



October 22, 2013

Andrew Ochsner
St. Francis Foundation of Santa Barbara
2323 De la Vina Street, Suite 104
Santa Barbara, CA 93105

Dear Mr. Ochsner:

Please extend our appreciation to everyone at St. Francis Foundation for your generous past support for Family Service Agency (FSA). This year, we respectfully request your consideration of a grant for **\$15,000** to provide direct services to low-income seniors.

As the number of at-risk elderly in Santa Barbara continues to increase, FSA's Senior Services have become more important than ever. The seniors in our program are low to very-low income, frail, isolated, homebound, and often functionally-impaired with few or no support systems. With funding from St. Francis Foundation, FSA can continue to provide an all-inclusive program offering case management and mental health services, while addressing access to care, support for daily independent living, translation services, transportation needs, information and referrals for housing, medical, dental, legal, food, and nutrition services.

Again, thank you. We are grateful for your support, for your consideration of our request today, and for all you do to help improve the quality of life for individuals and families living in our community. Please do not hesitate to give our Director of Development, Denise Hinkle, a call at 965-1001, ext. 267 should you need additional information. We look forward to hearing from you.

Sincerely,

Bob Manning
Co-President, Board of Directors

Stephanie Wilson
Co-President, Board of Directors

Santa Barbara
123 West Gutierrez Street
Santa Barbara, CA 93101
(805) 965-1001

Santa Maria
120 East Jones Street
Suite 123
Santa Maria, CA 93454
(805) 925-1100

Lompoc
110 South C Street
Suite A
Lompoc, CA 93436
(805) 735-4376

Dorothy Jackson
Family Resource Center
320 North J Street
Lompoc, CA 93436
(805) 742-2943

Board of Directors

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*deceased

Executive Director
Lisa Brabo, Ph.D.



Big Brothers Big Sisters
a program of
Family Service Agency

www.fsacares.org

The Foundation Roundtable: Common Grant Application

Cover Sheet

Foundation you are applying to: St. Francis Foundation
Legal Name of Applicant Organization: Family Service Agency
Project Name (if applicable): Senior Services Program
Funds will pay for: Program Support
Full Mailing Address: 123 West Gutierrez Street, Santa Barbara, CA 93101
Location(s) if different from above: same
Executive Director: Lisa Brabo
Phone: (805) 965-1001 Fax: (805) 965-2178
Email: lbrabo@fsacares.org Website: www.fsacares.org
Contact Person & Title: Denise Hinkle, Director of Development Phone: (805) 965-1001, ext. 267

Tax-exempt Status:(Most foundations require 501(c)(3) status. You must check this requirement before applying.)

501(c)(3) Granted ☒ Tax I.D. Number: 95-1644031 Other: _____

Type of Request: *Check with individual foundations to determine the types of accepted grant requests.*

General Support ☐ Program Support ☒ Seed Funding ☐ Research ☐

Capital ☐ Endowment ☐ Multi-Year ☐ Other: _____

This Grant Request: \$ 15,000 Total Project Budget: \$ 217,316

Grant Period from: July 1, 2013 To: June 30, 2014

Total Organizational Budget for Current Year: \$ 3,651,733 Fiscal year begins: July 1

Summarize the organization's mission statement (two to three sentences):

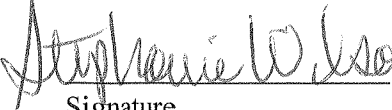
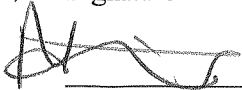
Family Service Agency's mission is to strengthen and advocate for families and individuals of all ages and diversities, helping to create and preserve a healthy community.

Summarize your grant request (two to three sentences):

Family Service Agency respectfully requests a grant of \$15,000 from the St. Francis Foundation of Santa Barbara to support the Senior Services Program, which works to improve the quality of life for Santa Barbara's at-risk seniors. FSA's program is a comprehensive and coordinated system of service that enables clients with great economic and social need to improve their emotional and mental health and maintain a maximum level of independence and personal dignity.

Proposal Authorization

We certify that the information in this application is to the best of our knowledge true and accurate and is submitted with our Board of Directors'/Governing Body's full knowledge and endorsement:

	<u>Stephanie Wilson, Co-President, Board of Directors</u>	<u>10/22/2013</u>
Signature	Name & Title of Authorized Board/Governing Body Representative	Date
	<u>Robert Manning, Co-President, Board of Directors</u>	<u>10/22/2013</u>
Signature	Name & Title of Authorized Board/Governing Body Representative	Date

FAMILY SERVICE AGENCY BACKGROUND, PROGRAMS, AND RELATIONSHIPS

Background: For over 113 years Family Service Agency (FSA) has been providing diverse prevention-based programs to Santa Barbara County's most vulnerable children, families and seniors. FSA services include mentoring, counseling, and case management assistance to address basic needs such as food, shelter, medical needs, and critical risk factors such as abuse and violence. All of FSA's programs combine clinical expertise, cultural sensitivity, bilingual and bicultural staff, and collaboration with other agencies to offer services to the most isolated and at-risk members of our community. Programs are either provided free or on a sliding-fee/donation scale with no one denied access because of an inability to pay. All of our clients are low to very-low income.

Programs: The following are our four focus areas:

- Big Brothers Big Sisters (BBBS) ensures at-risk children reach their full potential through professionally supported one-to-one mentoring relationships.
- Senior Services provides seniors and their caregivers with the counseling, case management, advocacy and supportive services they need to live independently and with quality of life.
- Youth and Family Services promote healthy individuals, families, and communities by providing affordable family-centered mental health services to all generations within a family and by supporting academic success in school and in life through our school based counseling services.
- Family Support Services provides families with parent education, enrollment in health insurance programs, developmental screenings of young children, case management, and information and referrals to direct support and advocacy services. By helping to meet their basic needs, families become self-sufficient; this results in lasting change and empowerment.

Every year FSA impacts thousands of families in Santa Barbara County. Our most recent accomplishments include:

- The design and implementation of an agency-wide restructuring dividing the organization into four focus areas, which work jointly to ensure services are delivered seamlessly. By restructuring programs, we have created a financially stable and efficient organization that enables us to continue providing comprehensive, professional, affordable, and culturally sensitive services to all at-risk persons in our community.
- The redesign of our Family Support Services program in such a way that funding not allocated to a specific FRC is available to be used where it is most needed. The change has given our Family Advocates increased flexibility in providing services and outreach to clients regardless of their age or location within Santa Barbara County, while also making the program more financially sustainable.
- The improvement of our Senior Services program by transitioning from a model in which case management operated separately from our mental health program to the Community Psychology Model, where both services are provided by one staff. Now we can provide psychotherapy counseling together with case management. FSA's counselors are currently trained in comprehensive, continuum-of-care to provide services in the most efficient manner possible. The program is staffed with licensed clinicians and counselors in training.

Our Relationships: FSA works in partnership with a large number of community organizations to provide high-quality and efficient programs and to ensure that no duplication of service exists. Collaborations include but are not limited to Kids Network, First 5, Adult and Aging Network, Area Agency on Aging, local school districts, CALM and the Council on Alcoholism and Drug Abuse.

FUNDING REQUEST

We respectfully request from the St. Francis Foundation \$15,000 for our Senior Services Program.

The Need: Based on projections from the Central Coast Commission for Senior Citizens, by the year 2030, 27% of Santa Barbara County residents will be over the age of 60. This is a 61% increase from 2010. This increase in population is coinciding with critical decreases in services available for meeting the needs of an aging population. Since 2009, Medi-Cal reimbursements to providers have been cut by 10%. At the same time, services for dental care, podiatry and psychology services have been eliminated, while Medicare and insurance premiums and co-pays have increased. In addition to these financial threats, abuse reports to Adult Protective Services are increasing by 30% yearly and are currently at 150 reports per month in Santa Barbara County. Roughly half of all reports are for self-neglect.

Amidst the budget cuts and service reductions, FSA's prevention-focused program will ensure that 160 vulnerable, low-income seniors in Santa Barbara County receive essential basic needs such as shelter, nutrition and access to health care, along with mental health services to prevent abuse and neglect and promote overall wellness and dignity. Additionally, as part of the larger continuum of care that FSA offers to at-risk seniors, we will provide counseling services, goal setting, information and referrals, and assistance in accessing other needed services to 35 at-risk, unpaid, non-professional family caregivers.

Senior Services Program Description: FSA's Senior Services program targets Santa Barbara's low-income, at-risk senior population. Our senior clients are faced with a number of barriers to service such as poverty, language, health disparities or lack of transportation. Our services combine both mental health and case management assistance in a comprehensive and coordinated system of care designed to address critical needs in the short term and promote healthy aging in the long term. Currently, 90% of our seniors receiving case management are Latino and 40% of those receiving clinical services are Latino. Through the mental health component, FSA's professional staff members help clients cope with difficult life situations, such as mourning, estrangement from loved ones, and end of life issues or other mental health disorders that negatively affect their ability to participate fully in life on a daily basis. Through case management assistance, our caring staff works to ensure that senior clients have appropriate nutrition, housing, access to health care, and are free from abuse and neglect. Meeting these basic needs, while also providing mental health services, allows at-risk seniors to stay in their homes, whenever this is desirable and to age in place, with independence and dignity. FSA's service to the local community's vulnerable senior population continues to be a priority as so many seniors in Santa Barbara are being left isolated and in need.

This year FSA made some exciting changes to the structure of our Senior Services program. We have transitioned from a model in which our case management program operated separately from (albeit, cooperatively with) our mental health program – to one in which both services are provided by one individual staff. This model is known as the Community Psychology Model. The philosophy behind the model has historically been reflected in the very structure of FSA, in that we have offered psychotherapy to clients (via counseling), with extensive consideration for their relationship to their environment (via case management). Now, however, we can provide these services simultaneously and in the most efficient manner for our seniors. The program is staffed primarily with counselors in training (both trainees and interns), as well as licensed clinicians. Counselors are now being trained to provide comprehensive, continuum-of-care services by making available to clients both case management and counseling services.

For more than a century, FSA programs have been committed to affecting communitywide change specifically through a prevention-based approach to need. This forward-thinking philosophy permeates FSA's Senior Services program, with all services designed to give at-risk seniors not only immediate needs assistance, but tools that promote healthy aging and improve overall quality of life. More specifically, the Senior Services program provides prevention by:

- linking clients to basic needs to resolve issues such as food and housing, starvation, homelessness, abuse and neglect, and unhealthy behaviors
- mitigating feelings of depression and anxiety to help reduce suicide rates and the use of alcohol or drugs
- raising awareness and understanding, and strengthening and supporting positive lifestyles and personal development; thereby helping seniors build social supports and skills. In fact, just the periodic contact with another adult can prevent isolation and loneliness in this at-risk population

Our shift to the Community Psychology Model of care further strengthens our program's ability to provide services that highlight prevention and wellness. By providing mental health and case management services simultaneously, we can give clients true continuity of care that encompasses overall wellness and healthy aging, rather than a compartmentalized approach to care that only manages one aspect of a client's overall wellness. The Community Psychology Model upholds the following values:

- Individual wellness for all
- Diversity appreciation
- Community collaboration and empowerment
- Social justice

Community psychology interventions generally include, though are not limited to the following: community-informed research, advocacy, education, and collaboration to meet client needs and reduce stressors, liaison to other community-based groups and organizations to increase sense of connection, strength-based mental health assessment and treatment, supporting clients in identifying goals, cooperatively exploring factors impacting individual functioning and resolving those issues which are interfering with referral for services.

Goal and Objectives: The success of FSA's Senior Services Program is measured by the extent to which isolated, low-income and at-risk seniors achieve stable, safe living arrangements and a higher quality of life. In the coming year, FSA will serve an anticipated 160 unduplicated low-income, at-risk seniors. The following are our outcome targets:

- 75% of clients will make progress on one or more goals identified by the end of treatment as verified by regular formal and informal client reassessments
- 75% of clients will receive increased access to community referrals (e.g., medical, financial, social, etc.)
- 75% of clients will demonstrate increased adjustment to life circumstances as verified by regular formal and informal client reassessments

Evaluation: Integral to the success of the Senior Services program is continued informal and formal reassessments of each client's progress in reaching their goals. An FSA senior counselor will initially assess a client's needs, set goals with the client, and monitor the effectiveness and quality of the clinical service delivery. Because FSA's program focuses on client empowerment and prevention, each senior client is included in goal setting and is also a significant part of the evaluation process.

FSA's Senior Services use both observational as well as empirically validated instruments as part of our assessment process and in gauging program outcomes and effect. Our staff completes the California Department of Aging, California Aging Reporting System (CDA-CARS) for each client, which assesses: (1) nutritional risk, (2) ability to perform activities of daily living (eating, bathing, walking) and (3) ability to perform instrumental activities of daily living (e.g., medication management, money management). Staff also complete the Cornell Brown Quality of Life Scale for each client, and assess individual goals based on the Goal Attainment Scale method. In addition, program staff completes regular statistical and fiscal monitoring, as well as other internal mechanisms for accountability.

Key Staff: Cynthia McNulty, LCSW is FSA's Senior Services Program Manager and has been working in the field of mental health since 1993. Cynthia's experience includes outpatient therapy, inpatient case management, discharge planning, teaching, administration, clinical supervision, and crisis intervention. Cynthia completed her undergraduate education in Sociology at Westmont College in Santa Barbara, and her master's degree at California State University in Sacramento.

Marco Quintanar brings with him nine years of experience as an instructor and counselor for people with alcohol and/or drug addictions; nineteen years of working experience in a hospital environment, thirteen years of experience as a Certified Nursing Assistant, and great perspective as an investigator for the County's Ombudsman program. Marco's experience in providing patient care as well as interacting with physicians and nursing staff for the patient's best care has been an amazing asset to our case management services.

Christine Beasley, Marriage and Family Therapist Intern, has been serving FSA's caregiver clients for the last several years and was deeply influential in starting the first of three caregiver groups we now facilitate. She has contributed to several articles promoting caregiver awareness.

Elizabeth Rogers, Marriage and Family Therapist Trainee, has been working at FSA for more than a year. She recently graduated from Pacifica University with a Master's Degree in Counseling Psychology and has significant experience working with persons with disabilities and with pet therapy.

Kelly Wildowsky, Marriage and Family Therapist Intern, is our newest Senior Services staff member. She recently graduated from Antioch University with a Master's degree in Counseling Psychology with an emphasis in Healthy Aging. Prior to coming to FSA, Kelly worked at Domestic Violence Solutions and provided individual and group counseling to women and teen survivors of domestic violence.

Funding Plan: Committed to the continuing success of the Senior Services Program, FSA maintains diverse funding streams from private foundations, individuals, and government agencies. Realizing that funders may change their priorities and/or have changes in available funds to distribute, we put forth considerable effort not only in securing funds, but also in seeking new sources of funds from foundations, individual donors, and special events.

The Foundation Roundtable: Common Grant Application

Board of Directors/Governing Body

Directions: Attach additional sheets if necessary.

Name	City	Affiliation/Profession	Board Position	Yrs. of Service
Stephanie Wilson	Santa Barbara	Sotheby's Realty	Co-President	5
Robert Manning	Santa Barbara	Investor	Co-President	2
Katya Armistead	Santa Barbara	UCSB	Co-VP of Development & Marketing	4
Christina Pizarro	Santa Barbara	Community Organizer	Co-VP of Development & Marketing	2
Kathy O'Leary	Santa Barbara	Community Volunteer	VP of Programs	3
Jeff Slay	Goleta	Neovia Insurance, CEO	Treasurer	9
Alice Down	Lompoc	Teacher/Volunteer	Secretary	5
Cheri Jasinski	Santa Barbara	Community Volunteer		5
Judy Mosley	Santa Barbara	Community Volunteer		1
Chris Elstner	Goleta	Pediatrician		1
Mary Harvey	Lompoc	Community Volunteer		4
Shawn Walters	Santa Barbara	Rabobank		6
Andrew Wilson	Santa Barbara	Financial Advisor		4
Jane Santos Sweeney	Santa Barbara	Community Volunteer		new

Once per month, usually 11 times per year.

How often does your governing body meet?

Applicant name: Family Service Agency

Program or Capital Budget

Note: This form is not required for general support grant requests.

Organization Name: Family Service Agency

Program Name/Capital Request: Senior Program Services

Budget dates for grant period: 07/01/2013 - 06/30/2014

NOTE: _____

INCOME

Possible categories: Government grants, foundation grants, individuals, business support, events, fees for service, etc.

Source	Total Program (\$)	Pending (\$)	Secured (\$)	Notes
Private Foundations	41,000	16,000	25,000	
Public Contracts	114,700	26,790	87,910	
Contributions	63,616	63,616	0	
TOTAL INCOME	\$219,316	\$106,406	\$112,910	

List the In-Kind (non-cash) contributions:

EXPENSES

Possible categories: Salaries, professional fees, rent and utilities, travel, publicity/outreach, events, capital items, etc.

Item	Total Program (\$)	This Request (\$)	Notes
Direct Employee Wages & Related Expenses	194,677	15,000	
Direct Program	3,675		
Indirect Costs	46,815		
TOTAL EXPENSES	\$245,167		
Excess/(Deficit)	(25,801)		

Applicant name: Family Service Agency

Organization Financial Summary

Note: Check with each funder to see if this form is required.

Organization Name: Family Service Agency

Fiscal Year Dates 07/01/2013 - 06/30/2014

INCOME

Possible categories: Government grants, foundation grants, individuals, business support, events, fees for service, etc.

Source	Prior Year's Actual 06/30/2013 Unaudited	Projected Annual Budget 7/1/13 - 6/30/14	YTD Actual 09/30/2013 Unaudited
Contributions*	1,498,543	1,091,500	45,779
Program Fees	13,753	15,772	3,399
Contracts	2,569,442	2,428,365	471,897
Investment Income	325,097	-	123,367
TOTAL INCOME	\$4,406,835	\$3,535,637	\$644,443

EXPENSES

Possible categories: Salaries, professional fees, rent and utilities, travel, publicity/outreach, events, etc.

Item	Prior Year's Actual 06/30/2013 Unaudited	Projected Annual Budget 7/1/13 - 6/30/14	YTD Actual 09/30/2013 Unaudited
Management and General	764,554	676,851	160,718
Fundraising	229,233	234,531	39,829
Program Expenses	3,175,365	2,740,351	614,968
TOTAL EXPENSE	4,169,152	3,651,733	815,514
NET PROFIT OR LOSS	237,682	(116,096)	(171,071)

Total Capital Expenses	\$	\$	\$
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i.e., computers, vehicles, building improvements, etc.

Organization Balance Sheet Summary

Note: Check with each funder to see if this form is required.

<i>ASSETS</i>	MOST CURRENT (\$) 09/30/2013– Unaudited	PRIOR YEAR CLOSE (\$) 06/30/2013 – Unaudited
Current Assets		
Cash and Equivalents	90,382	329,143
Accounts Receivable	301,107	242,846
Prepaid Expenses	6,654	12,211
Inventory		
Grants/Pledges Receivable	12,500	549
Other		
Fixed Assets (Net)	990,856	993,832
Property		
Buildings		
Equipment		
Investments		
Endowments	2,962,680	2,947,671
Other		
TOTAL ASSETS	4,364,179	4,526,252
<i>LIABILITIES</i>		
Current Liabilities		
Accounts Payable	60,976	67,168
Accrued Expenses	216,008	200,792
Long Term Debt (Current Portion)		
Short Term Debt		
Other		
Long Term Debt (over a year)		
Deferred Income		
Other		
TOTAL LIABILITIES	276,984	267,960
Net Assets		
Unrestricted	1,998,919	1,761,238
Temporarily Restricted	463,950	463,950
Permanently Restricted	1,795,423	1,795,423
Net Income	-171,097	237,681
TOTAL LIABILITIES AND NET ASSETS	4,364,179	4,526,251

Internal Revenue Service

Department of the Treasury

**P. O. Box 2508
Cincinnati, OH 45201**

Date: December 14, 2000

Person to Contact:

Jeremy L. Vogelpohl 31-03888
Customer Service Representative

Toll Free Telephone Number:

8:00 a.m. to 9:30 p.m. EST
877-829-5500

Family Service Agency of Santa Barbara
123 West Gutierrez Street
Santa Barbara, CA 93101-3424

Fax Number:

513-263-3756

Federal Identification Number:

95-1644031

Accounting Period Ends:

June 30

Dear Sir or Madam:

This is in response to your request for a letter affirming your organization's exempt status.

In July 1937 we issued a determination letter that recognized your organization as exempt from federal income tax under section 101(6) of the Internal Revenue Code of 1939 (now section 501(c)(3) of the Internal Revenue Code of 1986). That determination letter is still in effect.

We classified your organization as a publicly supported organization, and not a private foundation, because it is described in sections 509(a)(1) and 170(b)(1)(A)(vi) of the Code. This classification was based on the assumption that your organization's operations would continue as stated in the application. If your organization's purposes, character, method of operations, or sources of support have changed, please let us know so we can consider the effect of the change on the organization's exempt status and foundation status.

Your organization is required to file Form 990, Return of Organization Exempt from Income Tax, only if its gross receipts each year are normally more than \$25,000. If a return is required, it must be filed by the 15th day of the fifth month after the end of the organization's annual accounting period. The law imposes a penalty of \$20 a day, up to a maximum of \$10,000, when a return is filed late, unless there is reasonable cause for the delay.

As of January 1, 1984, your organization is liable for taxes under the Federal Insurance Contributions Act (social security taxes) on remuneration of \$100 or more the organization pays to each of its employees during a calendar year. There is no liability for the tax imposed under the Federal Unemployment Tax Act (FUTA).

Organizations that are not private foundations are not subject to the excise taxes under Chapter 42 of the Code. However, these organizations are not automatically exempt from other federal excise taxes. If you have any questions about excise, employment, or other federal taxes, please let us know.

Family Service Agency of Santa Barbara
95-1644031

Donors may deduct contributions to your organization as provided in section 170 of the Code.

Bequests, legacies, devises, transfers, or gifts to your organization or for its use are deductible for federal estate and gift tax purposes if they meet the applicable provisions of sections 2055, 2106, and 2522 of the Code.

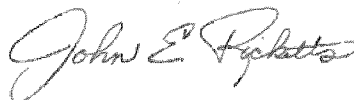
Your organization is not required to file federal income tax returns unless it is subject to the tax on unrelated business income under section 511 of the Code. If your organization is subject to this tax, it must file an income tax return on Form 990-T, Exempt Organization Business Income Tax Return. In this letter, we are not determining whether any of your organization's present or proposed activities are unrelated trade or business as defined in section 513 of the Code.

The law requires you to make your organization's annual return available for public inspection without charge for three years after the due date of the return. If your organization had a copy of its application for recognition of exemption on July 15, 1987, it is also required to make available for public inspection a copy of the exemption application, any supporting documents and the exemption letter to any individual who requests such documents in person or in writing. You can charge only a reasonable fee for reproduction and actual postage costs for the copied materials. The law does not require you to provide copies of public inspection documents that are widely available, such as by posting them on the Internet (World Wide Web). You may be liable for a penalty of \$20 a day for each day you do not make these documents available for public inspection (up to a maximum of \$10,000 in the case of an annual return).

Because this letter could help resolve any questions about your organization's exempt status and foundation status, you should keep it with the permanent records of the organization.

If you have questions, please call us at the telephone number shown in the heading of this letter.

Sincerely,

A handwritten signature in cursive script, reading "John E. Ricketts".

John E. Ricketts, Director, TE/GE
Customer Account Services