PROPOSAL SUBMITTAL FORM

Agency Information

Agency Name: Lexington Rescue Mission

Mailing Address: PO Box 1050, Lexington, KY 40588

Street Address: 444 Glen Arvin Ave., Lexington, KY 40508

Phone: (859) 381 - 9600

Is your Agency registered with the IRS as a 501(c)3 organization? ☑ Yes ☐ No

*Note: Agencies **must** be registered with the IRS as a 501(c)3 organization to be eligible for ESR Program funding.*

Does your agency have a Gold Seal of Transparency or higher profile on GuideStar.org? ☑ Yes ☐ No

*Note: Agencies **must** have a Gold Seal of Transparency or higher profile with GuideStar.org to be eligible for ESR funding.*

Website Address: www.lexingtonrescue.org

Agency Representative *(typically the Executive Director - Name, Title, Phone, Email)*:

Laura Carr, Executive Director, (859) 381-9600, ext. 223, laura@lexingtonrescue.org

Person Completing Application *(Name, Title, Phone, Email):*

Kim Livesay, Development Director, (859) 381-9600, 227, kim@lexingtonrescue.org

Program Information

Name of program for which funds are being requested: **Street Outreach**

Total Funding Amount Requested: $ **100,000**

RFP #1-2022 PROPOSAL SUBMITTAL FORM

- **Save this PDF formatted Proposal Submittal Form to your hard drive before beginning to enter responses in it to ensure your responses are saved to the form.**
- **LIMIT RESPONSES IN TEXT BOXES TO 250 WORDS**
- **REMINDER: All proposals must be written in a clear and concise manner, as there will be no follow-up or clarifications to proposer's submittal form once the evaluation process begins.**

5.1 Program Proposal & Design

5.1.1 Needs Statement—Purpose of the Program Proposal / Problem Statement **15 Points**

Using local data, provide a description of the problem in Fayette County. Identify the specific population your program is targeting (i.e. age, geographical region, economic status, etc.) and explain why. Discuss whether this population is under-served or at-risk. Describe your understanding of the local system of services addressing this problem, obstacles and/or opportunities your clients face, and how your agency fits within this system of services.

Over the last two years, Lexington has seen an increase in the number of people who are living on the streets, without shelter. Jim Frazier, chairman of the Downtown Lexington Management District, said many downtown business owners have felt the impact of this first-hand. "I get calls about it every day. These merchants are upset. Many of these people have mental health issues or drug issues. It's a very complex problem." (Musgrave, Beth. "Lexington will soon see bigger law enforcement presence," Lexington Herald-Leader, 2/15/2022.)

In FY2021, 3,065 people experienced homelessness in Lexington, according to HMIS. Since the pandemic began, many homeless people refused to go to local shelters for fear of being in a congregate setting and becoming ill or being unwilling to endure the long lock-downs and quarantines. Others were unable to go because of their criminal record or banned due to infractions. The Catholic Action Center, historically the only option for people in those circumstances, is no longer taking new guests since the pandemic started. As a result, hundreds of homeless people are living outside of the shelter system - on sidewalks, under bridges, in abandoned buildings, and in encampments. They face hunger, isolation, mental illness, addiction, violence, and a myriad of health issues. This is our target population: people who are unsheltered homeless in Fayette County.

Without consistent care and help addressing their needs, these vulnerable individuals face dire circumstances and create a strain our city's emergency response system, police, and the community as a whole.

5.1.2 Service Delivery Model **15 Points**

What steps will you take or what activities will you provide to assist clients in achieving these goals? Describe each "unit of service" you will provide for clients and how often and how long this service will be provided (e.g. a one-time three-hour training; a weekly one-hour support group for 12 weeks; one 30-minute health exam twice a year; 1-3 hour advocacy services as needed; etc.) How will these services address the problem as identified in the Needs Statement above? Be specific.

Our Street Outreach Program provides mobile case management to people experiencing homelessness who are living without shelter. Each 30-minute case management session is a unit of service, and we will provide 500 units of service annually.

This will be provided by our Street Outreach team, including a FT Street Outreach Coordinator, a FT Case Manager, and an AmeriCorps Housing Counselor who go out into the community to find people who are living on the streets, in cars, or in camps. Our first goal is to build relationships and earn their trust so we can help them. We do this by delivering food, clothing, sleeping bags, socks, toiletries, and other necessities. A retired volunteer doctor goes out with our team several days a week to treat urgent medical issues, and we partner with New Vista's mobile crisis unit to connect people with emergency mental health services.

Once we have addressed their immediate physical needs and earned their trust, we are able to begin helping them get out of homelessness. We bring them to shelter, document their homelessness in HMIS so they can access housing assistance and help them connect with housing programs in the Continuum of Care, order birth certificates and take them to get IDs, help them get into substance abuse treatment, and offer them jobs through our employment program.

This program was launched in July 2021, and in the first six months, we provided 284 case management sessions to 210 people. Of these,127 people are receiving ongoing case management.

5.1.3 Client Eligibility and Requirements **5 Points**

What eligibility requirements must clients meet to qualify for services? What are the expectations of clients while receiving services? (e.g. client must pay $30 fee for each class; client must remain sober; client is responsible for chores; nothing other than participation in services; etc.)

We serve any person who is experiencing unsheltered homelessness. Our team goes out into the community to meet the people where they are - at day centers, encampments, parks, and parking lots - to eliminate the barrier of transportation. The program is intentionally designed to provide extremely low-barrier, person-centered, non facility-based services.

5.1.4 Evidence-Based/Best Practice **10 Points**

Describe the evidence-based or promising practice model on which this service approach is based. Provide particular sources that indicate what you are doing is best-practice.

Outreach with engagement is an essential component of a community's response to unsheltered homelessness, according to The Center for Evidence-Based Solutions to Homelessness (CESH). According to the 2020 CESH brief, "Strengthening Outreach with Engagement," the four core elements of an effective homeless outreach strategy are:

1) A systematic, coordinated, and comprehensive approach that entails building collaborations across sectors, including homeless service providers, law enforcement agencies and first responders, and other broadly-focused organizations. These collaborations would also include coordinated entry processes into the homeless assistance system and data sharing to help identify and assist high-need individuals.
2) A focus on connecting people to stable housing along with access to healthcare and other services and supports.
3) A person-centered approach that focuses on the individual's needs with an understanding of the lived experience of homelessness and of traumas that individuals may have experienced.
4) An emphasis on harm reduction that works to build connections with individuals and connects them to a range of treatment options while also providing critical, immediately needed resources, including basic needs such as access to clean water and hygiene services.

"Coordinated street outreach that identifies and engages people living in unsheltered locations ... plays critical roles within systems for ending homelessness. Effective street outreach reaches people who might not otherwise seek assistance or come to the attention of the homelessness service system and ensures that people's basic needs are met while supporting them along pathways toward housing stability." US Interagency Council on Homelessness, June 2019

5.2 Program Measures & Evaluation

5.2.1 Service Efficacy & Desired Outcomes **10 Points**

What do you hope to help your clients achieve? What are some examples of goals you will set with clients? What is your service philosophy in terms of helping your clients achieve these goals? Describe how you define "successful" completion of services. (e.g. service is complete if: client remains for entire three-hour training; client continues services until judge orders otherwise; etc.) What percentage of clients meet that criteria for success?

Lexington Rescue Mission's Street Outreach Program is working in collaboration with the Office of Homelessness Prevention and Intervention, the Lexington Police Department, EMS, and our Continuum of Care partners to decrease the number of unsheltered homeless individuals living in encampments and in uninhabitable places.

Our case plans are tailored to the individual goals of each client since we have a person-centered philosophy. Common goals include helping clients get into shelter, helping them enter into substance abuse treatment, helping them connect to mental health treatment, helping them get jobs, helping them reconnect with family, and helping them move into housing. A successful completion of services would be completing their personal goal.

Since we just started this program in the summer of 2021, we are still in the early stages of collecting outcomes. However, we have already seen some early successes. In the first six months, our Street Outreach Team engaged 338 unsheltered homeless people in services. Of those, we were able to connect 45 to emergency shelter and get 39 people into residential substance abuse treatment. We have also helped clients reunify with family, including one man who was in a wheelchair, trying to survive on the streets in the winter. We were able to connect him with his brother in Hazard and got him back home via Greyhound. We also helped one man reconnect with his state guardian, who had been searching for him, and get him back into permanent housing.

5.2.2 Client Empowerment & Community Impact **10 Points**

Describe what meaningful difference these services make in the lives of people served. What value is added to the community? Provide examples. (e.g. client demonstrates change in attitude; client has behavior change; etc.)

Barriers faced by those who are homeless breed discouragement and mistrust. Repeated failure can rapidly eat away at their belief in themselves and their hope for solutions. As more and more doors are closed to them, they may also begin to question the integrity and intentions of service providers.

Billy was one of these people. When our Street Outreach Team found Billy, he was sitting under a railroad overpass. It was raining outside, and Billy had only one leg and no wheelchair. Our Street Outreach Team asked Billy if they could help him. He told them he had tried to get help before, but no one would help him. After talking with Billy for awhile, they realized he was a veteran and might have access to benefits. They helped him navigate the system and connect with the right people. Today, Billy has a wheelchair and an apartment of his own. He tells us he has access to healthy food, medical care at the VA, and feels better today than he has in years. He has clean and dry clothes and a warm and safe place to live. Billy told us he is so thankful our Street Outreach Team found him.

In addition to helping people get off the streets and into housing, these services bring real value to the community. Our city is safer when people's mental health needs are addressed, when they go to treatment for substance abuse, and when they are no longer wandering the streets.

5.2.3 Data Assessment & Quality Improvement **10 Points**

While it doesn't have to be complicated, evaluation is more than saying "we provided this many 'units of service.'" How will you know if your services have been effective? How does this relate to the desired outcomes for your clients? How will the information gathered be used to improve your services in the future? Be specific (for example, data collection may be through focus groups, pre-and post-tests, client satisfaction surveys, etc.), and also **be specific regarding sampling size and frequency of evaluation.**

Our goal is to decrease the number of unsheltered homeless and chronically homeless individuals living in encampments and in uninhabitable places.

Our objectives reflect our desired outcomes for our clients. Our short-term objective is that our clients complete their personal goal, which may be going to shelter, going to substance abuse treatment, connecting to mental health treatment, reconnecting with family, getting a job, or obtaining housing. Our long-term objective is that our clients exit homelessness and do not return to homelessness within a year.

We will track clients' personal goals and progress they are making in completing these goals after each case management session in Charity Tracker, our secure online client database. Each quarter, we will use HMIS to determine if our clients have exited homelessness or if they have returned to homelessness within Fayette County. We will do this for all clients served within the grant period. Outcomes will be reported quarterly by the Director of Outreach Services to the Executive Director, who then reports them to the Board of Directors. The board conducts a full program evaluation biennially.

5.3 Capacity & Sustainability

5.3.1 Staff Qualifications & Experience **5 Points**

Provide information on the key/primary individuals that will be involved in the provision of services and demonstrate that they have the capacity to address the stated need. List each position by title and name of employee, if available. Describe the anticipated roles and responsibilities for each person as it relates to this project. Describe the experience, expertise, and capacity of each individual to address the proposed activities.

Chris Lunsford has served as the Street Outreach Coordinator since we launched the program in June 2021. Having experienced addiction and homelessness himself, he not only has a passion for serving those who are homeless but a credibility that only comes from having walked in their shoes. Chris recently completed The Outreach Training School at Metro Relief in Dallas, Texas. Prior to his role at the mission, Chris worked as an intake specialist at Revive Ministries.

Jessica Leger serves as the AmeriCorps Housing Counselor with our Street Outreach Team. She completed her Master's in Social Work in 2021. Both Jessica and Chris have completed the state's Targeted Case Management Core Training.

In 2022, we plan to hire a second full-time Street Outreach Case Manager to help manage the increasingly large caseload.

Dr. Greg McMorrow is volunteering to provide medical services to our street homeless clients. He goes out several days a week with the team to meet one-on-one with clients to tend to their medical needs and concerns.

Erica Dominguez is our Director of Outreach Services. She supervises these positions and oversees the Street Outreach Program. For this grant, she will oversee outcomes measurements and reporting; however, we are not including her salary in the program budget. Erica earned a BSW in 2003 and an MSW in 2014. She served as Program Director for E7 Kids Cafe from 2012-2016, joined our staff in 2016 as a Resource Coordinator, and took on her current role in November 2017.

5.3.2 Partnership & Resource Leverage **5 Points**

How do your programs and services support our community's comprehensive response to the identified priority area of Community Wellness & Safety? Does your organization have any formal agreements or informal working relationship with other local service programs?

What role does your governing board members, volunteers, and / or donors play in facilitating viable service delivery and program administration? Does your program have any major civic benefactors or corporate sponsors? Describe other secured funding sources and committed operational resources your organization has allocated for the proposed program.

We are working closely with the Office of Homelessness Prevention and Intervention, the Lexington Police Department, Lexington EMS, The Hope Center, The Salvation Army, Community Action, and New Vista to ensure our Street Outreach Program is an integral part of the city's comprehensive plan to combat homelessness. We have a MOU with the New Life Day Center to provide our street outreach case management services to their clients. We are active members of the Continuum of Care, attending all committee and board meetings to coordinate our services with our partners.

Dr. Greg McMorrow, who is volunteer member with our Street Outreach Team, is also a member of our Board of Directors. Through his work caring for Street Outreach clients, he is able to inform our board about the needs in service delivery and program administration as they make decisions.

The City of Lexington allocated HUD funds to the Street Outreach program through a COVID Emergency Solutions Grant (ESG-CV) that has allowed us to purchase a much-needed van to use to operate the mobile program, supplies for clients, and staffing support. That grant, which was a one-time grant funded through the CARES Act, will end in August 2022. Good Samaritan Ministries (formerly the Good Samaritan Foundation) has also awarded the Lexington Rescue Mission a $15,000 grant to cover the expenses of medical supplies and medicine to treat our Street Outreach clients.

5.3.3 Outreach & Inclusion Strategy **15 Points**

Demonstrate how the program will ensure services are available and accessible by all potential participants, especially related to language barriers for persons with limited English proficiency; persons with physical or other disabilities; and persons impacted by poverty and economic distress.

Has your organization enacted any policies (or employs any standard operating procedures) to ensure equitable service opportunity and / or benefit program to a diverse cross-section of the greater community? How does your proposal support or enhance the recommendations made by the Mayor's Commission on Racial Justice & Equality?

Lexington Rescue Mission is committed to ensuring our services are equally accessible to all participants. We have adopted a non-discrimination policy that meets HUD standards. While we are a faith-based ministry, our services are open to all people regardless of their religious affiliation. This program is designed to be very low barrier for people experiencing unsheltered homelessness. People are accepted regardless of income, history of or current substance abuse, or criminal record. Every effort is made to accommodate persons with mental and physical disabilities. We meet clients where they are so this further alleviates the barrier of transportation.

Allan Alvarez, our Pastoral Care Coordinator, is Hispanic and often goes out with the team to translate for Spanish-speaking clients. In addition, Erica Dominguez, who oversees the program, is fluent in Spanish and serves as a translator when needed. We will use Access Language Solutions to provide translation services in other languages as needed.

We used the CoC's Racial Equity Analysis to see where there are disparities in homeless outcomes citywide and utilized those findings to review our policies and procedures and ensure we are providing equitable service opportunities for all clients. This program will enhance the recommendation made by the Mayor's Commission on Racial Justice and Equality to improve transportation services. By bringing mobile medical services to those on the streets who lack transportation, connecting them with New Vista's mobile crisis unit, and bringing them to substance abuse treatment programs, we are eliminating transportation as a barrier for the most vulnerable.

6.0 Program Budget Summary Form Instructions

Proposal Submittal shall be considered incomplete and shall be rejected without completed Budget Summary Form. *(Including total amount of ESR grant request for the first year of the cycle, Fiscal Year 2023.)*

For organizations requesting funding for more than one program in this RFP, combine into a single Program Budget narrative for the proposal.

Please note that the Program Budget will be part of the grantee agreement with LFUCG and regular tracking and expenditure reporting will be required.

To ensure readability and uniformity, please use the Program Budget form included. Provide brief line-item detail as specified in each section below and verify all calculations.

This section provides a summary of the total proposed Program Budget for FY 2023. It requests the allocation of all projected funding amounts (City and non-City sources) for anticipated FY 2023 program expenditures. The allocation for FY 2024 shall be the same as FY 2023.

Total Program Budget

Column A should reflect projected expenditures for the entire program (not just the proposed LFUCG ESR grant funding request portion). When the chart is completed this column should equal ESR Grant Funding Request plus other/non-ESR program funding. (A=B+C)

ESR Grant Funding Request

Column B is the grant amount being requested from this RFP to support this program's services to eligible Fayette County Participants.

Non-LFUCG Program Funding

Column C is the non-LFUCG ESR funding that is allocated to the Total Program Budget (A-B = C).

This form is for the budget for the PROGRAM applying for ESR funds, not the total agency budget.

For each category identify the amount requested and the amount to be leveraged through other programs or organizations (if applicable).

Staff Salaries – Identify the number of Full-time position salaries allocated to the program, and part-time positions allocated to the program, and the amounts of each allocated to Columns A, B, & C.

Consultant Services – In the "List Details" box, **briefly** describe any expenses associated with providing expanded supportive services or other services for which the organization intends to contract with another entity. Any of these expenses to be provided by the proposing organization should be included in other line items.

Space/Facilities – In the "List Details" box, **briefly** list the basis of the allocation of rental costs, utilities, janitorial costs, and any other facility costs for the Program. Identify any office or program space in an LFUCG owned building, and any other costs (rent, monthly utilities, etc.) reimbursed to LFUCG.

Scholarships/Stipends – In the "List Details" box, **briefly** list the type of scholarships or stipends, and include the number of people or organizations to receive funds.

Operating Expenses – In the "List Details" box, **briefly** list the costs associated with expenses, supplies, utilities, and any other expense associated directly with the operation of the project.

Other – In the "List Details" box, **briefly** list any other costs for the Program not covered above.

PROGRAM BUDGET SUMMARY

Budget for Year One (FY2023) of Cycle; Budget for Year Two (FY2024) to be the same

Agency Name **Lexington Rescue Mission**

Program Name **Street Outreach**

FY2023 (July 1, 2022-June 30, 2023) Total Program Budget

Only fill columns B &C; they will automatically sum in Column A		**Column A Total Program Budget [= B+C]**	**Column B ESR Grant Funding Request**	**Column C Non-ESR Program Funding [A-B]**
1. Staff Salaries for Program	**# of Employees:**			
Full-Time (FTE)	2	167,525	**100,000**	67,525
Part-Time	1	7,500		7,500
Total Salaries		175,025	**100,000**	75,025
3. Consultant Services	**$**	0		
list details				
4. Space/Facilities	**$**	3,650	**0**	3,650
list details	Warehouse Storage: $3,650			
5. Operating Expenses	**$**	47,000		47,000
list details	iPads: $3,000; HMIS: $600; Transportation Expense: $800; Vehicle Oil and Gas: $600; Client Assistance: $2,000; Clothing Assistance: $1,500; Transportation Assistance $2,000; Identification Assistance: $1,500; Van: $35,000			
6. Scholarships / Stipends	**$**	0		
list details - numbers & amounts				
7. Other	**$**	16,000		16,000
list details	Staff Training: $1,000; Medical Supplies: $15,000			
8. TOTAL FY22 PROGRAM BUDGET	**$**	241,675	**100,000**	141,675

Cost per Program Participant: $ 402

Brief detail on Cost per Participant:

We expect to serve approximately 600 people annually.

I understand that this document in its entirety is incorporated into my grant Agreement with the Lexington-Fayette Urban County Government.

Authorized Representative *(typed name)*: Laura Carr

Title: Executive Director **Date**: 3/4/22