

Grant Amount Requested: \$ 5,000



Date and Time Stamp **Received**
FEB 07 2020
Grants Administration (Do Not Write in This Box)
KMB 2:24pm

2019-2020 PUBLIC SERVICE GRANT APPLICATION

Organization Legal Name: The Salvation Army

Mailing Address: 1424 NE Express Way Atlanta, GA 30329

Physical Address: 609 N. 7th Street Ft. Pierce, FL 34950

Contact Person: Lt. Jeff Marquis Title: Corps Officer

BEST CONTACT Phone Number: 772-288-1471 Email Address: jeff.marquis@uss.salvationarmy.org

Website Address: https://salvationarmyflorida.org/martincounty

LEGAL STATUS OF ORGANIZATION:

501(c) 3 Incorporated, Not-for-Profit - Month and Year of incorporation/creation: October 1955

INCLUDE COPY OF CURRENT 501(c)(3) DOCUMENTATION FROM INTERNAL REVENUE SERVICE.

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

Jeff Marquis Signature Today's Date: 2-7-20

Print Name: Jeffrey Marquis Title: Corps Officer

Telephone Number: 772-288-1471 Email Address: jeff.marquis@uss.salvationarmy.org

NOTARY STATE OF FLORIDA, COUNTY OF ST. LUCIE

BEFORE ME, an officer duly authorized by law to administer oaths and take acknowledgements, personally appeared Jeffrey Marquis, 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 7 day of February, 2020.

NOTARY PUBLIC Susan Morgan
My Commission Expires: 4/20/22

PLEASE SUBMIT AN ORIGINAL APPLICATION AND 7 COPIES
Attach additional pages, as necessary.



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

- 1. Describe your organization and list your 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. Since its inception, The Salvation Army has provided direct services to low income individuals across the world - regardless of race, creed, sex, or ability - through programs that address homelessness and hunger, reach and involve youth and children, and serve the marginalized.

- 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.

In keeping with the overall Salvation Army mission, the Florida division is committed to meeting the needs of our residents in Martin, St. Lucie, and Okeechobee counties. For many years, it has provided assistance to residents of these three counties through a variety of social services programs to low income individuals including: Adam's Place – our new men's jail diversion/prevention and male veterans’ intervention homeless shelter serving St. Lucie County; Compassion House – a homeless women and children shelter in Martin County offering safe, secure shelter, meals, clothing and counseling while residents work to once again become self-sufficient; Food pantries in all three counties; Assistance with rent and utility payments, emergency food aid, personal hygiene kits, prescription assistance, securing local bus passes, vouchers for clothing and household items, referral assistance, Angel Tree Christmas Assistance, and more.

- 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> |
|---------------------|---------------|----------------|
| 2018-19 | N/A | |
| 2017-18 | N/A | |
| 2016-17 | N/A | |

Please Note: Organizations/Applicants who 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**:

N/A

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

Adam's Place is the product of collaboration among many agencies and stakeholders and is designed to break the cycle of homelessness, incarceration and subsequent return to homelessness by first providing temporary “drop off” shelter housing and basic needs care and then conducting preliminary screening of individual needs.

- 6. Do the City of Fort Pierce and/other local organizations in Fort Pierce provide services similar to your agency? If you answered Yes, how do your services compliment their offerings? If yes, explain. How are your services different?

There are various organizations in Ft. Pierce that provide emergency housing and food aid. Adam's Place is proud to work toward a common goal with these organizations as the need is large. The existence of these shelters is crucial to the fight to end homelessness. What sets Adam's Place apart is its commitment to men and male veterans, an often under-served group, and its commitment to addressing the causes of occasional, chronic, and repeat homelessness - not just homelessness itself - with wrap-around services.

- 7. Project Name (please keep it short): Adam's Place Assistance Initiative



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| Department of Housing and Urban Development (HUD) 2019 Income Limits | | | | | | | | |
|--|--------|--------|--------|--------|--------|--------|--------|--------|
| Number of People Living in Household | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 |
| Extremely Low Income | 13,550 | 16,910 | 21,330 | 25,750 | 30,170 | 34,590 | 39,010 | 42,550 |
| Very Low Income | 22,550 | 25,800 | 29,000 | 32,200 | 34,800 | 37,400 | 39,950 | 42,550 |
| Low Income | 36,050 | 41,200 | 46,350 | 51,500 | 55,650 | 59,750 | 63,900 | 68,000 |
| | | | | | | | | |

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:

Adam's Place specifically serves homeless males and homeless male veterans in an effort to break the cycle of homelessness, incarceration and subsequent return to homelessness. Because entry is specific to this unique group, we work directly with law enforcement and the Veteran Services Office of Fort Pierce to identify our target population. When individuals are picked up by local law enforcement for minor offenses, they are given the choice to receive services instead of spending time in jail. Additionally, in-need veterans need only supply a letter from Veteran Services confirming their veteran status.

- B. If the project will provide an **“Area Benefit”**, please clearly define the geographic area to be served by the proposed activity. Include a map, if necessary.

N/A

- 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.

N/A



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D. If a 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 checked="" type="checkbox"/> Homeless | <input type="checkbox"/> Severely Disabled Adults |
| <input type="checkbox"/> Lower Income Youth | <input type="checkbox"/> Severely Disabled Children/Youth |
| <input checked="" type="checkbox"/> Other <u>Homeless veterans</u> | |

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

Most are familiar with the devastation of homelessness - poor mental and physical health, susceptibility to violence, and loss of individual potential. There are, however, other downsides to this national epidemic that are less obvious.

Annual reports on homelessness trends have been conducted for many years by agencies ranging from national groups such as the U.S. Department of Housing and Urban Development (HUD), to state and local organizations such as Florida's Council on Homelessness. Their findings show that in addition to the suffering of individuals, homelessness "significantly increases community costs borne by local governments, the State, and taxpayers in terms of emergency response teams, crisis stabilization units, uninsured emergency and inpatient medical care, and law enforcement involvement". It also potentially impacts local businesses "by reducing foot traffic, tourism, downtown redevelopment, and property values" ("Council on Homelessness Annual Report" 2018).

What is interesting to note about these statistics is that the cost of operating emergency shelters is not mentioned. The Florida Council on Homelessness Annual Report states that in a study of 107 chronically homeless individuals living in Central Florida, homelessness "costs the community an average of \$31,065 per person per year" with an "annual cost totaling over \$3.3 million" for the expensive aforementioned services. In contrast, "appropriate housing and services in the form of permanent supportive housing would cost approximately \$10,000 per year per person, one-third of the cost of managing their homelessness" ("Council on Homelessness Annual Report" 2018). Similar results were found in dozens of studies in communities across the nation, a true testament to the importance of emergency shelters.

This past December, HUD released its 2019 Annual Homeless Assessment Report to Congress. 2019 saw a nearly three percent increase in homelessness from 553,000 to 568,000, nearly half of which was concentrated in 3 states: California – 27%, New York – 16%, and Florida – 5%. It also showed that men were more likely than women to be in a state of homelessness and that veterans continue to account for an unsettling percentage of the population. In Florida alone, over 18,000 of the homeless population were male and approximately 2,500 were veterans ("The 2019 Annual Homeless Assessment Report (AHAR) to Congress" 2019).

Understanding both the role emergency shelters have in ending this long-standing problem and the responsibility they have of identifying and treating the causes and not just the symptoms, The Salvation Army opened Adam's Place to address this need, specifically for males and male veterans.

Adam's Place's approach to reversing homelessness is to identify the root of the issue as well as help people get off of the streets. Through the program, lodging, food, and specially tailored services including educational and employment training, and mental health or substance abuse treatment is provided to each client to resolve the causes of their condition. The goal of the program is to ensure that once a client leaves the facility, they are well positioned for success, drastically reducing the probability that they will return to a state of homelessness.



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

Adam's Place is the product of collaboration among many agencies and stakeholders and is designed to break the cycle of homelessness, incarceration and subsequent return to homelessness by first providing temporary "drop off" shelter housing and basic needs care and then conducting preliminary screening of individual needs.

Each individual receives a case plan that is specifically designed for them. Those that commit to the program have a team of support staff to aid in creating and accomplishing goals leading to stable employment and housing. If mental health or substance abuse treatment is needed, residents are referred to partner agencies. Our goal is to meet the needs of the homeless population by addressing the myriad of reasons why people become homeless and assisting them in developing a higher quality of life through independence.

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

Adam's Place is located at 609 N. 7th Street Ft. Pierce, FL 34950

14. List this project's measurable goals and objectives, as well as the date(s) when each will be met.

The goals for each participant of this program will vary on a case by case basis as each individual is given a plan specifically designed for their needs. As such, the length of stay will vary person to person. Never-the-less, Adam's Place has the following overall goals.

1. Successfully help 65% of clients secure gainful employment by 9/1/2020.
2. Successfully help 35% clients secure permanent housing by 9/1/2020.
3. Serve approximately 120 unique individuals between 10/1/2019 and 9/1/2020.

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

To meet our goals, we begin by assigning a case manager to each client. After a review is completed for the client, the case manager devises a plan that outlines specific goals and services begin. Each person's information is then entered into ShelterPoint, our tracking software, and is updated on a weekly basis as progress is made.

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.)

The goal of Adam's Place is to serve approximately 120 unique homeless males or male veterans each year.



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| | |
|--|------------------|
| 17. Amount of Grant Funds requested in this application: | <u>\$5,000</u> |
| Amount of other funds secured for this program/project: | <u>\$140,000</u> |
| Amount of other funds earmarked for the program/project: | <u>\$50,000</u> |
| Total amount needed to complete this program/project: | <u>\$590,329</u> |

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 Salvation Army of Martin, St. Lucie, and Okeechobee Counties has continuously benefitted from the generosity of the community it serves. Contributions through private donations are instrumental in helping us cover our yearly expenditures. Additionally, we have been the recipients of various grant awards and government funding, and generate revenue through fundraising and sales from our family stores. Should our initiative be partially funded or denied by the City of Fort Pierce, we will use all of the aforementioned avenues to cover the costs of our program.

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?

Adam's Place programming is continuous. To ensure we meet our budget each year, we will secure funds through a diversified mix of revenue streams including grant funding, private contributions, annual fundraising, in-kind gifts, investment income, and earned income through sales from our family stores.

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



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

A key component of our program is the weekly meeting each resident will have with their case manager. After an initial assessment, personalized services will be provided on a case by case basis including referrals to support agencies that provide mental health or substance abuse treatment as well as educational training and workforce development/placement. The goal is to help each individual find employment, resources, and housing for long-term stability.

22. Date project to begin: October 1, 2019
Date project to be completed: September 1, 2020

23. Describe any participant fees that will be required as part of this project/program. Please see "New for Program Year 2019-2020" on Page 4 of the Grant Guidance.

No participant fees are required as a part of this program.

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?

The heart of the Salvation Army's mission can be summed up as follows: To promote the love of God by meeting human needs without discrimination. No person will be turned away from our services on the basis of race, gender, nationality, ethnicity, religion, creed, or disability.

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?

The goal of this program is to reach the under-served of our community – homeless males and male veterans. Our services are open to all who fit within this category, regardless of whether they are members of a specific religious group. To make sure that all within the community are aware of this opportunity, we work directly with the Veteran Services Office and local law enforcement to identify potential beneficiaries.



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26. Provide a COMPLETE, detailed budget for **THIS** project in the budget chart below. 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.

NOTE: Volunteer Hours may be calculated at \$12/hour.

- o Please provide at least one (1) 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.

| Program/Project Expense Description | City Grant | Other Committed Funds and/or \$\$ Amount or In-Kind | Sources of Other Committed Funds of In-Kind Services (Please provide written verification of EVERY in-kind service listed here from the "Source") |
|--|------------|---|---|
| Ed-Recreational-Craft Supplies- \$500 | \$5,000 | TL Williams Grants THQ - \$35,000 | |
| Food & Beverages Purchased- \$3,500 | | Rockland Foundation - \$5,000 | |
| Laundry Linen housekeeping- \$2,000 | | Bernard Egan Foundation - \$50,000 | |
| Office Supplies- \$1,000 | | City of Fort Pierce Contribution - \$50,000 | |
| Kitchen, Dining Room Supplies- \$1,000 | | | |
| Office Telephone- \$1,200 | | | |
| Cellular Telephone & Internet- \$480 | | | |
| Postage & Parcel Post- \$2,000 | | | |
| Local Rents- \$1 | | | |
| Building & Equipment Insurance- \$11,594 | | | |
| Utilities- \$28,820 | | | |
| Property Upkeep & Repair- \$4,738 | | | |
| Real Estate Taxes- \$0 | | | |

| | | | |
|---|------------|-------------|--------|
| Janitorial Supplies- \$373 | | | |
| Furnishings & Equipment- Rental- \$70 | | | |
| Furnishings & Equipment- Repair/Maintenance- \$0 | | | |
| Furnishings & Equipment- \$4,289 | | | |
| Printed Materials- \$3,476 | | | |
| Subscriptions- \$0 | | | |
| Advertising & Public Info- \$1,000 | | | |
| Other Transport & Meals- \$0 | | | |
| SA Vehicles - Operating- \$2,200 | | | |
| SA Vehicles - Insurance- \$2,250 | | | |
| Conference Attendance- \$500 | | | |
| Out of Town Travel- \$500 | | | |
| Financial Assist-Reg- \$0 | | | |
| Financial Assistance-Food GIK- \$55,000 | | | |
| Statewide Service Expense- \$10,007 | | | |
| Organization Memberships- \$0 | | | |
| Christmas Remembrances- \$600 | | | |
| Sundry Expense- \$0 | | | |
| Support Service Expense- \$49,032 | | | |
| Depreciation Expense- \$3,936 | | | |
| Salaries-Exempt- \$49,682 | | | |
| Salaries-Non-Exempt- \$249,970 | | | |
| Life & Accident Insurance- \$511 | | | |
| Medical & Hospital- \$68,159 | | | |
| Pension & Retirement- \$0 | | | |
| FICA Taxes - SA Portion- \$22,927 | | | |
| Worker's Comp Insurance- \$7,014 | | | |
| Data Processing Fees- \$1,500 | | | |
| Medical Supplies- \$500 | | | |
| TOTALS: \$590,329.00 | \$5,000.00 | \$140,00.00 | \$0.00 |
| (use more lines/pages as necessary) | | | |



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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 the project, including all volunteers.

Name #1: Grady Sams

Telephone Number: 772-448-8082

Email Address: grady.sams@uss.salvationarmy.org

Organization Position: Project Manager

City of Residence: Fort Pierce, FL

Qualifications: A.A in General Human Services ; B.A. in Human Services focusing in Mental Health

Professional Licenses: N/A

Role in Project: Program Manager

% of Time Dedicated to Project: 100%

Name #2: Karin Lowery

Telephone Number: 772-448-8082

Email Address: Karin.lowery@uss.salvationarmy.org

Organization Position: Case Manager

City of Residence: Fort Pierce, FL

Qualifications: Bachelor of Liberal Studies in Behavioral Science; M.A. in Higher Education

Professional Licenses: N/A

Role in Project: Case Manager

% of Time Dedicated to Project: 100%

Name #3: Lt. Jeff Marquis

Telephone Number: 772-448-8082

Email Address: jeff.marquis@uss.salvationarmy.org

Organization Position: Corps Officer

City of Residence: Stuart, FL

Qualifications: Bachelor's Degree; Seminary graduate; 10 years of experience as Corps Officer

Professional Licenses: N/A

Role in Project: Commanding Officer

% of Time Dedicated to Project: 50%

Name #4: Lt. Sheena Marquis

Telephone Number: 772-448-8082

Email Address: sheena.marquis@uss.salvationarmy.org

Organization Position: Corps Officer

City of Residence: Stuart, FL

Qualifications: Masters in Social Work; Seminary graduate

Professional Licenses: N/A

Role in Project: Commanding Officer

% of Time Dedicated to Project: 50%



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Name #5: Susan Morgan
Telephone Number: 772-448-8082
Email Address: susan.morgan@uss.salvationarmy.org
Organization Position: Corps Officer
City of Residence: Port. St. Lucie
Qualifications: Business Administration
Professional Licenses: N/A
Role in Project: Administration
% of Time Dedicated to Project: 50%

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

- Articles of Incorporation and By-Laws
- State and Federal Tax-Exempt determination letter
- Employee Identification Number
- List of Board of Directors with contact information
- Organizational Chart for your Organization
- Board of Director's authorization to apply for this grant
- Last three month's bank statements
- Annual budgets for 2019-2020
- Most recent audit report (if this is not available, provide written explanation)
- Matching funds and In-Kind Services commitment documentation (Budget, #26)
- Three (3) Letters of Support for this project
- Newspaper articles, and Thank-You letters, etc., as available, for your organization's work within the City of Fort Pierce.

END OF 2019-2020 PUBLIC SERVICE GRANT APPLICATION