

A. Organization & Contact Information

Case Id: 14308
Name: BCH Outreach 2022 - 2022/23
Address: *No Address Assigned

Completed by rsmith@bethesdacenter.org on 11/17/2021 6:10 PM

A. Organization & Contact Information

The Request for Proposals and additional materials to assist with completing the application can be found on the City's webpage for [Community Agencies](#)

A.1. Organization Name

Bethesda Center for the Homeless

A.2. Project/Program

BCH Outreach 2022

A.3. FY 2022-23 Funding Request Amount

\$80,000.00

A.4. Agency's Total Operating Budget

\$1,774,640.00

A.5. Mailing Address

930 North Patterson Avenue Winston-Salem, NC 27101

A.6. Project/Program Location Address

930 North Patterson Ave Winston-Salem, NC 27101

A.7. Organization Website

www.bethesdacenter.org

A.8. Year 501(c)(3) status obtained

1989

A.9. Organization Fiscal Year

July 1- June 30

A.10. Federal Tax ID Number

A.11. Federal DUNS Number

EXECUTIVE DIRECTOR/MANAGER

A.12. Name, Title

Baraka Riptoe, Executive Director

A.13. Email

baraka.riptoe@bethesdacenter.org

A.14. Phone

(336) 722-9951

CONTACT

A.15. Name, Title

Ashley Martin, Associate Director

A.16. Email

ashley.martin.@bethesdacenter.org

A.17. Phone

(336) 722-9951

BOARD CHAIR

A.18. Name

Linda Jackson Barnes

A.19. Term Expiration

07/31/2022

A.20. Email

lindajb@cityofws.org

A.21. Phone

(336) 747-7372

B. Project Overview

Completed by rsmith@bethesdacenter.org on 11/19/2021 8:03 AM

Case Id: 14308

Name: BCH Outreach 2022 - 2022/23

Address: *No Address Assigned

B. Project Overview

Please provide the following information.

APPROACH (7 POINTS)

B.1. Provide a concise description of the proposed project/program, indicating specifically how City funds will be used. Briefly, what are the goals/objectives of the project/program?

Bethesda Center for the Homeless (BCH) operates a day shelter and 100-bed night shelter to address the needs of the homeless men and women in the community. BCH would like to expand to a formalized outreach program by respectfully asking for \$85,000 to support 2 Outreach Case Manager (OCM) positions to address the street homeless population. The remainder of the funds will assist with rental assistance once housing is secured for the unsheltered individual. The most recent street outreach count (October 2021), indicated that there are 250+ individuals living on the streets of Forsyth County. Many homeless individuals will reside in areas not meant for human habitation to include campsites, abandon buildings, cars, and wooded areas. These areas though are not safe are considered home for this population. BCH would outreach these areas to assess the homeless individual for safety, health, and referrals to mainstream services to include housing. This outreach case manager would link the unsheltered individual to housing and supportive services and ongoing monitoring of said services. The outreach case managers would remain with this homeless individual from the beginning of the process until the end. Once the individual is housed the outreach case manager will provide ongoing case management services 1 year or longer depending upon the severity of the individuals' need to transition stably to housing.

Goal one would be to identify and assess unsheltered individuals for supportive services to include housing.

The second goal would be to rapidly house the unsheltered individual in an effort to reduce the unsheltered street population.

B.2. How will a participant access the proposed project/program, use the services, and derive a beneficial outcome from participation?

This program will address the housing and supportive needs of the unsheltered homeless. BCH would outreach this unsheltered population through outreach services and through referrals received from the community. We receive calls daily regarding unsheltered individuals in the community that need an assessment and supportive services including the need for shelter. As an agency, we would outreach and case manage over 85 individuals per year. BCH is able to outreach the unsheltered and transport as necessary to additional supportive service needs due to recently acquired agency transportation. The case management portion is intensive as the OCM will need to build relationships of trust to provide service needs. It is imperative that the OCM walks the individual through the complete process as it builds a positive working relationship and the OCM provides support as needed.

BCH would also promote the program during shelter and case management orientation that occurs weekly at the shelter. Unsheltered guests utilize our day shelter services and would be present at the shelter orientation. BCH will operate the program on a 'Housing First' approach, meaning no preconditions to enter into the program. BCH will also continue to communicate with local shelters, promoting the program and updating availability to accept referrals to Coordinated Intake Center (CIC). BCH will accept referrals through community advocates as well as word of mouth. Individuals will be assessed to address service needs as well as supportive needs. The service plan assists and supports

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the homeless individual(s) through goal setting in an effort to have a beneficial outcome from services received. Intensive case management is the driving force for a beneficial outcome by walking closely providing a holistic approach to service needs for the individual.

B.3. Describe the unmet need that the proposed project/program seeks to address. Include data supporting the need.

This program will address the housing and supportive needs of the unsheltered homeless. The 2019 Point in Time Count for Winston Salem (Forsyth County) revealed over 450 homeless individuals (shelter and unsheltered) in our community. Our night shelter provides services to 100 homeless individuals (60 men and 40 women) daily. The most recent November 2021 count of the unsheltered homeless was 250+ individuals. BCH would outreach this unsheltered population through outreach services and through referrals received from the community. We receive calls daily regarding unsheltered individuals in the community that need an assessment and supportive services including the need for shelter. Sometimes a call or two can be duplicated but this just stresses the need from the community to aid in the unsheltered. As an agency, we would outreach and one case manager would assist 30 or more unsheltered individuals per year. The case management portion is intensive as the homeless individual will be linked to community resources to include housing. It is imperative that the OCM walks the individual through the complete process as it builds a positive working relationship and the OCM provides support as needed.

COLLABORATION (6 POINTS)

B.4. Describe any specific collaborative relationships with other organizations (public or private) and how they will impact the project/program. How will collaboration contribute to the planning, implementation, operation, oversight, and performance measurement of the proposed project/program?

BCH has collaborative relationships with Housing Authority of Winston Salem who provides housing opportunities at Sunrise Towers, Piedmont Park, and Cleveland Homes for the success of this program. Wake Forest Baptist Medical Clinic (medical services provided onsite at BCH) is able to provide necessary medical care without any preconditions such as insurance or finances. Homeless individuals or anyone in the community are able to get prescriptions and medical needs and referrals as needed. BCH also has a working relationship with Community Intake Center where BCH is able to take referrals and also advise of program openings that benefit the homeless. BCH also participates in the Continuum of Care, and has memberships with the NC Coalition to end Homelessness.

BCH has also built collaborative partnerships with community providers (public, private, and nonprofits) for the purpose of addressing the unmet needs of the homeless. The Case Managers directly connect guests with partners who are essential in reducing barriers to the housing such as: Forsyth County Department of Social Services (Medicaid & Food Stamps), Walmart (eye exams/glasses), Daymark, Monarch and Insight (mental health, substance use, and grief counseling), Goodwill Industries (workforce development) and several community churches that support the mission of BCH. Samaritan Ministries (provides additional shelter beds and lunch resources), United Way (administers financial assistance for other BCH housing programs), Barnabas and X-Men (moving assistance), these are a few of our collaborative partners that are keys to the success of our guests transitioning. BCH finds that the collaborative approach provides a network of support for the homeless individual. These relationships are essential in addressing the needs of our guests.

BCH also has a licensed clinician on staff that can help address substance use and mental health needs immediately.

C. Strategy and Performance

Completed by rsmith@bethesdacenter.org on 11/19/2021 8:12 AM

Case Id: 14308

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C. Strategy and Performance

Please provide the following information.

STRATEGY (5 POINTS)

C.1. The City of Winston-Salem's strategic priorities, adopted most recently in the [2017-2021 Strategic Plan \(2019 Update\)](#) and under review for adoption by City Council for FY 2022 - FY 2025 Strategic Plan, are used as guiding principles to establish community priorities based on the vision, mission, and values set forward by the Mayor and City Council.

Indicate which of the City's strategic focus areas your program aligns with best (select one):

Livable Neighborhoods

C.2. Select the service area(s) that your project/program relates to:

- Housing/Homelessness
- Economic Development
- Construction Rehabilitation
- Poverty Reduction
- Arts and Culture
- Youth
- Public Safety
- Transportation
- Other

PERFORMANCE (15 POINTS)

C.3. Describe the system to be used to track participant and program data. List any key reports and their frequency that will be used to capture project/program performance.

We currently use the Homeless Management Information System (HMIS) to track our homeless population. Each individual is tracked through an identified program. BCH would be able to utilize this system to track the homeless individuals' from beginning to the end of their services provided by the outreach case manager. The system allows us to track referrals to mainstream resources, income, and assessments.

BCH has a proven successful track record with long term housing placements, 94% have maintained their housing during the past fiscal year 2018/2019. We are constantly meeting and engaging our participants 'where they are' in an effort to support and promote long term stability. Many of the homeless participants have health challenges, mental health challenges, and substance use disorders. In order for BCH to be successful providers, we ensure that the case managers participate in mandatory training. These trainings enhance their skillset making them more than qualified to

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work with the participants. BCH will monitor programming through intake and goal setting for the individual. We also utilize the Homeless Management Information System (HMIS) where data trends and performance measurements can be monitored through the ongoing reporting system. If goals are not achieved, program adjustments can be reviewed and recommended to ensure that guests are successful and stable.

HMIS reports will be reviewed monthly to review trends such as service use, income, and housing stability to name a few.

C.4. Explain the steps that will be taken if the stated program goals provided in C.3. are not achieved.

This program addresses the community's needs by providing essential services to unsheltered homeless and rehousing these homeless individuals as quickly as possible. BCH has a proven successful track record with long-term housing placements. We are constantly meeting and engaging our participants 'where they are in an effort to support and promote long-term stability. Many of the homeless participants have health challenges, mental health challenges, and substance use disorders. In order for BCH to be successful providers, we ensure that the case managers participate in mandatory training. This training enhances their skillset making them more than qualified to work with the participants. BCH will monitor programming through intake and goal setting for the individual. The Outreach Case Manager will be able to staff the case with the clinical supervisor to ensure that goals and plans of action are appropriate. Reports can capture the individuals served, goals, and resources so that performance measures can be gauged to determine program efficacy. We also utilize the Homeless Management Information System (HMIS) where data trends and performance measurements can be monitored through the ongoing reporting system. If goals are not achieved, program adjustments can be reviewed and recommended to ensure that guests are successful and stable.

Attach participant/program data sample report

 **Participant/Program Data Sample Report *Required**

20211029135737012.pdf

C.5. Use the chart below to show how your agency measures program effectiveness. List goals, activities, and performance measures you will use to evaluate services, facilities, and programs that will be funded by the City. Performance measures can be quantitative and/or narrative.

Applicants will be reimbursed funds based upon timely submissions of eligible invoices. These invoices should describe services rendered and should align with the goals and objectives cited here. Where outcomes do not align with goals, please be prepared to provide a written summary of shortcomings.

Stated Program Goals	Program Activities in Support of Goals	FY 20-21 Previous Year Results	FY 21-22 Current Year Projected Results	FY 22-23 Next Year Anticipated Results
OCM will assess unsheltered individuals	OCM will provide an assessment that will identify the needs and barriers to transition to housing	95% of the guest were assessed for services	98% of the guests will be assessed for services	100% of unsheltered individuals that have interest in the program will be assessed for enrollment
OCM will work with households to	OCM will provide supportive services	Case management assisted 60 guests	95% of the households will	95% of the formerly unsheltered

maintain permanent housing for 6 months	and monitor services during home visits	with housing, 94% maintained permanent housing for 6 months	maintain housing for 6 months.	individuals will maintain housing for 6 months
OCM will work with households to maintain permanent housing for 12 months	OCM will provide supportive services and monitor services during home visits	Case management assisted 60 guests with housing, 91% maintained permanent housing for 6 months	95% of the households will maintain housing for 12 months.	97% of the formerly unsheltered individuals will maintain housing for 12 months

	Total Unduplicated Number Served	Total Number Served
FY 20-21 Previous Year Results	60	314
FY 21-22 Current Year Projected Results	75	350
FY 22-23 Next Year Anticipated Results	85	400

C.6. FY 20-21 Program Accomplishments

Within the past 5 years, BCH has moved over 600 individuals into permanent housing. BCH can still proudly report that well over 90% of those guests have maintained their housing. Formerly homeless guests will stop by and boast their stability and thank a BCH case manager for assisting them with the steps to stability and recovery. BCH operates the largest day shelter for men and women in Forsyth County that provides resources for anyone regardless of whether they reside at BCH or not. BCH operates a successful medical clinic through a partnership with Wake Forest/Atrium that serves anyone homeless or not in the community. Case Managers have been identified to work with special populations as we have seen an increase in the group ages 18-24 years old and 62 years old and above. Our goal is to assist this population as quickly as possible due to vulnerability.

BCH operated the Medically Fragile Shelter serving our most vulnerable in the community, this effort kept these homeless individuals safe during the pandemic

BCH has also secured a van to transport the homeless

BCH was recently awarded a contract to provide 9 rooms for isolation, this was a result of the pandemic and the impact it had on the homeless population.

BCH has a new computer lab available for guests to utilize as staying connected to resources is crucial for our guests. Programming is in place to assist guests entering our doors: job development, substance use groups to include prevention, and life skills.

BCH was awarded a grant to pay for eye exams and purchase eyeglasses for guests.

C.7. FY 22-23 Key Objectives

By providing Outreach case management services, more unsheltered individuals can be provided supportive services to include housing. Outreach case management will utilize the van to transport unsheltered individuals to appointments that are essential to stability such as medical, mental health, substance use, housing search, supplies, and employment.

By housing the unsheltered is an asset to the City of Winston Salem as it helps with the overall strategic plan. This effort by the OCM will help reduce the city's overall expenses when it comes to interactions with the unsheltered

homeless.

Attach participant/program data sample report

Documentation

Participant/Program Data Sample Report

20211029135737012.pdf

D. Organizational Capacity

Completed by rsmith@bethesdacenter.org on 11/19/2021 8:26 AM

Case Id: 14308

Name: BCH Outreach 2022 - 2022/23

Address: *No Address Assigned

D. Organizational Capacity

Please provide the following information.

MISSION (5 POINTS)

D.1. Provide an overview of the organization. Include the organization's mission statement and the major services, programs, and activities provided. How does the proposed project/program help advance the mission of your organization?

BCH mission statement is "We create opportunities daily through emergency and supportive services, empowering individuals to live stable lives".

BCH has been in operation since 1987. BCH is a leading provider of shelter and supportive services to the homeless in Forsyth County for several years now. BCH is in operation 24 hours per day, 365 days per year. BCH provides a day shelter, night shelter, supportive services. Through our day shelter, anyone homeless in the community can have access to restrooms/showers, laundry, mail, telephone, computer lab, employment skill-building, clothing, and community referrals for identification and clothing. Through our night shelter, we are able to provide a safe refuge for 60 men and 40 women in the homeless community. Our supportive services enable any homeless individuals that walk through our doors for day or night services to have access to a CM that will assist in helping the homeless individual secure stability.

This outreach program directly advances our mission of supportive services and empowering individuals to live stable lives.

FUNCTION (5 POINTS)

D.2. How long has your organization been in operation?

Founded in 1987, BCH was established to serve as a day shelter for the homeless. After one year of operation, the emergency shelter was formed to provide services for men and women. The case management program was created in 1998.

D.3. How does your organization benefit and serve the City of Winston-Salem and its citizens?

BCH benefits the City of Winston Salem and the citizens by committing to serve the underserved, the homeless population. BCH also benefits the City of Winston-Salem, the community, and its citizens by continuing to work at ending homelessness and improving the system of care for all individuals experiencing homelessness. When the Winston-Salem Police officers encounter an adult who are living on the streets, in the woods or abandoned structures our shelter offers a temporary safe refuge. This refuge includes providing safety, shelter, and supportive services which results in the avoidance of a more serious incident requiring further legal involvement; therefore, saving the City of Winston-Salem financial resources.

We are committed to improving and having a positive impact to the system of care for the homeless population. BCH has provided a safe refuge for over 30 years for thousands of men and women who find themselves without shelter. Without our shelter and supportive services, the number of homeless in the streets would continue to grow. BCH provides 100 beds per night (60 men and 40 women) and many nights we are at capacity. We continue to increase our programming to meet the needs holistically for this population. Our numbers of individuals stably housed has continued to increase over the past fiscal years. For fiscal year 2016/2017, we stably housed 102 individuals. For fiscal

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year 2017/2018, we stably housed 113 individuals. For fiscal year 2018/2019, we stably housed 126 individuals. BCH wants to continue to contribute to the reduction of the homeless and street population. Year after year we have increased our housed which serves the City of Salem. Our refuge of safety, shelter, and permanent housing save the City of Salem undue financial hardships and resources. BCH has housed well over 600 homeless individuals in the past few years. BCH wants to continue to contribute to the reduction of the homeless and street population. Year after year we consistently increased the number of individuals house only until recently when the pandemic hindered our work. Even still, the number of homeless individuals housed is relevant in addressing a severe need for the City of Winston Salem tremendously.

STRUCTURE (5 POINTS)

D.4. In the chart below, list key personnel and executive staff involved in the proposed project/program.

Position Title	Activities/Inputs	Total Work Hours Per Week	% of hours proposed to be funded
Outreach Case Manager (OCM)	OCM will work with guests in the community. OCM will assess, link, monitor, refer, and coordinate all service needs. Identify barriers and goal setting through one on one sessions.	40	100.00 %
Outreach Case Manager (OCM)	OCM will work with guests in the community. OCM will assess, link, monitor, refer, and coordinate all service needs. Identify barriers and goal setting through one on one sessions.	40	100.00 %

D.5. List all executive staff and their compensation (other than per diem).

Executive Staff Name	Title/Role	Compensation	% of Hours Proposed to be Funded
Baraka Riptoe, Ashley Martin, Dion Oglesby, Brenda Washam	Executive Director, Associate Director, Shelter Director, Grants and Finance Manager	\$245,000.00	0.00 %

D.6. Attach an organizational chart

Organizational Chart *Required

Organizational Chart updated 11.03.2021 BW.pdf

D.7. Please complete the Diversity of Employment and the Employment Profile below. See the [Request for Proposals \(RFP\)](#) for definitions of position types used in the Employment Profile.

Describe the hiring process and how it is structured to provide the most diverse candidate pool. Best practices for accessing a diverse hiring process and candidate pool include:

Open positions are posted to various sites online, as well as the company website.

Candidates with qualifications that fit the position are contacted by the department supervisor for an interview with oversight by the Executive Director. Once interviews have been completed, the most qualified applicant will receive

an offer for employment with the company; predicated on favorable pre-employment drug screen and background check results.

Please enter the total number of Full-Time Positions and Employees you have in the table below, as well as the employee's appropriate race/ethnicity and gender identity.

	Male - White	Male - Black	Male - Other	Female - White	Female - Black	Female - Other
Executives/Managers		2			2	1
Professionals				1	3	
Technicians						
Office/Clerical					1	
Laborers/Service Workers		6			4	
Total Full-Time						

Please enter the total number of Temporary/Part-Time Positions (FTE) and Employees you have in the table below, as well as the employee's appropriate race/ethnicity and gender identity.

	Male - White	Male - Black	Male - Other	Female - White	Female - Black	Female - Other
Executives/Managers						
Professionals					4	
Technicians						
Office/Clerical						
Laborers/Service Workers						
Total Part-Time/Temp						

D.8.

Attach a list of all Board Members AND compensation (other than per diem) ***Required**

24937_Board List 2019-2023.xlsx

D.9. Number of full Board meetings held during the last twelve months

10

D.10. Number of Board's Executive Committee meetings held during the last twelve months

10

ABILITY (5 POINTS)

D.11. If this is an application for new funding, please describe the steps your organization will take to establish an action plan for successful program launch, including appropriate stakeholder training and coordination. Articulate a clear methodology for service delivery within the context of established goals and include a timeline of key action items and approximate dates for delivery.

This is new funding for BCH. Once approved for funding, BCH will ensure that all stakeholders and community members are aware of the program through literature, presentations to the community and identified staff within the organization to articulate the program.

Timeline: OCM's will utilize the van to outreach unsheltered homeless. Unsheltered homeless in the streets, woods,

abandoned buildings and other locations not meant for human habitation will immediately be linked to supportive services to include housing. Unsheltered homeless will receive case management services at their location and not made to feel obligated to meet in an office setting. OCM's will be prepared to complete necessary documentation on paper or WIFI equipped laptops to ensure no interruption or delay in services provided. OCM's will focus on housing and supportive services. Program will officially launch within 30 days of approval, scale down services will continue until OCM's are identified and trained for program.

D.12. Describe your organizations' past success with flexibly responding to unforeseen events, which had the potential to negatively impact deliverables. What were best practices learned, if any? How would you successfully use these practices with the proposed program, if necessary?

BCH is in a unique position that over 75% of staff are cross-trained in many areas of operation for the organization. All staff is dually trained in substance use and mental health due to the daily interactions with the guests. Our guests served arrive with substance use and mental health disorders that have been left untreated. Our guests can be hypersensitive and unforeseen events do occur. We realized early on as an organization, that mandatory and ongoing training is essential for staff in order to provide pristine services to our guests. Due to the enhanced training, the staff is able to recognize and make necessary recommendations for care whether it requires emergency personnel or counseling. Our CM's are cross-trained in all case management programs that occur on-site and the case management programs that have occurred off-site. When we did not secure funding for the program, BCH was fortunate as the CM's are cross-trained in all case management programs, therefore none of our guests lack supportive services for stability.

BCH also provides services on evidence-based practices which helps with outcomes for programming and expectations such as Critical Time Intervention (CTI).

D.13. How does your program's policies/procedures ensure fair treatment, equitable access, and utilization of benefits for all persons, particularly marginalized and underserved groups and communities (i.e., marketing, outreach, eligibility determination and appeals)?

BCH guest/staff policies and procedures include fair housing, anti-discrimination, rehabilitation Act, Civil Rights, and the Americans with Disabilities Act. BCH also ensures that all guests/staff through additional policies and training receive fair treatment and equitable access. The program and services of BCH are marketed through our strategic partnerships and community resource guides. In addition, the agency also relies on word of mouth. The homeless men and women served are more likely to engage in our programs and services if others report they are utilizing their shelter.

An outreach initiative is included in this program. The initiative expands services beyond our walls into the community where homeless individuals who are in need of services can now be connected to much-needed resources.

E. Cost Effectiveness

Case Id: 14308

Name: BCH Outreach 2022 - 2022/23

Completed by baraka.riptide@bethesdacenter.org on 11/19/2021
4:33 PM

Address: *No Address Assigned

E. Cost Effectiveness

Please provide the following information.

BUDGET AND FUNDING (10 POINTS)

E.1. Please complete the table to show the organization's operating budget.

Expenditures by Program	Budgeted FY 21-22	Projected Actuals FY 21-22	Proposed Budget FY 22-23
Program Services	\$164,900.00	\$164,900.00	\$0.00
Fundraising	\$11,000.00	\$11,000.00	\$0.00
Management and General	\$55,610.00	\$55,610.00	\$0.00
Total Expenditures by Program	\$231,510.00	\$231,510.00	\$0.00

Expenditures by Category	Budgeted FY 21-22	Projected Actuals FY 21-22	Proposed Budget FY 22-23
Employee Salaries and Wages	\$1,026,000.00	\$1,026,000.00	\$0.00
Employee Benefits	\$5,000.00	\$5,000.00	\$0.00
Facility Rent and Utilities	\$49,000.00	\$49,000.00	\$0.00
Training and Conference Registration	\$4,500.00	\$4,500.00	\$0.00
Membership and Dues	\$130.00	\$130.00	\$0.00
Travel and Transportation	\$4,000.00	\$4,000.00	\$0.00
Grants to Individuals and Organizations	\$0.00	\$0.00	\$0.00
Contracted Fundraising Services	\$0.00	\$0.00	\$0.00
Goods Purchased for Resale	\$0.00	\$0.00	\$0.00
Other Contracted Services	\$334,500.00	\$334,500.00	\$0.00
Other Operating Expenditures	\$120,000.00	\$120,000.00	\$0.00
Capital Outlay	\$0.00	\$0.00	\$0.00
Total Expenditures by Category	\$1,543,130.00	\$1,543,130.00	\$0.00

Revenues by Category	Budgeted FY 21-22	Projected Actuals FY 21-22	Proposed Budget FY 22-23
City of Winston-Salem	\$759,406.00	\$759,406.00	\$0.00
Forsyth County	\$0.00	\$0.00	\$0.00
State of North Carolina	\$282,430.00	\$282,430.00	\$0.00
Federal Government	\$0.00	\$0.00	\$0.00
Admissions/Program Revenues/Sales	\$0.00	\$0.00	\$0.00

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Memberships	\$0.00	\$0.00	\$0.00
Donations	\$235,000.00	\$235,000.00	\$0.00
Foundation Grants	\$431,588.69	\$431,588.69	\$0.00
Interest and Investment Income	\$7.00	\$7.00	\$0.00
Parent Organization	\$0.00	\$0.00	\$0.00
Other	\$65,000.00	\$65,000.00	\$0.00
Total Revenues by Category	\$1,773,431.69	\$1,773,431.69	\$0.00

Describe any amounts listed under "Other Operating Expenditures" or "Other Revenues." Provide details on any specific federal government revenue sources.

E.2. Has the City of Winston-Salem provided funding in the past? If so, provide a funding history of the most recent five years of City contributions in the table below.

Year	Funding Source	Funding Amount
2016	CoC Permanent Housing	\$58,038.00
2016	City Intensive CM	\$160,000.00
2016	City ESG Women's Night Shelter	\$32,689.00
2016	State Esg Night Shelter	\$20,903.00
2016	State ESG Day Shelter	\$25,474.00
2017	CoC Permanent Housing	\$58,038.00
2017	ESG Bonus Grant Night Shelter	\$24,175.00
2017	ESG Bonus Grant Day Shelter	\$19,837.00
2017	City Intensive CM	\$160,000.00
2017	City ESG Women's Night Shelter	\$32,689.00
2017	State ESG Night Shelter	\$24,175.00
2017	State ESG Day Shelter	\$19,837.00
2018	City ESG Women's Night Shelter	\$32,689.00
2018	ESG Day & Men's NS Bonus	\$44,012.00
2018	ESG Day & Men's Night Shelter	\$44,766.00
2018	CoC BC PH CM	\$58,038.00
2018	BC PSH Bonus	\$25,764.00
2018	SPC5	\$3,952.00
2018	ESG Day and Men's NS	\$86,422.00

2019	City ESG Women's NS	\$32,271.00
2019	City Intensive CM	\$160,000.00
2019	CPHS Shelter Plus Care (SPC5)	\$39,520.00
2019	Center PH Case Management	\$58,038.00
2019	Center PSH CM	\$9,856.00
2020	City ESG Women's Night Shelter	\$32,271.00
2020	ESG Day and Men's NS	\$52,106.00
2020	Forsyth PSH Collaborative	\$150,557.00
2020	City Intensive CM	\$160,000.00
2020	ESG Day and Men's NS	\$46,904.00
2020	City ESG Women's NS	\$25,732.00
2020	PH case Management	\$106,445.00

E.3. Complete the table below to show specific details of proposed City funding and other leveraged funding for the proposed project/program. List each additional funding source for the program.

Activity	Funding Requested from City	Funds from Other Sources	Other Funds Source
Personnel	\$120,000.00	\$187,000.00	Private Funds, Individual, Church, and Business Contributions
Utility Assistance Expense	\$0.00	\$15,968.00	Private Funds, Individual, Church, and Business Contributions
Client Expenses, educational Supplies, Transportation	\$45,000.00	\$94,032.00	Private Funds, Individual, Church, and Business Contributions
	\$165,000.00	\$297,000.00	

E.4. For each activity and line item above, please provide a short but detailed description of how City resources will be used to carry out proposed programming.

Funds will be utilized for 2 case managers salaried positions to outreach unsheltered guests in the community. The Case Managers will assess, monitor, link, refer and coordinate all service needs for the unsheltered homeless. Additional funds will be utilized to cover financial needs of the enrolled households. Financial needs include but not limited to: ongoing rental assistance, arrears, deposits (rental/utility), furniture needs, identification (birth certificates), transportation, childcare needs, educational needs, work supplies, food, dental, and medical needs. All of these items listed are not an inclusive list of needs for the household. It is important to understand the challenges that can hinder the progress of an individual. BCH wants to cover all aspects to maintain permanent housing and to

secure stable and legal options to increase household income.

E.5. Where another stakeholder or agency is providing non-monetary assistance with a particular aspect of your programming, please provide a short description of those activities and how they will supplement the use of City funds.

HAWS is providing the housing units so we can rapidly house the program participants. CM will complete the necessary intake package for referral to be submitted for the housing program.

Wake Forest Baptist/Atrium will provide medical care onsite at BCH, CM will coordinate date for service access.

Monarch and Daymark will provide mental health and substance use assessments.

BCH also has a licensed clinician to assist with any mental health and substance use concerns

Department of Social Services will provide Medicaid and Food stamp resources

E.6. If this year's request is different in any way (amount, activities, etc.) from a prior year's request, explain how and why. If you are a new applicant, please describe how you would adjust your project/program if your funding request is not funded at the full amount.

New funding request for BCH. If BCH was not funded at full amount, we would provide a limited service as we would not have the staff capacity to outreach as many as we would like to. BCH is adamant about linking unsheltered individuals to supportive services to include housing. BCH would rely on current case management team to assist on a lower level but for maximum overall long-term stability, individualized case management has proven to be successful with the homeless population. For full impact and reduction of unsheltered population, OCM's will be needed.

SUSTAINABILITY (7 POINTS)

E.7. Describe the plan to sustain the project/program funding in future years. Include information about other funding sources to leverage City funds requested.

The Outreach program is an integral part of BCH's mission to create opportunities daily through emergency and supportive services empowering individuals to live stable lives. Funding from individual and corporate donations supplement the state and local funding we receive to sustain our programs. BCH continues to seek other funding sources to ensure the sustainability of this program and to meet the needs of the guests enrolled in the program.

BARRIERS (3 POINTS)

E.8. Describe any potential programmatic barriers to project implementation (e.g. recruitment or outreach challenges, etc.) and your plans for overcoming them.

BCH does not foresee any program barriers to project implementation due to the fact we already provide a high level of case management services. This program would just be an extension of current case management services.

E.9. Describe any institutional barriers to project implementation (e.g. staff vacancies, pending departures, etc.) and your plans for overcoming them.

BCH case managers are cross-trained in all areas of case management programs so guests will not lack any services. BCH will recruit to fill the proposed case management positions for the success of the program.

AVERAGE COST (5 POINTS)

E.10. Use the table below to show the average amount of City funds requested per beneficiary to be served during the year and the average total cost of the service per beneficiary to be served during the year (including all funding sources)

Proposed funds from the City for this project:	\$80,000.00
Number proposed to be served for the year:	450

Average City funds per beneficiary:	177.78
Proposed funds from all sources:	\$462,000.00
Number proposed to be served for the year:	450
Average total funds per beneficiary:	1026.67

F. Required Documents

Case Id: 14308

Name: BCH Outreach 2022 - 2022/23

Address: *No Address Assigned

Completed by bwasham@bethesdacenter.org on 11/4/2021 11:44 AM

F. Required Documents

Please provide the following information.

Documentation

Code of Conduct/Conflict of Interest Policy *Required

Standards of Conduct.pdf

Conflict Of Interest.pdf

Submit a copy of the agency's latest 990 Form as submitted to the Internal Revenue Service. *Required

990 FYE 06.30.2020.pdf

Organization By-Laws *Required

BYLAWS.pdf

Articles of Incorporation *Required

Articles of Incorporation.pdf

Organization Policies (including personnel, formal non-discrimination, procurement, accounting, etc) *Required

Personnel Policies and Procedure Manual 1.pdf

Anti-Discrimination Policy.pdf

Accounting and Financial Policies and Procedures.docx

IRS 501(c)3 Designation Letter *Required

501c3.pdf

Audited Financial statements or third-party review from 2019 and 2020. *Required

Audit 19.final.pdf

Audit FYE 2020 - final.pdf

North Carolina Secretary of State - Current and Active Status (<https://www.sosnc.gov/search/index/corp>)

***Required**

NC Secretary of State Solic Lic.pdf

Participant/Program Data Sample Report *Required

20211029135737012.pdf

Other

***No files uploaded*

G. Income Based Projects/Services Only

Case Id: 14308
Name: BCH Outreach 2022 - 2022/23
Address: *No Address Assigned

Completed by rsmith@bethesdacenter.org on 11/4/2021 2:48 PM

G. Income Based Projects/Services Only

** Complete this section only if you are requesting funds for a Community Development project (for CDBG, HOME and/or ESG funding).**

If the section is not applicable to your project, please leave the questions blank and mark the step "Complete."

G.1. In the right-hand column below, indicate the number of participants to be served by the proposed project/program within each income category during the year. Click [here](#) to see Winston-Salem income limits by household size.

Income Range	# to be served
0 to 30% of median	0
31% to 50% of median	0
51% to 80% of median	0
Greater than 80% of median	0

G.2. Describe policies, procedures, and criteria for determining who is eligible. Describe the procedures for screening, eligibility determination, intake, assessment and orientation of participants

H. Construction/Rehab Only

Completed by rsmith@bethesdacenter.org on 11/19/2021 8:32 AM

Case Id: 14308

Name: BCH Outreach 2022 - 2022/23

Address: *No Address Assigned

H. Construction/Rehab Only

** Complete this section only if you are requesting funds for a Housing Construction or Rehabilitation project.**
If the section is not applicable to your project, please leave the questions blank and mark the step "Complete."

H.1. Describe the proposed project and provide plans. If the project is approved, we will need a detailed work write-up.

H.2. Provide a projected timeline for the proposed work.

H.3. Describe how the project will be managed, including the contractor procurement process.

H.4. Describe the target market, including any special populations to be served.

H.5. Describe the services or program you plan to provide.

H.6. Describe the property management plan.

H.7. List the development team members.

H.8. Describe the financial capability of the sponsor/owner organization.

H.9. Listing of projects undertaken by principals over the past ten years, identifying project name and address, type of project, and number of units; please note any projects for which local government funding was received.

Project Name	Address	Type of Project	No. Units	Govt Funding
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Documentation

Development budget that include a detailed sources and uses statement of all funds, including the requested loan from the City, in electronic format, preferably a spreadsheet. ***Required**

We are not applying for this type of funding.pdf

Participant/program data sample report *Required

We are not applying for this type of funding.pdf

Market study or other analysis to verify the need for the project. *Required

We are not applying for this type of funding.pdf

Operating pro forma that includes rent and operating cost assumptions and all estimated loan payments, in electronic format. *Required

We are not applying for this type of funding.pdf

I. Emergency Shelter Only

Completed by rsmith@bethesdacenter.org on 11/19/2021 8:29 AM

Case Id: 14308

Name: BCH Outreach 2022 - 2022/23

Address: *No Address Assigned

I. Emergency Shelter Only

** Complete this section only if you are requesting funds for an Emergency Shelter project.**

If the section is not applicable to your project, please leave the questions blank and mark the step "Complete."

Prior to the beginning of any funding year, any ESG-funded program must participate in the local Homeless Management Information System (HMIS) designated by the Winston-Salem/Forsyth County Continuum of Care, or for domestic violence programs, a comparable database in accordance with HUD's standards.

Emergency Shelter: Essential Services

Activity	Total Budget (\$)
Case Management	\$0.00
Child Care	\$0.00
Education Services	\$0.00
Employment Assistance	\$0.00
Job Training	\$0.00
Outpatient Health Services	\$0.00
Transportation	\$0.00
Legal Services	\$0.00
Services to Special Population	\$0.00
Overhead Costs (limited to 15% of total activity request)	\$0.00
	\$0.00

Emergency Shelter: Operating Costs

Activity	Total Budget (\$)
Rent	\$0.00
Shelter Security	\$0.00
Fuel	\$0.00
Equipment	\$0.00
Insurance	\$0.00
Utilities	\$0.00
Food	\$0.00
Furnishings (limited to less than \$500 per item)	\$0.00
Supplies	\$0.00
Maintenance or Minor Repairs	\$0.00
Overhead Costs (limited to 15% of total activity request)	\$0.00
	\$0.00

J. Rapid Rehousing and HMIS Only

Completed by rsmith@bethesdacenter.org on 11/19/2021 8:30 AM

Case Id: 14308

Name: BCH Outreach 2022 - 2022/23

Address: *No Address Assigned

J. Rapid Rehousing and HMIS Only

** Complete this section only if you are requesting funds for a Rapid Rehousing project.**

If the section is not applicable to your project, please leave the questions blank and mark the step "Complete."

Prior to the beginning of any funding year, any ESG-funded program must participate in the local Homeless Management Information System (HMIS) designated by the Winston-Salem/Forsyth County Continuum of Care, or for domestic violence programs, a comparable database in accordance with HUD's standards.

Rapid Rehousing Financial Assistance

Activity	Total Budget (\$)
Rent Assistance	\$0.00
Rental Application Fees	\$0.00
Security Deposits	\$0.00
Last Month's Rent	\$0.00
Utility Deposits	\$0.00
Utility Payments	\$0.00
Moving Cost Assistance	\$0.00
Overhead Costs (limited to 15% of total activity request)	\$0.00

Rapid Rehousing Services

Activity	Total Budget (\$)
Case Management	\$0.00
Housing Search and Placement	\$0.00
Mediation	\$0.00
Legal Services	\$0.00
Credit Repair	\$0.00
Counseling	\$0.00
Information and Referral	\$0.00
Monitoring/Evaluation of Progress	\$0.00
Overhead Costs (limited to 15% of total activity request)	\$0.00

HMIS/Data Collection Budget

HMIS Activity	City ESG Request	State ESG Request
Staff Costs	\$0.00	\$0.00
Equipment	\$0.00	\$0.00
User Fees	\$0.00	\$0.00
	\$0.00	\$0.00

K. HOPWA

Completed by rsmith@bethesdacenter.org on 11/19/2021 8:30 AM

Case Id: 14308

Name: BCH Outreach 2022 - 2022/23

Address: *No Address Assigned

K. HOPWA

Please provide the following information.

Are requesting funds for a HOPWA project?

No

Submit

Completed by baraka.riptoe@bethesdacenter.org on 11/19/2021
4:34 PM

Case Id: 14308

Name: BCH Outreach 2022 - 2022/23

Address: *No Address Assigned

Submit

I certify that the applicant meets the conditions specified in the application instructions and will be able to carry out the proposed services in concert with these conditions. I also certify that the organization is a certified IRS 501(c)(3) non-profit organization.

Baraka Riptoe

Electronically signed by baraka.riptoe@bethesdacenter.org on 11/19/2021 4:34 PM

IDIS Setup

No data saved

Case Id: 14308

Name: BCH Outreach 2022 - 2022/23

Address: *No Address Assigned

IDIS Setup

Please provide the following information.

Project Name

National Objective

Activity Number ID

HUD Activity Code

Project Description

Accomplishment Type

Initial Application Date

Service Area

Ward

Census Tract(s)

Block/Group

MWBE