YV Conference of Governments
Housing and Homeless Program
YVCOG Homeless Programs
3/9/2017 deadline

Entrust Community Services

Homeless Peer Mentoring

$ 100,000.00 Requested

Submitted: 3/9/2017 3:02:51 PM (Pacific)

Project Contact
Tom Gaulke
gaulket@entrustcs.org
Tel: 5098342961

Additional Contacts
none entered

Entrust Community Services

PO Box 9727
Yakima, WA 98907-0727

Telephone 5098342961
Fax 509453-1614
Web entrustcs.org

CEO
Tom Gaulke
gaulket@entrustcs.org

Application Questions

1. Please summarize your project or proposed use of funds, including specifically how it will address the immediate needs of the chronically homeless and how it fulfills a need currently not addressed (if applicable). (2 points)
In response to the YVCOG request for Proposal, Entrust has created the Homeless Opportunities, Peer-mentoring and Engagement (HOPE) demonstration project. The goal of the project is to reduce Chronic Homelessness in Yakima County. Project HOPE has three main long-term outcomes:

1. People are self-sufficient and maintain stable unsubsidized housing;
2. they are healthy and any chronic medical conditions are being treated and are stable; and
3. they are motivated, enjoy learning, have a sense of purpose, and are hopeful about the future.

Project HOPE is designed to demonstrate how new evidence based best practices in combination with local best practices can be applied to address not only the acute needs, but the long-term needs of people impacted by chronic homelessness. By achieving the three main outcomes above, the project will reduce the number of people that are chronically homeless and improve conditions within the community overall. What we learn through this project can then be shared with others aligned with the elimination of chronic homelessness.

Project HOPE has four main strategies to immediately address issues:

1. Certified Peer Mentoring to address trust issues and gain access and cooperation;

2. Use of the Supported Living and Self-Sufficiency Model- to support the development of a holistic person-centered plan and support people as they move from the street into a home;

3. Integrative Care Outreach- to address chronic mental and physical health issues to decrease the likelihood that those issues destabilize their home situation or family; and

4. Organic Solutions to Housing Shortages- to create housing assets through non-traditional methods.

Since 1971, Entrust Community Services has provided supported services to populations that typically struggle with full community inclusion. In pursuit of our mission to “enhance the lives of those we serve”, we have helped thousands of individuals and families achieve their life goals through increased self-sufficiency.

During this time, we have learned a fair amount about what it takes to support people to accomplish their goals. We have learned that you cannot make anyone do anything they do not want to do. As a wise man once said “a carrot works far better than a stick”. Current systems serving the homeless tend to act more like a stick than a carrot. Forcing nonconforming people to conform to societal norms and various program rules and regulations. You can’t stay here, you can’t stay there, you must do this and you must do that. What we need are flexible solutions capable of meeting people’s needs.

Entrusts approach is to help people identify their carrot, their “why”. By developing their hopes and dreams in to "their why" and then developing an Individual Life Plan (ILP) that is positive and possible, we can increase the likelihood of success significantly.

Discovering the carrot and a viable plan requires developing a trusting relationship. Sharing common experiences is key to building trust. Research and experience has taught us that people who are homeless place a great value on “street cred”. If they know and respect you, they will open up. A relationship built on trust and shared common experiences provides the opportunity to share and learn from each other. It opens the door. Using the Alpha Team for outreach and connection makes sense as they have that "street cred". Using the Alpha Team Members as Certified Peer Mentors creates value to not only those participating in the project, but to the Peer mentors themselves. It creates a real job.

Typically, relationship building takes time. We will cut that time down significantly by utilizing the Alpha Team . They have the trust and the "street cred".

Once this trust relationship is forged, we can then focus on gathering information about individual or family strengths and assets, no matter how well concealed. It is important to note that for the purposes of this project, family units are often non-traditional and often form in camps where a group of people will band together for a variety of reasons

Identifying assets is critical for success. For instance, an individual or family that has been living in the open for months or years at a time, must possess incredible survival skills. What are those skills, can they teach others, can those skills be turned into a way to make money or contribute to the community? Utilizing the first key component of the supported employment model, a process we call “Discovery” , together the family unit or individual gather others involved in their lives together to begin mapping their assets. Assets include not only financial resources (SSI, etc.), but skill sets, people in their circle of support, services they are currently receiving, and anything that they value. Their asset map can then help them create a vision of how to make those assets work for them. Helping them turn that vision into an Individual Life Plan (ILP) that they believe in is key.

Combining the supported employment and supported living models we utilize today with the Housing First philosophy is key. But we must also have the housing available to move them off the streets. Only then, can we rapidly begin moving to get them off the street and progressing through their plans. HOPE embraces the Housing First model.

HOPE will develop and lead a process to look at non-traditional means of creating more appropriate housing capacity. Can we find a way to convert abandoned homes into homes for the homeless? How can we create a homeownership program out of those homes? Can we rent those homes from the city once rehabilitated? The Project Coordinator will begin a process to get answers to some of these questions.

Entrust has the unique core competencies and experience to lead this effort to bring new solutions that can be sustained and replicated throughout the homeless continuum of care. Please review the attached logic model for a description of how our program goals and activities align to the outcomes outlined earlier in the section.

2. Please describe the population you intend to serve as well as the estimated number of homeless individuals you intend to serve. (1 point)

The Alpha Team and Project Coordinator will identify 2 family units (10-20 people) from known groups living currently unsheltered, at camps, or in abandoned properties in Yakima. Once identified, immediate work will begin to find a place for them to live as a unit. For those squatting in an abandoned home, making the home safe and determining if they will stay in the home and if there is a path to home ownership.

Entrust has successfully worked with this population before reducing chronic homelessness in Kittitas County. From 2009 through 2015 we designed and operated the following programs for the homeless in Kittitas County:

- Homeless Rapid Rehousing and Employment Supports,
- Housing and Essential needs (HEN),
- 24/7 Homeless Hotline
- Winter Shelter Voucher Program
- Our HEARTH program worked with local landlords to prevent eviction and provided assistance to help families stay off, and get off, the streets.

In fact, during the 6 years (2009-2014) we ran these programs, Point in Time Counts in Kittitas County dropped from 60 chronically homeless to (1) one (See department of Commerce Point In Time Data). In 2015, Kittitas County decided to consolidate all funding for homeless programs with one agency, HopeSource. In 2015, Entrust handed those programs over to HopeSource. Entrust was also instrumental in forming the Kittitas County Homeless Network and staff chaired the committee for several years.

3. Please describe the location of your project or proposed use of the funds and why that location was chosen. (1 point)

HOPE will be in Yakima and is a 1 year Demonstration project. Yakima was chosen because of the large concentrations of camps and resources. The Alpha Team also operates in Yakima.

Funds will be used to:

- Hire a Project Coordinator- 1 FTE
- Hire 3 Certified Peer Mentors (CPM)1.125 FTE
- Develop CPM Curricula, conduct CPM Boot Camo, print materials, and develop outreach information
- Up to $10,000 will be used as a seed fund to refurbish 1 abandoned home
- $5,000 will be available to provide immediate assistance to stabilize the family units with household goods, furniture, and other critical items to stock the home
- Cover the cost of mileage for the project Coordinator as well as operational expenses such as office supplies, cell phones, computer, etc.

4. Please explain how your project or proposed use of the funds complies with Yakima County's 5 Year Homeless Plan. (1 point)

The following items from the Yakima County 5-year Homeless Plan are addressed through the HOPE project:
The following Goals from the plan are addressed by HOPE:
Goal 1.3 HIC - HOPE will utilize the current housing inventory system
Goal 3.4, 4.3 - work with owners of existing structures - fund 1 rehabilitation project
Goal 5.4 - HOPE CPM's will provide referrals and connections to support existing programs
Goal 6.1 – HMIS - Entrust will use and has experience using HMIS system
Goal 8.3 - Engage Faith based and Business community to rehabilitate more homes
Goal 10.1 - Entrust has Social Security benefits management and qualification experience. Dr. Pellicer has worked in qualifying people for Social security Disability. Assistance with qualifying for DVR services as well.
Goal 10.3 - Use supported employment model and DVR resources to increase employment outcomes.

5. Please list the date(s) upon which your project or proposed use of the funds will begin to serve the homeless population. (2 points)
If there are steps that need to be addressed before service can begin, please describe those steps and the estimated timeline.
Entrust will:
Hire the Project Coordinator by April 1, 2017
Develop Certified Peer Mentor Curriculum for 3-5 Alpha team Members by May 30th, 2017
Hire CPM by June 1st,2017
Begin outreach and identification of participant family units by June 1st,2017
Identify 1 target home by August 30, 2017
Individual Life Plans developed for participant family units by August 30th, 2017
Once ILP completed, family units begin implementing their plans with support from CPM by September 1, 2017

6. What are the short term and long term goals of your program and describe how you will gauge success. (1 point)
Entrust uses a logic modeling process to establish outcomes and align our short and long-term goals of the program. It is also used to communicate the program to participants and staff and to monitor overall success of each participant and program. Please review logic model attached.

We will directly move 1-2 family units (10-20 People) into stable safe housing within 1 year.

We will develop a Certified Peer Mentor Program and career track for people who have been recently homeless. Three people from the Alpha team will be employed in that capacity. We will also conduct a three-day mentor boot camp. It is important we get right to work.

We will rehabilitate one home for one family unit within 1 year and work toward home ownership for them.

The activities outlined in the grant and subsequent logic model, are monitored using our Outcome Based Software called Apricot. Monthly outcome and Activity reports are published and reviewed by the Management Team with the Project Team. Successes are celebrated and challenges addressed.

7. Describe your operational approach, including any best practices you intend to utilize. (1 point)
The best practices and innovative ideas applied through HOPE are:

• Certified Peer Mentoring (CPM). Through a partnership with the Alpha Team, Project HOPE will develop a Certified Peer Mentor program. This new program allows people with the experiential base related to being chronically homeless, to apply that experience to directly address the issues facing those still on the streets. It also creates a career track and income source for those mentors. This model is based on the model used in the substance abuse treatment industry to create Certified Substance Abuse Counselors.

• Application of the Supported Living Self-Sufficiency Model. Through our Project Manager, the Certified Peer Mentors, and existing Entrust staff we will apply the Supported Living Self-Sufficiency model to provide support to project participants. This model is based on the supported employment model used in our industry for over 40 years and is an national recognized evidenced based best practice. In 2009, the Substance Abuse and Mental Health Services Administration (SAMHSA) published its “Evidence Based Practices” study in which they found “ The effectiveness of supported employment appears to be generalizable across a broad range of client characteristics and community settings.” The supported employment industry in Washington State is consistently ranked #1 in the nation for employment and community living outcomes (Office of Disability Employment Policy). Entrust is a vendor for the Division of Vocational Rehabilitation and the Developmental Disabilities Administration. Based on point in time statistics, conservatively 40% of the Chronic Homeless could qualify for Supported Employment funding. Entrust has a network of over 200 local business partners willing to hire people with non-traditional work histories, criminal records, substance abuse and disabilities.

• Integrative Care Outreach. Led by Dr. Mary Pellicer, Project HOPE will begin building a coalition of practitioners willing to provide holistic services to project participants to demonstrate the importance of a holistic approach to issues facing the chronically homeless. With an emphasis on being responsive to the needs of the whole person, instead of trying to eradicate symptoms, studies with patients with mental health issues, have shown that this approach leads to a reduction in hospitalization, the use of medication and recidivism when compared with standard treatments. In one five-year study, for example, 83% of patients had returned to their jobs or studies or were looking for a job (Seikkula et al. 2006). In the same study, 77% did not have any residual symptoms.

• Organic Solutions to Housing Shortage. Abandoned, poorly maintained, and foreclosed properties are an issue in Yakima County. The blight caused by these properties impacts city and county budgets, police and fire, business owners, property values, and neighborhoods. Squatters often occupy these abandoned homes that are not safe to live in. Through Project HOPE we wish to answer the question- how can we look at abandoned and foreclosed homes as assets that can be used to solve the Chronic Homeless and blight issues. We will gather a cross section of our community to conduct a series of focus groups specifically to address this issue and propose solutions.

Entrust uses Logic Models to approach its response to needs in our community that effect our target populations. The logic models for project HOPE have been attached. The use of logic models also establishes clear outcomes and goals that can be measured. Clear measurement allows for accurate appraisal of the efficacy of the model which allows for celebration when goals and outcomes are achieved and course corrections where the model is weak or underperforming. The models also form the basis for reporting and communication.

Entrust is also CARF accredited. CARF requires and monitors our overall quality of services in relation to International Standards of Performance.

8. Will you collaborate with other service providers? If so, please list those providers and describe your partnership. If agreements have been made, please so state. (1 point)
Yes. We will work with the Alpha Team to develop a core Peer Mentor group and then the Certified Peer Mentors will begin connecting with the various agencies that may already be involved in the family units life as identified in the Individual Life Plan. From there, the CPM's will begin assisting the individual to connect to more and more resources and programs as directed in their plan.

We will also work with the Housing Authority, City of Yakima and Yakima County in the identification of possible candidate homes for rehabilitation. Various contractors will be engaged to assist in the rehabilitation itself along with United Way Volunteers during the annual Day of caring event.

HOPE will also work with Dr. Mary Pellicer to develop a core group of practitioners to develop the health care outreach and develop the process for assisting family units with health issues through a core group of volunteers.

9. What other funding (monetary, in-kind, volunteer hours, etc.) are you contributing to the project or proposed use? (1 point)
Entrust will leverage this project to obtain funding for employment activities to support people through DVR funding.

Entrust is also a participant in the RISE Demonstration project relating to food assistance and employment. If participants in HOPE can be co-enrolled in the RISE program, we will have access to resources from the WorkSource and Entrust.

Entrust also is in the process of becoming a Basic Food, Employment, and Training provider for the state as well. This will allow for access to employment and training services for BFET recipients participating in HOPE.

Entrust will also provide in-kind consultation, fundraising, and support services for the staff working under the HOPE grant. Tom Gaulke - CEO for Entrust will provide 120 hours of in-kind oversight and consultation to the program.

Budget

Funding Sources/Revenues	Total Project Cost		TOTAL
Amount Requested	$ 100,000.00		$ 100,000.00
Federal	$ 0.00		$ 0.00
State	$ 35,000.00		$ 35,000.00
County	$ 0.00		$ 0.00
Local/City			$ 0.00
In-kind	$ 5,400.00		$ 5,400.00
Private cash donations			$ 0.00
Other:			$ 0.00
Other:			$ 0.00
Other:			$ 0.00
Total	**$ 140,400.00**		**$ 140,400.00**

Funding Uses/Expenses	Grant Funds Requested	Other Leveraged funds	
Personnel Costs	$ 86,012.00	$ 25,000.00	
Project Management		$ 3,000.00	
Rent/Mortgage	$ 0.00	$ 0.00	
Insurance	$ 720.00		
Operating Supplies (phone, printing/copying, etc.)	$ 4,746.00		
Facilities	$ 36.00		
Equipment		$ 2,400.00	
Transportation	$ 4,800.00		
Utilities	$ 456.00		
Rental Assistance			
Services			
Other:Household supplies	$ 5,000.00		
Other:training	$ 2,400.00		
Other:marketing and outreach	$ 2,400.00		
Other:misc	$ 200.00		
rehabilitation costs	$ 10,000.00		
Total	**$ 116,770.00**	**$ 30,400.00**	

Total Project Cost	**$ 147,170.00**
Percent of Leveraged Fubds	**$ 0.22**

Budget Narrative
The in-kind is consultation, fundraising, and support by Tom Gaulke CEO
The 25,000 in revenue from state is estimated reimbursement for hiring and supporting 3 CPM through DVR funding under our on-going contract with DVR.

Staff costs are based on salary and benefits for 1 Project lead and 3- PT (15 hours a week)Certified Peer Mentors.

Mileage is estimated and based on the state reimbursement rate.

Rehabilitation costs are estimated costs to a contractor for work to rehabilitate 1 abandoned home with basic code needs met. If

more is needed, Entrust will secure donations or in-kind support to effectuate those additional items.

Most expense items are based on a pro-rata share based on # of FTE allocated per program internally in our accounting and cost allocation system.

Documents

Documents Requested *	Required?	Attached Documents *
Letters of Support/Commitment letters for leveraged funds (optional)		DVR Contract Alpha Team Endorsement
Project Map/Program Service Area		
For Non-Profits: IRS Form 990	✔	Entrust 990
For Non-Profits: Board Documentation (List of Board Members, Charter, ByLaws)		Board Roster Articles of Incorporation Articles of Incorporation amendment By laws
For Non-Profits: 501(c)3 Tax Exempt Letter	✔	IRS Letter
General Liability Insurance Certificate		
Agency's Audit Report for the most recent Fiscal Year or Financial Statements	✔	Audit Report
Photos, Misc. (Optional)		Logic Model

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

Application ID: 75587

Become a fan of ZoomGrants™ on Facebook
Problems? Contact us at Questions@ZoomGrants.com
©2002-2017 GrantAnalyst.com. All rights reserved.
"ZoomGrants" and the ZoomGrants logo are trademarks of GrantAnalyst.com, LLC.
Logout | Browser