

The Foundation Roundtable: Common Grant Application

Cover Sheet

Foundation you are applying to: St. Francis Foundation of Santa Barbara
Legal Name of Applicant Organization: Peoples' Self-Help Housing
Project Name (if applicable): Heath and mental health services for low income people
Funds will pay for: Case worker salaries
Full Mailing Address: 26 E. Victoria Street, Santa Barbara CA 93101
Location(s) if different from above: 22 affordable properties Santa Barbara county
Executive Director: Jeanette Duncan
Phone: (805) 540-2454 Fax: (805) 962-8182
Email: jeanetted@pshhc.org Website: www.pshhc.org
Contact Person & Title: Rochelle Rose CFRE, Dev. Director Phone: (805) 699-7227

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: 95-2750154 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: \$ 20,000 Total Project Budget: \$ 710,000

Grant Period from: 1/1/2014 To: 12/31/2014

Total Organizational Budget for Current Year: \$ 9,509,283 Fiscal year begins: 7/1

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

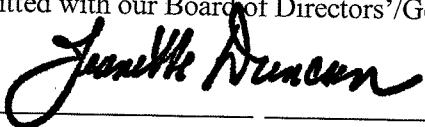
To provide affordable housing and programs leading to self-sufficiency for low-income families, seniors, and special needs groups on California's Central Coast. We have 2,000 residents in Santa Barbara County.

Summarize your grant request (two to three sentences):

We are requesting \$20,000 for our much-needed Supportive Housing Program that provides essential social services to transition and stabilize homeless individuals, extremely low-income families, and special needs individuals. Our goal is to rebuild and improve the health of the poorest in our community—moving them towards stability, improved health and greater self-sufficiency. Government cutbacks, the uncertainty of Obamacare, increasing medical/dental needs and costs, our aging senior residents needing assistance to remain independent, and a large caseload of mentally ill residents require the support of our social workers to navigate the system to obtain access to needed medical services.

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:

 Jeanette Duncan, President/CEO
Signature _____ Name & Title of Authorized Board/Governing Body Representative _____ Date _____
Rochelle Rose CFRE, Rochelle Rose, Development Dir. 11-1-13
Signature _____ Name & Title of Authorized Board/Governing Body Representative _____ Date _____

4-page Narrative to the St. Francis Foundation
From Peoples' Self-Help Housing
Preventative Health for Low Income Households and the formerly Homeless in Santa Barbara

Background

1. Organization's History & Accomplishments

Peoples' Self-Help Housing (PSHH) is a non-profit organization founded in 1970 by a group of citizens concerned with housing conditions of the poor and the impact these conditions had on their lives. As a result, PSHH was established with the mission is to provide affordable housing and programs leading to self-sufficiency for low-income families, seniors, and other special needs groups in various communities on the Central Coast.

In the past 43 years, we have achieved much success. We have assisted 1,200 low-income households to build and own their first home. We have built 1,520 rental units for low and extremely-low income households providing affordable rents in safe and attractive housing for over 2,000 adults in 22 complexes in greater Santa Barbara.

Fourteen years ago PSSH added its free Supportive Housing Program for residents. We recognized that many of our residents needed counseling, access to health care, case management, and supportive services. We hired a Licensed Clinical Social Worker (LCSW) to assess the needs and provide social services for these low-income and special needs residents who were dealing with problems such as physical disabilities, mental health issues, family stress, juvenile delinquency, advancing age, and/or transitioning from homelessness. In order to meet the increasing demand for supportive services, PSHH expanded the program in 2006 when bilingual clinicians were added. Now hundreds of PSHH residents a year receive SHP services which leads to stability in our families and in our neighborhoods.

2. Our current programs and activities and the constituency we serve.

SHP services are free and confidential to all PSHH residents. Residents may self-refer or may be referred by PSHH staff and property managers. Clinicians then meet with the resident or resident family in the privacy of their own home in one of our 22 affordable Santa Barbara properties in Carpinteria, Goleta, Santa Barbara, Isla Vista, Orcutt, Santa Maria, and Guadalupe. Our constituency is 89% Latino. All resident's incomes are 30-80% below the area median income (AMI).

However, each property accommodates a different population. For example, in downtown Santa Barbara we have a single-room occupancy residential property, the Victoria Hotel. This 28-room hotel is provided as transitional housing for disabled veterans, the formerly homeless, and those with mental health issues needing observation. The property is supervised, some housekeeping and meals are provided, rules and curfews are carefully enforced. Once stabilized, many of these residents graduate to our other properties where less supervision is required, such as their own apartment.

Our sites at the Dahlia Court Apartments and the Carpinteria Camper Park serve mostly low-income farm, orchard, and nursery workers. The Camper Park residents are technically categorized as 'homeless' because their tiny, dilapidated trailers (most without plumbing or heating) are not considered as permanent housing. In 2013 we added 33 new rental apartments, community room, medical clinic room, and offices at Dahlia Court 2. We plan a similar complex to replace the Camper Park, which will begin construction in early 2014.

The Ladera Apartments located on Santa Barbara's Westside is home to hundreds of households whose children are at risk of gang involvement and juvenile delinquency. Here our Supportive Housing workers facilitate individual and group counseling for adolescents and parents. A bilingual/bicultural clinician works with the youth on issues such as low self-esteem, gang influence, teen pregnancy, peer pressure, and substance experimentation/abuse. Young people have found the atmosphere non-judgmental and positive. They are free to share their thoughts, fears, concerns, and questions with the SHP clinician and to learn how to make good decisions and life plans. In addition, we provide free after school education for 350 K-6 children a day at seven on site Learning Centers.

Our current needs in the health field are to have our case workers help low literacy residents in the complicated and often confusing area of health insurance, the Affordable Care Act, and other entitlement programs. In the face of the challenging financial and real estate market conditions in our communities, PSHH has expanded its home counseling and education program with more workshops on foreclosure prevention, debt reduction, and household budgeting.

3. Organization's relationship with others and how we differ.

PSHH collaborates with many community-based organizations located including Salvation Army, Transition House, Casa Esperanza, S.B. County Alcohol, Drug and Mental Health Services, Housing Authority, local churches, CALM, Food Bank, and many others.

PSHH differs in that we provide housing *and onsite* supportive social services. Our case workers go to the client. There are no barriers such as transportation or access because services are provided free and in the convenience of the client's home.

PSHH is one of the few agencies that has the ability to set aside affordable units to house those who are transitioning from homelessness. PSHH follows the "Housing First" model by housing very low-income and homeless individuals first, and then providing intensive wrap-around services to them in their homes in order to stabilize them.

Funding Request

1. What need or problem does your project work to address?

PSHH's Supportive Housing Program addresses the problems that often accompany poverty such as poor health, low wages, joblessness, gang involvement, teen pregnancy, homelessness, physical and/or mental health issues, domestic violence, substance abuse, inadequate nutrition and dependence on hospital emergency rooms for medical care.

PSHH residents often indicate that they have difficulty navigating or receiving services in the government social service system. Many senior residents feeling overwhelmed and confused making health appointments and filling out complicated paperwork for insurance benefits. Residents have reported feeling intimidated and disoriented by language barriers and a lack of culturally sensitive resources and organizations. Tenants who are transitioning from homelessness require intensive assistance to adjust to permanent housing. SHP clinicians teach new residents skills to stay in housing, maintain a home, balancing finances, and receive referrals to other community resources.

With more homeless and increased requests for help from residents, Peoples' is requesting \$20,000. This funding will allow PSHH to have the needed clinicians serve more than 2,000 residents. We anticipate there will be an even greater need for these services as government budget cuts will reduce Medicare and other benefits. Unemployment and layoffs have put even more strain on low-income families trying to make ends meet.

2. Project Goals & Outcomes

The goal of the Supportive Housing Program is to keep families healthy, housed and to prevent homelessness. With the help of the St. Francis Foundation PSHH can sustain our capacity to respond and serve these needs. Funds are used for salaries of the social workers who work with the residents. We seek to improve the quality of life, moving low-income residents towards greater self-sufficiency and improved health and .

Our objectives are:

1. 150 people will be provided counseling sessions on issues including conflict resolution, domestic violence, substance abuse, mental health challenges and family dysfunction. At the end of the counseling sessions, 80% of those participating will indicate that they are functioning better as a result of this service.
2. 175 residents will be helped with making and keeping health appointments. They will be assisted with transportation, provided health education opportunities, and assisted with insurance issues. 90% will indicate that the help was beneficial and that they are more likely to seek help on their own in the future.
3. 20 residents will be assisted in transitioning from homelessness to our permanent housing and will no longer use hospital emergency room as their primary source of medical care.

3. Project Evaluation

- This is an ongoing program.
- Target audience: 2,000 low income residents, 47% children. 100% low or extremely low income. 89% Hispanic, 1% Black, 1% Asian, 9% Caucasian.
- Activities/strategies: Case worker meets with resident(s) needing assistance as identified by themselves, property manager, or clinical referral. Staff compiles notes after every client meeting; client contact and case notes are confidentially recorded on the computer. Case plans are developed so that goals, such as making a health or dental appointment, are tracked. Meetings with case workers are at Peoples' offices or at the resident home so there are no transportation costs or issues. Program activity is analyzed monthly by the Program Manager and Deputy Director. In addition, client surveys are conducted annual to test resident

knowledge and satisfaction with the supportive housing program. Areas needing improvement will be reviewed by the Executive Director and Program Director.

- General timeline: ongoing, 24/7.

4. Most pressing needs of organization: Support to pay for salaries for our case workers in order to keep our 2,000 low-income, elderly, and special needs residents housed and healthy.

5. Plans to evaluate effectiveness or impact of the project: Staff compiles notes after every client meeting; client contact and case notes are confidentially recorded on the computer. Case plans and progress towards client goals are monitored. Effectiveness is analyzed monthly by the Program Manager and President/CEO. In addition, client surveys are conducted annual to test resident knowledge and satisfaction with the supportive housing program. Areas needing improvement will be reviewed by the Executive Director.

6. Skills and Experience of Key Staff Members

Rick Gulino, LCSW, is the Director of Health and Community Services for PSHH. Rick holds a B.S. degree in Social/Psychology from the University of Massachusetts and Masters of Social Work from California State University, Long Beach. He has managed a school-based treatment program for troubled youth, day treatment setting for emotionally disturbed youth and has worked in a rehabilitation facility for those with psychosocial disturbances. Mr. Gulino has worked as an outreach worker for those who are homeless and suffer from mental illness.

Kristin Tippet joined SHP as a Social Worker in the Supportive Housing Program in 2009. She assists individuals' transition from homelessness to permanent housing at People's affordable rental properties. Tippet graduated from Columbia University with a Master's degree in social work. She provided case management and counseling services to the chronically homeless and to foster children in New York City before moving to Santa Barbara.

Brittany Carraway MSW, is a Peoples' Housing and Urban Development service coordinator. She holds a Master's degree in Social Welfare with a specialization in gerontology from UCLA. She also graduated from UCSB with majors in psychology and sociology. Brittany completed internships at the Department of Veterans Affairs in Los Angeles and at Shields for Families in Lynwood. At Shields she provided individual therapy in a dual diagnosis treatment program for women in families impacted by child abuse.

Jim Healy is Peoples' Housing and Urban Development service coordinator. Jim received a bachelor's degree in psychology and gerontology from Cal Poly University, San Luis Obispo. He later earned a Master's degree in psychology from Cal Poly. He worked in various positions at Hospice for nine years. Jim has a large knowledge of community resources available to seniors and enjoys working with this population.

7. Contingency Plan

PSHH will actively pursue other sources of funding from foundations, individuals, and corporations.

Board of Directors/Governing Body

[illegible]

How often does your governing body meet? **Bi-monthly**

SUPPORTIVE HOUSING PROGRAM BUDGET FOR FYE 14

PEOPLES' SELF-HELP HOUSING CORP.
26 E. VICTORIA STREET
SANTA BARBARA, CA 93101

REVENUES	Proposed Budget FYE 14
Neighborworks Grant	70,428
CDBG - City of Goleta	
CDBG - City of Santa Barbara	5,000
CDBG - County of SB /City of Carpinteria	4,500
CDBG - City of Ventura	
City of Pismo Beach	500
City of San Luis Obispo	5,000
County of SLO - Preventive Healthcare (PHG)	15,000
HPRP City of Santa Maria Stimulus	-
HPRP County of San Luis Obispo	-
HUD/U.S. Dept. of Housing and Urban Development	116,716
Ventura Social Services Task Force	10,000
Grant Revenue	227,144
Assistant Manager Revenue (LADMII)	15,000
Assistant Manager Revenue (Casas)	5,000
Assistant Manager Revenue (Ladera)	28,800
Assistant Manager Revenue (LADM)	12,000
Assistant Manager Revenue (Mariposa)	10,000
Assistant Manager Revenue (Riverview)	12,000
Supportive Housing Fees from Props	388,948
Property Service & Program Revenue	471,748
Avila Beach Community Foundation	2,000
SLO Community Foundation	5,000
United Way of SLO County	2,500
Other	2,500
Donation Revenue	12,000
TOTAL REVENUES	710,892
EXPENDITURES	Proposed Budget FYE 14
Salaries & Benefits	466,119
Employment Services	364
Mileage	4,000
Travel	11,000
Workshops	3,000
Meals	175
Dues	650
Utilities	1,500
Supplies	1,500
Postage	750
Equipment Lease	150
Repairs/Maintenance	1,200
Computer Supplies	750
Telephone	4,500
Printing	150
Insurance	1,200
Taxes & Licenses	1
Furn/Fix/Equip. < \$5K	350
TOTAL OPERATING EXPENSES	497,360
Other Expenses	
Indirect	211,493
TOTAL EXPENDITURES	708,852
NET INCOME (LOSS) before depreciation	2,040
Depreciation Expense	2,040
NET INCOME (LOSS)	(0)

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Organization Financial Summary

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

Organization Name: Peoples' Self-Help Housing Fiscal Year Dates: July 1 - June 30

INCOME

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

Source	Prior Year's Actual	Projected Annual Budget (\$)	YTD Actual (\$) as of [6/30/2013]
Federal Funds	1327365	755132	942974
State & Local Government Funds	138888	397528	275461
Foundations/Trusts	440220	251000	232933
Donations	219850	72002	283219
Low Income Housing Rents	5669692	5148500	4434487
Property Management & Construction Income	1630159	2929471	3354654
Gain on Sale of land	601869	-126000	267310
Interest & Other Income	263219	81650	228262
TOTAL INCOME	10291262	9509283	10019300

List the In-Kind (non-cash) contributions: fye13 - \$45,928

EXPENSES

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

Item	Prior Year's Actual	Annual Budget (\$)	YTD Actual (\$) as of [6/30/2013]
Salaries & Benefits	3460392	3774119	3563504
Professional Fees	91898	154431	124271
Travel/Training/Workshops/Dues	147973	125846	149981
Rents, Utilities, Repairs, Telephone, Insurance, Bank fees	153576	185728	197263
Supplies, Advertising, Marketing	232321	165181	195162
Postage, Printing & Copying	32081	32560	41105
Depreciation	45288	48000	38097
Rental Property Depreciation & Interest	2155336	2044000	1697188
Rental Property Expense	2915985	3090000	2769938
Interest & Miscel.	198328	259284	344708
Less: Construction project costs capitalized	-712428	-649785	-315869
TOTAL EXPENSE	8720750	9229364	8805348
NET PROFIT OR LOSS	1570512	279919	1213952

Total Capital Expenses	21,650	75,000	75,526
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i.e., computers, vehicles, building improvements, etc.:

Notes:

YTD 2013 actuals are subject to audit adjustments. El Patio and Schoolhouse Lane housing complex rental income will be included in FYE 2013 actual income at the time of audit; this is the reason why housing rent income is so low this year prior to the audit.

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Organization Balance Sheet Summary

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

ASSETS	MOST CURRENT (\$) as of [6/30/2013]	PRIOR YEAR CLOSE (\$)
Current Assets		
Cash and Equivalents	8645004	8422947
Accounts Receivable	2717833	2036765
Prepaid Expenses	139216	119528
Inventory		
Grants/Pledges Receivable	1070175	168301
Other	2676901	4073474
Fixed Assets (Net)		
Property	28629406	37591815
Buildings		
Equipment		
Investments		
Endowments	171031	551776
Other	16017106	11664709
TOTAL ASSETS	60066672	64629315
LIABILITIES		
Current Liabilities		
Accounts Payable	2399700	2165768
Accrued Expenses		
Long Term Debt (Current Portion)	698602	679801
Short Term Debt		
Other	1449257	251059
Long Term Debt (over a year)		
Loan	33712926	36712605
Other	1733459	1884240
TOTAL LIABILITIES	39993944	41693473
Net Assets		
Unrestricted	19161969	22388406
Temporarily Restricted	739728	124914
Permanently Restricted	171031	422522
TOTAL LIABILITIES AND NET ASSETS	60066672	64629315



Department of the Treasury
Internal Revenue Service

P.O. Box 2508
Cincinnati OH 45201

RECEIVED JUN 17 2008

In reply refer to: 0248204092
June 13, 2008 LTR 4168C E0
95-2750154 000000 00 000
00020667
BODC: TE

PEOPLES SELF-HELP HOUSING
CORPORATION
3533 EMPLEO ST
SN LUIS OBISP CA 93401-7334330

33043

Employer Identification Number: 95-2750154
Person to Contact: Ms. Lumpkins
Toll Free Telephone Number: 1-877-829-5500

Dear Taxpayer:

This is in response to your request of June 04, 2008, regarding your tax-exempt status.

Our records indicate that a determination letter was issued in July 1971, that recognized you as exempt from Federal income tax, and discloses that you are currently exempt under section 501(c)(3) of the Internal Revenue Code.

Our records also indicate you are not a private foundation within the meaning of section 509(a) of the Code because you are described in section(s) 509(a)(1) and 170(b)(1)(A)(vi).

Donors may deduct contributions to you as provided in section 170 of the Code. Bequests, legacies, devises, transfers, or gifts to you or for your 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.

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

Sincerely yours,

Michele M. Sullivan

Michele M. Sullivan, Oper. Mgr.
Accounts Management Operations I