

ORGANIZATION:  
PROGRAM/LETTER:

Porchlight, Inc.	
G	Outreach Worker

PROGRAM BUDGET

1. 2010 BUDGETED

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-COMM SVCS	0	0	0	0	0
MADISON-CDBG	40,000	31,525	1,700	0	6,775
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	524	374	150	0	0
USER FEES	0	0	0	0	0
OTHER	0	0	0	0	0
<b>TOTAL REVENUE</b>	<b>40,524</b>	<b>31,899</b>	<b>1,850</b>	<b>0</b>	<b>6,775</b>

2. 2011 PROPOSED 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-COMM SVCS	0	0	0	0	0
MADISON-CDBG	41,200	32,725	1,700	0	6,775
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	275	125	150	0	0
USER FEES	0	0	0	0	0
OTHER**	0	0	0	0	0
<b>TOTAL REVENUE</b>	<b>41,475</b>	<b>32,850</b>	<b>1,850</b>	<b>0</b>	<b>6,775</b>

\*OTHER GOVT 2011

Source	Amount	Terms
	0	
	0	
	0	
	0	
	0	
<b>TOTAL</b>	<b>0</b>	

\*\*OTHER 2011

Source	Amount	Terms
	0	
	0	
	0	
	0	
	0	
<b>TOTAL</b>	<b>0</b>	

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**2012 PROGRAM CHANGE EXPLANATION**

Complete only if you are requesting more than your 2011 request.

Note: Additional funding should only be requested where services or programming will change or expand in the second year.

3. PROGRAM UPDATE: If requesting more than 2011, describe any major changes being proposed for the program/service in 2012, i.e., expansions or narrowing in target population, scope and level of services, geographic area to be served, etc.).

200 characters (with spaces) 2% cost of living increase.

**4. 2012 COST EXPLANATION**

Complete only if significant financial changes are anticipated between 2011-2012.

Explain specifically, by revenue source, any significant financial changes that you anticipate between 2011 and 2012.

For example: unusual cost increases, program expansion or loss of revenue.

200 characters (with spaces)

**5. 2012 PROPOSED BUDGET**

REVENUE SOURCE	BUDGET TOTAL	ACCOUNT CATEGORY			
		PERSONNEL	OPERATING	SPACE	SPECIAL COSTS
DANE CO HUMAN SVCS	0	0	0	0	0
DANE CO CDBG	0				
MADISON-COMM SVCS	0	0	0	0	0
MADISON-CDBG	42,000	33,511	1,714	0	6,775
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	136	0	136	0	0
USER FEES	0	0	0	0	0
OTHER**	0	0	0	0	0
<b>TOTAL REVENUE</b>	<b>42,136</b>	<b>33,511</b>	<b>1,850</b>	<b>0</b>	<b>6,775</b>

\*OTHER GOVT 2012

Source	Amount	Terms
	0	
	0	
	0	
	0	
	0	
<b>TOTAL</b>	<b>0</b>	

\*\*OTHER 2012

Source	Amount	Terms
	0	
	0	
	0	
	0	
	0	
<b>TOTAL</b>	<b>0</b>	

ORGANIZATION:	<b>Porchlight, Inc.</b>
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PRIORITY STATEMENT:	<b>CDBG: J Access to Community Resources - Homeless</b>

**DESCRIPTION OF SERVICES**

6. **NEED FOR PROGRAM:** Please identify local community need or gap in service that the proposed program will address.

The Downtown State Street area is one of the most frequent congregating places for homeless and street persons. Most are in need of services and exhibit disruptive behaviors such as aggressive panhandling, public urination and profanity. As a result, there is a perception by some that the Downtown / State Street area is unsafe. This also creates negative stereotypes of people who are homeless and people suffering from mental illnesses and addictions. This is also potentially true for other areas of the City as well.

7. **SERVICE DESCRIPTION -** Describe the service(s) provided including your expectations of the impact of your activities.

Many of the target population have been homeless on the streets of Madison for many years and have extensive AODA and mental health issues. The immediate goal is to develop a working relationship with each client. The Outreach Worker (OW) will make frequent contacts with the client, using an unassuming approach and not forcing services. He will do an initial brief needs assessment to find out what the client wants and then slowly begin to build trust, so that in time we can produce the desired results. The OW has many resources at its disposal including: free meal tickets for community meals at Porchlight's Brooks Street cafeteria, gift certificates for Walgreens, Goodwill, St. Vincent DePaul, and Fair Trade Coffee, bus tickets for employment and job searching, and access to Porchlight's "warehouse" of donated clothes, winter items, personal hygiene supplies and household items. Once trust has been developed, the OW completes an Individual Service Plan (HUD model) and makes appropriate referrals to community resources including providing transportation and follow-up to make sure connection is made.

8. **PROPOSED PROGRAM CONTRACT GOALS:** Include clearly defined service goals and process objectives: number of unduplicated clients to be served, number of service hours to be provided etc.

#1 OW will provide assistance to 60 individuals without stable housing that are part of the target population described in response to #10 and of those, 10% or 6 individuals will be moved into stable housing. #2 Of those six individuals described as part of goal #1 that are moved into stable housing, three or 50% will maintain housing at six months.

9. **SERVICE HOURS:** Frequency, duration of service and hours and days of service availability.

Typically services are available Monday through Friday from 8:30 am to 4:30 pm. The OW spends at least several hours at the men's Drop-In Shelter at Grace Episcopal Church on one evening and morning per week.

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10. POPULATION SERVED: Please describe in terms of age, income level, LEP, literacy, cognitive or physical disabilities or challenges).

600 characters (with spaces) The target population is homeless individuals who are sleeping in uninhabitable or otherwise unstable and/or unsafe situations, as well as shelters and are in need of housing and services. Priority is being given to assisting homeless single adults in the greater State Street / downtown area, but connections are also made with similar homeless individuals in other locations in the City of Madison.

11. LOCATION: Location of service and intended service area (Include census tract where service is tract specific).

200 characters (with spaces) Services are primarily provided in the greater State Street / downtown area, including the men's Drop-In Shelter, the Madison Downtown Library and Hospitality House.

12. OUTREACH PLAN: Describe your outreach and marketing strategies to engage your intended service population.

The OW works closely with the current ReachOut team, the Madison Police Department, the Madison Downtown Library and Parks Department to identify persons in the target population in need of service. OW also works with Drop-In Shelter staff and at the shelter itself, as well as Hospitality House staff to assist in outreach. Most importantly, repeated significant presence in the State Street area is the one of the best means of reaching and gaining the trust of this population.

13. COORDINATION: Describe how you coordinate your service delivery with other community groups or agencies.

The OW refers clients to Access Community Health, Veteran's Hospital, Dane County Mental Health Center and Safe Haven's Volunteer Psychiatric Clinic (VPC) for mental health assessment, counseling and medication. PATH funds are utilized to help pay for medication or free samples from VPC. In addition, Safe Haven has a small budget for medications that can be utilized by these clients. For AODA services, clients can be referred to Hope Haven, New start, Tellurian THP and ARP, Daily Reporting Center and other services through the Department of Corrections and Dane County Mental Health Center AODA unit as these services are available.

14. VOLUNTEERS: How are volunteers utilized in this program?

Volunteers really can not be effectively used in this program until the person has stable housing. Once that occurs, potential volunteer representative payees and supportive partners can be utilized.

15. Number of volunteers utilized in 2010?

0

Number of volunteer hours utilized in this program in 2010?

0

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16. BARRIERS TO SERVICE: Are there populations that are experiencing barriers to the service you are proposing, i.e., cultural differences, language barriers and/or physical or mental impairments or disabilities? Describe the ability of proposed program to respond to the needs of diverse populations.

The main barriers for the target population are chronic homelessness, and longstanding substance abuse combined with or independent of serious and persistent mental illness. Porchlight has significant experience with this population from working with them at Safe Haven, the Drop-In Shelter and Hospitality House. The full-time Outreach Worker has a Bachelor's degree in Spanish and is able to provide direct assistance to Spanish speaking clients.

17. EXPERIENCE: Please describe how your agency, and program staff experience, qualifications, and past performance will contribute to the success of the proposed program?

Porchlight has been involved in the ReachOut and PATH programs since their virtual inception and is very familiar with needs and demands of the target population. Operation of Safe Haven (serving persons with serious and persistent mental illness) since 1994-95, Hospitality House (daytime resource center for homeless and near homeless persons) since 1990, and Partnerships for Transitional Opportunity (serving homeless persons with substance abuse issues) since the late 1990s demonstrate Porchlight's substantial experience in helping this very challenging population. Porchlight has been operating this particular program only since 2009, but in that time has made progress in addressing the needs and housing members of the target population.

18. LICENSING OR ACCREDITATION: Report program licensing, accreditation or certification standards currently applied.

19. STAFF: Program Staff: Staff Titles, FTE dedicated to this program, and required qualifications for program staff.

Staff Title	FTE	City \$	Qualifications
Case Managers (Supervisor)	0.1	Yes	Bachelor's degree in social work, 3 1/2 years exp. With Porchlight
Outreach Workers	1	Yes	6 months exp. With Porchlight, Bachelor's degree in Spanish

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**CDBG DESCRIPTION OF SERVICES SUPPLEMENT**

Please provide the following information ONLY if you are applying for projects that meet the "CDD Community Development Program Goals & Priorities". If not applying for CDBG Office Funds, go to Community Resources Description of Services Supplement (p. 7), or go to Demographics (p. 8).

**20. PARTICIPANT INCOME LEVELS:**

Indicate the number of households of each income level and size that this program would serve in 2011-2012.

<b>Income Level</b>	<b>Number of Households</b>
Over 80% of county median income	0
Between 50% to 80% of county median income	0
Between 30% to 50% of county median income	0
Less than 30% of county median income	25
Total households to be served	25

**21. If projections for 2012 will vary significantly from 2011, complete the following:**

<b>Income Level for 2012</b>	<b>Number of Households</b>
Over 80% of county median income	0
Between 50% to 80% of county median income	0
Between 30% to 50% of county median income	0
Less than 30% of county median income	0
Total households to be served	0

**22. AGENCY COST ALLOCATION PLAN: What method does your agency use to determine indirect cost allocations among programs?**

Indirect costs are allocated according to a plan based upon nights of shelter.

**23. PROGRAM ACTIVITIES: Describe activities/benchmarks by timeline to illustrate how your program will be implemented.**

<b>Activity Benchmark</b>	<b>Est. Month of Completion</b>
Begin operation of program January 1, 2011 and continue through December 31, 2011.	12/1/2011
Periodic reports on the progress of the program will be provided to CDBG.	

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**COMMUNITY RESOURCES DESCRIPTION OF SERVICES SUPPLEMENT**

Please provide the following information ONLY if you are applying for projects that meet the "Community Resources Program Goals & Priorities" If not applying for CR Funds, go to Demographics (p. 8).

**24. CONTRIBUTING RESEARCH**

Please identify research or best practice frameworks you have utilized in developing this program.

2000 characters (w ith spaces)

**25. ACCESS FOR LOW-INCOME INDIVIDUALS AND FAMILIES**

What percentage of this program's participants do you expect to be of low and/or moderate income?

0.0%
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What framework do you use to determine or describe participant's or household income status? (check all that apply)

- Number of children enrolled in free and reduced lunch
- Individuals or families that report 0-50% of Dane County Median Income
- Individual or family income in relation to Federal Poverty guidelines
- Other


**26. HOW IS THIS INFORMATION CURRENTLY COLLECTED?**

400 characters (w ith spaces)

**27. PLEASE DESCRIBE YOUR USER FEE STRUCTURE AND ANY ACCOMMODATIONS MADE TO ADDRESS ACCESS ISSUES FOR LOW INCOME INDIVIDUALS AND FAMILIES.**

600 characters (w ith spaces)

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28. DEMOGRAPHICS

Complete the following chart for unduplicated participants served by this program in 2009. Indicate the number and percentage for the following characteristics. For new programs, please estimate projected participant numbers and descriptors.

PARTICIPANT DESCRIPTOR	#	%	PARTICIPANT DESCRIPTOR	#	%
<b>TOTAL</b>	22	100%	<b>AGE</b>		
MALE	22	100%	<2	0	0%
FEMALE	0	0%	2 - 5	0	0%
UNKNOWN/OTHER	0	0%	6 - 12	0	0%
			13 - 17	0	0%
			18 - 29	2	9%
			30 - 59	18	82%
			60 - 74	2	9%
			75 & UP	0	0%
			<b>TOTAL AGE</b>	22	100%
			<b>RACE</b>		
			WHITE/CAUCASIAN	17	77%
			BLACK/AFRICAN AMERICAN	5	23%
			ASIAN	0	0%
			AMERICAN INDIAN/ALASKAN NATIVE	0	0%
			NATIVE HAWAIIAN/OTHER PACIFIC ISLANDER	0	0%
			MULTI-RACIAL:	0	0%
			Black/AA & White/Caucasian	0	0%
			Asian & White/Caucasian	0	0%
			Am Indian/Alaskan Native & White/Caucasian	0	0%
			Am Indian/Alaskan Native & Black/AA	0	0%
			BALANCE/OTHER	0	0%
			<b>TOTAL RACE</b>	22	100%
			<b>ETHNICITY</b>		
			HISPANIC OR LATINO	0	0%
			NOT HISPANIC OR LATINO	22	100%
			<b>TOTAL ETHNICITY</b>	22	100%
			<b>PERSONS WITH DISABILITIES</b>	11	50%
			<b>RESIDENCY</b>		
			CITY OF MADISON	22	100%
			DANE COUNTY (NOT IN CITY)	0	0%
			OUTSIDE DANE COUNTY	0	0%
			<b>TOTAL RESIDENCY</b>	22	100%

Note: Race and ethnic categories are stated as defined in HUD standards



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**29. PROGRAM OUTCOMES**

Number of unduplicated individual participants served during 2009.	22
Total to be served in 2011.	60

Complete the following for each program outcome. No more than two outcomes per program will be reviewed.

If applying to OCS, please refer to your research and/or posted resource documents if appropriate.

Refer to the instructions for detailed descriptions of what should be included in the table below.

Outcome Objective # 1:	Provide outreach assistance to 60 individuals without stable housing with 6 individuals moving into stable housing.
Performance Indicator(s):	Six persons moved into stable housing.

Proposed for 2011:	Total to be considered in	60	Targeted % to meet perf. measures	10%
	perf. measurement		Targeted # to meet perf. measure	6
Proposed for 2012:	Total to be considered in	60	Targeted % to meet perf. measures	10%
	perf. measurement		Targeted # to meet perf. measure	6

Explain the measurement tools or methods:	Case worker notes and Wisconsin Service Point (WISP).
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Outcome Objective # 2:	Provide continuing case management assistance as necessary to maintain the 6 persons in housing.
Performance Indicator(s):	Three or 50% of persons moved into housing will remain in housing at 6 months.

Proposed for 2011:	Total to be considered in	6	Targeted % to meet perf. measures	50%
	perf. measurement		Targeted # to meet perf. measure	3
Proposed for 2012:	Total to be considered in	6	Targeted % to meet perf. measures	50%
	perf. measurement		Targeted # to meet perf. measure	3

Explain the measurement tools or methods:	Case worker notes, follow up and Wisconsin Service Point (WISP).
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**1. AGENCY CONTACT INFORMATION**

Organization	Porchlight, Inc.	
Mailing Address	306 North Brooks St., Madison, WI 53715	
Telephone	608-257-2534	
FAX	608-257-2507	
Admin Contact	Steven J. Schooler	
Financial Contact	Daniel Barnes	
Website	www.porchlightinc.org	
Email Address	schooler@tds.net	
Legal Status	Private: Non-Profit	
Federal EIN:	39-1579521	
State CN:	2565-800	
DUNS #	608303822	

**2. CONTACT INFORMATION**

A	Housing Operations		
	Contact: Karla Jameson	Phone: 257-2534	Email: <a href="mailto:kjameson@porchlightinc.org">kjameson@porchlightinc.org</a>
B	Hospitality House		
	Contact: Tawanda Adams	Phone: 255-4401	Email: <a href="mailto:tadams@porchlightinc.org">tadams@porchlightinc.org</a>
C	Transit for Jobs & Economic Self Sufficiency		
	Contact: Steven Schooler	Phone: 257-2534	Email: <a href="mailto:schooler@tds.net">schooler@tds.net</a>
D	SRO Housing & Support Services		
	Contact: Gareth Hall	Phone: 257-2534	Email: <a href="mailto:ghall@porchlightinc.org">ghall@porchlightinc.org</a>
E	NA		
	Contact:	Phone:	Email:
F	Partnership for Transitional Opportunities		
	Contact: Karla Jameson	Phone: 257-2534	Email: <a href="mailto:kjameson@porchlightinc.org">kjameson@porchlightinc.org</a>
G	Outreach Worker		
	Contact: Kelli Malueg	Phone: 255-4401	Email: <a href="mailto:kmalueg@porchlightinc.org">kmalueg@porchlightinc.org</a>
H	Eliminating Barriers to Stable Housing		
	Contact: Daniel Barnes	Phone: 257-2534	Email: <a href="mailto:dbarnes@porchlightinc.org">dbarnes@porchlightinc.org</a>
I	NA		
	Contact:	Phone:	Email:
J	NA		
	Contact:	Phone:	Email:
K	NA		
	Contact:	Phone:	Email:
L	NA		
	Contact:	Phone:	Email:

## 3. AGENCY REVENUE DETAILED BY PROGRAM

REVENUE SOURCE	2009 ACTUAL	2010 BUDGET	2011 PROPOSED	2011 PROPOSED PROGRAMS			
				A	B	C	D
DANE CO HUMAN SVCS	219,651	219,491	219,491	51,900	7,273	0	25,039
DANE CO CDBG	0	0	0	0	0	0	0
MADISON-COMM SVCS	75,816	80,000	80,000	0	0	80,000	0
MADISON-CDBG	242,725	259,417	267,629	83,868	98,683	0	5,768
UNITED WAY ALLOC	305,578	312,248	312,248	112,131	127,017	0	22,000
UNITED WAY DESIG	60,942	60,000	60,000	30,000	0	0	0
OTHER GOVT	1,189,128	1,284,067	1,253,629	635,764	70,726	0	12,000
FUNDRAISING DONATIONS	973,666	463,780	630,131	200,979	38,411	9,599	149,613
USER FEES	1,013,354	1,120,741	1,091,793	611,200	0	0	357,132
OTHER	508,725	23,311	32,531	16,461	8,620	0	4,900
TOTAL REVENUE	4,589,585	3,823,055	3,947,452	1,742,303	350,730	89,599	576,452

REVENUE SOURCE	2011 PROPOSED PROGRAMS CONT.						
	E	F	G	H	I	J	K
DANE CO HUMAN SVCS	0	0	0	0	0	0	0
DANE CO CDBG	0	0	0	0	0	0	0
MADISON-COMM SVCS	0	0	0	0	0	0	0
MADISON-CDBG	0	12,360	41,200	25,750	0	0	0
UNITED WAY ALLOC	0	21,550	0	0	0	0	0
UNITED WAY DESIG	0	0	0	0	0	0	0
OTHER GOVT	0	111,373	0	0	0	0	0
FUNDRAISING DONATIONS	0	0	275	0	0	0	0
USER FEES	0	22,800	0	0	0	0	0
OTHER	0	900	0	0	0	0	0
TOTAL REVENUE	0	168,983	41,475	25,750	0	0	0

REVENUE SOURCE	2011 PROPOSED PROGRAMS CONT.						Non-City
	L						
DANE CO HUMAN SVCS	0						135,279
DANE CO CDBG	0						0
MADISON-COMM SVCS	0						0
MADISON-CDBG	0						0
UNITED WAY ALLOC	0						29,550
UNITED WAY DESIG	0						30,000
OTHER GOVT	0						423,766
FUNDRAISING DONATIONS	0						231,254
USER FEES	0						100,661
OTHER	0						1,650
TOTAL REVENUE	0						952,160

**AGENCY ORGANIZATIONAL PROFILE**

**4. AGENCY MISSION STATEMENT**

600 characters (with spaces) Porchlight strives to decrease the Dane County homeless population by providing shelter, housing, support services and a sense of community in ways that empower residents and program participants to positively shape their lives.

**5. AGENCY EXPERIENCE AND QUALIFICATIONS**

6000 characters (with spaces) Porchlight, Inc. is a non-profit, volunteer-intensive housing provider that has provided services to the homeless community since 1985. In 2009, Porchlight programs provided services to approximately 13,000 people and more than 140,000 nights of shelter. Services for emergency shelter, transitional housing, eviction prevention, and permanent housing are offered through four primary housing programs: Drop-In Shelter, Scattered Site Permanent and Transitional Housing Programs, Hospitality House, and Safe Haven. Porchlight provides homeless and low-income individuals and families a continuum of services to help foster independence and self-sufficiency. While on the streets or in shelter, clients receive assistance with food and meals, emergency loans, computer training, transportation, medical clinics, referrals to community resources, Alcohol and Other Drug Abuse (AODA) counseling, and housing and employment counseling. With over 240 units of low-cost transitional and permanent housing of different types at twenty-three locations, Porchlight can provide housing and supportive services to every homeless subpopulation. Recently, Porchlight has expanded its programming to undertake Housing First with case workers that actively engage homeless adults on the streets and in the shelter and move them into permanent housing. As the largest non-profit provider of housing, shelter, and services to the homeless in Dane County, Porchlight strives to end homelessness and foster independence for persons suffering the indignities of homelessness. To do this, Porchlight employs a dedicated and well-trained staff and works with a large group of concerned citizens and organizations that provide more than 1,900 volunteers and tens of thousands of volunteer hours.

**6. AGENCY GOVERNING BODY**

How many Board meetings were held in 2009?

	6
How many Board meetings has your governing body or Board of Directors scheduled for 2010?	6
How many Board seats are indicated in your agency by-laws?	18

How many Board meetings has your governing body or Board of Directors scheduled for 2010?

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

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

<b>Name</b>	<b>Tracey Caradine</b>				
Home Address	1029 Melvin Court, Madison, WI 53704				
Occupation	WI Dept. of Revenue				
Representing					
Term of Office		From:	03/2009	To:	12/2011
<b>Name</b>	<b>Sheri Carter</b>				
Home Address	3009 Ashford Lane, Madison, WI 53713				
Occupation	WI Supreme Court -- Office of Lawyer Regulation				
Representing					
Term of Office		From:	01/2009	To:	12/2011
<b>Name</b>	<b>Kelly Eakin</b>				
Home Address	800 University Bay Drive #400				
Occupation	Economist for Chrstensne Assoicates				
Representing					
Term of Office		From:	01/2008	To:	12/2010
<b>Name</b>	<b>Jeffrey Femrite</b>				
Home Address	One East Main Street, Madison, WI 53701				
Occupation	Attorney, Godfrey & Kahn				
Representing					
Term of Office		From:	09/2007	To:	12/2010
<b>Name</b>	<b>Robin Frisch</b>				
Home Address	609 North Midvale Blvd. #2, Madison, WI 53705				
Occupation	UW School of Education				
Representing	Resident Representative / formerly homeless				
Term of Office		From:	01/2010	To:	12/2012
<b>Name</b>	<b>David Ginger</b>				
Home Address	2587 Norwich St., Fitchburg WI 53711				
Occupation	WHEDA				
Representing					
Term of Office		From:	03/2008	To:	12/2010
<b>Name</b>	<b>Thomas Hirsch</b>				
Home Address	821 Woodward Drive, Madison, WI 53704				
Occupation	Retired -- MD				
Representing					
Term of Office		From:	01/2009	To:	12/2011
<b>Name</b>	<b>Brian Hornung</b>				
Home Address	7419 Oak Circle, Madison, WI 53562				
Occupation	J.H. Findorff & Son, Inc.				
Representing					
Term of Office		From:	09/2008	To:	12/2011

**AGENCY GOVERNING BODY cont.**

<b>Name</b>	<b>Kevin Huff</b>				
Home Address	22 East Mifflin St., Madison, WI 53703				
Occupation	Chase Bank				
Representing					
Term of Office		From:	01/2008	To:	12/2010
<b>Name</b>	<b>Barbara Karlen</b>				
Home Address	717 Morningstar Lane, Madison, WI 53704				
Occupation	Retired -- Child Care Specialist				
Representing					
Term of Office		From:	01/2008	To:	06/2007
<b>Name</b>	<b>Beth Lavendar</b>				
Home Address	2718 Pheasant Ridge Trail, #202, Madison, WI 53713				
Occupation	Peer Support Specialist				
Representing	Resident Representative / formerly homeless				
Term of Office		From:	06/2007	To:	12/2010
<b>Name</b>	<b>Chris Laurent</b>				
Home Address	5819 Gemini Drive, Madison, WI 53718				
Occupation	Property Development				
Representing					
Term of Office		From:	01/2008	To:	12/2010
<b>Name</b>	<b>Peter Mortenson</b>				
Home Address	One South Pinknecy St., Madison, WI 53703				
Occupation	US Bank				
Representing					
Term of Office		From:	01/2010	To:	12/2012
<b>Name</b>	<b>Jeremey Shephard</b>				
Home Address	4721 South Biltmore Lane, Madison WI 53718				
Occupation	Martin Schreiber & Assoc.				
Representing					
Term of Office		From:	03/2008	To:	12/2010
<b>Name</b>	<b>Jeffrey A. Simmons</b>				
Home Address	6011 Winnequah Road, Madison, WI 53716				
Occupation	Attorney, Foley & Lardner				
Representing					
Term of Office		From:	01/2010	To:	12/2012
<b>Name</b>	<b>Susan Steinhauer</b>				
Home Address	1603 Monroe St., Madison, WI 53711				
Occupation	Property Manager				
Representing					
Term of Office		From:	05/2010	To:	12/2012
<b>Name</b>	<b>Christine Thomas</b>				
Home Address	2822 Ashford Lane #21, Madison, WI 53713				
Occupation	WI DOT				
Representing					
Term of Office		From:	03/2009	To:	12/2011

AGENCY GOVERNING BODY cont.

<b>Name</b>	Sal Troia				
Home Address	2968 Woods Edge Way, Madison, WI 53711				
Occupation	Retired Bank Executive				
Representing					
Term of Office		From:	01/2008	To:	12/2010
<b>Name</b>					
Home Address					
Occupation					
Representing					
Term of Office		From:	mm/yyyy	To:	mm/yyyy
<b>Name</b>					
Home Address					
Occupation					
Representing					
Term of Office		From:	mm/yyyy	To:	mm/yyyy
<b>Name</b>					
Home Address					
Occupation					
Representing					
Term of Office		From:	mm/yyyy	To:	mm/yyyy
<b>Name</b>					
Home Address					
Occupation					
Representing					
Term of Office		From:	mm/yyyy	To:	mm/yyyy
<b>Name</b>					
Home Address					
Occupation					
Representing					
Term of Office		From:	mm/yyyy	To:	mm/yyyy
<b>Name</b>					
Home Address					
Occupation					
Representing					
Term of Office		From:	mm/yyyy	To:	mm/yyyy
<b>Name</b>					
Home Address					
Occupation					
Representing					
Term of Office		From:	mm/yyyy	To:	mm/yyyy

## 7. STAFF-BOARD-VOLUNTEER DEMOGRAPHICS

Indicate by number the following characteristics for your agency's current staff, board and volunteers.

Refer to application instructions for definitions. You will receive an "ERROR" until completing the demographic information.

DESCRIPTOR	STAFF		BOARD		VOLUNTEER	
	Number	Percent	Number	Percent	Number	Percent
<b>TOTAL</b>	67	100%	18	100%	1,900	100%
<b>GENDER</b>						
MALE	40	60%	11	61%	1,000	53%
FEMALE	27	40%	7	39%	900	47%
UNKNOWN/OTHER	0	0%	0	0%	0	0%
TOTAL GENDER	67	100%	18	100%	1,900	100%
<b>AGE</b>						
LESS THAN 18 YRS	0	0%	0	0%	100	5%
18-59 YRS	65	97%	16	89%	1,100	58%
60 AND OLDER	2	3%	4	22%	700	37%
TOTAL AGE	67	100%	20	111%	1,900	100%
<b>RACE*</b>						0
WHITE/CAUCASIAN	48	72%	15	83%	0	0%
BLACK/AFRICAN AMERICAN	16	24%	3	17%	0	0%
ASIAN	1	1%	0	0%	0	0%
AMERICAN INDIAN/ALASKAN NATIVE	2	3%	0	0%	0	0%
NATIVE HAWAIIAN/OTHER PACIFIC ISLANDER	0	0%	0	0%	0	0%
MULTI-RACIAL:	0	0%	0	0%	0	0%
Black/AA & White/Caucasian	0	0%	0	0%	0	0%
Asian & White/Caucasian	0	0%	0	0%	0	0%
Am Indian/Alaskan Native & White/Caucasian	0	0%	0	0%	0	0%
Am Indian/Alaskan Native & Black/AA	0	0%	0	0%	0	0%
BALANCE/OTHER	0	0%	0	0%	0	0%
TOTAL RACE	67	100%	18	100%	0	0%
<b>ETHNICITY</b>						
HISPANIC OR LATINO	4	6%	0	0%	0	0%
NOT HISPANIC OR LATINO	63	94%	18	100%	1,900	100%
TOTAL ETHNICITY	67	100%	18	100%	1,900	100%
<b>PERSONS WITH DISABILITIES</b>	17	25%	2	11%	0	0%

\*These categories are identified in HUD standards.



8. AGENCY EXPENSE BUDGET

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

Where possible, use audited figures for 2009 Actual. The 2010 Budget and 2011 Proposed Budget will autofill from information you provided elsewhere in the application.

Account Description	2009 ACTUAL	2010 BUDGET	2011 PROPOSED
<b>A. PERSONNEL</b>			
Salary	1,494,671	1,645,169	1,724,355
Taxes	124,148	138,114	154,051
Benefits	307,711	386,364	421,318
<b>SUBTOTAL A.</b>	<b>1,926,530</b>	<b>2,169,647</b>	<b>2,299,724</b>
<b>B. OPERATING</b>			
All "Operating" Costs	365,103	405,964	409,533
<b>SUBTOTAL B.</b>	<b>365,103</b>	<b>405,964</b>	<b>409,533</b>
<b>C. SPACE</b>			
Rent/Utilities/Maintenance	536,173	581,751	579,502
Mortgage (P&I) / Depreciation / Taxes	358,964	390,137	381,637
<b>SUBTOTAL C.</b>	<b>895,137</b>	<b>971,888</b>	<b>961,139</b>
<b>D. SPECIAL COSTS</b>			
Assistance to Individuals	234,854	275,556	277,056
Subcontracts, etc.	0	0	0
Affiliation Dues	0	0	0
Capital Expenditure	1,190,892	0	0
Other: Rehab, Capital Campaign & Int exp sal of prop	224,824	0	0
<b>SUBTOTAL D.</b>	<b>1,650,570</b>	<b>275,556</b>	<b>277,056</b>
<b>SPECIAL COSTS LESS CAPITAL EXPENDITURE</b>	<b>459,678</b>	<b>275,556</b>	<b>277,056</b>
<b>TOTAL OPERATING EXPENSES</b>	<b>3,646,448</b>	<b>3,823,055</b>	<b>3,947,452</b>
<b>E. TOTAL CAPITAL EXPENDITURES</b>	<b>1,190,892</b>	<b>0</b>	<b>0</b>

9. PERSONNEL DATA: List Percent of Staff Turnover

14.5%

Divide the number of resignations or terminations in calendar year 2009 by total number of budgeted positions.

Do not include seasonal positions. Explain if you had a 20% or more turnover rate in a certain staff position/category.

Discuss any other noteworthy staff retention issues, or policies to reduce staff turnover.

600 characters (with spaces)

10. PERSONNEL DATA: Personnel Schedule

List each individual staff position by title. Seasonal Employees should be entered at the bottom.

Indicate if the position meets the Living Wage Exception with an asterisk (\*).

Indicate the number of 2011 Proposed Full-Time Equivalents (FTEs) in each staff position, across all agency programs.

Indicate the total salaries for all FTEs in that staff position. Do NOT include payroll taxes or benefits in this table.

Staff Position/Category	2010		2011		Hourly Wage	A FTE	B FTE	C FTE
	Est. FTE	Est. Salary	Proposed FTE	Proposed Salary				
Executive Director	1.0	63,251	1.0	64,516	31.02	0.5	0.1	-
Finance Director	1.0	44,500	1.0	45,390	21.82	0.4	0.1	-
Housing Director	1.0	42,942	1.0	43,801	21.06	1.0	-	-
Property Director	1.0	47,750	1.0	48,705	23.42	0.4	0.1	-
Services Director	0.7	31,439	0.7	32,068	22.02	0.6	-	-
Promotion Director	0.7	26,056	0.7	26,582	17.63	0.2	0.1	-
Assist Hsg Director	1.0	36,421	1.0	37,149	17.86	-	-	-
Housing Assistant	1.4	33,251	1.4	34,515	11.85	1.0	-	-
Receptionist	1.0	24,648	1.0	23,338	11.22	0.5	-	-
DIGS Coordinator	1.0	37,830	1.0	38,586	18.55	-	1.0	-
Hosp House Coordinator	1.0	29,182	1.0	29,765	14.31	-	1.0	-
Kitchen Coordinator	1.0	32,323	1.0	32,968	15.85	0.1	-	-
Kitchen Manager	1.0	21,840	1.0	22,277	10.71	0.9	-	-
Accountants	1.5	44,523	1.5	45,406	14.55	0.4	0.2	-
Case Managers	11.0	319,235	11.2	329,400	14.14	6.3	0.1	-
Outreach Workers	1.8	44,179	1.8	46,325	12.37	-	0.8	-
Counselors	3.1	82,940	4.1	115,416	13.53	-	-	-
Program Aides	3.1	62,233	3.0	63,471	10.09	-	-	-
DIGS Assistant	1.0	26,270	1.0	27,352	13.15	-	1.0	-
Hosp House Assistant	1.9	42,672	1.8	43,833	11.55	-	1.0	0.8
Shelter Night Managers	6.1	150,197	6.0	143,777	11.57	-	-	-
Night Managers	2.6	58,717	2.6	60,126	11.01	-	-	-
Resident Managers	2.9	58,364	2.8	59,515	10.13	2.8	-	-
Maintenance	5.5	127,904	4.5	128,794	13.76	3.3	-	-
Custodians	3.5	69,989	3.5	71,779	9.84	-	0.5	-
Cooks	2.8	40,312	4.0	62,431	7.55	3.2	-	-
Kitchen Assistants	0.8	13,970	0.8	14,248	8.70	-	-	-
Vending	0.4	5,655	0.4	5,772	7.40	-	-	-
Prep Cooks	1.5	23,512	1.5	23,988	7.56	-	-	-
Driver	0.2	3,064	0.2	3,062	7.40	-	-	-
	0.0	0	0.0	0	0.00	0.0	0.0	0.0
<b>TOTAL</b>	<b>62.5</b>	<b>1,645,169</b>	<b>63.5</b>	<b>1,724,355</b>		<b>21.6</b>	<b>6.0</b>	<b>0.8</b>

**TOTAL PERSONNEL COSTS: 1,724,355**

Seasonal/Project Employee ONLY	Nbr of Weeks	Total Hours	Hourly Wage	Seasonal Earnings	A # HRS	B # HRS	C # HRS
	0	0	0.00	0	0.00	0.00	0.00
	0	0	0.00	0	0.00	0.00	0.00
	0	0	0.00	0	0.00	0.00	0.00
	0	0	0.00	0	0.00	0.00	0.00
	0	0	0.00	0	0.00	0.00	0.00
<b>TOTAL</b>	<b>0</b>	<b>0</b>		<b>0</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>

2011 PROPOSED FTEs DISTRIBUTED BY PROGRAM									
D	E	F	G	H	I	J	K	L	Non-City
FTE	FTE	FTE	FTE	FTE	FTE	FTE	FTE	FTE	FTE
0.2	-	-	-	-	-	-	-	-	0.2
0.2	-	-	-	-	-	-	-	-	0.3
-	-	-	-	-	-	-	-	-	-
0.3	-	0.1	-	-	-	-	-	-	0.1
-	-	-	-	-	-	-	-	-	0.1
0.2	-	-	-	-	-	-	-	-	0.2
0.8	-	0.2	-	-	-	-	-	-	-
0.3	-	0.1	-	-	-	-	-	-	-
0.5	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	0.3	-	-	-	-	-	-	0.6
-	-	-	-	-	-	-	-	-	0.1
0.3	-	0.1	-	0.1	-	-	-	-	0.4
1.7	-	2.0	0.1	-	-	-	-	-	1.0
-	-	-	1.0	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	4.1
-	-	-	-	-	-	-	-	-	3.0
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	6.0
1.0	-	-	-	-	-	-	-	-	1.6
-	-	-	-	-	-	-	-	-	-
0.8	-	0.2	-	-	-	-	-	-	0.2
1.2	-	0.4	-	-	-	-	-	-	1.4
-	-	-	-	-	-	-	-	-	0.8
-	-	-	-	-	-	-	-	-	0.8
-	-	-	-	-	-	-	-	-	0.4
-	-	-	-	-	-	-	-	-	1.5
-	-	-	-	-	-	-	-	-	0.2
0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
7.5	0.0	3.4	1.1	0.1	0.0	0.0	0.0	0.0	23.0

D	E	F	G	H	I	J	K	L	Non-City
# HRS	# HRS	# HRS	# HRS	# HRS	# HRS	# HRS	# HRS	# HRS	# HRS
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

ORGANIZATION:

Porchlight, Inc.

PROGRAM BUDGET

1. 2010 BUDGETED

REVENUE SOURCE	SOURCE TOTAL	ACCOUNT CATEGORY			
		PERSONNEL	OPERATING	SPACE	SPECIAL COSTS
DANE CO HUMAN SVCS	135,279	135,279	0	0	0
DANE CO CDBG	0	0	0	0	0
UNITED WAY ALLOC	32,649	32,649	0	0	0
UNITED WAY DESIG	30,000	30,000	0	0	0
OTHER GOVT	429,766	323,016	38,628	61,872	6,250
FUNDRAISING DONATIONS	178,200	114,583	22,467	41,150	0
USER FEES	100,661	42,849	56,568	1,244	0
OTHER	650	650	0	0	0
<b>TOTAL REVENUE</b>	<b>907,205</b>	<b>679,026</b>	<b>117,663</b>	<b>104,266</b>	<b>6,250</b>

2. 2011 PROPOSED BUDGET

REVENUE SOURCE	SOURCE TOTAL	ACCOUNT CATEGORY			
		PERSONNEL	OPERATING	SPACE	SPECIAL COSTS
DANE CO HUMAN SVCS	135,279	135,279	0	0	0
DANE CO CDBG	0	0	0	0	0
UNITED WAY ALLOC	29,550	29,550	0	0	0
UNITED WAY DESIG	30,000	30,000	0	0	0
OTHER GOVT*	423,766	318,007	38,637	61,872	5,250
FUNDRAISING DONATIONS	231,254	166,660	22,693	41,901	0
USER FEES	100,661	42,841	56,576	1,244	0
OTHER**	1,650	650	0	0	1,000
<b>TOTAL REVENUE</b>	<b>952,160</b>	<b>722,987</b>	<b>117,906</b>	<b>105,017</b>	<b>6,250</b>

\*OTHER GOVT 2011

Source	Amount	Terms
Housing & Urban Development	344,766	1/1/11-12/31/11
State of WI - SSSG	79,000	1/1/11-12/31/11
	0	
	0	
	0	
<b>TOTAL</b>	<b>423,766</b>	

\*\*OTHER 2011

Source	Amount	Terms
Various Sources	650	miscellaneous income
Private foundations	1,000	1/1/11-12/31/11
	0	
	0	
	0	
<b>TOTAL</b>	<b>1,650</b>	