

CWC Scoring App #1

Grant Amount Requested: \$ \$5,000

ORIGINAL

2:45p

EXHIBIT A

2017-2018 PUBLIC SERVICE GRANT APPLICATION

CITY OF FORT PIERCE
URBAN REDEVELOPMENT

Organization Legal Name: United Against Poverty, Inc.
Mailing Address: 2520 Orange Avenue, Fort Pierce, FL 34947
Physical Address: 2520 Orange Avenue, Fort Pierce, FL 34947

JAN 8 2018
2:45p

Contact Person: Stefanie Myers Title: Executive Director

RECEIVED
TIME:

BEST CONTACT Number: 772-559-3995 Email: Stefanie@UnitedAgainstPoverty.org

Website Address: upslc.org

LEGAL STATUS OF ORGANIZATION:

(X) Incorporated, Not-for-Profit - Month and Year of incorporation/creation: _____

- INCLUDE COPY OF CURRENT BUSINESS TAX RECEIPT (BTR) FROM CITY OF FORT PIERCE
- INCLUDE COPY OF CURRENT 501(c)(3) DOCUMENTATION FROM INTERNAL REVENUE SERVICE.
- INCLUDE COPY OF NONPROFIT REGISTRATION FROM SUNBIZ.ORG.

Person Authorized to Sign on Behalf of this Organization. Signature Must Be Notarized.

_____ Today's Date: 1/18/18
 Signature
 Print Name: Stefanie Myers Title: Executive Director
 Telephone Number: 772-559-3995 Email: Stefanie@United Against Poverty

NOTARY STATE OF FLORIDA, COUNTY OF ST. LUCIE

BEFORE ME, an officer duly authorized by law to administer oaths and take acknowledgements, personally appeared Stefanie Myers, who is personally known to me or produced _____, as identification, and acknowledged he/she executed the forgoing Agreement for the use and purposes mentioned in it and that the instrument is his/her act and deed.

IN WITNESS OF THE FORGOING, I have set my hand and official seal in the State and County aforesaid in this 18 day of January, 2018.

NOTARY PUBLIC Allison Zukowski
My Commission Expires: 4/12/2021



PLEASE SUBMIT AN ORIGINAL APPLICATION AND 7 COPIES

Attach additional pages as necessary.

PLEASE PRINT NEATLY OR TYPE YOUR ANSWERS TO THE QUESTIONS IN THIS APPLICATION.

1. Describe your organization and list your Mission Statement.

United Against Poverty, Inc. in Fort Pierce is dedicated to its purpose to inspire and empower people in poverty to lift themselves and their families to self-sufficiency

Our Mission is: To serve those in poverty by providing crisis care, case management, transformative education, food and household subsidy, employment training and placement, personal empowerment training and active referrals to other collaborative social service providers.

2. Describe your organization's history and prior experience, including a description of programs/projects similar to the one you are applying for in this application.

United Against Poverty, Inc. was founded by Austin and Ginny Hunt, who opened the first member-share grocery program under the name of Harvest Food and Outreach Center, along Florida's Treasure Coast, in South Vero Beach. In 2006, the program was opened in Fort Pierce and in 2009, Orlando. Originally, this hunger relief program incorporates two-way giving, where the food provided is set up as a grocery store, rather than a food pantry. Low/Mod income families sign up for a free membership then select the items they want. As members, they pay a small handling fee to help sustain the program that averages about 37 cents on the dollar. This model provides a hand-up to address the issue of poverty in low mod-income households and maintains the dignity of the member.

By 2012, over 1,200 families per day were accessing the program across the three sites. Food is a symptom of the larger issue of poverty and to create change, we made the shift to focus on the causes of poverty. A partnership with the Department of Children and Families allowed people to apply for SNAP and other benefits at each site. Case management was added and area experts in healthcare, domestic violence, substance abuse and mental health were offered free space to meet with members needing their services. These are our "Life Enrichment Centers".

In 2016, the organization rebranded to United Against Poverty, Inc. to realign the name with the mission and to eliminate confusion between us and the local food bank. Originally, founded as Kingdom Harvest, Inc. dba Harvest Food and Outreach Center, in 2016, the organization rebranded to United Against Poverty, Inc. to better align the name with the mission.

Our programs are set up on the premise of "two-way giving," providing respect, support and avoiding the pitfalls of enabling those in need through toxic one-way giving. Our experience and empirical research have demonstrated that one-way giving does nothing to empower the people to better themselves and break free of poverty.

During 2017, the Fort Pierce grocery program served an average of 435 households per day. Our life enrichment center programs, including DCF, CASTLE, Healthy Start, University of Florida Cooperative Extension, RSVP, WE LEAP, SafeSpace, and Getting Ahead classes served approximately 1,500 families.

3. List all previous grants awarded by the City of Fort Pierce to **YOU or any organization(s) you were previously or are currently associated with.** If None, write N/A below:

<u>Program Year</u>	<u>Amount</u>	<u>Purpose</u>
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2016-17	\$5,000	Healthy Start Infant Mortality Disparity Education - addressing the high infant mortality rate among people of color, by incentivizing community involvement in education and behavior change.
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2015-16	N/A	
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2014-15	\$5,000	Families Achieving Change Together (FACT) - Funds were used to purchase supplies for children and their parents participating in FACT. This was a summer program where the children received school supplies and book bags in addition to food vouchers to insure food security.
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Please Note: Organizations/Applicants that have received funding for three consecutive years **may be deferred** in order to provide funding for newer activities.

4. If you have received funding from the City of Fort Pierce for Public Service projects in the past, please explain **HOW** the program/project described in this grant application is **NEW OR EXPANDED:**

This program is new to the St. Lucie UP Center Campus entitled Success Training Employment Program (STEP).

5. What is your organization's annual budget? Describe how your organization is currently funded.

The annual budget for the St. Lucie Campus for 2018 is \$2,989,215. The majority of this budget is dedicated to the operation of the Member Share Grocery Program.

The other programs rely on grants, fund development and make up \$266,000 of this budget. We have multiple funding sources including a low-income grocery program that recovers handling fees, grants from Maximus, the William and Helen Thomas Foundation, the United Way of St. Lucie County, local banks and others, as well as ongoing individual and corporate philanthropy contributions.

6. Does the City of Fort Pierce and/other local organizations in Fort Pierce provide services similar to your agency?

No.

If you answered Yes, how do your services compliment their offerings? If yes, explain. How are your services different? N/A

7. Project Name (please keep it short):

Success Training Employment Program (STEP)

8. U.S. Dept. of Housing & Urban Development (HUD) National Objective Activities: (check one)

- Area benefit** activity (the activity benefits/is open to everyone in a particular low income neighborhood or geography)
- Limited Clientele** activity (particular individuals or households receive a benefit, and the majority of them qualify as low income)

- Presumed Benefit** activity (the activity benefits a group of individuals presumed by HUD to qualify for a benefit: battered spouses, homeless, elderly, severely disabled adults, abused children, illiterate adults, persons with HIV/AIDS, or migrant farm workers)

9. Which National Objective(s) shown below does your project/program(s) meet?

- Benefit low to moderate-income persons;
 Help in the prevention of slums or blight; and/or
 Meet other community needs having a particular urgency because other financial resources are not available to meet such needs.

10. Beneficiaries from National Objective Activities (#8 Above)

A. Who are the intended beneficiaries of this program/project? Describe how the project will ensure that the intended beneficiaries are being served and the target population will be reached, including how beneficiaries are identified, and any outreach performed:

The intended beneficiaries of this program are households' whose annual income is less than 200% of the Federal Poverty Level as defined by Health and Human Services department. This number aligns with HUD's definition for low mod-income household limits.

To ensure the intended population is served, STEP participants will provide proof of income, residency identification and family composition to verify that they are low mod-income.

Beneficiaries will be identified via our large food program, our multiple collaborative partners, including DCF, CASTLE, Healthy Start, University of Florida Cooperative Extension, RSVP, WE LEAP, SafeSpace, and more. Outreach will be performed at ongoing area meetings such as the Council of Social Agencies (COSA), and multiple events through the year. The program is well established in Vero where a waiting list of Fort Pierce residents has formed in anticipation of STEP.

- B. If the project will provide an **"Area Benefit"**, please define clearly the geographic area to be served by the proposed activity. Include a map, if necessary.
- C. If the project will benefit **"Limited Clientele"**, list the approximate number and percentage of total persons assisted through this project/program who will be Low to Moderate Income (LMI) and how their income level will be determined.

50% will be Extremely low, 30% will be Very Low and 20% will be low income

Department of Housing and Urban Development (HUD) 2017 Income Limits								
Number of People Living in Household	1	2	3	4	5	6	7	8
Extremely Low Income	\$12,650	\$16,240	\$20,420	\$24,600	\$28,780	\$32,960	\$37,140	\$39,750
Very Low Income	\$21,100	\$24,100	\$27,100	\$30,100	\$32,550	\$34,950	\$37,350	\$39,750
Low Income	\$33,750	\$38,550	\$43,350	\$48,150	\$52,050	\$55,900	\$59,750	\$63,600

D. If the project will provide a “**Presumed Benefit**”, please identify the group(s):

- | | |
|---|---|
| <input type="checkbox"/> Abused Children | <input type="checkbox"/> Illiterate Adults |
| <input type="checkbox"/> Lower Income Senior Citizens | <input type="checkbox"/> Migrant Farm Workers |
| <input type="checkbox"/> Elderly | <input type="checkbox"/> Persons with HIV/AIDS |
| <input type="checkbox"/> Homeless | <input type="checkbox"/> Severely Disabled Adults |
| <input type="checkbox"/> Lower Income Youth | <input type="checkbox"/> Severely Disabled Children/Youth |
| <input type="checkbox"/> Other _____ | |

11. Describe the existing problems or needs to be addressed by this program/project.

A recent report from the United Way (ALICE – Asset Limited Income Constrained Employed) shows that in Fort Pierce the working poor make up 46 to 71% of the population.

Florida’s poverty rates in all age categories are higher than U.S. rates.

This is in part because:

- Getting to a place where employment is even a possibility can be extremely challenging for those who are simply trying to survive. When a person does not know where the next meal is coming from, searching for a job or gaining the skills necessary to get a job can be an incredible challenge.
- Lack of basic skills and employment skills.
- Those seeking employment have barriers that interfere with their success, including lack of transportation, poor health, affordable childcare, reliance on federal subsidies with eligibility ‘cliffs,’ legal histories, poor credit, and a lack of skills and education.
- Jobs are harder to find and those that are available do not pay a living wage.

The goal of our workforce development program, STEP, is to provide support needed for the individual to find successful long-term employment that will ultimately lead to financial self-sufficiency. We define self-sufficiency as income above 200% of poverty and/or above HUD’s LMI limits.

12. Describe your proposed project’s activities and how they will address the problems/needs you listed in #11 above.

The goal of all of our programs is to help those in poverty retain resources, acquire resources, connect to resources and become self-sufficient.

We define self-sufficiency as having a household income above 200% of Poverty (\$48,600 for a family of 4). Often jobs in that salary range will improve housing conditions and provide health benefits, making it easier for the family to seek medical attention when needed.

STEP not only provides hard skills necessary to gain employment, but also the emotional intelligence training and support needed to keep a job and work toward career goals. STEP combines empowerment/emotional intelligence training, workplace skill building, job acquisition guidance and on-the-job training. This program includes 6 weeks of in class, evidence-based curriculum followed by 8 weeks of internship onsite and/or with area employers.

This involves intensive support to stabilize situations, develop action plans, prepare resumes and practice with mock interviews to properly prepare the student. The program include long-term follow up and support for up to 3 years to ensure we are there with a hand UP to offer support to help them remain successful and self-sufficient.

13. List the physical addresses where the your proposed project activities (listed in #12 above) will take place, using street addresses within the City limits of Fort Pierce.

2520 Orange Avenue, Fort Pierce, FL 34947

14. List this project's measurable goals and objectives. Date the goals and objectives.

12/31/2019 - Our Goal is to enroll 45 individuals over a 12-month period – running three classes of 12- 14 weeks each with 12-15 eligible participants. Each class will complete the curriculums (summaries attached) in accordance with the 12-14 week time frames.

- Class 1 – February – May
 - Class 2 – May – August
 - Class 3 – September – December
- 12/31/19 - We anticipate 60% will gain employment within a 12-month period. Our objective for this program is self-sufficiency as defined by household income above 200%. In the first year of operation, and understanding the existing barriers to employment, we anticipate 27 STEP graduates will improve their income, 10 above 100% of poverty and 7 above 200% of poverty.

15. How will you track the results of these goals and objectives? (This information will be required with your monthly status reports.)

Results of our STEP goals and objectives will be tracked via the HMIS data base and include verification of income and household status, individual stabilization and financial care plans, STEP certifications and employment verification.

16. Briefly describe measurements of outcomes for each of the activities listed in #12. (Examples - number of unduplicated low/moderate income youth served, number of unduplicated senior citizens served, number of unduplicated Veterans served, number of unduplicated adults served, etc.)

Each month an outcome report is generated for the Board of Directors that shows:

- Number of individuals enrolled in STEP Phase 1
- Number of individuals graduated from STEP Phase 1
- Number who are employed
- Number who have increased their income
- Number who have increase their income above 100% of poverty
- Number who have increased their income above 200% of poverty

17. Amount of Grant Funds requested in this application: \$5,000

Amount of other funds secured for this program/project: \$54,490

Amount of other funds earmarked for the program/project: \$0 for the current year (the annual budget to roll out the STEP program in its entirety – serving at least 125 residents each year with 5 staff - is approximately \$250,000. These funds will need to be obtained in the future to expand services in subsequent years.

Total amount needed to complete this program/project: \$13,387 (to hire job developer PT)

18. Describe your contingency plan in the event this grant request is not fully funded, or not funded at all by the City of Fort Pierce:

The voucher incentive component is essential to the ongoing success of the program. This subsidy has proven to provide the significant stabilization support needed for the first year of a successful program. It helps these low-income individuals stretch their existing resources while building for the future. At our other sites where we implemented STEP incentives have also been offered to help with other stabilization services such as transportation, housing expenses and job retention incentives, including GED and job certifications.

If the grant request is not fully funded, less Fort Pierce residents with barriers to employment will have the opportunity to receive support needed to break out of poverty.

19. If this is a multi-year project, how will you continue to implement this project if City grant funds are not available in future years?

It has been shown at the other two campuses that once the STEP program is implemented and results in successful outcomes, there is a significant increase in funding received through grants and donations. It is safe to assume that this will also happen at the Fort Pierce site.

20. Select every qualifier below that best describes your project.

- Improve or enhance education opportunities
- Improve or enhance job training opportunities
- Improve or enhance employment opportunities
- Promote cultural diversity
- Promote outdoor activities and a healthy lifestyle
- Spur interest and participation in neighborhood improvement activities
- Encourage citizen involvement and leverage resources to revitalize low and moderate-income neighborhoods
- Encourage partnerships between City Hall, residents and other community organizations that will result in projects and activities that benefit a community
- Instill and foster community pride
- Promote neighborhood beautification and revitalization
- Promote activities that protect the environment
- Discourage adverse activity such as crime, drug use, and vandalism
- Inspire and support the healthy development of youth

21. Write an explanation below of **how** your project will perform **each** qualifier you selected above:

Participation in the program will improve the ability of students to increase their household income by establishing basic skills necessary for success, increasing awareness of education

options and funding opportunities, and increasing financial literacy knowledge to reduce debt and increase savings.

Students will also learn about employer-funded education programs and the value of lifelong learning in career development. Increasing emotional intelligence, job acquisition and basic work skills will increase the chance of obtaining *and maintaining* employment.

By providing constructive activities, increasing employment and regular income/benefits to residents who complete the program, research shows that there is a reduction in crime, drug use and vandalism.

Note: Table of contents for the curriculum are included with this application.

22. Date project to begin: 2/26/18

Date project to be completed: Ongoing

23. Describe any participant fees that will be required as part of this project/program. Please see "New for Program Year 2017-2018" on Page 4 of the Grant Guidance.

None

24. Applicants must demonstrate that the selection of participants is an objective process and Grant Recipient may not limit participation on the basis of race, gender, nationality, ethnicity, religion, creed or disability. How will your project comply with this expectation?

Our selection of participants is based on need and willingness to actively participate to improving their lives. Staff will not limit participation based on those criteria listed above. Although we will collect basic demographic data including race, ethnicity and gender; data on nationality, religion, creed or disability are not collected because it is irrelevant to the goal of STEP.

25. If this project is sponsored by a church or religious group, participation may not be limited to members of the church. What efforts will you make to ensure that the community at-large is aware of this project and the opportunity for participation?

This project is not sponsored by a church or religious group.

We have been striving to implement this program for the past two years and have been increasing awareness of its benefits during that time. We have a resident that took four buses and travelled one way for 2 hours to participate in the program in Indian River County and currently have a waiting list for those who are interested in participating. Community partners are already referring to the program.

As part of the Council of Social Agencies, which is comprised of nearly 60 different health and human service organizations – United Against Poverty has ready access to a group of potential referral sources. We will also utilize social media, local radio programs and other media to ensure the community is aware of the program.

26. Complete a COMPLETE detailed budget below for **THIS** project. List proposed City grant funds and other *committed funds* and 'in-kind contributions', donated professional services, fees and other resources that will be used to complete the project. List a detailed breakdown of individual items. Use specific descriptions, not broad categories. Remember, committed funds and/or in-kind services **must equal at least 25% of your grant request.**

Be sure to include verification documentation of all funds listed below as 'Committed' or 'In-Kind'. Commitments listed in the budget below that lack documentation **will not be counted as commitments.**

Program/Project Expense/Description	City Grant	Other Committed Funds \$\$ Amount or In-Kind	Source of Other Committed Funds or In-Kind Services (Please provide written verification of Every in-kind service listed here from the "Source")
Emotional Intelligence (EQ) Facilitator	0	\$10,710	Multiple Individual Donations – committed and included in the budget as "Rest Cash" in the budget.
Education Coordinator	0	\$42,840	\$7,500 Wells Fargo \$10,000 PNC \$36,400 Multiple Individual Donations (details attached to application packet)
Food Vouchers	5,000	400	In-kind for balance
Workbooks for EQ and Job Acquisition	0	540	=45 people x \$12 per book
TOTALS	\$5,000	\$54,490	
(use more lines/pages as necessary)			

- **Please provide a quote for each item listed that you will purchase with this grant award** in the above Budget under 'Expense/Description'. Each quote should list vendor/company with contact information.
- Grant funds will be used to provide food voucher incentives as a **direct benefit to low-income persons** who complete classes in the Life Enrichment Center, including the STEP participants. For every 5 days of active participation, the person would receive a \$20 voucher (about \$67 worth of food).
 - Phase 1 of STEP = 6 weeks
 - 15 students per class for 3 classes = 45 people
\$5400=6 wks.*45 people*\$20
- EQ facilitator – 10 hours per week - \$10,710 for salary
- Education Coordinator – 40 hours per week - \$42,840 = \$34,000 salary and \$8,840 benefits

27. Organization Staff and Volunteers

Please complete the information listed below for **each person** in your organization who will work on **THIS** project and the percentage of time they will dedicate to this project, including **all** volunteers.

Name: Melanie Tarnoff

Telephone Number: 772-468-8543

Email Address: Will start the last week of Jan. (new hire)

Organization Position: Education Coordinator

City of Residence: Fort Pierce

Qualifications: Resume attached. More than 10 years in adult education, substance abuse treatment and related.

Role in Project: Job acquisition work skills training and job skills training, as well as success coaching support

% of Time Dedicated to Project: 100%

Name: Dona Alexander

Telephone Number: 772-468-8543

Email: Dona@UPCenters.org

Qualifications: Resume attached. 10+ years of experience in program management, counseling and case management.

City of Residence: Fort Pierce

Role in Project: EQ Facilitator & Program mgmt. – voucher tracking, distribution, and invoicing (10%)

28. Please attach **ALL** of the documents listed below to your application. Please include a written explanation for EACH document not included:

- X Articles of Incorporation and By-Laws – Original articles and those showing name change are included.
- X State and Federal Tax Exempt determination letter
- X Employee Identification Number
- X List of Board of Directors with contact information – Both local and corporate have been included.
- X Organizational Chart for your Organization
- X Board of Director's authorization to apply for this grant
Please note that the board meeting for the budget review is this Friday the 19th. I have enclosed the approval from the prior year and have gotten email approval from the board members to submit the application.
- X Last three month's bank statements – Note that we have two accounts and copies from both for the period are included.
- X Annual budgets for 2016 and 2017 – 2018 has also been included for your information.
- X Most recent audit report (if this is not available, provide written explanation)
- X Matching funds and In-Kind Services commitment documentation (Budget, page 16)
- X Three (3) Letters of Support for this project
- X Newspaper articles, and Thank-You letters, etc., as available, for your organization's work within the City of Fort Pierce. Additional information is available on our Facebook page and website. www.facebook.com/hopeforstlucie, www.Upslc.org.