

APPLICATION FOR 2018 HOMELESS SERVICES FUNDS



1. AGENCY CONTACT INFORMATION

Legal Name of Organization	Housing Initiatives, Inc.	
Mailing Address	1110 Ruskin St., Madison, WI 53704	
Telephone	608-277-8330	
FAX	608-277-1726	
Director	Dean Loumos	
Email Address	dloumos@housinginitiatives.org	
Additional Contact	Michael Basford	
Email Address	mbasford@housinginitiatives.org	
Legal Status	Private: Non-Profit	
Federal EIN:	39-1781842	
DUNS #:	111018466	
SAM Registration:	674P0	

2. PROPOSED PROGRAMS

Program Name	Letter	2018 Req New?	Proposed Strategy	Source of Funding
Supportive Services Staffing for PSH	A	\$50,000	STRATEGY 6: PERMANENT SUPPORTIVE HOUSING	City General Purpose Revenue (GPR) ONLY
Contact:		Phone:	Email:	
Program B	B	\$0	Select a Strategy from the Drop-Down	Select the source of funding from the drop-down menu
Contact:		Phone:	Email:	
Program C	C	\$0	Select a Strategy from the Drop-Down	Select the source of funding from the drop-down menu
Contact:		Phone:	Email:	
Program D	D	\$0	Select a Strategy from the Drop-Down	Select the source of funding from the drop-down menu
Contact:		Phone:	Email:	
Program E	E	\$0	Select a Strategy from the Drop-Down	Select the source of funding from the drop-down menu
Contact:		Phone:	Email:	
Program F	F	\$0	Select a Priority Statement from the Drop-Down	Select the source of funding from the drop-down menu
TOTAL REQUEST		\$50,000		

3. SIGNATURE PAGE

AFFIRMATIVE ACTION

If funded, applicant hereby agrees to comply with City of Madison Ordinance 39.02 and file either an exemption or an affirmative action plan with the Department of Civil Rights. A Model Affirmative Action Plan and instructions are available at www.cityofmadison.com/dcr/aaForms.cfm.

LIVING WAGE ORDINANCE

If funded, applicant hereby agrees to comply with City of Madison Ordinance 4.20. This ordinance requires all employees paid under this contract be paid (at least) the Living Wage for 2018 as established by the City of Madison. In 2018 the Living Wage will be \$13.01 hourly.

CITY OF MADISON CONTRACTS

If funded, applicant agrees to comply with all applicable local, State and Federal provisions. A sample contract that includes standard provisions may be obtained by contacting the Community Development Division at 266-6520. If funded, the City of Madison reserves the right to negotiate the final terms of a contract with the selected agency.

4. SIGNATURE

Enter name:

By entering your initials in the box you are electronically signing your name and agreeing to the terms listed above

DATE

ORGANIZATION:	Housing Initiatives, Inc.	REQUESTED AMOUNT:
PROGRAM/LETTER:	A Supportive Services Staffing for PSH	50,000
STRATEGY:	STRATEGY 6: PERMANENT SUPPORTIVE HOUSING	

1. NEEDS STATEMENT: Describe the community needs this program will address.

Of the 149 adult clients currently housed in property Housing Initiatives, Inc. owns and operates, 19 are not directly connected with supportive services at this time.

In the January, 2017 Point-in-Time count, 87 chronically homeless persons were identified, 117 homeless persons were identified as suffering from a severe mental illness, and 55 homeless persons were identified as suffering from chronic substance abuse. As clients are added to our housing from the homeless population, many will lack connection to supportive services needed to maintain housing stability.

Additionally, many homeless persons are suffering from the current opioid addiction crisis. This year, one of Housing Initiatives succumbed to an opioid overdose.

2. TARGET POPULATION: Describe the target population including household type, homeless status, racial and cultural background, gender, disabilities, and housing and service needs based on a common assessment tool (i.e. VI-SPDAT score range).

Housing Initiatives, Inc., solely provides permanent supportive housing for homeless persons and families struggling with severe mental illnesses. The proposed program will target clients residing in properties Housing Initiatives owns and operates within the City of Madison.

Openings in Hll properties are prioritized for chronically homeless individuals and families and assigned to our housing through the Housing Placement Committee based on need (as determined by VI-SPDAT score - which must be 8 or higher) and amount of time potential client has been homeless. All clients entering the program (either as singles or at least one adult in a family) will meet HUD disability determination standards and will have recorded a severe mental illness diagnosis.

We anticipate the clients who enter our housing, like the clients currently in our housing, will compose of people of multiple races, ethnicities, genders and gender identities, sexual orientations and types of disability.

3. PROGRAM DESCRIPTION: Describe key components of program. Include key aspects of program design, program structure, staffing structure, expected frequency of participant contact, duration of participant contact, etc.

This program will facilitate the hiring of one supportive staff person to provide case management and facilitate AODA treatment and other supportive services for clients who are currently without such resources.

The case manager hired through this program will be qualified in both mental health and AODA treatment. The case manager will be supervised by a supportive services supervisor currently on Hll staff who is qualified as a CCS mental health provider. The Associate Executive Director will handle administrative tasks for the program and will be responsible for program compliance and reporting to funders.

The case manager will commit to meeting clients assigned to the case manager at least once per week. The clients assigned to the case manager will be residents in Hll housing and will be participants in CoC PSH programs. Their stays in housing will have no time limit and there will be no time limit for participation in case management.

ORGANIZATION:	Housing Initiatives, Inc.
PROGRAM/LETTER:	A Supportive Services Staffing for PSH

4. BEST PRACTICES: Describe how the services will be delivered in a manner consistent with industry standards or best practices. Refer to Attachment A for examples of best practices within each of the seven identified strategies.

Hill staff are trained and have experience in Housing First, trauma-informed care and harm-reduction practices and use techniques like motivational interviewing to direct clients to seek services they need and are entitled in a way that respects the unique circumstances of each client and is accepting of their struggles.

The program will be designed to direct clients to services they are determined to need. The supportive services include, but are not limited to, mental health case management and other mental health care, lifeskills training, AODA treatment, job training skills and education, and access to food and other resources to maintain a home. While making accessing these available services a goal to provide clients, accessing will not be a requirement for participation in this or any of Hill's housing programs.

Hill has experience in connecting clients with services to help facilitate housing stability. We currently have Memorandum of Understanding agreements with nine different agencies and private providers that have allowed us to promote a team approach with clients and other service agencies to keep clients in housing. Hill's supportive services supervisor is an accredited CCS mental health provider.

5. SUPPORT SERVICES: If the program design involves provision of case management, describe how the program will connect participants to long-term community-based support services such as Comprehensive Community Services (CCS) and Targeted Case Management.

The case manager in the program will formulate individual case plans while collaborating with clients to set goals. Clients will be encouraged to connect with available CCS services such as art therapy and other programs. If clients, who sign up with Recovery Dane, are recommended for targeted case management, the client will be enrolled with targeted case management, should the client choose to do so. If the client rejects enrollment, the case manager will retain the client on a long-term basis.

6. PROPOSED SERVICE TARGETS: Include the total number of unduplicated clients the agency expects to serve by the proposed program regardless of the funding source.

We anticipate the new case worker will work with 17 unduplicated clients.

7. PERFORMANCE OUTCOMES: Select applicable measures from the drop down. Refer to Attachment A for the CDD targets.

Outcome #1:

Exit to or Retention of Permanent Housing

Outcome #2

Return to Homelessness

Outcome #3

Utilization Rate

Specify your agency's proposed outcomes. If the proposed outcome is lower than the CDD target, provide explanation.

We anticipate meeting the following performance outcomes:
 Exit to or Retention of Permanent Housing: 90%
 Return to Homelessness: 5%
 Utilization Rate: 95%

ORGANIZATION:

Housing Initiatives, Inc.

PROGRAM/LETTER:

A Supportive Services Staffing for PSH

8. DEMOGRAPHICS: Complete the following chart for unduplicated participants served by this program in 2016. Indicate the number and percentage for the following characteristics. For new programs, include best estimates.

DESCRIPTOR	PART #	PART %	STAFF #	STAFF %	MADISON*		
					GEN %	POV %	R/POV**
RACE							
WHITE/CAUCASIAN	9	53%	0	0%	80%	67%	16%
BLACK/AFRICAN AMERICAN	6	35%	0	0%	7%	15%	39%
ASIAN	0	0%	0	0%	8%	11%	28%
AMERICAN INDIAN/ALASKAN NATI	0	0%	0	0%	<1%	<1%	32%
NATIVE HAWAIIAN/OTHER PACIFIC	0	0%	0	0%	0%	0%	0%
MULTI-RACIAL	2	12%	0	0%	3%	4%	26%
BALANCE/OTHER	0	0%	0	0%	1%	2%	28%
TOTAL RACE	17	100%	0	0%			
ETHNICITY							
HISPANIC OR LATINO	2	12%	0	0%	7%	9%	26%
NOT HISPANIC OR LATINO	15	88%	0	0%	93%	81%	74%
TOTAL ETHNICITY	17	100%	0	0%			
AGE							
<2	0	0%					
2 - 5	0	0%					
6 - 12	2	12%					
13 - 17	2	12%					
18 - 29	2	12%					
30 - 59	7	41%					
60 - 74	4	24%					
75 & UP	0	0%					
TOTAL AGE	17	100%					
PERSONS WITH DISABILITIES							
	14	82%					
RESIDENCY							
CITY OF MADISON	17	100%					
DANE COUNTY (NOT IN CITY)	0	0%					
OUTSIDE DANE COUNTY	0	0%					
TOTAL RESIDENCY	17	100%					
TOTAL							
	17	100%					
MALE	10	59%					
FEMALE	7	41%					
UNKNOWN/OTHER	0	0%					

*REPORTED MADISON RACE AND ETHNICITY PERCENTAGES ARE BASED ON 2009-2013 AMERICAN COMMUNITY SURVEY FIGURES. AS SUCH, PERCENTAGES REPORTED ARE ESTIMATES. See Instructions for explanations of these categories.

**R/POV=Percent of racial group living below the poverty line.

9. PROGRAM STAFF: Record the Full Time Equivalent (FTE) program hours of each employee supporting this program as well as their total FTE hours worked for the agency. For seasonal employees, record the number of weeks per year worked at the specified FTE.

Staff Title (one employee per line)	FTE in Program Choose Year Round or Seasonal		For Seasonal only: wks/yr employed	Total FTE in Agency	Program Duties Such as administration, direct service, supervision, teaching/training or recruitment	Hourly Wage
	Year Round Position FTE	Seasonal Position FTE				
Case Manager	1			1	Case Management, AODA Treatment	\$20.20
Associate Executive Director	0.025			1	Administration	\$26.71
Client Services Supervisor	0.14			0.9	Supervision	\$26.92

ORGANIZATION:	Housing Initiatives, Inc.
PROGRAM/LETTER:	A Supportive Services Staffing for PSH

10. STAFF EXPERIENCE: Describe how the experience and qualifications of your program staff will contribute to the success of the proposed program.

The current staff member, who would be the client services supervisor, currently has a CAPSW license and expects to obtain an LCSW by the end of 2018. In addition, she brings over a decade of experience in case management, program coordination, and counseling for clients who experience SMI, AODA issues, and/or co-occurring disorders, poverty, racial and other types of discrimination, and homelessness. In addition, she brings experience in building successful supervisory relationships. Specifically, she provides the following: wellness and recovery services, family psychoeducation, individual skill development, employment-related skill training, needs assessments, collaborative treatment plans, documentation, and relationship building.

11. STAFF DIVERSITY: Does the staffing of the program reflect the racial and cultural diversity of the participants who will be served? If not, describe how your agency plans to address this mis-match.

Culturally, staffing does not reflect our aging client population as well as some similarities in socioeconomic status. Additionally, staffing does not reflect the proportion of LGBT-identified clients served in the program. However, staffing does not reflect the racial diversity of participants served. The agency has taken steps to address this by actively recruiting new applicants from coalitions comprised of people of color as well as placing a high priority on valuing and pursuing cultural competence skills and experience in the interview process. Finally, the agency plans to require racial and restorative justice training for all employees in order to prioritize the valuation and pursuit of diverse backgrounds and perspectives of clients and coworkers.

12. ACCESSIBILITY AND MARKETING: Describe how your organization will ensure that a diverse client base will find the program accessible, culturally responsive, welcoming and effective in achieving increased participant well-being and safety. Describe how the agency uses, or will use marketing and outreach strategies with the intended service population.

Strategies that will be implemented to improve accessibility for a diverse client base will include: Reviving tenant advisory board; recruiting and working to retain POC on this board in proportion to the percentage of POC served by program; recruiting and retaining board members, including client board members, with a racial and cultural makeup reflective of our client population; sending key employees to the YWCA's Racial Justice Workshop series as funding allows and focus on sessions that address ways to build equitable organizations; engaging in an internal change process that involves an outside person that will be responsive to clients of color, interviewing them about all aspects of their experience with our agency and using this feedback to inform our change process; incentivizing participation in these roundtable discussions; and seeking and incentivizing client feedback from POC; and reaching out to these clients for regular, anonymous feedback and prioritize their suggestions.

ORGANIZATION:	Housing Initiatives, Inc.
PROGRAM/LETTER:	A Supportive Services Staffing for PSH

PROGRAM BUDGET

13. 2017 BUDGET

REVENUE SOURCE	SOURCE TOTAL	ACCOUNT CATEGORY			
		PERSONNEL	OPERATING	SPACE	SPECIAL COSTS
DANE CO HUMAN SVCS	0	0	0	0	0
DANE CO CDBG	0	0	0	0	0
MADISON-CDD	0	0	0	0	0
UNITED WAY ALLOC	0	0	0	0	0
UNITED WAY DESIG	0	0	0	0	0
OTHER GOVT	0	0	0	0	0
FUNDRAISING DONATIONS	0	0	0	0	0
USER FEES	0	0	0	0	0
OTHER	0	0	0	0	0
TOTAL REVENUE	0	0	0	0	0

14. 2018 PROPOSED BUDGET

REVENUE SOURCE	SOURCE TOTAL	PERSONNEL	OPERATING	SPACE	SPECIAL COSTS
DANE CO HUMAN SVCS	0	0	0	0	0
DANE CO CDBG	0	0	0	0	0
MADISON-CDD	50,000	50,000	0	0	0
UNITED WAY ALLOC	0	0	0	0	0
UNITED WAY DESIG	0	0	0	0	0
OTHER GOVT*	0	0	0	0	0
FUNDRAISING DONATIONS	0	0	0	0	0
USER FEES	0	0	0	0	0
OTHER**	0	0	0	0	0
TOTAL REVENUE	50,000	50,000	0	0	0

*OTHER GOVT 2018

Source	Amount	Terms
	0	
	0	
	0	
	0	
	0	
TOTAL	0	

**OTHER 2018

Source	Amount	Terms
	0	
	0	
	0	
	0	
	0	
TOTAL	0	

ORGANIZATION: Housing Initiatives, Inc.

PROGRAM BUDGET (See Instructions)

1. 2017 BUDGETED		ACCOUNT CATEGORY			
REVENUE SOURCE	SOURCE TOTAL	PERSONNEL	OPERATING	SPACE	SPECIAL COSTS
DANE CO HUMAN SVCS	829,447	71,000	58,623	699,824	0
DANE CO CDBG	0		0	0	0
UNITED WAY ALLOC	0	0	0	0	0
UNITED WAY DESIG	0	0	0	0	0
OTHER GOVT	466,646	233,323	233,323	0	0
FUNDRAISING DONATIONS	96,000		96,000		0
USER FEES	419,712	317,658	57,054	0	45,000
OTHER	25,000	25,000	0	0	0
TOTAL REVENUE	1,836,805	646,981	445,000	699,824	45,000

2. 2018 PROPOSED BUDGET		ACCOUNT CATEGORY			
REVENUE SOURCE	SOURCE TOTAL	PERSONNEL	OPERATING	SPACE	SPECIAL COSTS
DANE CO HUMAN SVCS	829,447	71,000	58,623	699,824	0
DANE CO CDBG	0	0	0	0	0
UNITED WAY ALLOC	0	0	0	0	0
UNITED WAY DESIG	0	0	0	0	0
OTHER GOVT*	466,646	233,323	233,323	0	0
FUNDRAISING DONATIONS	96,000	0	96,000	0	0
USER FEES	419,712	317,658	57,054	0	45,000
OTHER**	25,000	25,000	0	0	0
TOTAL REVENUE	1,836,805	646,981	445,000	699,824	45,000

*OTHER GOVT 2018

Source	Amount	Terms
Madison CDA Section 8	466,646	Monthly
	0	
	0	
TOTAL	466,646	

**OTHER 2018

Source	Amount	Terms
Private Grant Revenue	25,000	N/A
	0	
	0	
	0	
	0	
TOTAL	25,000	

ORGANIZATION:

Housing Initiatives, Inc.

AGENCY ORGANIZATIONAL PROFILE

1. AGENCY MISSION STATEMENT

Housing Initiatives, Inc. exists to provide permanent housing for persons in Dane County who have a severe and persistent mental illness and are experiencing homelessness because of the illness.

2. AGENCY EXPERIENCE AND QUALIFICATIONS: Specifically describe how the agency is meeting or plans to meet the following guidelines/requirements as laid out in the RFP: 1) Housing First and Low Barrier approaches; 2) Partnership and Collaboration/ Improved Coordination of Services; 3) Participation in Coordinated Entry; 4) Best Practices and Demonstrated Success; 5) Written Standards; 6) Data and Reporting.

Housing Initiatives, Inc. has existed for over 23 years solely to provide PSH for persons who are homeless and have severe and persistent mental illnesses. The main activity of the agency is over 20 years' experience in administering HUD's Rental Assistance program (a PSH program with no time limit for participants) for Dane County Human Services. This year, the program is using \$903,490 in HUD funds to currently house 159 formerly homeless people throughout Dane County. This is a Housing First program designed to quickly accept and house clients through low-barrier approaches for qualification. Every year, 90-95% of Rental Assistance clients are retained in permanent housing - exceeding HUD goals for the program. Also, Hill owns and operates 151 units in the City of Madison scattered throughout different neighborhoods. In addition to housing Rental Assistance clients, Housing Initiatives partners with the Department of Veterans Affairs (HUD-VASH), Tellurian, Porchlight, Community Action Coalition for South Central Wisconsin and YWCA/The Road Home Dane County in housing mutual clients. Hill participates in the Coordinated Entry and Housing Placement processes to accept clients assigned to the programs that are supporting residents in Hill housing and complies with Madison/Dane County CoC Written standards in the administration of its program and housing. Hill provides CCS-qualified mental health services for clients and tenants. Owning and operating our own housing allows clients to have contact with property management and maintenance staff that have been trained in recognizing when clients are in states of mental health crisis - which allow for quick intervention from other Housing Initiatives staff or case management staff at other agencies that are partnered with Housing Initiatives. Hill participates in ServicePoint HMIS and uses ART and other reports for reporting to HUD as well as local PIT reports.

3. AGENCY UPDATE: Describe any significant changes or shifts the agency has experienced in the last year, or anticipates it may experience in the next few years. Changes in leadership, significant turnover in staffing, strategic planning processes, expansions or loss of funding are among the kinds of changes the City wants to be aware of. What, if any, affects will these shifts have on the agency's ability to provide contracted services? If there have been no significant changes and none are anticipated, write "no changes" in box below.

In 2016, Hill hired its first case manager - Jen Hanson, MSW. This year Hill started the operations of the Permanent Housing for Chronically Homeless program - a 15-unit Housing First program on Calypso Road. This included hiring Sarah Gilmore and Azucena Gonzalez as supportive services providers for the project. Hill is currently undergoing a strategic planning process to plan for a leadership transition within the next 18 months. Hill has applied for bonus HUD funding in this year's CoC application to increase the Rental Assistance program by up to 17 units.

4. COMMUNITY AND STAKEHOLDER ENGAGEMENT: Describe how you integrate, or will integrate, both community and stakeholder input into your agency's operations and program planning (e.g., input or involvement in the creation, design, implementation, and feedback for services)? How will these efforts improve your services? Include specific strategies that you will use to address client, participant and community engagement.

Hll has previously had a tenant advisory committee, which has been made up of 4-8 clients and has met 4 times a year in the past. Hll will re-instate the committee and will engage it on policy ideas. Included in this will be a review of the tenant handbook and lease addenda.
As part of its recent capital campaign, Hll initiated a series of meetings with community leaders, funders and other stakeholders to discuss strategies on how Hll can better serve the community. The result of these meetings has been a successful campaign to increase Hll's capacity – allowing us to serve more people in need.
Per Hll policy, three tenants serve on the agency's Board of Directors.

5. CAPACITY BUILDING: Please help the City understand any capacity building needs that affect your agency's ability to provide quality services. Identify three such needs that, if addressed, would assist the agency in delivering quality services. How might the City help address these needs? (INFORMATION ONLY, NOT SCORED)

Capacity building activities are defined as intentional, coordinated and mission-driven efforts aimed at strengthening the management and governance of nonprofits to improve their performance and impact. Examples of capacity building activities:

- Programmatic: program evaluation, program best-practices/improvement
- Organizational: budgeting, strategic planning, collaborative planning and relationships, administrative functions, human resources functions
- Governance: Board development, operational investments, fund development
- Cultural competency and capacity: diversity of staff, board and volunteers, language access, overall cultural competency of organization

Since Hll's inception, we have always worked with a majority diverse client base. Because we have had a stable work force, we have learned how to work well with all of our clients taking advantage of trainings over the years to assist in our practices and developing long time relationships with many of our clients. However, with the requirement that all programs who work with the CoC shift to Housing 1st policies using Harm Reduction practices, Hll has identified several need areas of capacity growth that would better assist us in meeting the needs of our clients. Professional Development opportunities in culturally responsive practices and particularly in the areas of working with reluctant tenants with AODA issues being at the center of it. Consequently, we would also like the City to continue and expand opportunities in the following areas;

1. City-sponsored outside evaluation of the CoC. We believe that as more best practices are developed nationwide, we need to better be able to implement them more quickly.
2. More training opportunities around culturally-informed practices. It's very difficult to pay for these trainings on our own.
3. Assistance in recruiting diverse candidates for positions for both staff and BOD.

6. BOARD-VOLUNTEER DEMOGRAPHICS

Indicate by number the following characteristics for your agency's current board and volunteers. Refer to application instructions for definitions. You will receive an "ERROR" until completing the demographic information.

DESCRIPTOR	BOARD		VOLUNTEER		MADISON*		
	Number	Percent	Number	Percent	GENERAL Percent	POVERTY Percent	R/POV** Percent
	TOTAL	12	100%	0	0%		
GENDER							
MALE	11	92%	0	0%			
FEMALE	1	8%	0	0%			
UNKNOWN/OTHER	0	0%	0	0%			
TOTAL GENDER	12	100%	0	0%			
AGE							
LESS THAN 18 YRS	0	0%	0	0%			
18-59 YRS	5	42%	0	0%			
60 AND OLDER	7	58%	0	0%			
TOTAL AGE	12	100%	0	0%			
RACE							
WHITE/CAUCASIAN	10	83%	0	0%	80%	67%	16%
BLACK/AFRICAN AMERICAN	1	8%	0	0%	7%	15%	39%
ASIAN	0	0%	0	0%	8%	11%	28%
AMERICAN INDIAN/ALASKAN NATIVE	0	0%	0	0%	<1%	<1%	32%
NATIVE HAWAIIAN/OTHER PACIFIC ISLANDER	0	0%	0	0%	0%	0%	0%
MULTI-RACIAL	1	8%	0	0%	3%	4%	26%
BALANCE/OTHER	0	0%	0	0%	1%	2%	28%
TOTAL RACE	12	100%	0	0%			
ETHNICITY							
HISPANIC OR LATINO	0	0%	0	0%	7%	9%	26%
NOT HISPANIC OR LATINO	12	100%	0	0%	93%	81%	74%
TOTAL ETHNICITY	12	100%	0	0%			
PERSONS WITH DISABILITIES	3	25%	0	0%			

*REPORTED MADISON RACE AND ETHNICITY PERCENTAGES ARE BASED ON 2009-2013 AMERICAN COMMUNITY SURVEY FIGURES.

AS SUCH, PERCENTAGES REPORTED ARE ESTIMATES. See Instructions for explanations of these categories.

**R/POV=Percent of racial group living below the poverty line.

7. Reflecting on the information provided in question "6", describe to what degree the composition of the agency's board composition and volunteer pool reflects the racial and cultural diversity of the residents the agency serves? If there is not a strong correlation, describe the agency's plan to improve in this area.

The composition of the board of directors is clearly shown to not reflect the makeup of the client base. It is a board that is overwhelmingly male and white and most members are over the age of 60. As part of the agency's strategic planning processes, plans to address board diversity and cultural competency will be developed.

8. AGENCY REVENUE DETAILED BY PROGRAM

REVENUE SOURCE	2016 ACTUAL	2017 BUDGET	2018 PROPOSED	2018 PROPOSED PROGRAMS			
				A	B	C	D
DANE CO HUMAN SVCS	843,726	829,447	829,447	0	0	0	0
DANE CO CDBG		0	0	0	0	0	0
MADISON-CDD		0	50,000	50,000	0	0	0
UNITED WAY ALLOC		0	0	0	0	0	0
UNITED WAY DESIG		0	0	0	0	0	0
OTHER GOVT	193,181	466,646	466,646	0	0	0	0
FUNDRAISING DONATIONS	17,879	96,000	96,000	0	0	0	0
USER FEES	515,300	419,712	419,712	0	0	0	0
OTHER	268,800	25,000	25,000	0	0	0	0
TOTAL REVENUE	1,838,886	1,836,805	1,886,805	50,000	0	0	0

REVENUE SOURCE	2018 PROPOSED PROGRAMS CONT.					
	E	F				NonApp
DANE CO HUMAN SVCS	0	0				829,447
DANE CO CDBG	0	0				0
MADISON-CDD	0	0				0
UNITED WAY ALLOC	0	0				0
UNITED WAY DESIG	0	0				0
OTHER GOVT	0	0				466,646
FUNDRAISING DONATIONS	0	0				96,000
USER FEES	0	0				419,712
OTHER	0	0				25,000
TOTAL REVENUE	0	0				1,836,805

9. AGENCY EXPENSE BUDGET

This chart describes your agency's total expense budget for 3 separate years.

Where possible, use audited figures for 2016 Actual. Budget and Proposed Subtotals will autofill from information you provided in the individual program budgets, Center Support and Non-City worksheets in this application.

You will receive an "ERROR" until the amounts equal the autofilled Budget and Proposed subtotals.

Account Description	2016 ACTUAL	2017 BUDGET	2018 PROPOSED
A. PERSONNEL			
Salary	353,367	479,671	516,671
Taxes	27,203	39,810	42,810
Benefits	92,213	127,500	137,500
SUBTOTAL A.	472,783	646,981	696,981
B. OPERATING			
All "Operating" Costs	794,073	445,000	445,000
SUBTOTAL B.	794,073	445,000	445,000
C. SPACE			
Rent/Utilities/Maintenance	651,904	574,824	574,824
Mortgage (P&I) / Depreciation / Taxes	115,990	125,000	125,000
SUBTOTAL C.	767,894	699,824	699,824
D. SPECIAL COSTS			
Assistance to Individuals	15,521	15,000	15,000
Subcontracts, etc.	0	0	0
Affiliation Dues	0	0	0
Capital Expenditure	0	0	0
Other: Bad Debt	85,115	30,000	30,000
SUBTOTAL D.	100,636	45,000	45,000
SPECIAL COSTS LESS CAPITAL EXPENDITURE	100,636	45,000	45,000
TOTAL OPERATING EXPENSES	2,135,386	1,836,805	1,886,805
E. TOTAL CAPITAL EXPENDITURES	0	0	0

10. AGENCY GOVERNING BODY

How many Board meetings were held in 2016?

11
11
15-Jan

How many Board meetings has your governing body or Board of Directors scheduled for 2017?

How many Board seats are indicated in your agency by-laws?

List your current Board of Directors or your agency's governing body.

Name	Ed Gleason, President			
Home Address	4001 Monona Drive #403, Monona, WI 53716			
Occupation	Retired, Alliant Energy			
Representing				
Term of Office	1 Year	From:	01/2017	To: 12/2017
Name	Dr. Kathryn Nichol, Vice-President			
Home Address	125 N Hamilton St. #705, Madison, WI 53703			
Occupation	Retired, Dean Health Systems			
Representing				
Term of Office	1 Year	From:	01/2017	To: 12/2017
Name	Byron Olson, Treasurer			
Home Address	W12684 Hwy 188, Lodi, WI 53555			
Occupation	Retired			
Representing				
Term of Office	1 Year	From:	01/2017	To: 12/2017
Name	Shawn Lovell			
Home Address	9322 Cobalt St., Middleton, WI 53562			
Occupation	Attorney, Reinhart Boemer Van Deuren S.C.			
Representing				
Term of Office	1 Year	From:	01/2017	To: 12/2017
Name	Chris Prestigiacomo			
Home Address	933 Winding Way, Middleton, WI 53562			
Occupation	Portfolio Manager - State of Wisconsin			
Representing				
Term of Office	1 Year	From:	01/2017	To: 12/2017
Name	George Silverwood			
Home Address	4414 Woods End, Madison, WI 53711			
Occupation	Realtor, Retired Captain - Madison Police Department			
Representing				
Term of Office	1 Year	From:	01/2017	To: 12/2017
Name	Erik Pettersen			
Home Address	1110 Ruskin St. #7, Madison, WI 53704			
Occupation				
Representing	Client Representative			
Term of Office	1 Year	From:	01/2017	To: 12/2017
Name	Mark Adams			
Home Address	1313 Crowley Ave #1, Madison, WI 53704			
Occupation				
Representing	Client Representative			
Term of Office	1 Year	From:	01/2017	To: 12/2017

AGENCY GOVERNING BODY cont.

Name	John Shivers			
Home Address	2424 Independence Ln #102, Madison, WI 53704			
Occupation				
Representing	Client Representative			
Term of Office	One Year	From:	01/2017	To: 12/2017
Name	Douglas Kirk			
Home Address	538 Charles Lane, Madison, WI 53711			
Occupation	Retired, U.S. Department of Veterans Affairs			
Representing				
Term of Office	One Year	From:	01/2017	To: 12/2017
Name	George Yelder			
Home Address	4226 Doncaster Dr., Madison, WI 53711			
Occupation	Community Outreach Specialist, BMO Harris Bank			
Representing				
Term of Office	One Year	From:	01/2017	To: 12/2017
Name	David T Flanagan			
Home Address	2018 Yahara Place, Madison, WI 53704			
Occupation	Retired Judge - Dane County Circuit Court			
Representing				
Term of Office	One Year	From:	01/2017	To: 12/2017
Name				
Home Address				
Occupation				
Representing				
Term of Office	One Year	From:	01/2017	To: 12/2017
Name				
Home Address				
Occupation				
Representing				
Term of Office	One Year	From:	01/2017	To: 12/2017
Name				
Home Address				
Occupation				
Representing				
Term of Office	One Year	From:	mm/yyyy	To: mm/yyyy
Name				
Home Address				
Occupation				
Representing				
Term of Office		From:	mm/yyyy	To: mm/yyyy