time or annual community event (concert, creek cleanups, festival, etc.)
- Youth programs
- Senior programs (food/nutrition, education programs, day activities, etc.)
- Environmental/wildlife/animal welfare programs
- Public services for low-income residents/homeless
- Educational programs
- Arts (music, dance, theater, art)
- Economic development
- Recreational activities
- Other:

5. Does the program, activity, or event satisfy an unmet or under-met need in the community? If yes, please explain.

The first program, the Client Service Center/Unity Delivers, has a great impact and meets the needs of many in the Santa Barbara Community. The Unity Shoppe served 20,440 clients in 2022 and 32,294 clients in 2023 of which 1,648 of those clients were from Goleta. Notably, in January 2023, 1,770 clients were served with a grand total distributed cost being \$174,507.61 with a dramatic increase toward the end of the year where December, 2023 4,138 clients were served with a grand total distributed cost being \$498,955.44. Also, a few of Unity Shoppe's sought after grocery items, eggs, milk and butter, have nearly doubled in price recently. It is important that they are available, however purchasing these foods consistently has raised expenses. Historically, it was arranged with referring agencies to send clients monthly to supplement whatever assistance or capabilities they had in place to assist with groceries. Unity Shoppe became aware that resources were scarce for these clients, and the shelf life of fresh fruit, produce, eggs, milk and butter did not lend itself to one-time-per-month visits therefore twice-monthly visits were encouraged for all clients. This placed an immediate burden on staff as well as inventory of food yet no other social service agency is providing services quite like Unity Shoppe and the positive impacts of financial relief in a low-income household are meaningful. Unity Shoppe serviced almost 17,000 shopping trips last year - providing food,

clothing, and personal care items to 32,294 financially struggling individuals that could not afford to purchase those critical essentials for themselves. The entire community of Santa Barbara County which includes Goleta, thrives when all of the neighbors have the resources to meet all of their basic needs. Unity Shoppe remains dedicated to serving as a vital community resource and expects client numbers to increase.

In addition, JobSmart also addresses the mission of empowering clients, fighting unemployment, by teaching them transferrable work skills. Recent data from the Employment Development Department (EDD) shows that the unemployment rate for the state of California is 1.2% higher than the national average. The United States Bureau of Labor Statistics (USBLS) reports that the unemployment rate for Santa Barbara County surpasses both the state and national averages. Low-income residents face barriers to employment such as a lack of training, experience, and access to professional attire. High School students need to develop practical skills so they can join the entry-level workforce upon graduation and individuals living with disabilities need opportunities to develop and practice job skills. In addition to distributing food, clothing, and personal-care items, Unity Shoppe also provides employment readiness services to help clients secure gainful employment in a competitive job market. The organization has a long and successful track record of managing a volunteer program that allows area residents the opportunity to develop job skills and share their talents with the local community. Unity Shoppe's trained staff help volunteers develop and practice basic skills such as customer service, inventory management, and facility maintenance in a functional retail setting. The program helps people succeed in their job search by providing job seekers with professional interview attire.

Recent data from welfareinfo.org states that in Santa Barbara County, California, an estimated 67,029 of 425,120 people live in poverty which is 23.44% higher than the national average. The United States Bureau of Labor Statistics (USBLS) reports that the unemployment rate for Santa Barbara County surpasses both the state and national averages. Financially vulnerable residents facing crisis need immediate and impactful support, and have a much harder time rebounding from a crisis without prompt support. Unity Shoppe's mission is to provide financially vulnerable residents with free and immediate vital resources to help them bypass the welfare system and avoid homelessness when facing a crisis such as natural disasters, sudden job loss, death in the family and a family impacted by unexpected health implications. Clients can come to the Unity Shoppe's Transitional Assistance Shop (a "one-stop shop") for items such as food, clothing, personal essentials, and home goods such as furniture, dishes, linens and small appliances. The Unity Shoppe's mission is to provide continued support during the beginning through advanced stages of rebuilding following a crisis. Evaluation protocols have been developed in order to measure the success of the program and its participants. Direct marketing campaigns including community outreach and Public Service Announcements (PSAs) help build community awareness and expand the potential and reach of the program. Unity Shoppe's immediate support model encourages independence and reinforces self-sufficiency. In order for the organization to accomplish its mission, clients need to have every opportunity to meet their own household needs, especially and immediately following a crisis. The Transitional Assistance Program gives low-income and marginalized individuals the resources they need to quickly support themselves and their families while they rebuild their lives. Offering this service empowers residents to take control of their economic mobility and reduce the need for social support programs.

6. Does the program, activity, or event aid in the prevention of future problems or conditions? If yes, please explain.

Unity Shoppe has had a huge impact on the Goleta community and Santa Barbara County at large working to combat future problems or conditions. In 2023, over 32,294 qualifying clients were able to shop for fresh food and clothing at no cost when they couldn't provide nutritious food for themselves and their children. Like in the year prior, typical clients were low-income individuals with families or seniors living on low fixed incomes. The average client income was under \$1,500 a month, a salary that covered rent but left little else

with which to purchase affordable, nutritious food for themselves and their children, creating food insecurity. The majority of the population continues to be Hispanic (70%) or Caucasian (24%), and of low income.

No other social service agency is providing services quite like Unity Shoppe and the positive impacts of financial relief in a low-income household are meaningful. With both programs operating successfully, the Client Service Center and Unity Delivers, single-parent households do not have to choose between buying food and paying rent and senior citizens on fixed incomes can enjoy nutrient dense foods. Families in transitional housing programs can stock their pantries and focus their available resources on full financial recovery. Relieving the financial burdens of a low-income household can have profound and meaningful impacts that resound throughout the community. Furthermore, the mission of the Unity Shoppe is to be the organization that residents could rely on for critical services to reduce the immediate effects of poverty, job loss, or crisis when they need it most without having to sacrifice their dignity or self-respect. Staggering increases in basic living expenses coupled with a fluctuating job market has highlighted a critical need for the Unity Shoppe to launch a more comprehensive workforce development program, JobSmart, which aids in the prevention of unemployment. In order to serve the unemployed population of Santa Barbara, Unity Shoppe had to hire more floor staff to work with program participants. The creation of paid internship positions would create an opportunity to train individuals in more advanced business functions such as administration and marketing. Evaluation protocols have been developed in order to measure the success of the program and its participants. Individuals experiencing unemployment for an extended period of time are at higher risk of having mental health issues, have more difficulty finding work than people who are already employed, and are more likely to rely on social service programs to provide financial support services. Unity Shoppe is in a unique position to provide the Santa Barbara community with a full-service workforce development program to assist unemployed residents in finding and keeping jobs. Furthermore, Unity Shoppe has incorporated two certificates (retail and CPR) that can be obtained by JobSmart interns/volunteers when enough hours are accrued.

Unity Shoppe's Transitional Assistance Program provides immediate support model encourages independence and reinforces self-sufficiency. In order for the organization to accomplish its mission, clients need to have every opportunity to meet their own household needs, especially and immediately following a crisis. The Transitional Assistance Program gives low-income and marginalized individuals the resources they need to quickly support themselves and their families while they rebuild their lives. Offering this service will empower residents to take control of their economic mobility and reduce the need for social support programs.

7. Does your facility or program have any barriers that would prevent a person with a disability (verbal, visual, physical, cognitive, etc.) from gaining employment, attending meetings, or obtaining services?

If so, what measures do you take to provide persons with disabilities alternative access to your facility or program?

The Unity Shoppe considers how each program can be accessible to people with varying disabilities. Verbally, different language interpreters are available and visually, large print is used frequently. Clear communication and feedback is consistently implemented to improve and individualize needs to make programs accessible to all. Unity Shoppe takes into account it's physical spaces making sure they are wheelchair accessible. There are also designated parking and entrances for those with mobility challenges as well as designated "drop-off/temporary parking" for loading groceries. The Unity Shoppe provides easy to understand material and directions as well as extra support and staff for understanding and navigating the services that are offered.

Unity Shoppe is committed to developing and supporting a diverse, equitable, and inclusive community creating access through thoughtful, reflective measures. The organization recognizes that reaching these goals is an ongoing process requiring continued education, organizational reflection and evaluation,

personal development, and self-awareness in order to decrease barriers.

Funding

8. Would the City's grant funding leverage other resources, such as supporting joint partnerships, matching funds, or cost sharing, or otherwise serve to catalyze other initiatives? If yes, please explain.

Please include other grant sources either received or for which you are applying.

We work with over 400 referring agencies that are all non-profits. Other grant sources include Hutton Parker Foundation, The Wood-Claeysens Foundation, and The Coeta and Donald Barker Foundation.

9. Are the requested funds necessary or vital in carrying out the program, activity, or event? Please specify how you will make up for any partial funding received from the City of Goleta.

If you are not awarded funding or are awarded partial funding from the City of Goleta, are there other potential funding sources your organization could pursue to ensure the program, activity, or event is successful?

The Unity Shoppe is constantly securing and developing relationships and support to continue their mission to sustain financial capabilities beyond what this Goleta City Grant offers. They consistently seek financial and operational support from the community at large through many avenues such as operational transparency and financial recordkeeping, development and grants programs that inspires generosity among current supporters and attracts a broader base of donors, donor cultivations through future tours of the facility and other means of information sharing, and public relations, community outreach for volunteers and food donations. Unity Shoppe procures all foundational and donor potential funding by using a variety of outreach devices including available grant application submissions, one-on-one outreach calls and meetings with select donors, a direct mail and email campaign, Public Service Announcements on KEYT/KCOY, and an updated Unity Shoppe website.

10. Does the program, activity, or event for which you are seeking funding primarily serve those with low-incomes?

If yes, does your organization obtain documentation from clients on their income (e.g. tax returns, pay stubs)?

The clients served by these programs are all low income. The Unity Shoppe partners with over 400 agencies referring and vetting clients.

11. When was your organization last audited? Were there any findings or concerns? If yes, please explain below.

If your organization is not required to have an audit performed, please explain that below.

We are audited every year and our last audit was completed for 21/22. We are currently working on our 22/23 audit. There were no concerns.

12. How often does your organization's Board of Directors review and approve financial statements?

All financial statements are reviewed and approved monthly at our board meetings,

13. Is there a fee charged or donation suggested for your services, event, etc? If yes, please include when the last time fee amounts were evaluated and/or updated.

Please attach a copy of the fee schedule in the Documents Tab of this application.

There is no fee charged or donation suggested with any of the Unity Shoppe services. All of the services offered are completely free.

14. Please provide a summary of your organization's financial position (from the most recent fiscal year's financials).

12,963,075	Total Assets (\$)
3,633,736	Total Liabilities (\$)
9,329,339	Total Net Assets (\$)
12,963,075	TOTAL LIABILITIES AND NET ASSETS (\$)
38,889,225.00	TOTAL

15. Does your organization have any past due obligations with any funding source (e.g. disallowed costs or unearned grants from a previous contract)? If yes, please explain.

In the past 3 years, has your organization had an IRS or State levey? If yes, are you on a repayment schedule? How was the matter resolved? Explain below.

no

16. Please list two references who we may contact regarding the proposed program, service, or activity.

Include the reference's name, organization (as appropriate), and a phone number where the reference can be reached.

Tina Ballou/ Domestic Violence- 805-963-4458

Michele Schneider/ South Coast Chamber of Commerce- 805-570-7068

CDBG Eligibility

17. Are you applying for CDBG funding?

To be eligible for CDBG funding, you MUST obtain clients' race and ethnicity, and total family income.

- Yes
- No

18. Please indicate whether your organization's client intake sheet or process includes obtaining any of the following information. Check all boxes that apply.

- Name
- Address or City last resided in
- Number of family members
- Total family (household) income
- Race and ethnicity
- Proof of age
- My organization does not obtain any of the above information from clients.

19. Please report the number of unduplicated clients your organization served in the following income categories from July 1, 2022 through June 30, 2023 (or for calendar year 2023).

Refer to the Library section of the main page to view a link to the FY 2022 Federal Income Limits for each of the below categories. PLEASE ENTER N/A IF YOUR ORGANIZATION DOES NOT COLLECT INCOME INFORMATION ON CLIENTS IN THE FOLLOWING CATEGORIES.

100%	Extremely low income (0-30% MFI)
	Very low income (30-50% MFI)
	Low-moderate income (50-80% MFI)
	Above moderate income (Above 80% MFI)
0.00	TOTAL

20. If your program or activity takes place on school grounds, have you received permission and

approval from the appropriate school?

Please list the name and position of the person from whom permission was obtained. If the program or activity is not on school grounds, please put N/A.

n/a

Budget [top](#)

Revenue Sources	Total Program Revenue for Current Fiscal Year	Projected Program Revenue for Next Fiscal Year
<u>City of Goleta Funds</u>	<u>USD\$ 7,500.00</u>	<u>USD\$ 10,000.00</u>
<u>Federal</u>	<u>USD\$ 0.00</u>	<u>USD\$ 0.00</u>
<u>State</u>	<u>USD\$ 0.00</u>	<u>USD\$ 0.00</u>
<u>County</u>	<u>USD\$ 0.00</u>	<u>USD\$ 0.00</u>
<u>Municipal</u>	<u>USD\$ 0.00</u>	<u>USD\$ 0.00</u>
<u>School District</u>	<u>USD\$ 0.00</u>	<u>USD\$ 0.00</u>
<u>Foundations/Trusts</u>	<u>USD\$ 130,453.00</u>	<u>USD\$ 500,000.00</u>
<u>Donations/Fundraising</u>	<u>USD\$ 1,535,160.00</u>	<u>USD\$ 2,000,000.00</u>
<u>Fees</u>		
<u>Other</u>		
Total	USD\$ 1,673,113.00	USD\$ 2,510,000.00

Funding Uses/Expenses	Expenditures for Current Year	Expected Expenditures for Next Year	Goleta Grant Funds: Proposed Uses for Next FY
<u>Salaries, Benefits, Payroll</u>	<u>USD\$ 683,113.00</u>	<u>USD\$ 1,400,000.00</u>	
<u>Taxes</u>			
<u>Consultants and Contracts</u>	<u>USD\$ 0.00</u>	<u>USD\$ 0.00</u>	
<u>Facility, Rent, Utilities, Maintenance</u>	<u>USD\$ 96,506.00</u>	<u>USD\$ 193,012.00</u>	
<u>Supplies</u>	<u>USD\$ 75,000.00</u>	<u>USD\$ 200,000.00</u>	<u>USD\$ 10,000.00</u>
<u>Marketing (Printing, Advertising)</u>	<u>USD\$ 21,600.00</u>	<u>USD\$ 40,000.00</u>	
<u>Travel, Mileage, Training</u>	<u>USD\$ 15,000.00</u>	<u>USD\$ 30,000.00</u>	
<u>Equipment (Rental/Maintenance)</u>	<u>USD\$ 33,506.00</u>	<u>USD\$ 75,000.00</u>	
<u>Insurance</u>	<u>USD\$ 23,256.00</u>	<u>USD\$ 50,000.00</u>	
<u>Other</u>	<u>USD\$ 259,474.00</u>	<u>USD\$ 595,000.00</u>	
Total	USD\$ 1,207,455.00	USD\$ 2,583,012.00	USD\$ 10,000.00

Budget Narrative

These funds will be used to purchase food, essential items, and cover the costs of the Job Smart certificate program and the TAP program.

Documents [top](#)**Documents Requested *****Required?Attached Documents ***

Nonprofit Tax Exemption Status



[IRS Letter](#)

List of Board Members



[List of Board Members](#)

Financial statements from the most recently completed fiscal or calendar year



[Audit](#)

Organizational Budget



[budget](#)

Organizational Chart

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Attachment 2

FY 2024-25 Summary Spreadsheet of Grant Applications and Amounts

