

COVER SHEET 2018 GRANTS - ORRVILLE AREA UNITED WAY

AGENCY NAME: The Orrville Salvation Army- Maiwurm Service Center

Mission Statement: The Salvation Army, an international movement, is an evangelical part of the universal church. Its message is based on the Bible. Its ministry is motivated by the love of God. Its mission is to preach the gospel of Jesus Christ and to meet human needs in His name without discrimination.

AGENCY DIRECTOR/PRESIDENT: Name Sarah M. Ecker

Telephone 330-683-3138 Fax 330-683-5437 E-Mail sarah.ecker@use.salvationarmy.org

Board President: Name Darrell Smucker

Address PO Box 57 City Orrville E-Mail dsmucker@farmersbankgroup.com

Compute your Agency's overhead using your most recent 990 using this formula

Add Management & General (Part IX, Line 25, Column C)		\$ <u>145,454.00</u>
Fundraising (Column D)	+	\$ <u>316,333.00</u>
	=	\$ <u>166,134.00</u>
TOTAL		
Divide total by Part VIII, Line 12, Column A (Total Revenue)		<u>15</u> %

Program Funding Requests:

1) Strive 2 Thrive New Request? No

Funded 2017 \$ 11,500.00 2018 Requested \$ 12,000.00

2) Emergency Assistance New Request? No

Funded 2017 \$ 66,000.00 2018 Requested \$ 66,700.00

3) Seasonal Assistance New Request? No

Funded 2017 \$ 9,800.00 2018 Requested \$ 9,800.00

\$ 88,500.00 Sum Total of all Dollars Requested for 2018

I affirm that I have reviewed this application for funding, and, to the best of my knowledge, confirm that the information presented here is a financially, statistically, and programmatically accurate representation of our agency.

Sarah M. Ecker
Chief Professional Officer Signature

9-5-17
Date

Darrell Smucker- Board President
Board President or Treasurer' Name (Please indicate which)

Darrell Smucker
Board President or Treasurer's Signature

9/5/17
Date

2018 Program Information

Please use a separate form for each program.

1. Agency: The Orrville Salvation Army-Maiwurm Service Center

2. Program Name: Strive 2 Thrive

A. Based on the targeted outcomes of this program, from which of the following community impact areas are you requesting funding?

Nurturing Children & Youth

(Provides positive outcomes that help children and youth succeed in school and develop into successful adults)

Helping In Hard Times

(Provides emergency assistance: food, shelter, clothing, and legal help)

Developing Life Skills

(Provides positive outcomes with programs that enable individuals and families to become more emotionally, physically, and/or financially stable)

Promoting Health & Wellness

(Provides positive outcomes with programs that enable individuals and families to have access to prevention and/or treatment in the health arena, enabling them to become and/or stay healthier emotionally, physically, and/or financially)

B. Is this Program

New program

Expanded program

Continuation of a previously funded program

3. Please complete the following for each program:

\$12,000.00 + \$9,159.00 = \$21,159.00
Funds Requested From OAUW Funds Requested/Received From Other Sources Total Program Funds

4. If previously funded program, are you asking for increased dollars of support?

Yes No

5. If yes, why are you requesting more money?

With this pilot program this last year, we have seen what possible growth Strive 2 Thrive can have. Within that growth we are seeing what needs need to be added for the program to be effective for our consumers. Additional programing and other items will need to be purchased for the advancement of this program.

6. If your program was not funded for the full amount you requested for 2017, what impact did this have on your program? What adaptations did you have to make?

This program is a "grass roots" mindset. Without the full funding we would have to keep within that mindset. It would not "grow" to what the full potential that we feel that this program can do for our community. Items like thumb drives that assist with resume writing would be cut or not advanced.

7. How will the agency adapt this program next year if your requested funding level cannot be met or if a decision is made that the program will not be funded at all next year?

If funding would decrease, portions of this program would be cut. Portions that may be cut would include advocacy or the interaction of the coordinator with the consumer in researching specifically for their need. No funding would impact and cut the program completely. The expansion of our target population of this program with job placement or workforce development would diminish.

8. Please describe the fees and reimbursements associated with this program.

Fees:

Sliding Fee Schedule:

N/A

Insurance Reimbursement:

N/A

Government Subsidies:

N/A

Community Impact

8. Describe the target population and eligibility requirements for the Program:

The target population for Strive 2 Thrive is individuals over 24 years of age, with no dependent children, who are unemployed or underemployed. Further, they must not qualify for Opportunities for Ohioans with Disabilities. No one will be turned away for this program if they do not fall under these qualifications.

9. What agencies or programs in the community provide similar services? Please be specific about how we can differentiate this program from others.

None in our current Orrville area. We are currently working with Wayne/Holmes Goodwill Industries for those that are eligible to go through their program or are required by JFS with the OWF assistance.

Impact Analysis

10. Describe the targeted outcomes of this program. In other words, you ran this program, you gave clients certain skill sets, you increased their knowledge, and you treated their illness, which is all good. But how have you changed the lives of those people, and as a result, our community?

Please include the following information in your narrative *and limit this to 2 pages*:

- **Description of the activities and resources you use to accomplish these outcomes**

Because our local mission is...."to empower them to solve their own problems and become productive members of society" we believe coming alongside the consumer is an asset to assist with their employment needs fits our mission.

- Jobs Board
 - Update and current jobs listing are posted on our jobs board. Anyone can come in and look and take off the Ad and follow up with the employment.
- Contact
 - Anyone can fill out a half sheet of paper with contact info and the program coordinator will contact them and navigate what they are looking for.
 - A face to face meeting will be taken place. An in-depth evaluation of the Strive 2 Thrive is given and a decision to move forward with Strive 2 Thrive is decided by the consumer
 - An Agreement to participate in the program is signed
 - Career Assessment Tool/Career Exploration Workshops is given.
- IAP (Individual Action Plan)
 - Barriers and Ways To address their barriers
 - What are their goals and how to accomplish them
 - What they need to work on- how they will work on them
 - Any classes that will need to take to enhance their skills
 - Looking ahead into the future
- Follow up once job placement or working on barriers to eventually get them into the workforce is done. Follow up and retention is complete

- **Information about the tools you use to measure outcomes**

- Tools we use to measure outcomes for the individual plans
 - Average of wages earned in 3-6 months
 - Full-time vs. part time employment
 - Retention rate
 - Track number of resumes sent, interviews received and or offer from interviews
 - Evaluation of interviews
 - Community referrals
 - Education certificates received
 - Barrier removal- which barriers and how removed
 - Process on IAP is measurable

The tools used will be by monitoring clients' follow up and retention through specialized case management. Follow up procedures will be done with participants to see how they are progressing. We also will see how many consumers in the pilot program will complete the full 180 days and follow through with all that is arranged and planned for them through this process.

- **Dialogue about the challenges you face in measuring the success of the program**

We feel that some of the biggest challenges with this program will be follow-through. This can be a hard process, and the participant will have to understand that this will be hard work but the outcome will be rewarding. Every good intention can be stalled by life challenges; we hope that those barriers will not lead participants to give up midway

- Questions we ask ourselves within this new program

- How is this pilot program helping?
- How can we expand?
- What needs to change within the pilot?

- **Specific information about the recorded outcomes you achieved last year**

On average we have 35-40 people per month just looking at the Jobs Board and taking current open jobs. We place multiple job posting (of the same job) and when they take the posting, we can regulate how many ads are being taken each month.

We have had a few people call and report they have found employment due to the jobs board.

Contact information is given if they are willing to give it. The program coordinator will follow up with them periodically to see where they are with employment findings.

Folks that are currently going through the Strive 2 Thrive program have a case file. Every time contact is made, it is documented with notes. A computer program has been established to keep stats and records on file electronically.

- **Discussion of whether or not your outcomes met, exceeded or fell short of your desired outcomes**

We knew starting this pilot program was going to be a process. At this time, I don't feel like any of our outcomes have fallen short. We are seeing progress with the jobs board, with the folks we are working with one on one as well. They are seeing their barriers and what they need to work on. One person has also found employment!

Program Outputs

11. Define a unit of service. If it is not possible to define one unit, please state why.

Remember that whatever the method of measurement, you are consistent from year-to-year.

1 unit= 1 client who received assistance through the Strive 2 Thrive program _____

12. Complete the following if the agency is seeking United Way funding for this program.

Year	Number of Clients in zip codes 44667, 44618, 44645	Number of Clients in all of Wayne County	Clients on a Waiting List
2016 Actual	34	34	0
2017 Projected	36	36	0
2018 Projected	40	40	0

13. Unit Cost: Please explain changes either up or down in your cost.

Year	Individuals or Units of Service	Total Cost of Program	Unit Cost (Cost/Units)
2016 Actual	34	\$20,883.00	\$614.20
2017 Projected	36	\$21,038.00	\$584.38
2018 Projected	40	\$21,159.00	\$528.97

14. Individuals served

Last year (actual): _____ 34 _____

This year (projected): _____ 40 _____

Client Demographics

14.

	NUMBER
Types of Clients: Individuals	34
Information & Referral, Brochures	
Organizations	

PLEASE COMPLETE THE INFORMATION FOR INDIVIDUAL CLIENTS ONLY	
Age Group: Under 5	
6 thru 12	
13 thru 17	
18 thru 34	
35 thru 54	
55 thru 64	
65 thru 74	
75 thru 84	
85 and over	
Unknown	34
TOTAL INDIVIDUALS	
100%*	
Gender: Male	16
Female	18
Unknown	
TOTAL INDIVIDUALS	
34	

	NUMBER		NUMBER
Household Income:		Ethnic/Racial Background:	
\$0 thru \$11,999		White	
\$12,000 thru \$14,999		Black or African American	
\$15,000 thru \$24,999		Hispanic or Latino	
\$25,000 thru \$49,999		American Indian or Alaska Native	
\$50,000 thru \$74,999		Asian	
More than \$75,000		Native Hawaiian or Pacific Islander	
Unknown	34	Unknown	34
TOTAL INDIVIDUALS			34
34			34

*NOTE: All TOTALS should be the same number

**Orrville Area United Way
Supplemental Agency Questions**

The Orrville Salvation Army-Malwurm Service
Center

September 2017

<i>Agency Name</i>	<i>Date</i>	Yes	No	Don't Know
<i>Please check the appropriate box in answer to each question.</i>				
Does the agency have checks/balances and distribution of responsibilities such that tasks such as opening mail, paying bills, signing checks, bookkeeping, producing internal financial reports do not rest in the hands of too few persons?		<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Have the board and top administrative officers discussed/reviewed/agreed upon what is appropriate in terms of division of these responsibilities?		<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Does the agency have a board approved Fiscal Policy?		<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Did the auditor meet with the board and top administrator to discuss audit results?		<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Does the board conduct an annual evaluation of the top administrative officer?		<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Are the evaluation results in written form?		<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Does the agency have written by-laws to which they adhere?		<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Does the board and/or a Financial Committee or Executive Committee review complete financial statements monthly including cash flow statements?		<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Are the agency goals/objectives/plans in written form?		<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Do the agency by-laws/guidelines specify a length of term for board members?		<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Are board members required to rotate off the board for some minimum amount of time upon completion of some maximum time of service?		<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Is the agency currently compliant with guidelines for submitting an Audit including the management letter, 990, Agency Agreement, and Verification of Registration with the State of Ohio Attorney General's Office to United Way?		<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
What percentage of your Board financially supports your agency?		100 %		

Darrell Smucker- Advisory Board President
Governing board representative (name, title)

Sarah M. Ecker- Executive Director
Administrative official (name, title)

Grants & Collaborations

Orrville Area United Way - Complete this form for each applicant program

Date: September 2017

Agency: The Orrville Salvation Army-Maiwurm Service Center

Program: Strive 2 Thrive

Please respond in writing to the following questions:

1. What would happen if your program were to disappear?

Many in our community will not be able to get the assistance that is needed in finding employment. Questions they have concerning applying for employment, interviewing skill, other classes they may want or need to take (like getting their GED) or concerns would not be available to them.

2. What would happen if you were not to receive the requested amount?

If funding would decrease, portions of this program would be cut. Portions that may be cut is the coordinator time with the consumer in researching specifically for their need. No funding would impact and cut the program completely. The expansion of our target population of this program with job placement or workforce development would diminish. We would have to adjust the amount of consumers we would be able to assist with. Portions of this program would not be effect like the Jobs Board.

3. Specifically, how would decreases in your grant impact your programming:

- a. 25% decrease?

We would have to decrease the amount of funding that is budgeted in our fiscal year. It would be a possibility that we would have to cap the number of consumers we would be able to assist and some may be turned away.

- b. 50% decrease?

We would have to add an additional cap of how many consumers we helped. The majority of the budget for the program coordinator's time and efforts would be decreased.

c. 75% decrease?

The whole program would be terminated.

4. What other organization/s provide/s the same or similar services/programs?

None to our knowledge that is directly in the Orrville area. We are currently working with Wayne/Holmes Goodwill Industries for those that are eligible to go through their program or are required by JFS with the OWF assistance. Our program coordinator is also the Co-Chair for the workforce development committee that is working together as a community for the employment work force efforts.

5. Specifically, how are you collaborating with other agencies/organizations?

We are working with Wayne/Holmes Goodwill Industries as well as the Workforce Development committee that has been set up with Goodwill, Orrville Chamber, Wayne Co Career Center and Orrville Area United Way.

6. What services/programs for which you are requesting support are complementary services in collaboration with other entities?

Not requesting any other support.