Beverly Hills City Council Liaison / Human Relations Commission Committee will conduct a Special Meeting, at the following time and place, and will address the agenda listed below:

CITY HALL
Video Teleconference
Call in: (916) 235-1420 or (888) 468-1195
Participant Pin: 872120
Beverly Hills City Hall
Beverly Hills, CA 90210

Wednesday, May 27, 2020
3:00 PM

TELEPHONIC/VIDEO CONFERENCE MEETING

Pursuant to Executive Order N-25-20 members of the Beverly Hills City Council and staff may participate in this meeting via a teleconference. In the interest of maintaining appropriate social distancing, members of the public can participate by listening to the Special Meeting at (916) 235-1420 or (888) 468-1195 (participant code 872120) and offer comment through email at mayorandcitycouncil@beverlyhills.org

AGENDA

1) Public Comment
   a. Members of the public will be given the opportunity to directly address the Committee on any item listed on the agenda.

2) Community Assistance Grant Funding: Application Recommendations for Fiscal Year 2020 - 2021

3) Adjournment

George Chavez
City Manager

Posted: May 22, 2020

A DETAILED LIAISON AGENDA PACKET IS AVAILABLE FOR REVIEW AT WWW.BEVERLYHILLS.ORG

Pursuant to the Americans with Disabilities Act, the City of Beverly Hills will make reasonable efforts to accommodate persons with disabilities. If you require special assistance, please call (310) 285-1014 (voice) or (310) 285-6881 (TTY). Providing at least forty-eight (48) hours advance notice will help to ensure availability of services. City Hall, including 4th Floor Conference Room A, is wheelchair accessible.
City of Beverly Hills

Community Assistance Grant Funding
FY 2020/21

Human Relations Commission
Council Liaison Committee

May 27, 2020 | 3:00pm
Telephonic / Video Conference Meeting

GOTOMEETING
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Embrace Civility

The City of Beverly Hills promotes positive human relations in all aspects of community life.

We invite every member of this community to support an environment where civility, respect and responsible actions prevail.
CITY OF BEVERLY HILLS
HUMAN SERVICES DIVISION

MEMORANDUM

To: Human Relations Council Liaisons
From: James R. Latta, LCSW, Human Services Administrator
Date: May 27, 2020
Subject: Community Assistance Grant Funding: Application recommendations for Fiscal Year 2020/21
Attachment: 1. Social Service Safety Net and Populations Served
          2. CAGF FY 20/21 Requests and Recommendations
          3. CAGF FY 20/21 Applications and Summaries

INTRODUCTION

Maintaining a social service safety net is a public service priority stated in the City’s General Plan. The City’s Community Assistance Grant Funding (CAGF) enables the City to secure partnerships with local social service agencies to support the quality of life of Beverly Hills’ residents. The City’s safety net creates a continuum of care for the most vulnerable members of the community including active and frail elderly, disabled and low-means residents, and homeless individuals (Attachment 1). The Community Services Department’s Human Services Division administers the CAGF program.

- Requests for fiscal year (FY) 2020/2021 including in-kind funding total $1,781,499
- An allocation of $1,197,500 will maintain services at FY 2019/20 levels
- The Human Relations Commission (HRC) recommends the budget be augmented by an additional $220,000 to expand services from last year for a total budget of $1,197,000 to $1,417,500.

Due to the COVID-19 pandemic, the CAGF evaluation process was modified this year. The Charitable Solicitations Commission (CSC) evaluated the fiscal health of each organization using its solicitations permit criteria. The HRC weighed community needs with the programs proposed using criteria set by the City. The commissions also attempted to avoid duplication of services.

The HRC Ad Hoc Committee recommended that due to the uncertain times, it would most appropriate to only recommend past CAGF recipients in good standing with the City. They brought this recommendation to the full Commission who supported their stance. The Commission agreed that the safety-net the current CAGF partner agencies provide to the community are extremely vital at this time, and that it was important at a minimum to keep all funding at least at the same level as the current fiscal year. In some cases, it may be warranted to increase the funding level to support those CAGF agencies that are supporting community members most in need due to the pandemic. The CSC Ad Hoc Committee was also supportive of this concept. The HRC, CSC and Human Services staff agree that the new FY 2020-21 CAGF applicants should be fully evaluated once the fiscal health of the City is better understood.
DISCUSSION

The City prioritizes funding for services to benefit the most vulnerable members of the community. Active and frail elderly, disabled and low-means residents, and homeless individuals continue to be the primary populations in need of assistance. The City targets services through CAGF that address these populations’ special needs.

A total of 25 organizations submitted proposals for funding for the FY 2020/21 cycle. Nineteen proposals are service related, four are cultural proposals and two are from providers that fell in both categories. Of the 25 proposals, 18 are from organizations currently funded in FY19/20, one is an organization that applied in FY 17/18 and was declined, and six are from new organizations. See Attachment 2 for a list of applicant organizations, funding history current requests, and HRC recommendations. See Attachment 3 for a summary of each application received including details about the program proposed, agency description and funding history.

FY 20/21 CAGF proposals respond to City priorities and can be organized under the following themes:

- **Homeless Services** – All Saints’ Episcopal Church (meal program/support services), People Assisting the Homeless (shelter beds), Step Up On Second (mental health and housing), and Westside Food Bank (nutrition).
- **Senior Services** – Affordable Living for the Aging (aging-in-place), Bet Tzedek (legal services for seniors), Beverly Hills Active Adult Club (socialization), Jewish Family Service of Los Angeles (case management, emergency services), Los Angeles Jewish Home (senior services & health care system), Partners in Care (Fall Prevention & case management for seniors), and The Maple Counseling Center (mental health).
- **Health & Wellbeing** – Beverly Hills CPR, Breathe California of LA County (COPD Testing & Education), Chiron Center, Inc. (crisis response), The Maple Counseling Center (mental health), Tower Cancer Research (cancer support), Saban Community Clinic (medical, dental), Step Up On Second (case management, mental health) and ETTA (advocacy for young adults who are developmentally disabled).
- **Education** – Beverly Hills Education Foundation (Student Intervention & Support Program).
- **Legal Services** – Bet Tzedek (pro bono legal services for seniors and for housing rights);
- **Loans and Trusts** – Jewish Free Loan (Interest Free Emergency Loans), JLA Trust (special needs trust).

The proposed social service programs were evaluated based on the criteria listed below. Additionally the CSC utilized their standard Solicitations Permit assessment process to evaluate the fiscal health of each applicant organization.

**CAGF Proposal Evaluation Criteria**

1. Organization provides services that support the City’s commitment to the provision of a social service safety net for the most vulnerable members of the community.
2. Organization provides a unique service that addresses an unmet need of the community and does not duplicate other providers or programs.
3. Organization does not rely solely on community assistance funding to remain viable and the services would cost more to the City if the City provided them directly.
4. Organization provides regional services that enable the City to meet its regional obligation to help ameliorate social issues.
Human Relations Commission Liaison Committee  
May 27, 2020

5. Organization is a 501c.3 or in partnership with a 501c.3.

Cultural CAGF Proposal Evaluation Criteria

1. Organization provides a unique service that addresses an unmet need of the community and does not duplicate other providers or programs.
2. Organization does not rely solely on community assistance funding to remain viable and the services would cost more to the City if the City provided them directly.
3. Must be an existing Beverly Hills organization that has demonstrated a history of exemplary cultural opportunities which respond to community needs.

FISCAL IMPACT
The CAGF base budget for FY 2020-21 is $1,197,500. Staff typically utilizes the prior year’s allocation as a starting point to discuss current allocations. However, in order to incorporate new programs and expand existing ones to meet increasing demand, some existing organizations will experience a reduction in funding if the City wishes to maintain the same allocation as last year.

To account for the HRC’s recommendations, the organizations’ prior performance, current community needs, and projected demand for services, the HRC recommends a CAGF budget of $1,417,500. This will be allocated from the General Fund to enhance services and increase the size of several programs serving populations with growing needs. This funding would be allocated as part of City Council’s FY 2020-21 budget process currently underway.

RECOMMENDATION
The HRC and the CSC Ad Hoc jointly recommend that current CAGF recipients in good standing should be approved for funding for FY 2020-21. The HRC, the CSC Ad Hoc, and staff recommend that new FY 2020-21 applicants should not be funded at this time due to the joint commissions being unable to properly vet the organizations and the unknown fiscal impact of the current public health crisis to the City.

The Liaison Committee is asked to review the applications and make recommendations on funding allocations to the City Council (Attachment 3).

The Charitable Solicitations and Human Relations Commissions recommend the following to City Council as it reaches consensus on the programs to fund through FY 20/21 Community Assistance Grant Funding:

1. *Prioritize Vulnerable Populations:* Continue funding for priority services for the most vulnerable (e.g., at-risk individuals, frail elderly, chronically homeless).

2. *Funding Allocations:* Fund cultural grant component while still enhancing grant funding for both priority services and qualified long term recipient organizations. Recommended distribution levels are listed in Attachment 2.

Representatives from the Human Relations Commission, the Charitable Solicitations Commissions, and staff from the Human Services Division will be in attendance to answer Council Liaison questions.
COMMUNITY ASSISTANCE GRANT FUNDING
SOCIAL SERVICE SAFETY NET

SERVICES TO STABILIZE HOUSING, HEALTH, AND WELLNESS

- Affordable Living for the Aging: Matches roommates with local seniors seeking additional monthly income by renting a room in their home.
- Holy Saint's Episcopal Church: Provides weekly hot meals, case management, and alternatives to living on the streets.
- Bet Tzedek Legal Services: Pro bono housing legal services for individuals living in Beverly Hills.
- Jewish Family Service of Los Angeles: Provides case management for residents 66 and older.
- The Mapla Counseling Center: Provides sliding scale mental health counseling.
- People Assisting the Homeless: Provides "a hand up, not a handout" shelter beds for chronically homeless individuals in our community.
- Salam Community Clinic: Offers free medical and dental care, behavioral and social services for people in need.
- Step Up on Second: Provides help, hope, and home for individuals experiencing mental health issues.
- Tower Cancer Research: Provides an integrative wellness program offering mind and body classes at no cost to cancer patients and survivors.

SERVICES TO ENHANCE QUALITY OF LIFE

- Beverly Hills Active Adult Club: Assists local seniors with opportunities for entertainment, education, wellness, and social activities at Roxbury Park.
- Beverly Hills Education Foundation: Supports the Beverly Hills Unified School District through fund-raising and events.
- Westside Food Bank: Purchases food in bulk, and collects donated food for distribution to economically vulnerable people on the Westside.

SERVICES FOR URGENT NEEDS

- BH CPR: Provides training in life saving techniques of CPR, as well as the use of AEDs (automated external defibrillators), first aid and how to assist a choking victim.
- Chiron Center: Provides 24/7 on-scene support, information, and referrals to Beverly Hills Community members affected by trauma or serious illness during the initial hours after a critical incident; services are requested by BH Police and Fire.

For more information about these, or any other services please contact the Human Services Office at (310) 285-1006
COMMUNITY ASSISTANCE GRANT FUNDING

POPULATIONS SERVED

SERVICES FOR OLDER ADULTS LIVING IN BEVERLY HILLS

- Affordable Living for the Aging: Matches roommates with local seniors seeking additional monthly income by renting a room in their home.
- Bet Tzedek Legal Services: Pro bono legal services for seniors living in Beverly Hills.
- Beverly Hills Active Adults Club: Assists local seniors with opportunities for entertainment, education, wellness, and social activities at Roxbury Park.
- Jewish Family Service of Los Angeles: Provides case management for residents 65 and older.

GENERAL COMMUNITY

- BH CPR: Provides training in life saving techniques of CPR, as well as the use of AEDs (automated external defibrillator), first aid, and how to assist a choking victim.
- Beverly Hills Education Foundation: Supports the Beverly Hills Unified School District through fundraising and events.
- Chiron Center: Provides 24/7 on-scene support, information, and referrals to Beverly Hills Community members affected by trauma or serious loss during the initial hours after a critical incident.
- ETAA: Provides supportive services to individuals with special needs and their families.
- The Maple Counseling Center: Provides sliding scale mental health counseling.
- The Miracle Project: Provides a fully inclusive theater, film, social skills and expressive arts program for individuals with autism and all abilities.
- Saban Community Clinic: Free medical and dental care, behavioral and social services for people in need.
- Westside Food Bank: Purchases food in bulk and collects donated food for distribution to economically vulnerable people on the Westside.

HOMELESS ALL AGES

- All Saints’ Episcopal Church: Provides weekly hot meals, case management, and alternatives to living on the streets.
- People Assisting the Homeless: Provides “a hand up, not a handout”: shelter beds for chronically homeless individuals in our community.
- Step Up America: Provides help, hope, and services for individuals experiencing mental health issues.

CULTURAL GRANTS

- Wallis Annenberg Center for Performing Arts: Provides theatre, dance, music, and educational programs in Beverly Hills.
## Community Assistance Grant Funding
### FY 20/21 Requests and Recommendations

<table>
<thead>
<tr>
<th>Organization Name</th>
<th>Funding History</th>
<th>Service Provided</th>
<th>City Funding Began</th>
<th>2017/18 Allocation</th>
<th>2018/19 Allocation</th>
<th>2019/2020 Allocation</th>
<th>2020/2021 Request</th>
<th>HRC Funding Recommendations</th>
<th>City Council Liaison Funding Recommendations</th>
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<td>Fall Prevention Programs and Social Worker for Seniors</td>
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<td>$25,000</td>
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<td>$10,000</td>
<td>$10,000</td>
<td>$10,000</td>
<td>$10,000</td>
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</table>

**Total Monetary Allocation:**
- Beverly Hills Education Foundation (BHEF) | $989,500 | $1,067,500 | $1,197,500 | $1,781,499 | $1,417,500
- Total "In-Kind" Allocation: | $20,000 | $25,000 | $30,000 | $0 | see above
- Total CAGF Funding Allocation: | $989,500 | $1,092,500 | $1,227,500 | $1,781,499 | $1,417,500
- CAGF Budget: | $837,000 | $837,000 | $1,105,000 |
- Budget Shortfall | ($132,500) | ($230,500) | ($92,500) |
Attachment 3
Program Proposals

1. Affordable Living for the Aging
2. All Saints' Homeless Assistance Program
3. Bet Tzedek
4. Beverly Hills Active Adult Club
5. Beverly Hills CPR
6. Beverly Hills Education Foundation
7. Beverly Hills Theatre Guild
8. Breathe California of LA County
9. Chiron Center, Inc.
10. ETTA
11. Jewish Family Service of Los Angeles
12. Jewish Free Loan
13. JLA Trust
14. Los Angeles Jewish Home
15. Los Angeles Museum of the Holocaust
16. Miracle Project
17. People Assisting the Homeless (PATH)
18. Partners In Care Foundation
19. Saban Community Clinic
20. Step Up on Second
21. The Maple Counseling Center
22. Theatre 40
23. Tower Cancer Research Foundation
24. Wallis Annenberg Center for the Performing Arts
25. Westside Food Bank
APPLICATION SUMMARY FY 2020/21

Agency: Affordable Living for the Aging

Requested amount: **$8,500**

History of City funding: 2015/16: $6,500; 2016/17: $8,500; 2017/18: $8,500; 2018/19: $8,500; 2019/20: $8,500

Agency description: ALA offers housing matching and shared housing services for isolated and financially vulnerable seniors. The program promotes independent living for older adults and supports aging in place.

Proposed use of Community Assistance Grant Funds: Recipient proposes to match older adults to share homes. Affordable Living for the Aging (ALA) will work with older adult residents (renters and owners) in Beverly Hills who have an extra bedroom and are willing to share their home as a way to: 1) boost monthly income, 2) increase social support. ALA staff conducts home visits, assessments, background screening and reference checks to ensure participants receive introductions to reliable roommates. After introductions, staff provides coaching, monitors a trial period, and assists with a written agreement on the terms of the living arrangement.

Target population/Primary service: Older adult residents (home owners and renters).

Percentage of total program utilized by Beverly Hills residents/community: In the first six months of FY 2019-2020, ALA enrolled eight Beverly Hills residents into the Shared Housing Program. This represents about 8% of service users.

Quantifiable Services and Measures: In the first six months of FY 2018-2019, ALA enrolled eight Beverly Hills residents into the Shared Housing Program.

Current Performance:

FY 19/20: (Q1 & Q2) ☑ Satisfactory ☐ Unsatisfactory

General Comment(s) (e.g., non-quantifiable benefits identified by experience with agency v. absolute numbers; observations such as their growth curve and relationship with City, its residents and target populations):

Older adults living on fixed incomes are particularly vulnerable to rent increases and costs associated with changes in health status and independence. For residents who cannot afford the cost of fair market rents, becoming a roommate is an opportunity to offer meaningful assistance to an older adult in exchange for housing accommodations that they can afford.

Percentage of annual funding City’s contribution represents: $8,500 represents 1% of the annual funding.

Ratio of administrative to operating costs: 12% are administrative.

Service Profile: Needs-based ☑ Quality of life-based ☐ Social Service ☑

Health ☐ Education ☐ Other ☐

Agency Scope: Local ☑ Regional ☑ National ☐ International ☐

501 (C) (3): Yes ☑ No ☐ Exempt ☐
Please note the City's insurance requirements for FY 2020-2021. Within three (3) weeks of receiving notice of funding prior to receiving an agreement, your organization must submit insurance documentation with the following requirements:

- Each organization must submit to City an ACORD insurance certificate which include General Liability ($2 Million), Automobile (coverage limits based on services provided), and Workers Compensation Insurance (if required)
- The City must be named as additionally insured under each policy
- Subrogation must be waived for each insurance policy
- An endorsement to each policy stating that such policy shall not be cancelled by either party or reduced in coverage except after thirty (30) days prior written notice to City

Each organization will also be required to submit a copy of a W-9 form on the most current IRS form [www.irs.gov/forms-pubs/about-form-w-9](http://www.irs.gov/forms-pubs/about-form-w-9)

Please type your answers to the following questions:

1. Is your organization a 501c.3, or are you in partnership with a 501c.3 organization?
   - [ ] We are a 501c.3
   - [ ] We are in partnership with a 501c.3
   - [ ] Documentation showing 501c.3 status or partnership with a 501c.3 is attached.
2. What services do you propose to provide the Beverly Hills community that local government is not currently providing?

Affordable Living for the Aging offers shared housing services for isolated and financially vulnerable seniors. The program matches seniors together to share homes. This model provides another option for people who cannot afford high housing costs and for seniors living alone who require additional support to remain safely at home. The Shared Housing Program is both an aging-in-place initiative and an important intervention for easing the city’s housing affordability challenges.

Service delivery includes:

- Home visits
- One-on-one interviews
- Applicant screening (reference check, income verification, background check)
- Counseling to establish expectations and set program guidelines
- Client introductions
- Overseeing completion of the Roommate Agreement
- Monitoring the match to offer ongoing support
3. If you are applying for a cultural grant, please describe your program here.
4. Why are these services considered critical (e.g., enhance quality of life, improve public safety)? If you are a previous recipient, will you be providing new services this funding period?

Shared housing services are critical at a time when aging residents are at-risk of isolation and falling through the cracks with no one to check-in on them or connect them to services. Having a roommate and companion gives older adults access to socialization, informal support, and the security of having someone around in case of an emergency. In addition to offering companionship, ALA roommates can assist with transportation, meal preparation, and household chores. These basic activities are often the difference between someone being able to stay at home or having to consider other living arrangements. Seniors who accept roommates report feeling a greater sense of security that there is someone to whom they can turn for help.

For residents who cannot afford the cost of fair market rents, becoming a roommate is an opportunity to offer meaningful assistance to an older adult in exchange for housing accommodations they can afford.
5. What percentage of your total program service is utilized by members of the Beverly Hills community? If a new program, what percentage of users do you anticipate would be members of the Beverly Hills community?

8%

6. The funding year is July 1, 2020 to June 30, 2021. What is the funding amount requested?

$8,500

7. What percentage of your annual funding would the City’s contribution represent?

1%

8. What is the ratio of your organization’s administrative operating costs?

12%
10. Financial Statement:
   a. For grant requests up to $74,999, please submit most recent balance sheet and operating budget OR tax return.
   b. For grant requests $75,000 and over, please submit most recent financial statement reviewed by a Certified Public Accountant

The following documents are required:

- Completed CAGF application
- Documentation of 501c.3 status of proof of 501c.3 status through partnership
- Copy of most recent Form 990 - Return of Organization Exempt from Income Tax
- Copies of any current Charitable Solicitations Permits that have been obtained from the City of Beverly Hills
City of Beverly Hills
COMMUNITY ASSISTANCE GRANT FUNDING APPLICATION
FY 2020 - 2021

10. Financial Statement:
   a. For grant requests up to $74,999, please submit most recent balance sheet and
      operating budget OR tax return.
   b. For grant requests $75,000 and over, please submit most recent financial
      statement reviewed by a Certified Public Accountant

The following documents are required:

- [ ] Completed CAGF application
- [ ] Documentation of 501c.3 status or proof of 501c.3 status through partnership
- [ ] Copy of most recent Form 990 - Return of Organization Exempt from Income Tax
- [ ] Copies of any current Charitable Solicitations Permits that have been obtained
  from the City of Beverly Hills
APPLICATION SUMMARY FY 2020/21

Agency: All Saints' Homeless Assistance Program

Requested amount: $30,000


Agency description: Faith-based organization providing non-sectarian homeless assistance through comprehensive services not currently provided by local government.

Proposed use of Community Assistance Grant Funds: Recipient shall use the funds to operate the Homeless Assistance Program including items such as food, hygiene supplies, transportation, rent payment, and Project Homecoming. These resources will be available to the City’s Changing Lives and Sharing Places (CLASP) homeless outreach team for use with their clients. The church provides a hot meal on Mondays which serves as a site for CLASP to engage homeless and at-risk individuals and link to services.

Emergency housing funds are an important safety feature provided by All Saints’ as part of their commitment to the “housing first” model. The program works with CLASP and the Human Services team to identify appropriate individuals that could access housing if given immediate financial support, with a housing plan. In partnership with the City, All Saints’ also assist individuals with various additional needs related to housing.

Target population/Primary service: Homeless individuals, those at-risk for homelessness, and food insecure individuals; fills gap in service and safety net; housing stability assistance and navigation to available social services.

Percentage of total program utilized by Beverly Hills residents/community: More than 5% of people served are low or fixed income Beverly Hills residents in need of meals provided each week.

Quantifiable Services and Measures: The Monday Meal serves over 100 meals per week, with a team of several volunteers.

Current Performance:
FY 19/20: (Q1 & Q2) □ Satisfactory  □ Unsatisfactory

General Comment(s) (e.g., non-quantifiable benefits identified by experience with agency v. absolute numbers; observations such as their growth curve and relationship with City, its residents and target populations):

The All Saints’ Homeless Assistance Program began in 1992 with four people and two guests, and now serves over 100 guests each week, with a team of 30 volunteers. They are known as a safe haven where homeless individuals come every Monday for a hot meal, companionship and support. All Saints’ attends the monthly Beverly Hills Homeless Collaboration and
participates in case coordination to minimize duplication of service and expedite linkages to resources.

**Percentage of annual funding City’s contribution represents:** The requested funding amount of $30,000 represents approximately 20% of the costs associated with supporting the Homeless Assistance Program; the direct expenditures for food, hygiene supplies clothing, bus tokens cash disbursements for rent and housing assistance, the dedicated use of facilities on Monday (kitchen, parish hall, classrooms, patio, restrooms and chapel), and storage space for clothing and supplies.

**Ratio of administrative to operating costs:** 15%

**Service Profile:** Needs-based ☑️ Quality of life-based ☑️ Social Service ☑️

Health ☐ Education ☐ Other ☐

**Agency Scope:** Local ☑️ Regional ☑️ National ☐ International ☐

**501 (C) (3): Yes ☑️ No ☐ Exempt ☑️** All Saints is a religious non-profit organization which derives its 501c.3 status as an entity of The Episcopal Church (Documentation provided)
City of Beverly Hills
COMMUNITY ASSISTANCE GRANT FUNDING APPLICATION
FY 2020 - 2021

Agency / Project Name: All Saints Episcopal Church Beverly Hills

Address: 504 N. Camden Drive

City: Beverly Hills State: CA Zip: 90210

Contact Person: Jean Dillingham Phone: 310-275-1023

Email: jdillingham@allsaintsbh.org

Please note the City’s insurance requirements for FY 2020-2021. Within three (3) weeks of receiving notice of funding prior to receiving an agreement, your organization must submit insurance documentation with the following requirements:

- Each organization must submit to City an ACORD insurance certificate which include General Liability ($2 Million), Automobile (coverage limits based on services provided), and Workers Compensation Insurance (if required)
- The City must be named as additionally insured under each policy
- Subrogation must be waived for each insurance policy
- An endorsement to each policy stating that such policy shall not be cancelled by either party or reduced in coverage except after thirty (30) days prior written notice to City

Each organization will also be required to submit a copy of a W-9 form on the most current IRS form [www.irs.gov/forms-pubs/about-form-w-9](http://www.irs.gov/forms-pubs/about-form-w-9)

Please type your answers to the following questions:

1. Is your organization a 501c.3, or are you in partnership with a 501c.3 organization?
   - [ ] We are a 501c.3
   - [ ] We are in partnership with a 501c.3
   - [ ] Documentation showing 501c.3 status or partnership with a 501c.3 is attached.
2. What services do you propose to provide the Beverly Hills community that local government is not currently providing?

Since 1992, the All Saints' Homeless Assistance Program has been feeding hungry and homeless people. The All Saints' program provides a comprehensive array of services that are essential to the homeless population and are not currently provided by local government agencies. The church provides a hot healthy meal on Monday, as well as on-demand food during the week. We distribute hygiene supplies, clean clothes, including coats at the annual Martin Luther King, Jr. Day Coat Drive, and fast food gift certificate during the holidays.

Emergency housing funds are an important safety feature provided by All Saints’. As part of our commitment to “housing first” we work with the City to identify appropriate individuals that could access housing if given immediate financial support. In partnership with the City, we also assist individuals with various needs, from clothing to medical.
3. If you are applying for a cultural grant, please describe your program here.

ASBH Homeless Assistance Program, known as the Monday Meal, began in 1992 with the goal of providing a meal to the City of Beverly Hills homeless individuals. Today the program has grown far beyond a basic meal, to a program that attempts to address several aspects of the problem of homelessness. By utilizing volunteers from the parish and the surrounding area’s, the community of All Saints' is able to demonstrate its commitment to assisting at-risk residents and guests.
4. Why are these services considered critical (e.g., enhance quality of life, improve public safety)? If you are a previous recipient, will you be providing new services this funding period?

All Saints’ is known as a safe haven where the homeless gather every Monday for food, hygiene supplies, fellowship and community. All Saints’ is committed to an all-encompassing, collaborative approach, working closely with the City of Beverly Hills and non-profit agencies to reduce chronic homelessness.

We provide a venue for the homeless outreach team from Step Up On Second to meet and interact with its client base. We work with the Beverly Hills Homeless Coalition committee and research the current needs of the homeless in Beverly Hills. All Saints’ works with the city to reduce panhandling, by promoting “positive change, not spare change.”
5. What percentage of your total program service is utilized by members of the Beverly Hills community? If a new program, what percentage of users do you anticipate would be members of the Beverly Hills community?

All Saints’ Homeless Assistance Program is open to all who wish to participate, including those at

6. The funding year is July 1, 2020 to June 30, 2021. What is the funding amount requested?

All Saints is requesting $30,000 for the 2020-2021.

7. What percentage of your annual funding would the City’s contribution represent?

The requested amount would represent about 20% of the actual costs associated with supporting the program. This includes direct expenditures for food, hygiene supplies, clothing, bus tokens, and cash disbursements for rent and housing assistance, as well as the administrative overhead associated with running the program, including the allocation of personnel and facilities costs.

8. What is the ratio of your organization’s administrative operating costs?

The administrative/operating ratio for All Saints’ is projected to be 15%.
9. Provide any additional information that may be useful in evaluating your proposal. It takes many organizations working together to address the problem of homelessness. All Saints’ has demonstrated its ability to work with the City and function as a partner for identification, support, and follow through, and to provide for the most basic needs of the City’s homeless. We are excited about continuing our work with the City to provide emergency housing funds and home reunification to our homeless population.
10. Financial Statement:
   a. For grant requests up to $74,999, please submit most recent balance sheet and operating budget OR tax return.
   b. For grant requests $75,000 and over, please submit most recent financial statement reviewed by a Certified Public Accountant

The following documents are required:

- Completed CAGF application
- Documentation of 501c.3 status or proof of 501c.3 status through partnership
- Copy of most recent Form 990 - Return of Organization Exempt from Income Tax
- Copies of any current Charitable Solicitations Permits that have been obtained from the City of Beverly Hills
APPLICATION SUMMARY FY 2020/21

Agency: Bet Tzedek

Requested amount: $220,000

History of City funding: 2017/18: $110,000; 2018/19: $110,000; 2019/20: $110,000

Agency description: Bet Tzedek, The House of Justice, provides free legal assistance to thousands of people who would otherwise be denied access to the legal system. For more than 30 years, Bet Tzedek has been the exclusive provider of free legal services to seniors and caregivers for the City and County of Los Angeles under the Older Americans Act. Bet Tzedek’s staff are the regional experts on senior legal needs and provide a full complement of services: representation, advice, outreach, self-help information and impact litigation. Bet Tzedek also offers pro bono comprehensive housing rights legal services, specifically for Beverly Hills residents related to the newly established Rent Stabilization Division and municipal codes.

Proposed use of Community Assistance Grant Funds: In FY 2020-21, Bet Tzedek proposes to continue their presence in Beverly Hills, and expand their ability to reach all eligible residents in need. Bet Tzedek proposes $50,000 for their Senior Legal Services Program and $170,000 for their Housing Rights Legal Services, totaling $220,000. Program components include:

Intake: through the following channels - a dedicated Beverly Hills intake line, and onsite intakes at Roxbury Park Community Center (La Cienega Community Center will also be utilized if needed). Bet Tzedek also meets with residents for an intake at other locations on an emergency basis.

Legal Services: will include brief advice and counsel, advocacy, and limited and full scope representation on the following:

- **Senior Legal Services**: Bet Tzedek offers the only senior-focused legal services program in LA County and boasts one of the largest elder law practices in the nation. Services include the following: 1. Public Benefits (state and federal programs, improper denials, reductions, terminations and overpayments of benefits including Social Security, Medi-Cal, In Home Supportive Services KinGAP/guardianships, and veteran benefits); 2. Family Caregiver Services (conservatorships, guardianships, long-term care planning such as wills, power of attorney, advance healthcare directives); 3. Elder Abuse Services; 4. Holocaust Survivor Services; 5. Conservatorship Clinics; 6. Foreclosure Prevention

- **Housing Rights Legal Services**: In January 2017, when the City revised the Rent Stabilization Ordinance, the need for pro bono housing rights legal services grew. Bet Tzedek fills this need by addressing the following tenant focused legal issues: 1. Housing conditions and habitability; 2. Rights and Responsibilities under the BH Municipal Code (including the rent stabilization sections at Title 4, Chapters 5 and 6); 3. Tenant-Landlord Issues (e.g. rent payment, rent increases security deposit issues, lease violations and tenancy terminations).

Educational Outreach: in the community regarding their services and how to seek assistance. Outreach will be held at Roxbury Park Community Center. Outreach is also conducted
throughout the City through presentations and flyers. The Human Services Division and the Rent Stabilization frequently make referrals to the program.

**Target population/Primary service:** Seniors and their family caregivers, living in Beverly Hills (Senior Legal Services Program), and individuals in need of tenant landlord legal services living in Beverly Hills (Housing Rights Legal Services Program).

**Percentage of total program utilized by Beverly Hills residents/community:** Since receiving CAGF support, Beverly Hills client caseload has increased by over 300%-- we are now helping more than four times the number of Beverly Hills residents than we did prior to our partnership with the City. During the first six months of the current grant period (7/01/2019 - 12/31/2019), we opened 61 cases (19.2 % of the Preventing and Ending Homelessness Project’s cases). During the same period in 2016, before our partnership, we opened only 15 cases. With increased funding, we anticipate this upward trend to continue.

**Quantifiable Services and Measures:** During the first six months of the current grant period (7/01/2019 -12/31/2019), we opened 61 cases (19.2 % of the Preventing and Ending Homelessness Project’s cases). During the same period in 2016, before our partnership, we opened only 15 cases.

**Historical Performance:**
FY 19/20: (Q1 & Q2) ☒ Satisfactory ☐ Unsatisfactory

**General Comment(s)** (e.g., non-quantifiable benefits identified by experience with agency v. absolute numbers; observations such as their growth curve and relationship with City, its residents and target populations):

When tenants have access to legal aid, they experience better housing outcomes. Bet Tzedek cites a local study which found that 90% of tenants facing an eviction do not have representation from an attorney, while 90% of landlords do. Having an attorney in an eviction case increases a family’s chance of avoiding homelessness by 70%.

By the year 2030, nearly one out of every four California residents will be 65 years of age or older. With one of the largest senior populations and one of the highest median ages in the County, Beverly Hills is disproportionately impacted. Aging seniors often face complex financial, legal and social issues, and without legal assistance, can severely undermine their quality of life. Seniors face elder abuse and cognitive decline which are two issues that require legal assistance. Additionally, complex matters related to housing and public benefits may also require legal expertise. Bet Tzedek is the only legal services provider in Los Angeles with programs focused on older adults and adult clients with disabilities. Bet Tzedek is also one of two major legal services in the nation to offering free legal advice and assistance to holocaust survivors.

**Percentage of annual funding City’s contribution represents:** A grant in the amount of $220,000 represents 2% of the annual budget of $10,934,698.

**Ratio of administrative to operating costs:** Bet Tzedek’s administrative operating costs represent 10.6% of their overall budget.

**Service Profile:** Needs-based ☒ Quality of life-based ☐ Social Service ☒

Health ☐ Education ☐ Other ☐
Agency Scope: Local ☒ Regional ☒ National ☐ International ☐
501 (C) (3): Yes ☒ No ☐ Exempt ☐
City of Beverly Hills
COMMUNITY ASSISTANCE GRANT FUNDING APPLICATION
FY 2020 - 2021

Agency / Project Name: Bet Tzedek - Housing Rights and Senior Legal Services Programs

Address: 3250 Wilshire Blvd, #1300

City: Los Angeles State: CA Zip: 90010

Contact Person: Andrea Schneider

Phone: 323-648-4711 Fax: 213-471-4568

Email: aschneider@betzdeke.org

Please note the City's insurance requirements for FY 2020-2021. Within three (3) weeks of receiving notice of funding prior to receiving an agreement, your organization must submit insurance documentation with the following requirements:

• Each organization must submit to City an ACORD insurance certificate which include General Liability ($2 Million), Automobile (coverage limits based on services provided), and Workers Compensation Insurance (if required)
• The City must be named as additionally insured under each policy
• Subrogation must be waived for each insurance policy
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Each organization will also be required to submit a copy of a W-9 form on the most current IRS form [www.irs.gov/forms-pubs/about-form-w-9](http://www.irs.gov/forms-pubs/about-form-w-9)

Please type your answers to the following questions:

1. Is your organization a 501c.3, or are you in partnership with a 501c.3 organization?
   - [ ] We are a 501c.3
   - [ ] We are in partnership with a 501c.3
   - [ ] Documentation showing 501c.3 status or partnership with a 501c.3 is attached.
2. What services do you propose to provide the Beverly Hills community that local government is not currently providing?

Since 2017, the City of Beverly Hills has filled a tremendous gap in service by awarding Bet Tzedek its Community Assistance Grant Funding to provide housing rights and senior legal services to eligible residents. With this request, we seek increased funding in the amount of $220,000 to expand this important partnership and ensure the City’s most vulnerable community members—often elderly and disabled adults, and families whose children attend Beverly Hills’ schools—have access to vital, free legal services that address their basic needs: housing, healthcare, public benefits, and protection from abuse.

Bet Tzedek worked closely with the City’s Human Services Division to develop and launch the City of Beverly Hills Housing Rights and Senior Legal Services Programs in July 2017. In July 2019, Cedars-Sinai Medical Center matched the City’s funding with a $110,000 grant, enabling us to expand our reach in the community. We are pleased to report that with this supplemental funding, our advocates opened 61 cases for 60 unduplicated Beverly Hills residents in the last six months, a 50% increase from the same six-month period the year prior. Our caseload has increased steadily and significantly since the project’s launch; to date, we’ve opened 220 cases for 214 Beverly Hills residents. With increased support from the City of Beverly Hills, we will be well-positioned to bring the project to scale and serve more eligible residents in need.

Program components include:

1) Intake through the following channels:
   • Telephone Intake: Residents can call a dedicated, Beverly Hills intake line at Bet Tzedek to initiate services (323-939-0506, ext. 499). Calls are returned within 24-48 hours.
   • Community Intake: Bet Tzedek offers onsite intake at the Roxbury Park Community Center every Monday from 10am-12pm. We also meet with residents as needed on an emergency basis.

2) Legal services will include advice and counsel, advocacy, and limited- and full-scope representation on the following:
   • Housing Rights Legal Services: When the City of Beverly Hills courageously implemented more stringent tenant protections by revising the City’s existing rent stabilization policy in 2017 and prohibiting no-cause evictions in 2018, the need for free housing rights legal services grew. Bet Tzedek fills this need by addressing various housing concerns, including eviction defense; housing conditions and habitability; rights and responsibilities under the Beverly Hills Municipal Code, including the rent stabilizations sections at Title 4, Chapters 5 and 6; and landlord-tenant issues (rent payment, rent increase, security deposit issues, lease violation).
   • Senior Legal Services: As homelessness and financial distress among the rapidly growing senior population reach the highest levels ever seen, Bet Tzedek’s senior-focused legal services are more vital than ever. With one of the largest and most comprehensive elder law practices in the nation, Bet Tzedek has unmatched expertise in the legal issues that affect seniors most. Our services aim to improve economic security, safety, and quality of life for vulnerable elders, dependent adults, and family caregivers. Through public benefits advocacy (Medi-Cal, Disability/SSI, Veteran’s, In-Home Supportive Services), elder abuse prevention/intervention, advance planning (advance healthcare directives, wills, powers of attorney), and other services, we ensure aging and disabled adults age in place, safely, securely, and with dignity.

3) Educational Outreach to constituents regarding our services, how to seek assistance, landlord tenant law, and other topics as needed. Outreach is held at the Roxbury Park Community Center. We are currently in talks with the City’s Rent Stabilization Program to determine a 2020 presentations/trainings schedule.
3. If you are applying for a cultural grant, please describe your program here.

N/A
4. Why are these services considered critical (e.g., enhance quality of life, improve public safety)? If you are a previous recipient, will you be providing new services this funding period?

By providing free legal services to residents, the City of Beverly Hills is at the cutting edge of critical social issues facing the community. Too often in Los Angeles County, residents do not have access to free legal services and go to court unrepresented and unassisted, jeopardizing their homes, their children, their savings, and their independence. But not in Beverly Hills. The City’s message is loud and clear: Constituents deserve access to free legal and support services, and Bet Tzedek is here to provide them.

Housing Rights Legal Services:
Housing security is fundamental to health and well-being. In Los Angeles County, however, where a housing affordability crisis continues to gain momentum, housing insecurity is a reality for more families than ever before. Recognizing a need to intervene, the City of Beverly Hills took bold steps to protect its renters by revising existing rent stabilization policies in January 2017 and prohibiting landlords from evicting tenants for no cause in November 2018. These protections will have little impact, however, if tenants (and landlords) lack an understanding about their rights.

When tenants have access to legal aid, they experience better housing outcomes. Local data shows that 90% of tenants facing an eviction do not have representation from an attorney while 90% of landlords do. When tenants have legal representation, they achieve far better outcomes than tenants without representation. Even when an attorney cannot prevent an eviction, their involvement makes a vital difference. Helping to negotiate a “soft landing” (e.g., extra weeks to move out or forgiveness of unpaid rent) can be critical to preventing homelessness in the wake of eviction. Having an attorney in an eviction case increases a family’s chance of avoiding homelessness by over 70%. Laws that stabilize rents and prevent evictions directly address the underlying causes of housing instability and homelessness, but without adequate advocacy, these laws can feel worthless in a time of crisis.

Legal aid can also help address and resolve issues related to housing conditions that make a critical difference for tenants’ health, safety, and well-being. Bet Tzedek’s Housing Rights Legal Services Program addresses the multifaceted housing rights issues impacting Beverly Hills tenants.

Senior Legal Services:
The need for senior-focused legal services has never been greater. Older and disabled adults now represent the fastest growing demographic of low-income and extremely low-income people in Los Angeles. Seniors are also the fastest-growing homeless population in LA, and nationally seniors are filing for bankruptcy at unprecedented rates. In California – a state where by 2036 nearly one in four residents will be 65 years of age or older – the teetering economic stability of the senior population constitutes nothing less than a crisis.

Bet Tzedek is the only legal services provider in Los Angeles with programs focused on older and adult clients with disabilities, and one of just two major legal service agencies in the nation offering free legal advice and assistance to aging Holocaust survivors. Recognizing that the senior population is not only growing rapidly but becoming poorer, Bet Tzedek’s goal is to focus its resources on those legal interventions that have the greatest ability to increase economic security for the most vulnerable older adults, including stabilizing access to affordable housing and maximizing income from public benefits. Because every senior deserves to age with dignity, we provide wraparound legal services to ensure their holistic needs are met.
City of Beverly Hills

COMMUNITY ASSISTANCE GRANT FUNDING APPLICATION

FY 2020 - 2021

5. What percentage of your total program service is utilized by members of the Beverly Hills community? If a new program, what percentage of users do you anticipate would be members of the Beverly Hills community?

Since receiving City of Beverly Hills Community Assistance Grant Funding, Bet Tzedek’s Beverly Hills client caseload has increased by over 300% – we are now helping more than four times the number of Beverly Hills residents than we did before our partnership with the City began. During the first six months of the current grant period (7/01/2019-12/31/2019), we opened 61 cases (2.3% of cases opened agency wide, 19.2% of the Preventing and Ending Homelessness Project’s cases). During the same period in 2016, before our partnership, we opened only 15 cases.

In addition, supplemental funding from Cedars-Sinai Medical Center in 2019 demonstrated the value of hiring a paralegal and investing further in Bet Tzedek’s Housing Rights Legal Services Program. With this additional funding, our advocates provided legal services to 60 unduplicated Beverly Hills residents in the last six months, a 50% increase from the same six-month period the year prior. During the same time period, our team received up to 30 calls per month on the dedicated Beverly Hills intake line. That’s nearly one call per calendar day. Some of these calls progressed into cases and are reflected in the numbers above, but other residents were provided with appropriate referrals or linked to various services. With no need for direct representation or persons being ineligible for services, these callers are not counted in our case data. That means that the total number of Beverly Hills residents engaged with in the last six months could be as high as 150 people and their families.

With increased funding from the City of Beverly Hills in 2020-2021, we anticipate this upward trend will continue as we help even more eligible residents.

6. The funding year is July 1, 2020 to June 30, 2021. What is the funding amount requested?

To keep up with the steep increase in Beverly Hills residents helped so far this grant period, Bet Tzedek requests renewed support totaling $220,000. Increased funding will allow us to deepen our presence in the City and expand our ability to reach eligible residents in need of legal services.

The funds will be allocated as follows:
- Housing Rights Legal Services Program: $170,000
- Seniors Legal Services Program: $50,000

Without increased funding, after the Cedars-Sinai grant period ends we will have to supplement the City’s grant with funds from other sources, such as the State of California, which are to be shared amongst the county and do not prioritize Beverly Hills residents.

7. What percentage of your annual funding would the City’s contribution represent?

Bet Tzedek’s FY20 budget is $10,934,698. A grant in the amount of $220,000 would represent 2% of our annual funding.

8. What is the ratio of your organization’s administrative operating cost?

Bet Tzedek’s administrative operating cost is 10.6% of our overall budget.
City of Beverly Hills
COMMUNITY ASSISTANCE GRANT FUNDING APPLICATION
FY 2020 - 2021

9. Provide any additional information that may be useful in evaluating your proposal.
We hope you will consider renewing and increasing your support of Bet Tzedek with a grant of $220,000. Your funding will enable Bet Tzedek to build upon the expansion of services to Beverly Hills residents that was made possible with the one-time grant from Cedars-Sinai in 2019, ensuring we have the resources we need to follow in the City’s footsteps and support and protect Beverly Hills residents.

The following cases illustrate the value of our partnership with the City (names have been changed to protect client confidentiality):

A long-term Beverly Hills tenant of more than 40 years, “Eve,” 81, moved to a wheelchair-accessible unit on the first floor of her building after she became disabled two years ago. During her move, her resident manager – noting that she could no longer drive -- asked if he could rent her assigned parking space from her at a rate of $50 per month, to which Eve agreed. This arrangement continued for two years until, after Eve received a rent increase notice in May 2019, she asked if she could raise the rent of her parking space from $50 to $75 per month. Her manager refused to pay the increased rate, kept her parking space, and sent Eve a letter claiming that a provision in her lease prohibited her from even having an assigned space at all.

Eve came to Bet Tzedek worried she would be evicted if she could not afford the increased rent. Our advocates intervened swiftly, and the manager agreed to pay $300 in back rent for the parking space. He also signed a new agreement for continued use of the parking space at an increased rate of $65 per month. With the extra money, Eve is able to afford her increased rent and stay in the home she’s lived in for nearly half a century.

“Jane,” 92, lived in her Beverly Hills unit for over 20 years until two floods from bursting pipes severely damaged her bedroom, bathroom, medical equipment, and personal items. The unit was rendered temporarily uninhabitable during repair and resulted in a week’s stay in a hotel. Jane paid out of pocket for cleaning costs and hired hands to assist with moving her in-home medical equipment and personal items. It was expensive, but she had no choice.

When Jane’s landlord refused to reimburse her, the Beverly Hills Rent Stabilization Office referred her to Bet Tzedek. Jane’s landlord avoided our calls, letters, and attempts to connect for several months. After we provided over 20 pages of Jane’s out of pocket receipts, her landlord agreed to reimburse her the full cost of our demand, $1,512.26.

“Dariush,” 65 and a monolingual Farsi speaker, was forced to relocate temporarily when his Beverly Hills apartment flooded during heavy rains. The rain severely damaged his unit and personal items, including an expensive (and sentimental!) family rug. When repairs were complete, Dariush moved back in to his home and paid rent as usual, but his landlord rejected his rent check, claiming that rent was due while repairs were underway.

Dariush sought help from Bet Tzedek four months later, after he was served an unlawful detainer and faced immediate eviction. We represented him in court, and after several negotiations, the landlord agreed to provide a month’s rent credit, dismiss the case, and reinstate Dariush’s tenancy.
10. Financial Statement:
   a. For grant requests up to $74,999, please submit most recent balance sheet and operating budget OR tax return.
   b. For grant requests $75,000 and over, please submit most recent financial statement reviewed by a Certified Public Accountant

The following documents are required:

☐ Completed CAGF application
☐ Documentation of 501c.3 status of proof of 501c.3 status through partnership
☐ Copy of most recent Form 990 - Return of Organization Exempt from Income Tax
☐ Copies of any current Charitable Solicitations Permits that have been obtained from the City of Beverly Hills
APPLICATION SUMMARY FY 2020/21

Agency: Beverly Hills Active Adult Club (BHAAC)

Requested amount: **$20,000**

**History of City funding:** 1974-1995: $12,000 annually in Recreation and Parks budget; 1995-1998: $8,000; 1999: $11,000; 2000-2007: $8,000; 2008/9: $8,200; 2009/10: $2,000; 2010/11: $5,500, 2011/12: $5,500 plus supplemental funding of $5,500 approved by City Council 12/6/11; 2012/13: $11,000; 2013/14: $11,000; 2014/15: $15,000; 2015/16: $15,000; 2016/17: $17,000; 2017/18: $17,000; 2018/19: $18,000; 2019/20: $20,000

**Agency description:** Provides quality leisure activities to the community’s senior adults including social gatherings, entertainment, community forums, wellness and educational speakers, subsidized excursions, as well as leadership and volunteer opportunities. Exists under the auspices of the Community Services Department, but operates independently with its own elected Executive Board.

**Proposed use of Community Assistance Grant Funds:** Recipient shall use the funds for entertainment, socialization and recreation, wellness and educational speakers, leadership and volunteer opportunities for seniors. Funds are also used to subsidize excursions and the admission community events.

**Target population/Primary service:** Active senior adults / quality leisure and a sense of belonging and helping others.

**Percentage of total program utilized by Beverly Hills residents/community:** The total Club membership is 399, of which 38% are residents and 62% are non-residents.

**Quantifiable Services and Measures:** The weekly meetings attract the largest senior adult attendance. Many of these attendees are also active in senior adult recreation, exercise and enrichment classes. The club is focused on promoting health education through its partnership with Cedars-Sinai.

**Current Performance:**

| FY 19/20: (Q1 & Q2) | ☑ Satisfactory | ☐ Unsatisfactory |

**General Comment(s) (e.g., non-quantifiable benefits identified by experience with agency v. absolute numbers; observations such as their growth curve and relationship with City, its residents and target populations):**

The funding would allow the continuation of the very popular Monday entertainment and coffee socials, holiday parties, several dances per year, supplemental funds for day trips and special events for current members. The Club will continue to charge a minimal fee ($5 residents / $7 non-residents) for membership.

This year, BHAAC plans to all the same programming, events, and themed dances. To adjust for inflation of programming cost BHAAC will be reducing the subsidy to 50% compared to the current 75% subsidy.
Percentage of annual funding City's contribution represents: 85-90%

Ratio of administrative to operating costs: None of the funding is used for administration as the services are provided by City staff, and is operated under an elected board of volunteers.

Service Profile: Needs-based ☐ Quality of life-based ☑ Social Service ☑

Health ☑ Education ☐ Other ☑

Agency Scope: Local ☑ Regional ☐ National ☐ International ☐
Please note the City's insurance requirements for FY 2020-2021. Within three (3) weeks of receiving notice of funding prior to receiving an agreement, your organization must submit insurance documentation with the following requirements:

- Each organization must submit to City an ACORD insurance certificate which include General Liability ($2 Million), Automobile (coverage limits based on services provided), and Workers Compensation Insurance (if required)
- The City must be named as additionally insured under each policy
- Subrogation must be waived for each insurance policy
- An endorsement to each policy stating that such policy shall not be cancelled by either party or reduced in coverage except after thirty (30) days prior written notice to City

Each organization will also be required to submit a copy of a W-9 form on the most current IRS form [www.irs.gov/forms-pubs/about-form-w-9](http://www.irs.gov/forms-pubs/about-form-w-9)

Please type your answers to the following questions:

1. Is your organization a 501c.3, or are you in partnership with a 501c.3 organization?
   - [ ] We are a 501c.3
   - [ ] We are in partnership with a 501c.3
   - [ ] Documentation showing 501c.3 status or partnership with a 501c.3 is attached.
City of Beverly Hills
COMMUNITY ASSISTANCE GRANT FUNDING APPLICATION
FY 2020 - 2021

2. What services do you propose to provide the Beverly Hills community that local government is not currently providing?

The Beverly Hills Active Adults Club (BHAAC) has a long and rich 40-year history of serving the City of Beverly Hills community. BHAAC operates out of the City of Beverly Hills Roxbury Park Community Center, and provides a host of social networking and quality leisure activities to senior adults. These opportunities are offered via a wide variety of formats, including: BHAAC gatherings, weekly musical entertainment functions, subsidized excursions, free community theater offerings, dances, community forums, health, wellness and educational speakers and workshops, philanthropic activities, as well as leadership and volunteer opportunities.

BHAAC provides programming, activities, and event offerings beyond what the city provides. These areas of service are represented by popular weekly entertainment, movie afternoon screenings at both Roxbury Community Center and La Cienega Community Center, themed dances and luncheons with live entertainment, individual computer instruction, and sponsoring a Thanksgiving basket donation program that provides Thanksgiving meal baskets to local needy families. Additionally, BHAAC sponsors a Senior Knitting group and purchases yarn for the program, which the groups uses to create knitted scarves, hats, and blankets, that are then donated to various needy groups. BHAAC has also founded the Donna Goldstein Volunteer Service Plaque, which honors longtime BHAAC member Donna Goldstein. The Donna Goldstein Award will continue to honor and place other BHAAC member's names on the plaque, recognizing member's who give notable contributions of their time and service toward the BHAAC mission.
3. If you are applying for a cultural grant, please describe your program here.

N/A.
4. Why are these services considered critical (e.g., enhance quality of life, improve public safety)? If you are a previous recipient, will you be providing new services this funding period?

Services that BHAAC provides to the community are essential, and are deemed critical for the following reasons. Socialization and the participation within these networking resources are vital to the overall health and well-being of senior adults, and are key to preventing feelings of isolation from peers, friends, and community. Through the BHAAC mission, the Club strives to provide a wide variety of opportunities that are geared to keeping senior adults actively engaged both mentally and physically, encouraging social connectedness, and serving others. By participating in BHAAC activities, those senior adults are provided intentional opportunities to meet other BHAAC members, meet City staff, develop connected relationships, and create an environment open to discovering the onset of health or safety concerns that need to be addressed. BHAAC often serves the community as it’s safety net for seniors - if a BHAAC member stops coming to weekly activities, events, or classes, BHAAC will serve as a welfare check-point. Often BHAAC members, or BHAAC Board Sunshine Committee members will step in and call the member, or family, to check-in and verify that the member is ok, and will kindly encourage their healthy return. Many of the services planned on offer for the 2020-2021 funding cycle are not new service areas, rather the focus of effort is on more services within these areas, as opposed to new areas of scope.
5. What percentage of your total program service is utilized by members of the Beverly Hills community? If a new program, what percentage of users do you anticipate would be members of the Beverly Hills community?

Our current BHAAC membership is comprised of 399 members, and broken down by 151 Beverly Hills residents (38%) and 248 non-residents (62%). Recently memberships have continued to increase, while the resident participation percentage of membership has stayed consistent. In part due to the geographic location of Beverly Hills, and the proximity of Roxbury Park Community Center to Los Angeles and bordering cities - Roxbury allows a walkable facility and accessible location for many non-residents. Those non-resident members often choose this location over other geographically comparable facilities. As well, many of our BHAAC members are members and participants at other Senior-based clubs in surrounding areas, like Culver City, Pan Pacific, etc, that might offer different programming or events. BHAAC Monday Entertainment remains highly popular, and continues to attract 50-75 attendees each week. The CAGF covers these popular weekly entertainment offerings, as well as subsidizing the cost of members to participate in our excursion trips. BHAAC membership fees remain at the same rate of $5 for residents, and $7 for non-residents. Between the membership revenue, and CAGF funding, the club allows free, and/or lower costs for weekly entertainment, dance admittance, supplies for classes, Instructional costs, and subsidized excursion costs.

6. The funding year is July 1, 2020 to June 30, 2021. What is the funding amount requested?

The Beverly Hills Active Adults Club is requesting the same level of funding as last year, and is submitting the request for $20,000. BHAAC is planning on offering all of the same programming, events, and activities as in the prior funding cycle. This includes many of the forementioned activities, such as our Monday entertainment program and Senior Dances which include an additional expense of big band orchestrations. Themed dances like our Valentine’s Day Dance, Halloween Dance, and Summer Luau Dance include increased musical performance costs - as we upped our music rates to $1,600; and Holiday music rates stayed current at $500. One of the biggest expense increases last cycle, was relative to the increased subsidization of our Senior Excursion trips (75%) - and in light of the budgetary impact, are reducing the subsidy rate to 50%.

7. What percentage of your annual funding would the City’s contribution represent?

Revenues generated for BHAAC outside of the Community Assistance Grant funding, is limited to our membership fees, in addition to some limited offset revenue received from Bingo, Senior Dances, and Excursions. Our membership fees are kept accessible and stable, at $5 for residents, and $7 for non-residents annually. For the current fiscal year, BHAAC has received $1,579.35 in membership revenue, and as such - our CAGF contributions represent approximately 85-90% of the BHAAC total funding. The adjusted account balance as of December 31st was $298.32, which after our January balance report is completed for our next BHAAC Board meeting, will also include a $5,000 quarterly Community Assistance Grant check not currently reflected in our balance sheet. Additionally, the Club has earmarked donations received in honor of past BHAAC member Donna Goldstein, which has a current fund balance of $3,484.50.

8. What is the ratio of your organization’s administrative operating costs?

The Beverly Hills Active Adults Club does not incur any direct administrative costs, or operating costs. BHAAC is operated and supported under an elected Board, which all serve in their capacities as volunteers.
9. Provide any additional information that may be useful in evaluating your proposal.

It should also be noted, that BHAAC continues to develop and keep a variety of partnerships and collaborative efforts across the city, which has helped expand the reach and impact of what the Beverly Hills Active Adults Club can offer. Some examples of these collaborative efforts include a cooperative engagement with Cedars-Sinai Medical Center to provide the annual Senior Health Fair here at Roxbury Park Community Center - which annually reaches over 300 attendees. BHAAC also partners with local city departments and resources, like the Beverly Hills Firefighters’ Association to host the annual Thanksgiving Luncheon; and the Beverly Hills Police Officers Association and Benevolent Fund to host the Valentine's Day Dance and Dessert event. Matthew Brown, the Senior Recreation Supervisor at Roxbury Park Community Center, is the City Liaison for BHAAC, and oversees the Beverly Hills Active Adults Club, as well as our Senior programs, classes, and activities.
City of Beverly Hills
COMMUNITY ASSISTANCE GRANT FUNDING APPLICATION
FY 2020 - 2021

10. Financial Statement:
   a. For grant requests up to $74,999, please submit most recent balance sheet and operating budget OR tax return.
   b. For grant requests $75,000 and over, please submit most recent financial statement reviewed by a Certified Public Accountant

The following documents are required:

- Completed CAGF application
- Documentation of 501c.3 status of proof of 501c.3 status through partnership
- Copy of most recent Form 990 - Return of Organization Exempt from Income Tax
- Copies of any current Charitable Solicitations Permits that have been obtained from the City of Beverly Hills
January 28, 2020

James Latta
Human Services Administrator
455 North Rexford Drive, Room 170
Beverly Hills, CA 90210-4817

Dear Mr. Latta,

We, the officers of the Beverly Hills Active Adult Club representing the Beverly Hills seniors, are requesting Community Assistance Grant funding of $20,000.00 for the fiscal year of 2020-2021. The Community Assistance Grant makes it possible for us to continue providing entertainment, socialization, excursions and recreation for the senior adults.

The attached Community Assistance Grant proposal describes in detail the future services we would like to provide for the seniors in our community. We believe the Beverly Hills Active Adult Club continues to be an important service for Beverly Hills senior adults.

Sincerely,

Les Bronte
President

Attachments:
APPLICATION SUMMARY FY 2020/21

Agency: Beverly Hills CPR

Requested amount: $74,000

History of City funding: 2009/10: $50,000 and in-kind support (ten-year lease at $1.00/year for space at City Hall); 2010/11: $50,000; 2011/12: $50,000; 2012/13: $50,000; 2013/14: $50,000; 2014/15: $50,000 and in-kind.; 2015/16: $50,000; 2016/17: $50,000; 2017/18: $50,000; 2018/19: $60,000; 2019/20: $70,000 and in-kind

Agency description: American Heart Association CPR instruction and Stop the Bleed Training

Proposed use of Community Assistance Grant Funds: The funds will be utilized to provide CPR training and first aid training to the Beverly Hills Police Department, the Beverly Hills Fire Department, City staff, and teachers, staff and students at Beverly Hills schools. The proposed increase of $4,000 would offset increase payroll cost. All of the 18 instructors are independent contractors and with the passing of new legislation they have been reclassified as employees. This requires BH CPR to provide workers compensation and has increased payroll costs.

Beverly Hills CPR, in partnership with Cedars-Sinai and the Beverly Hills Fire Department, will continue to include the national program, Stop the Bleed. In addition to providing instructional classes, Beverly Hills CPR is the regional distributor of AED equipment, and services the Police Department, Fire Department and the City of Beverly Hills Civic Center.

This year, BH CPR plans to include new classes dealing with blood borne pathogens. And plans to increase the number of students taking the Stop the Bleed program.

Target population/Primary service: Residents, employees in the community, students, teachers and school administrators, police and fire personnel, and other first responders.

Percentage of total program utilized by Beverly Hills residents/community: Over 60% of students are composed of Beverly Hills students and employees.

Quantifiable Services and Measures: Since implementation in FY 2018-19, the Stop the Bleed program has trained over 500 students.

Current Performance:

FY 19/20: (Q1 & Q2) ☒ Satisfactory ☐ Unsatisfactory

General Comment(s) (e.g., non-quantifiable benefits identified by experience with agency v. absolute numbers; observations such as their growth curve and relationship with City, its residents and target populations):

For over 40 years, Beverly Hills CPR has provided training for over 145,000 individuals for the lifesaving skills of CPR for adults, children and infants. Beverly Hills CPR is in the top 20% of CPR training centers in Los Angeles and Orange County.

Percentage of annual funding City's contribution represents: Approximately 60%
**Ratio of administrative to operating costs:** Approximately 15%

**Service Profile:** Needs-based □  Quality of life-based □  Social Service □

Health □  Education □  Other □

**Agency Scope:** Local □  Regional □  National □  International □

**501 (C) (3):** Yes □  No □  Exempt □
Please note the City’s insurance requirements for FY 2020-2021. Within three (3) weeks of receiving notice of funding prior to receiving an agreement, your organization must submit insurance documentation with the following requirements:

- Each organization must submit to City an ACORD insurance certificate which include General Liability ($2 Million), Automobile (coverage limits based on services provided), and Workers Compensation Insurance (if required)
- The City must be named as additionally insured under each policy
- Subrogation must be waived for each insurance policy
- An endorsement to each policy stating that such policy shall not be cancelled by either party or reduced in coverage except after thirty (30) days prior written notice to City

Each organization will also be required to submit a copy of a W-9 form on the most current IRS form [www.irs.gov/forms-pubs/about-form-w-9](http://www.irs.gov/forms-pubs/about-form-w-9)

Please type your answers to the following questions:

1. Is your organization a 501c.3, or are you in partnership with a 501c.3 organization?
   - [ ] We are a 501c.3
   - [ ] We are in partnership with a 501c.3
   - [ ] Documentation showing 501c.3 status or partnership with a 501c.3 is attached.
2. What services do you propose to provide the Beverly Hills community that local government is not currently providing?

WE TRAIN CITY EMPLOYEES AND BHUSD THE LIFE SAVING SKILLS OF CPR, THE USE OF AN AED AND FIRST AID. IN ADDITION WE HAVE INCORPORATED THE NEW NATIONAL PROGRAM CALLED "STOP THE BLEED" IN ALL OF OUR CLASSES. THERE ARE NO COST TO BOTH OF THESE ORGANIZATIONS.
3. If you are applying for a cultural grant, please describe your program here.
4. Why are these services considered critical (e.g., enhance quality of life, improve public safety)? If you are a previous recipient, will you be providing new services this funding period?

They are all life saving skills. We will continue to provide instructional class for the new period. We continue to increase life saving components to our classes. If is our plan to increase the numbers that take the "Stop the Bleed" and to add a new class dealing with bloodborne pathogens.
5. What percentage of your total program service is utilized by members of the Beverly Hills community? If a new program, what percentage of users do you anticipate would be members of the Beverly Hills community?

OVER SIXTY PERCENT OF OUR STUDENT ARE COMPOSED OF EMPLOYEES

6. The funding year is July 1, 2020 to June 30, 2021. What is the funding amount requested?

$74,000.00

7. What percentage of your annual funding would the City’s contribution represent?

APPROX 60 PERCENT

8. What is the ratio of your organization’s administrative operating costs?

APPROX FIFTEEN PERCENT
9. Provide any additional information that may be useful in evaluating your proposal.

WE ARE REQUESTING AN ADDITIONAL $4,000 TO OFFSET INCREASE PAYROLL COST. ALL OF OUR 18 INSTRUCTORS WERE INDEPENDENT CONTRACTORS AND WITH THE LEGISLATION PASSED BY THE STATE HOUSE AND SENATE AND EFFECTIVE JANUARY 1, 2020, HAVE BEEN RECLASSIFIED AS EMPLOYEES. WE MUST NOW PROVIDE WORKERS' COMPENSATION, AND THERE ARE ADDITIONAL PAYROLL COSTS.
City of Beverly Hills
COMMUNITY ASSISTANCE GRANT FUNDING APPLICATION
FY 2020 - 2021

10. Financial Statement:
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    b. For grant requests $75,000 and over, please submit most recent financial statement reviewed by a Certified Public Accountant

The following documents are required:

- Completed CAGF application
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ADDENDUM TO BEVERLY HILLS CPR APPLICATION FOR COMMUNITY ASSISTANCE GRANT  FUNDING

PLEASE NOTE THERE WAS A PROBLEM IN ENTERING RESPONSES FOR PARAGRAPH FIVE.

"OVER SIXTY PERSON OF OUR CPR STUDENT ARE EITHER CITY EMPLOYEES OR  STAFF, TEACHERS AND STUDENTS OF THE BEVERLY UNIFIED SCHOOL DISTRICT.

NOTE: THE CITY HAS ON FILE OUR MOST CURRENT FINANCIAL STATEMENT, TAX FILE 990 AND INSURANCE COVERAGE.
APPLICATION SUMMARY FY 2020/21

Agency: Beverly Hills Education Foundation (BHEF)

Requested amount: $30,000

History of City funding: [prior to grant funding, City provided General funds] 2006: $10,000 ($3,360 grant and $20,000 in-kind "outside" the 2006-7 funding cycle); 2007: $13,345 and $20,000 in-kind; 2008/9: $13,900 and $20,000 in-kind; 2009/10: $20,000 in-kind only; 2010/11: $10,000 in-kind only ($5,000 each for two scheduled events); 2011/12: $10,000 in-kind only ($5,000 each for two scheduled events); 2012/13: $10,000 in-kind only (for one scheduled event); 2013/14: $10,000 in-kind only (for one scheduled event); 2014/15: $15,000 in-kind only; 2015/16: $20,000 in-kind only; 2016/17: $20,000 in-kind only; 2017/18: $20,000 in-kind only; 2018/19: $25,000 in-kind only; 2019/20: $30,000 in-kind only

Agency description: BHEF provides funding to the Beverly Hills Unified School District to supplement public dollars allocated to the school district and to allow for programs and services that enrich the quality of education that the schools could not otherwise afford.

Proposed use of Community Assistance Grant Funds: BHEF has requested $30,000 to support two critical program for BHUSD students. $15,000 would be dedicated to the BevArts Program, which provides visual and performing arts (VAPA) education funding for TK-12th grade students. VAPA courses include music, theatre arts, visual arts, dance, graphic arts, choir, and audio production.

The remaining $15,000 would be used to support Positive Behavioral Interventions & Support Program (PBIS). PBIS is an evidenced-based data-driven framework proven to reduce disciplinary incidents, increase a school’s sense of safety, and support improved academic outcomes. PBIS is being used in schools across the country to address the need for creating social and emotional environments in our schools. PBIS works to address bullying, teach acceptance, and develop critical conflict resolution skills. PBIS can be implemented elementary through high school and in collaboration with school staff and parents to improve social emotional, and academic outcomes for all students.

Target population/Primary service: Beverly Hills Unified School District students.

Percentage of total program utilized by Beverly Hills residents/community: BHUSD serves over 4,000 families.

Quantifiable Services and Measures: BHSUD serves 4,000 families in the District.

Current Performance:
FY 19/20: (Q1 & Q2) ☒ Satisfactory ☐ Unsatisfactory

General Comment(s) (e.g., non-quantifiable benefits identified by experience with agency v. absolute numbers; observations such as their growth curve and relationship with City, its residents and target populations):
Funds have historically been allocated as in-kind dollars. FY 20-21 BHEF has requested funds to support programs that directly impact their students by enriching their educational experiences through the support of their Visual and Performing Arts Program and by improving student’s overall safety through the PBIS program. BHEF expressed gratitude for the years of in-kind support, but decided to change course after much reflection. BHEF acknowledged events requiring street closures presented several challenges and obstacles. BHEF has decided to request funds to support goals that are more in line with their mission of providing and supporting quality programming and exceptional teachers that are the hallmark of Beverly Hills public school education.

**Percentage of annual funding City’s contribution represents:** The City’s contribution would represent approximately 5% of BHEF’s annual budget.

**Ratio of administrative to operating costs:** 6%

**Service Profile:** Needs-based ☐ Quality of life-based ☐ Social Service ☐

Health ☐ Education ☑ Other ☐

**Agency Scope:** Local ☑ Regional ☐ National ☐ International ☐

**501 (C) (3):** Yes ☑ No ☐ Exempt ☐
Please note the City’s insurance requirements for FY 2020-2021. Within three (3) weeks of receiving notice of funding prior to receiving an agreement, your organization must submit insurance documentation with the following requirements:

- Each organization must submit to City an ACORD insurance certificate which include General Liability ($2 Million), Automobile (coverage limits based on services provided), and Workers Compensation Insurance (if required)
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- Subrogation must be waived for each insurance policy
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Each organization will also be required to submit a copy of a W-9 form on the most current IRS form [www.irs.gov/forms-pubs/about-form-w-9](http://www.irs.gov/forms-pubs/about-form-w-9)

Please type your answers to the following questions:

1. Is your organization a 501c.3, or are you in partnership with a 501c.3 organization?
   - [ ] We are a 501c.3
   - [ ] We are in partnership with a 501c.3
   - [ ] Documentation showing 501c.3 status or partnership with a 501c.3 is attached.
2. What services do you propose to provide the Beverly Hills community that local government is not currently providing?

The Beverly Hills Education Foundation (BHEF) provides supplemental funding to the Beverly Hills Unified School District (BHUSD) to enhance and enrich the quality of the programs and services provided to students to ensure they receive a world-class education which will prepare them for college, career, and service to their community. Because of our unique connection to community families and the schools, and the diverse composition of our Board of Directors, we help support opportunities through funding for the schools not otherwise delivered by local government. The support we provide to the BHUSD is approved and allocated by our Board of Directors, comprised of 24 community members.

With the support of a Community Assistance Grant, BHEF would like to continue and strengthen its support for two programs at the BHUSD. BHEF has always been a benefactor of the BevArts Program, providing greatly needed funding for all disciplines of Visual and Performing Arts programs for TK-12th grade students.

With additional financial assistance from a Community Assistance Grant, BHEF would like to further its support for the Positive Behavioral Interventions & Supports Program (PBIS). In 2017, BHEF provided the needed funding for the implementation of the district-wide PBIS Program. PBIS is an evidence-based, data-driven framework proven to reduce disciplinary incidents, increase a school’s sense of safety, and support improved academic outcomes. PBIS is being used in schools across the country to address the need for creating safe social & emotional environments in our schools. PBIS works to address bullying, teach acceptance, and develop the critical skills necessary for achieving conflict resolution. As its primary and largest sponsor, BHEF is proud to support the PBIS Program as it works in collaboration with elementary, middle, and high school counselors, staff, and parents to implement a multi-disciplinary program that improves social, emotional, and academic outcomes for all students.
3. If you are applying for a cultural grant, please describe your program here.

Beverly Hills is a city that values the Arts. The Beverly Hills Education Foundation is a vital funding resource for Visual and Performing Arts Education (VAPA) in the Beverly Hills Unified School District. The exemplary Arts education supported by BHEF enhances the opportunities for all Beverly Hills residents to access cultural arts within the community. The BHEF BevArts Program provides funding for a wide variety of art disciplines including: music, theatre arts, visual arts, dance, graphic arts, choir, and audio production. Our choirs perform concerts throughout the year, the BHHS Dance Company performs at the Wallis Annenberg Center for the Performing Arts, and our middle school and high school Theatre Departments provide affordable access to Beverly Hills residents to see award-winning musical theatre programs. The Performing Arts Programs also educate our students and residents on the issues facing our youth such as drunk and distracted driving with "Every 15 Minutes" and plays such as "Including Shooter" which explores the psychological and emotional implications of school shootings. Our young artists participate in the annual BHUSD Art Show held in the City of Beverly Hills' Municipal Gallery. BHEF supports the Norman News on KBEV-TV Spectrum Cable Channel 6, the longest running high school news program in the country. The Arts have always been the cornerstone of any great society and BHEF is proud to be a leader in supporting our youngest artists in the community.
City of Beverly Hills
COMMUNITY ASSISTANCE GRANT FUNDING APPLICATION
FY 2020 - 2021

4. Why are these services considered critical (e.g., enhance quality of life, improve public safety)? If you are a previous recipient, will you be providing new services this funding period?

BHEF helps the Beverly Hills public schools set the standard for excellence in education. The PBIS Program is a paradigm shift for students, faculty, and parents which focuses on improving a school's ability to teach expectations and support positive behavior for all students. The PBIS program carries our students from TK-12th grade. Each year builds on skills learned the year before and has a proven and measurable record of bringing positive changes to the behaviors and interactions of all those in the schools, including students, teachers, and administrators.

We are very fortunate in the City of Beverly Hills to have the Human Relations Commission whose mission is to promote positive human relations in all aspects of community life. The implementation of the PBIS program echoes the tenets of the City of Beverly Hills' Civil City program, recognizing the benefits inherent to a diverse community, fostering understanding and acceptance of all its citizens, while also promoting civil discourse and conduct. BHEF believes that through our school district's use of PBIS, our students will become the adults of our community who live up to the expectations of the Human Relations Commission.

The support for BevArts is critical to the success of our students, our schools, and our City. Without instruments, there is no music; without paint, there is no art. We are very fortunate to have robust Arts programs in Beverly Hills, which must include access for all residents, including our youth. Access and exposure to all mediums of art is critical in providing cultural awareness while enhancing a student's educational experience and providing artistic outlets of expression.

Art education is vital for our children because it simultaneously integrates a wide array of disciplines. For example, not only does music education allow children to develop their musical skills, it also gives them the opportunity to work on math skills, reading and writing skills, science skills, and historical knowledge. The importance of Performing Arts in education is significant. Whether children have the opportunity to perform in theatre productions or help out behind the scenes, studying Performing Arts not only engages the creative side of the brain, it also teaches important life skills such as the value of critical feedback, both positive and constructive. Through creative expression, students learn to comprehend our world better and are therefore better equipped to navigate the challenges they may face in the future. Performing Arts allows an avenue to develop cognitive abilities that complement studies in other disciplines, and communication skills between peers are accelerated as students are exposed to group activities. This experience also provides opportunities for student leadership; students find their "voice" while studying the Arts. Creative expression is a great way to build self-confidence and can be particularly beneficial for introverted and reserved students. We believe the BHEF BevArts program provides a benefit to our community by enhancing VAPA programs which impact the lives of students with positive academic outcomes and enrich their lives in ways that cannot be measured. Additionally, BHEF support of these programs allow performance opportunities for the students, many of which are open the public. The cost to attend these public performances is nominal, providing young families and the elderly in our community access to the Arts.

In addition to our assistance for the BevArts Program and PBIS Program, BHEF provides additional funding to support students with district-wide programs in science, technology & engineering, athletics, college and career support, and more that benefit the entire community and nearby area.

The schools are central to the financial success of Beverly Hills and are crucial to our city. Maintaining their level of excellence is critical to this city's welfare.
City of Beverly Hills
COMMUNITY ASSISTANCE GRANT FUNDING APPLICATION
FY 2020 - 2021

5. What percentage of your total program service is utilized by members of the Beverly Hills community? If a new program, what percentage of users do you anticipate would be members of the Beverly Hills community?
   The BHSUD serves over 4,000 families in the BHUSD community. However, the positive impact of our programs touches the lives of every member of our community by helping to provide award winning schools and academic programs which enhance the values of our property.

6. The funding year is July 1, 2020 to June 30, 2021. What is the funding amount requested?
   We respectfully and humbly ask the Community Assistance Grant Commission to grant $30,000 to the Beverly Hills Education Foundation to be allocated accordingly: $15,000 to the BHEF BevArts Program and $15,000 to the Positive Behavior Intervention and Support (PBIS) Program.

7. What percentage of your annual funding would the City's contribution represent?
   A City contribution would represent 5% of our annual funding.

8. What is the ratio of your organization's administrative operating costs?
   Of total expenses, 6% represents our total administrative costs.
9. Provide any additional information that may be useful in evaluating your proposal.

The Beverly Hills Education Foundation is the only charitable foundation in our city raising funds specifically for the benefit of our students in our public schools. Our funds are used to support enhanced educational programs that benefit BHUSD academic programs, career technical education programs, VAPA programs, science programs, cultural programs, and so much more! We allocate a portion of funds to each individual school and provide funding for many district-wide programs benefiting students in all grades and at all academic achievement levels. Our Board of Directors carefully examines the funding requests submitted to BHEF by each school and the District, ensuring the allocated funds meet the needs of the students, the schools, and the District, while also fulfilling the criteria set forth in the mission statement of the Beverly Hills Education Foundation.

BHEF is grateful for all the support the City of Beverly Hills has demonstrated with its approval of an in-kind Community Assistance Grant allowing BHEF to offset costs of street closures. After producing larger events in recent years, we recognize many of the challenges and obstacles related to events requiring street closures. After great thought and reflection, we are respectfully requesting a change to the type of grant to better allow us to focus on our mission of providing and supporting quality programming and exceptional teachers that are the hallmark of a Beverly Hills public school education.
City of Beverly Hills
COMMUNITY ASSISTANCE GRANT FUNDING APPLICATION
FY 2020 - 2021

10. Financial Statement:
   a. For grant requests up to $74,999, please submit most recent balance sheet and operating budget OR tax return.
   b. For grant requests $75,000 and over, please submit most recent financial statement reviewed by a Certified Public Accountant

The following documents are required:

☐ Completed CAGF application
☐ Documentation of 501c.3 status of proof of 501c.3 status through partnership
☐ Copy of most recent Form 990 - Return of Organization Exempt from Income Tax
☐ Copies of any current Charitable Solicitations Permits that have been obtained from the City of Beverly Hills
January 29, 2020

Jim Latta  
Rachel Evans  
Community Services Department  
City of Beverly Hills  
455 N. Rexford Drive  
Beverly Hills, CA 90210

RE: COMMUNITY ASSISTANCE GRANT FUNDING 2020-2021

Dear Jim and Rachel,

Thank you so much for the opportunity to apply for a Community Assistance Grant for FY 2020-2021. Attached please find the completed application, documentation from the IRS of our 501c.3 status, a copy of our most recent Form 990, and a copy of our current Solicitation Permit. Should the reviewing committees need any additional information, please let us know.

Thank you again for all your support!

Krissy Austin
**Agency:** Beverly Hills Theater Guild

**Requested amount:** $15,000

**History of City funding:** 2006/07: $1,000; applied, but not funded in 2017/18

**Agency description:** Beverly Hills Theatre Guild supports and promotes the performing arts in the local community. Beverly Hills Theatre Guild has sponsored the National Julie Harris Playwriting Competition for the past 40 years. The contest is prestigious and renowned. The competition is now international and play writers are submitting from all over the world. Beverly Hills Theatre Guild also hosts readings of winning plays in Beverly Hills to non-paying audiences.

**Proposed use of Community Assistance Grant Funds:** Beverly Hills Theatre Guild proposes to continue providing the Julie Harris Playwriting Award Competition with CAGF funds. The funding would allow for BH Theatre Guild to expand the Play Readings at Theatre 40, and other theaters in the community. Additionally, the funding would allow BH Theatre Guild to expand the program, provide more opportunities for aspiring playwriters, expand the marketing of the performing arts in the community, and ultimately driving higher attendance to the events.

**Target population/Primary service:** Aspiring playwrites locally, and around the world

**Percentage of total program utilized by Beverly Hills residents/community:** 75%

**Quantifiable Services and Measures:** Will be able to quantify and measure impact based on community participation.

**Historical Performance:**

<table>
<thead>
<tr>
<th>FY 19/20: (Q1 &amp; Q2)</th>
<th>□ Satisfactory</th>
<th>□ Unsatisfactory</th>
<th>□ N/A</th>
</tr>
</thead>
</table>

**General Comment(s) (e.g., non-quantifiable benefits identified by experience with agency v. absolute numbers; observations such as their growth curve and relationship with City, its residents and target populations):**

Due to the Theatre Guild's loss of funding, they had to eliminate several programs including a program for seniors and a program for children. The senior program provided seniors the opportunity to attend Theatre 40 and play readings at no charge. This program also provided seniors with tickets to events at larger venues including the Pantages Theater. The children's program allowed the BH Theatre Guild to sponsor events such as the Jenny Gordon Taste of Broadway, an after school performing arts program.

**Percentage of annual funding City's contribution represents:** 19%

**Ratio of administrative to operating costs:** 18%

**Service Profile:** Needs-based □  Quality of life-based □  Social Service □
Health □ Education □ Other □

Agency Scope: Local □ Regional □ National □ International □

501 (C) (3): Yes □ No □ Exempt □
Agency / Project Name: The Beverly Hills Theatre Guild
Address: P.O. Box 148
City: Beverly Hills State: CA Zip: 90213
Contact Person: Mary Cutler, President
Phone: 310-274-3954 Fax: 310-275-1216
Email: mcutters24@gmail.com

Please note the City’s insurance requirements for FY 2020-2021. Within three (3) weeks of receiving notice of funding prior to receiving an agreement, your organization must submit insurance documentation with the following requirements:

- Each organization must submit to City an ACORD insurance certificate which include General Liability ($2 Million), Automobile (coverage limits based on services provided), and Workers Compensation Insurance (if required)
- The City must be named as additionally insured under each policy
- Subrogation must be waived for each insurance policy
- An endorsement to each policy stating that such policy shall not be cancelled by either party or reduced in coverage except after thirty (30) days prior written notice to City

Each organization will also be required to submit a copy of a W-9 form on the most current IRS form www.irs.gov/forms-pubs/about-form-w-9

Please type your answers to the following questions:

1. Is your organization a 501c.3, or are you in partnership with a 501c.3 organization?
   - [ ] We are a 501c.3
   - [ ] We are in partnership with a 501c.3
   - [ ] Documentation showing 501c.3 status or partnership with a 501c.3 is attached.
2. What services do you propose to provide the Beverly Hills community that local government is not currently providing?

Our service to the community is that we support and promote the performing arts on an International level. For over 40 years, The Beverly Hills Theatre Guild has sponsored the National Julie Harris Playwriting Competition. And this year, 2020, we are now International with playwriters submitting plays from all over the world.

We keep the arts alive and bring diversity to the city of Beverly Hills. The contest is prestigious and renowned. Many of the winning plays are performed at Theatre 40 which is located in Beverly Hills. We host several readings at various theaters in the community, all free of charge.

Sooky Goldman & Janet Salter, wife of former Mayor, Maxwell Salter are the Founders of the Beverly Hills Theatre Guild and pillars of the Beverly Hills community. The city has regularly supported the Theatre Guild over the years. This is a request for consideration to renew funding for this important program.
3. If you are applying for a cultural grant, please describe your program here.

Our program is the annual Julie Harris Playwriting Competition. We support aspiring playwrights both locally and around the world. It is a three step process.

- Step one - Plays are submitted, logged and equally distributed to designated established play readers as the first review process.

- Step two – Upon evaluation of the first review the selected plays are distributed to a different round of readers for their input and review.

-Step Three – Recommended plays are forwarded to the deciding committee for review. The winners are then chosen by this select group and prizes are awarded, if appropriate.

Should we be fortunate enough to receive a grant from the City we will be able to expand Play Readings at Theatre 40 as well as other theaters in the community. Funding would allow us to expand the program, provide more opportunities for aspiring playwrights, expand marketing of the performing arts in the community and ultimately drive higher attendance to the events.
4. Why are these services considered critical (e.g., enhance quality of life, improve public safety)? If you are a previous recipient, will you be providing new services this funding period?

We are one of very few national and international playwriting competitions in America. The loss of funding has caused us to eliminate several programs. Two programs in particular, one for seniors and one for children.

The senior program provided seniors an opportunity to attend Theater 40 and enjoy plays and play readings, at no charge. It also provided tickets for seniors to attend events at local theaters as well as larger venues such as the Pantages Theater.

Funding for the children's program allowed us to sponsor existing events such as The Jenny Gordon Taste of Broadway which is an afternoon program for children interested in music and theater. Giving children exposure to this type of program helps them develop an appreciation for the arts at an early age.

Beverly Hills sponsoring us is critical to the community as it shows support and encouragement to individuals who are interested in expressing themselves and sharing their talents with others. It supports the culture and prestige of the Beverly Hills community and adds luster to the city. The contest is International thereby giving the City of Beverly Hills world statute and making the city well known for the cultural presence it has.

Funding was not renewed and therefore we had to cancel the above mentioned programs as well as limit our ability to aggressively market and engage more people in the performing arts in the Beverly Hills community.
5. What percentage of your total program service is utilized by members of the Beverly Hills community? If a new program, what percentage of users do you anticipate would be members of the Beverly Hills community?

75%

6. The funding year is July 1, 2020 to June 30, 2021. What is the funding amount requested?

$15,000

7. What percentage of your annual funding would the City’s contribution represent?

19%

8. What is the ratio of your organization’s administrative operating costs?

18%
City of Beverly Hills
COMMUNITY ASSISTANCE GRANT FUNDING APPLICATION
FY 2020 - 2021

9. Provide any additional information that may be useful in evaluating your proposal.
10. Financial Statement:
   a. For grant requests up to $74,999, please submit most recent balance sheet and
      operating budget OR tax return.
   b. For grant requests $75,000 and over, please submit most recent financial
      statement reviewed by a Certified Public Accountant

The following documents are required:

- Completed CAGF application
- Documentation of 501c.3 status of proof of 501c.3 status through partnership
- Copy of most recent Form 990 - Return of Organization Exempt from Income Tax
- Copies of any current Charitable Solicitations Permits that have been obtained
  from the City of Beverly Hills
APPLICATION SUMMARY FY 2020/21

Agency: Breathe California of Los Angeles

Requested amount: $20,000

History of City funding: First time applicant

Agency description: BREATHE LA is a non-profit organization that works with underserved populations across Southern California to provide education and awareness about clean air and healthy lungs. Breathe LA raises awareness about the health risks of vaping, provides patient support programs for adults with asthma and COPD, and hosts community workshops about clean energy and sustainable transportation options.

Proposed use of Community Assistance Grant Funds: BREATHE LA requests $20,000 to offer six workshops with screenings for up to 120 seniors at Roxbury Park Community Center and La Cienega Park Community Center. The budget for this program includes salaries and benefits of $14,800 for BREATHE LA staff, $1,500 for contracted Registered Respiratory Therapists for each workshop, $150 for supplies, $500 travel expenses, $850 for program materials, and $2,200 for administrative overhead.

Target population/Primary service: Seniors and adults in Beverly Hills and general population/ lung screenings by respiratory therapist and education.

Percentage of total program utilized by Beverly Hills residents/community: In 2019, BREATHE LA provided 1,000 lung screenings at 35 community events. BREATHE LA anticipates providing 90-120 adults and seniors in the Beverly Hills community. Should they provide 1,000 adult lung screenings, Beverly Hills residents will make up about 10% of individuals screened.

Quantifiable Services and Measures: In 2019 alone BREATHE LA:
- Reached 11,067 students among all its youth programs.
- Provided 1,305 individuals with family education about asthma and tobacco/vaping prevention.
- Conducted nearly 1,000 adult lung screenings.
- Educated 119 health professionals through our annual Research Forums and 11th Annual COPD Conference.
- Informed 5,106 individuals about clean air, clean technology, and environmental sustainability issues in local workshops.

Historical Performance:

| FY 19/20: (Q1 & Q2) | □ Satisfactory | □ Unsatisfactory | ☑ N/A |

General Comment(s) (e.g., non-quantifiable benefits identified by experience with agency v. absolute numbers; observations such as their growth curve and relationship with City, its residents and target populations):

Outreach, education, and screening with a medical referral for those at risk are all key to improving the quality of life and health for those with lung diseases. COPD is the 4th leading cause of death in Los Angeles County and the nation. An estimated 50% of individuals who...
have COPD are undiagnosed. About one out of every six adults in Los Angeles County has asthma. The uptick in wildfires also presents an ongoing challenge in respect to air quality, which can trigger asthma attacks and COPD exacerbations. It also raises the risks of heart attacks and strokes.

Data shows that ten percent of adults over the age of 18 in Beverly Hills still smoke. Beverly Hills is in the 43rd percentile on the California Healthy Places index, indicating the 57% of cities in the state have lower pollution burden than Beverly Hills. Additionally, 16% of adults in Beverly Hills report difficulty accessing healthcare. BREATHE LA will provide seniors with key information and facilitate access to medical follow-up for those at risk of lung disease.

**Percentage of annual funding City’s contribution represents:** The City's contribution represents about 1% of their total funding.

**Ratio of administrative to operating costs:** 11%

**Service Profile:** Needs-based ☐ Quality of life-based ☑ Social Service ☐

Health ☑ Education ☐ Other ☐

**Agency Scope:** Local ☑ Regional ☑ National ☐ International ☐

**501 (C) (3):** Yes ☑ No ☐ Exempt ☐
City of Beverly Hills
COMMUNITY ASSISTANCE GRANT FUNDING APPLICATION
FY 2020 - 2021

Agency / Project Name: BREATHE California of Los Angeles County

Address: 5858 Wilshire Blvd., Suite 300

City: Los Angeles State: CA Zip: 90036

Contact Person: Kara Karibian, MPH, Director of Programs

Phone: 323-335-8050 X 248 Fax: 323-935-1873

Email: kkaribian@breatheca.org

Please note the City's insurance requirements for FY 2020-2021. Within three (3) weeks of receiving notice of funding prior to receiving an agreement, your organization must submit insurance documentation with the following requirements:

- Each organization must submit to City an ACORD insurance certificate which include General Liability ($2 Million), Automobile (coverage limits based on services provided), and Workers Compensation Insurance (if required)
- The City must be named as additionally insured under each policy
- Subrogation must be waived for each insurance policy
- An endorsement to each policy stating that such policy shall not be cancelled by either party or reduced in coverage except after thirty (30) days prior written notice to City

Each organization will also be required to submit a copy of a W-9 form on the most current IRS form www.irs.gov/forms-pubs/about-form-w-9

Please type your answers to the following questions:

1. Is your organization a 501c.3, or are you in partnership with a 501c.3 organization?
   - [ ] We are a 501c.3
   - [ ] We are in partnership with a 501c.3
   - [ ] Documentation showing 501c.3 status or partnership with a 501c.3 is attached.
2. What services do you propose to provide the Beverly Hills community that local government is not currently providing?

BREATHE LA will provide six Adult Lung Health Workshops and Screenings that are free for seniors at the Roxbury Park and La Cienega Park community centers in the City of Beverly Hills. The purpose of these sessions will be to support the prevention and management of chronic lung disease by offering education and outreach, as well as spirometry testing for seniors who are symptomatic for lung disease.

BREATHE LA staff will empower participants to improve their indoor and outdoor environment and manage health risks. BREATHE LA will provide 15-20 participants at each session with the skills to:

- Recognize triggers/symptoms of chronic lung diseases such as emphysema and chronic bronchitis (collectively known as COPD or chronic obstructive pulmonary disease) and asthma.
- Use emergency preparedness skills for individuals suffering from an asthma attack or COPD exacerbation.
- Seek out proper treatment for asthma and COPD symptoms.
- Identify human health threats from environmental pollution and minimize human exposure to preserve good health.
- Take environmental issues into consideration when making personal choices related to consumption and lifestyle that lead to improved health outcomes.
- Act as environmental stewards at the personal or the civic level when confronted with issues of environmental degradation that affect them and their communities.
- Lead efforts within their own community to promote environmental harm-reducing behaviors and greater lung health.

BREATHE LA Adult Lung Health Workshops will provide participants with the opportunity to have free spirometry testing administered by a Registered Respiratory Therapist. Spirometry is a simple, quick, and painless way to test an individual’s lung capacity and airway function. Workshop participants with at-risk spirometry screening scores will be referred to area Federally Qualified Health Centers that accept primary care referrals regardless of insurance status.

*BREATHE LA Registered Respiratory Therapist performs spirometry testing at St. Barnabas Senior Services.*
3. If you are applying for a cultural grant, please describe your program here.

   Not Applicable
4. Why are these services considered critical (e.g., enhance quality of life, improve public safety)? If you are a previous recipient, will you be providing new services this funding period?

Outreach, education, and screening with a medical referral for those at risk are all key to improving the quality of life and health of those with lung disease. COPD is the fourth leading cause of death in Los Angeles County and the nation. An estimated 50 percent of individuals who have COPD are undiagnosed.

Risk factors for COPD include long-term exposure to irritating gases or particulate matter, most often cigarette smoke. In implementing similar workshops we have found that about thirty percent of the population is at risk for COPD. Additionally, about one out of every six adults in Los Angeles County has asthma.

While outdoor air quality has improved in the past decade, ground level ozone, particle pollution, and wildfires present ongoing challenges for individuals with lung conditions. Smoke from wildfires is especially dangerous for older adults. It can irritate the eyes, nose, and throat, and trigger asthma attacks and COPD exacerbations. It can also raise the risk of heart attacks and stroke.

A 2018 City and Community Health Profile Report from the Los Angeles County Department of Public Health reveals several key indicators that address the need for this type of workshop and screening. Data show that ten percent of adults over the age of 18 in Beverly Hills still smoke. Beverly Hills is in the 43rd percentile on the California Healthy Places Index, indicating that 57 percent of cities in the state have a lower pollution burden than Beverly Hills. Additionally, 16 percent of adults in Beverly Hills report difficulty accessing healthcare. Our proposed program will provide seniors with key information and facilitate access to medical follow-up for those at risk for lung disease.
City of Beverly Hills  
COMMUNITY ASSISTANCE GRANT FUNDING APPLICATION  
FY 2020 - 2021

5. What percentage of your total program service is utilized by members of the Beverly Hills community? If a new program, what percentage of users do you anticipate would be members of the Beverly Hills community?

In 2019, we provided nearly 1,000 adult lung health screenings at 35 community events. We anticipate that with program approval, we will provide this program to 90 to 120 adults and seniors in the Beverly Hills community from July 1, 2020 through June 30, 2021. If we provide a total of 1,000 adult lung health screenings during the grant period, we estimate 10 percent of individuals screened will be from the Beverly Hills Community.

6. The funding year is July 1, 2020 to June 30, 2021. What is the funding amount requested?

BREATHE LA requests $20,000 to offer six workshops with screenings for up to 120 seniors in the Beverly Hills community. The budget for this program includes salaries and benefits of $14,800 for BREATHE LA staff, $1,500 for contracted Registered Respiratory Therapists for each workshop, $150 for supplies, $500 for travel expenses, $850 for program materials, and $2,200 for administrative overhead.

7. What percentage of your annual funding would the City's contribution represent?

The City's contribution would represent about 1% of our total funding. For 2019-2020 fiscal year, our total expenses to be funded are estimated to be $1,845,407.

8. What is the ratio of your organization's administrative operating costs?

Our administrative overhead costs are estimated at 11 percent.
BREATHE LA is a non-profit organization that works with underserved populations across Southern California to provide education and awareness about clean air and healthy lungs. We reach over 10,000 students annually at more than 100 school sites with our after-school environmental health education and tobacco prevention programs. We raise awareness about the health risks of vaping, provide patient support programs for adults with asthma and COPD, and host community workshops about clean energy and sustainable transportation options. We are also actively involved on advocacy initiatives related to clean air and lung health issues.

In 2019 alone, BREATHE LA:

- Reached 11,087 students among all its youth programs.
- Provided 1,305 individuals with family education about asthma and tobacco/vaping prevention.
- Conducted nearly 1,000 adult lung health screenings.
- Educated 119 health professionals through our Annual Research Forum and 11th Annual COPD Conference.
- Informed 5,106 individuals about clean air, clean technology, and environmental sustainability issues in local workshops.

Our highly qualified and dedicated staff ensure that each educational session is accompanied by program goals and effectiveness measures. For example, our Adult Lung Health sessions use surveys to assess increased participant awareness as a result of each workshop.

Our program metrics include the following goals:

- 75% of participants will be able to identify risk factors and triggers for COPD as they relate to smoking, vaping, airborne environments, and indoor toxins.
- 25% of follow-up survey participants will seek care from a licensed professional regarding asthma and/or COPD after participating in an Adult Lung Health Workshop.
- 75% of participants will indicate reduced absenteeism from social activities or work due to COPD or asthma-related symptoms.

While the program budget includes the salary of a Health Educator who will be responsible for delivering the workshop content, BREATHE LA has a talented Program staff that develops and supports each program we offer. We provide a brief summary of their qualifications for your reference.

Kara L. Karibian, MPH, Director of Programs and Advocacy, has successfully led and expanded our health and environmental education and surveillance programs using defined outcomes. Under her leadership, BREATHE LA has reached a broad range of students throughout Los Angeles County. She leads the team and develops engagement and messaging for each target group based on needs. Contact information: kkaribian@breathela.org; 323-935-8050

Gilmar Flores, MPH, Program Manager, has diverse experience in developing and implementing outreach and marketing plans. He has built multi-sector partnerships, recruited customers, and conducted door-to-door canvassing in South Central Los Angeles as a Community Health Corps Member for AmeriCorps. He develops the outreach strategy, conducts research and in-person communication with targeted populations, implements engagements and messaging for each target group based on needs, and conducts workshops. Contact information: gflores@breathela.org; 323-935-8050

Claudia Martinez, Health Educator, holds a Bachelor’s of Science in Health Science. She has experience implementing community health programs among multi-cultural populations and all ages in both English and Spanish. Contact information: cmartinez@breathela.org; 323-935-8050

In addition, Marc Carrel, President and CEO of BREATHE LA, is a resident of the City of Beverly Hills. He is currently a member of the 2020 cohort for Team Beverly Hills and is a parent volunteer with the Science Olympiad team at Horace Mann School which his three daughters attend. He has been the President and CEO at BREATHE LA since 2017. Prior to his arrival, he worked for nearly a decade leading public affairs, community relations, and environmental justice programs at the South Coast Air Quality Management District (SCAQMD), Southern California’s regional clean air agency.
City of Beverly Hills
COMMUNITY ASSISTANCE GRANT FUNDING APPLICATION
FY 2020 - 2021

10. Financial Statement:
   a. For grant requests up to $74,999, please submit most recent balance sheet and operating budget OR tax return.
   b. For grant requests $75,000 and over, please submit most recent financial statement reviewed by a Certified Public Accountant

The following documents are required:

- Completed CAGF application
- Documentation of 501c.3 status of proof of 501c.3 status through partnership
- Copy of most recent Form 990 - Return of Organization Exempt from Income Tax
- Copies of any current Charitable Solicitations Permits that have been obtained from the City of Beverly Hills – Please note: No Charitable Solicitations Permits have been obtained from the City of Beverly Hills
January 31, 2020

Jim Latta, LCSW
Human Services Division Administrator
City of Beverly Hills
444 N. Rexford Drive, 2nd Floor Library Auditorium
Beverly Hills, CA 90210

Dear Mr. Latta,

Enclosed please find our application for Community Assistance Grant Funding which includes our organizational budget, 501(c)(3) documentation, and our most recent Form 990. We have not received any Charitable Solicitations Permits from the City of Beverly Hills.

If you have any questions regarding the enclosed application, please do not hesitate to reach out to Kara Karibian, MPH, Director of Programs and Advocacy, kkarihian@breathela.org, 323.935.1873 X 248.

Sincerely,

Marc Carrel
President and Chief Executive Officer

Enclosures:
CAGF Application with organizational budget and 501(c)(3) documentation
Form 990
Agency: Chiron Center, Inc.

Requested amount: **$30,000 and in-kind funding**

**History of City funding:** 2011/12: $20,000; 2012/13: $15,000 in-kind; 2013/14: $20,000; 2014/15: $22,000 and in-kind; 2015/16: $30,000 and in-kind; 2016/7: $30,000 and in-kind; 2017/18: $30,000 and in-kind; 2018/19: $30,000 and in-kind; 2019/20: $30,000 and in-kind

**Agency description:** The Crisis Response Team (CRT) provides free, 24/7, 365, on-scene support, information and referrals to those affected by a trauma or serious loss during the initial hours after a critical incident.

**Proposed use of Community Assistance Grant Funds:** CRT provides on-scene support immediately after a crisis. Requests for service are generated by the BH Fire and Police Departments, and the most typical requests for service are in response to fatal traffic collisions, completed suicide, homicide, death or serious injury of a child, workplace violence, and accidental or sudden death discovered by a family member, friend, or co-worker.

Chiron also provides training, education, and outreach efforts to both lay people as well as professionals interested in learning more about on-scene crisis support, trauma-informed care, and interfacing with emergency services personnel.

The proposed use of in-kind donations includes: a training and meeting space with technical support (audio and visual equipment, white boards, tables and chairs for training purposes), that can accommodate 30-40 people for monthly CRT meetings as well as on-going trainings, workshops, and presentations related to trauma resilience and trauma support.

**Target population/Primary service:** Crisis response to the Beverly Hills community and Beverly Hills Unified School District.

**Percentage of total program utilized by Beverly Hills residents/community:** Over 50% of requests for on-scene services are from the community of Beverly Hills.

**Quantifiable Services and Measures:** The CRT responds immediately to between 20-25 for service from the Beverly Hills Police and Fire departments per year with an average of 2-9 people served per call (school calls average 20-30+ community members served per day; CRT is typically on campus 3-5 days), providing hundreds of on-scene hours by CRT staff and volunteers each year. CRT average response time is 20-30 minutes and typically stays on scene 2-4 hours. The most typical request for service are in response to fatal traffic collision, completed suicide, homicide, death or serious injury of a child, workplace violence, and accidental/ sudden death discovered by a family member, friend, or co-worker.

**Current Performance:**
FY 19/20: (Q1 & Q2) ☑ Satisfactory ☐ Unsatisfactory
General Comment(s) (e.g., non-quantifiable benefits identified by experience with agency v. absolute numbers; observations such as their growth curve and relationship with City, its residents and target populations):

CRT provides the critical after-care needed to support impacted individuals for incidents requiring police and fire response. This service falls outside the scope of the Police and Fire Departments. Follow-up crisis intervention support by CRT volunteers is typically 1-3 sessions to help transition impacted individuals into additional or long-term support. CRT members with advanced training may also provide direct behavioral health information, support, and resources to uniformed personnel, other emergency services professionals, and their families/loved ones.

The CRT program is unique and does not have an equivalent agency or program that provides similar types of comprehensive, acute, on-scene support within their response area. The CRT fills a gap in services related to the overall health and wellbeing of those impacted by trauma and serious loss. The services provided by the CRT offer information, support, resources and training related to acute, on-scene crisis response intervention.

Percentage of annual funding City's contribution represents: The $30,000 contribution from the City of Beverly Hills would represent approximately 10% of the $300,000 annual budget. With the in-kind donation, the percentage of the award would increase in proportion to the value of the award given.

Ratio of administrative to operating costs: 9% Administrative: 91% operating.

Service Profile: Needs-based ☐ Quality of life-based ☐ Social Service ☒
Health ☐ Education ☐ Other ☐

Agency Scope: Local ☒ Regional ☒ National ☐ International ☐

501 (C) (3): Yes ☒ No ☐ Exempt ☐
AGENCY/PROJECT NAME:  
Chiron Center, Inc.  
The Crisis Response Team  
(www.ChironCenter.org)

ADDRESS:  
9903 Santa Monica Boulevard  
Suite 383  
Beverly Hills, CA 90212

CONTACT PERSON:  
Anne E. Kellogg

PHONE:  
Cell: (310) 701-1140  
Work: (855) 343-6012, x700

FAX: N/A

EMAIL:  
Anne.Kellogg@ChironCenter.org

Please type your answers to the following questions:

1. Is your organization a 501c.3 or are you in partnership with a 501c.3 organization? Please provide documentation.

Chiron Center, Inc. is a registered non-profit in the state of California (EIN 26-3438852). Our 501(c)3 tax exempt number is: 26-3438852. Documentation is included.
2. What services do you propose to provide the Beverly Hills community that local government is not currently providing?

On/Near-Scene Response: The Crisis Response Team (CRT) provides free, 24/7, 365, on-scene support, information, and referrals to those affected by a trauma or serious loss during the initial hours after a critical incident. The CRT responds immediately to between 20 - 25 requests for service from the police and fire in the community of Beverly Hills per year with an average of 2 - 9 people served per call (school calls average 20 - 30+ community members served per day; CRT is typically on campus 3 - 5 days), providing hundreds of on-scene hours by CRT staff and volunteers each year. The individuals served represent all ages, cultures, spiritual traditions, ethnicities, and backgrounds. Our average response time to arrive on-scene is 20 – 30 minutes and we usually remain at the scene for 2 – 4 hours. The most typical requests for service are in response to fatal traffic collisions, completed suicide, homicide, death or serious injury of a child, workplace violence, and accidental or sudden death discovered by a family member, friend, or co-worker.

Follow-up Crisis Intervention Support: CRT members may provide limited follow-up contact (typically 1 – 3 sessions) to help transition impacted individuals into additional or longer-term support.

Direct Support to Emergency Services Personnel: CRT members with advanced training may also provide direct behavioral health information, support, and resources to uniformed personnel, other emergency services professionals, and their families/loved ones. Historically, these services have been requested after a line-of-duty or off-duty death, a significant injury or loss to a Department member, a larger-scale, or high-profile incident.

Organizational and Community Services Consultation: Select members of the CRT consult with leadership within Emergency Services Departments, City Government, Educational Institutions, Community Organizations, Businesses and others regarding collaborative crisis response services.

Crisis Response Team Training: The CRT facilitates a 30 hour Crisis Response Team training, typically featuring speakers and experts on acute trauma and serious loss from local law enforcement and fire departments, the Coroner’s Office, Survivors After Suicide, Compassionate Friends, Our House, the Rape Treatment Center, Sojourn, and other similar community-based resources. Subsequent in debth training is offered on an “invitation only basis,” and is dedicated to more "hands on" training to those candidates specifically interested in joining the Team. This includes advanced education regarding the physiological affects of trauma, cultural differences related to grief and loss, specific training on the CRT’s approach to on-scene crisis intervention, and opportunities for candidates to practice through role plays and other interactive exercises.

Education and Outreach: Specialized CRT members also provide presentations, trainings, interviews, and educational opportunities to area schools, businesses, emergency services agencies, community organizations, media, and other entities regarding CRT services and acute, on-scene crisis support as requested.
3. If you are applying for a cultural grant, please describe your program here. N/A

4. Why are these services considered critical (e.g., enhance quality of life, improve public safety)?

Those who experience trauma have a significantly higher probability of developing Post-Traumatic Stress Disorder (PTSD), (and other mental health-related issues), as well as drug and alcohol misuse/abuse as a result of the traumatic exposure. According to the PTSD Alliance:

- Persons experiencing a severe beating or physical assault are 4.5 times more likely to develop PTSD than the general population;
- Serious accident or injury survivors (e.g. traffic collision or auto vs. pedestrian) are 2.5 times more likely to develop PTSD;
- Shooting or stabbing survivors are over 2 times more likely;
- Similarly, those who experience the sudden or unexpected death of a family member, friend, or co-worker are also over 2 times more likely to develop PTSD.

The tangible and intangible costs to society for untreated PTSD are extremely high. According to national PTSD expert Mark Goulston, MD some of the basic costs to society as a result of PTSD include:

- **Lost lives:** Every year, society loses many of its best and brightest to the pain of untreated PTSD because the disorder significantly increases the risk of suicidal thoughts or behavior. The risk of suicide is especially high for people who develop both PTSD and depression, unless they receive effective treatment.
- **High medical costs:** People who don’t get treatment for the fallout from trauma have higher rates of disability, more physical symptoms, more mental disorders, more medical diagnoses from doctors, and more risky health behaviors than other people. The costs of untreated trauma-related alcohol and drug abuse alone are estimated to be $160 billion per year in the U.S.
- **Legal woes:** PTSD can impair judgment, self-esteem, the ability to plan for the future, and the ability to control anger, putting people at increased risk for impulsive or destructive behavior. Studies show that PTSD is a strong risk factor for both adult crime and juvenile delinquency and that it plays a powerful role in steering people into prostitution, drug dealing, and pathological gambling.
- **Poor work performance and, in turn, lost jobs:** PTSD can impair a person’s concentration and productivity, create problems in getting along with co-workers, and trigger emotional outbursts on the job. All these factors, as well as the health problems associated with PTSD can make it hard for people with PTSD to get and keep jobs, resulting in higher-than-normal rates of unemployment. In addition, people with PTSD often have difficulty making upward career moves and frequently stay stuck in a low-salary rut because of their symptoms. **Experts estimate that the United States loses $3 billion each year due to work problems caused by PTSD.**
- **Family troubles:** PTSD makes it hard to control emotions, empathize with other people, cope with financial matters, and handle the day-to-day pressures of relationships. It also ups the risk for substance abuse and other self-destructive behaviors. Because of this, the divorce rate for people with untreated PTSD is sky-
In addition, children in families dealing with untreated PTSD have more learning and emotional problems than their peers. Rates of physical and verbal abuse are also high in families with a member suffering from PTSD.

Similarly, the U.S. government’s National Technical Information Service states that untreated PTSD is “one of the most prevalent of all mental disorders, surpassed only by substance use disorders and depression as major public and mental health issues” – all of which are directly linked to exposure to trauma and serious loss.

However, research also concludes that immediate, concrete, and direct information along with access to strong social support and incident-specific resources can significantly decrease this overall potential risk for PTSD, substance misuse, and other trauma-related impact. The Crisis Response Team Program provides these critical, direct services in the immediate aftermath of the critical incident, creating the potential to significantly influence the overall health and wellbeing of survivors of trauma and serious loss, and the choices they will make during their process of recovery. Furthermore, CRT personnel serve as a referral resource for additional services and/or for the longer-term recovery options for those impacted by the traumatic events.

The CRT also provides an invaluable link between those directly impacted by the events and the uniformed personnel responding to the scene. Although CRT personnel always defer to the priorities of the responding emergency service personnel, we are able to assist with the practical and emotional needs of the community members. This complement of resources allows the uniformed personnel to focus on their primary tasks, knowing that CRT members will attend to other elements of the overall behavioral health and wellness of those impacted by the event. By bridging the divide between emergency services and community members, all those involved in the incident ultimately benefit from a more collaborative, comprehensive, and effective level of service and support.

Having CRT personnel on-scene creates a significant direct cost savings to the communities served as well, with an estimated minimum value of over $60 - $125 per hour in savings to the community. Emergency services personnel (with an average $40/hour salary) are able to clear the scene significantly quicker, while still attending to the immediate needs of those affected by the emergency. Utilizing volunteer counselors (estimated at a minimum value of $23.30 per hour) similarly reduces overall expenses while maintaining integrity of service. A less calculable, yet also important value-increasing factor is the peace of mind and positive “good will” generated between community members and the city’s emergency services by providing these transitional safety-net services offered by The CRT.

Crisis Response training, education and outreach similarly provides an invaluable cost saving and life-enhancing resource to the Beverly Hills Community. Public presentations; participation in community health and safety events; specialized education and outreach; and the annual CRT training provide “best practices” information to professionals and lay persons alike. Research confirms that access to pre-incident education, support, and resources has a significant positive effect on subsequent response after exposure to trauma. Regardless if the participants ever directly utilize CRT clinical services, their access to this pre-incident
education and support will increase their knowledge related to common reactions, how to access resources, and practical strategies to support themselves, colleagues, and/or loved ones in times of loss and transition.

If you are a previous recipient, will you be providing new services this funding period? No. If yes, please describe. N/A

5. What percentage of your total program service is utilized by members of the Beverly Hills community? If a new program, what percentage of users do you anticipate would be members of the Beverly Hills community?

Over 50% of the Crisis Response Team’s requests for on-scene services are from the community of Beverly Hills.

We also maintain consistent and extensive contact with the Beverly Hills constituents including emergency services personnel; community and government leadership; local schools; the business community; and area residents through the following activities:

- Facilitate post-incident disposition and follow-up contact with emergency services personnel;
- Require mandatory ride alongs by all CRT participants (Police and Fire Departments);
- Regularly attend Emergency Services briefings and role calls;
- Provide training for emergency services and city personnel;
- Participate in “Every 15 minutes” and other school-based programs as requested;
- Attend and provide CRT representation at community safety & health fairs, and other local celebrations as requested;
- Provide informational presentations at meetings and community gatherings as requested, including: City Counsel, Beverly Hills School District, PTA and HS PTSA, Chamber of Commerce, Rotary, and like organizations.

Additionally, the CRT specifically recruits, trains and utilizes Beverly Hills-based volunteers for our programs. This exceptional volunteer opportunity encourages a highly specialized and unique way for community members to “give back” to their family, friends, neighbors, schools, businesses and visitors to Beverly Hills, while serving alongside our emergency response personnel. This collaboration exemplifies community-based partnership whereby the community truly serves their own during the most exceptional of circumstances.

6. The funding year is July 1, 2020 to June 30, 2021. What is the funding amount requested?

The funding amount request is $30,000 per year, plus requested in-kind donations to include a MONTHLY training space complete with technical support (audio & video/media equipment, white boards, tables, and chairs for training purposes) that can comfortably
accommodate 30 – 40 people for our monthly CRT meetings as well as on-going trainings, workshops, and presentations related to trauma resilience and on-scene support.

7. **What percentage of your annual funding would the City's contribution represent?**

A $30,000 yearly contribution from the city of Beverly Hills would represent approximately 10% of the total $300,000.00 Chiron annual budget. If in-kind donations are granted, the percentage of the award would increase in proportion to the value of the award given.

8. **What is the ratio of your organization's administrative:operating costs?**

Chiron Center Inc.'s 2018 overall cost ratio each year was: 9% Administrative costs, 91% Operating Costs.

9. & 10. **Provide any additional information that may be useful in evaluating your request.**

Chiron’s Crisis Response Team services provide a unique service that directly addresses the unmet needs of the community during the most critical of circumstances. No other non-profit (or any other agency) provides the level of on-scene professional, immediate, effective, and trusted support that Chiron’s staff and counselors have earned and maintained since 1998.

Our unprecedented level of support from the Police and Fire Departments as well as the Beverly Hills High School has established our services as critical to meet regional obligations to help ameliorate social issues; and hundreds of hours per year of on-scene support offered by Chiron’s staff and counselors saves essential community resources each year. Furthermore, CRT services engender a deep sense of caring, respect, and appreciation by both recipients as well as uniformed personnel during the most difficult events that our community faces. Finally, the CRT Program also provides a unique opportunity for local volunteers to directly and significantly “give back” to their fellow community members and organizations.

This unique CRT Program has no equivalent resource or agency that provides similar types of comprehensive, acute, on-scene support service within our response areas. Numerous other quality agencies serve as referral resources for the CRT; they provide excellent follow-up and on-going treatment for survivors of trauma and serious loss, but they do not respond on-scene in the initial moments after the incident has occurred. Thus, the Crisis Response Team fills a unique gap in service related to the overall health and wellbeing of those impacted by trauma and serious loss, and remains as THE premier program for information, support, resources, and training related to acute, on-scene crisis response intervention.

Please visit our website, www.ChironCenter.org for additional information.

Thank you for the opportunity to continue our partnership with our home community, Beverly Hills, and for considering our Community Assistant Grant application.
11. Provide Financial Statement:
   a. For grant requests up to $74,999, please submit most recent balance sheet and operating budget OR tax return.
   b. For grant requests $75,000 and over, please submit most recent financial statement reviewed by a Certified Public Accountant and any additional information that may be useful in evaluating your request.

The following documents are required:
- Completed CAGF application
- Documentation of 501c.3 status or proof of 501c.3 status through partnership
- Copy of most recent Form 990 - Return of Organization Exempt from Income Tax
- Copies of any current Charitable Solicitations Permits that have been obtained from the City of Beverly Hills

Please note the City's insurance requirements for FY 2019-2020. Within three (3) weeks of receiving notice of funding prior to receiving an agreement, your organization must submit insurance documentation with the following requirements:
- Each organization must submit to City an ACORD insurance certificate which includes General Liability ($2 Million), Automobile (coverage limits based on services provided), and Workers Compensation Insurance (if required)
- The City must be named as additionally insured under each policy
- Subrogation must be waived for each insurance policy
- An endorsement to each policy stating that such policy shall not be cancelled by either party or reduced in coverage except after thirty (30) days prior written notice to City

Each organization will also be required to submit a copy of a W-9 form on the most current IRS form [https://www.irs.gov/forms-pubs/about-form-w-9](https://www.irs.gov/forms-pubs/about-form-w-9)
APPLICATION SUMMARY FY 2020/21

Agency: ETTA

Requested amount: $60,000

History of City funding: 2017/18: $10,000; 2018/19: $30,000; 2019/20: $50,000

Agency description: ETTA’s mission is to provide programs and services that enable people with disabilities, and the families who love them, to live fully enriched, independent and active lives. ETTA’s vision is an inclusive, participatory community of people with and without special needs, succeeding and growing together. ETTA offers a full spectrum of services for adults with intellectual and developmental disabilities, including residential housing, case management, employment training and placement, educational services and social services – all to support their clients to achieve greater independence, autonomy and inclusion.

ETTA serves 150 clients daily with wraparound services, and hosts 50 more on a regular basis with community activities. Additionally, ETTA works with over 100 volunteers.

Proposed use of Community Assistance Grant Funds: Grant funds would be used for the Transitions program. The program helps individuals with special needs and their families determine and access the right combination of public and/or private programs to achieve a healthy and fulfilling transition to adulthood. This is achieved through a combination of education, support, coaching, and guidance. The program provides training workshops to introduce and educate individuals and families to the issues involved. The program provides direct services to families, and provides consultations to families regarding their service needs free of charge.

In FY 2020-21, ET TA plans continue and expand their work with Transitions Program, and increase their reach by working with the Beverly Hills Unified School District (BHUSD). In late 2018, ET TA developed an arrangement with BHUSD’s Special Education Department, identifying a variety of ways to support District families and to educate them on the Transitions Program will educate, support and serve the District’s families. These strategies include:

1. Training workshops for families to introduce the Transition concept, including Individual Transition Plans and Person Centered Planning, an overview of the legal matters to be considered (power of attorney, conservatorships, representative payee), the benefits and complications of Social Security and the Regional Center system, an explanation of healthcare options, the school transitions process and continued educations, community integration and how to build a meaningful life, and additional resources in the community.
2. Training workshops to educate teachers and school counselors about the Transitions process.
3. Additional in-depth workshops that bring in experts and school counselors regarding the Transitions process.

ETTA already has several workshops and presentations confirmed and will be hosted a presentation February 5, 2020 at Beverly Hills High School and has a presentation scheduled at Annenberg Theatre March 5, 2020. In addition, ET TA has workshops planned for Nessah Synagogue in March and May 2020.
Target population/Primary service: Individuals with intellectual and developmental disabilities below the age of 25 and their families.

Percentage of total program utilized by Beverly Hills residents/community: Approximately 40% of our clients or their families live within a three-mile radius of Beverly Hills City limits.

Quantifiable Services and Measures: Thus far in the 2019-20 fiscal year, ET TA has provided five educational workshops in the City, and with four additional upcoming workshops scheduled. In Q1, ET TA provided general information/initial consultations to approximately 30 families residing in Beverly Hills or adjacent areas, and provided intensive services to 10 of these families. In Q2, ET TA provided general information/initial consultations to approximately 70 families residing in Beverly Hills or adjacent areas, and another 70 hours providing intensive services to 15 of these families. These intensive services resulted in ten of these families securing adult services from West Side Regional Center and receiving SSI benefits. And five of these families were supported with information on employment services and planning for transition to apartments in the community.

Historical Performance:
FY 19/20: (Q1 & Q2) ☒ Satisfactory ☐ Unsatisfactory

General Comment(s) (e.g., non-quantifiable benefits identified by experience with agency v. absolute numbers; observations such as their growth curve and relationship with City, its residents and target populations):
The City of Beverly Hills has hired one of ET TA’s Transitions clients as a clerical assistant. The young man is a graduate of Beverly Hills High School, and became a client of the ET TA Day Program. While in the program, he built employable skills and transferred to ET TA’s JOBS program. Currently, the client and his job coach come to work every day, and is successfully working.

The Center for Disease Control (CDC) estimated that annual medical expenditures per child with Autism Spectrum Disorder range from $2,100 to $11,000, and that intense behavioral interventions can cost from $40,000 to $60,000 per year. Many families cannot afford to purchase additional services beyond direct care.

Within the Iranian community, ET TA has been a champion for inclusion, support and programming, and strives to change deeply entrenched community attitudes that stigmatize disabilities. ET TA has a large Iranian-American Division with the capacity to teach and converse in Farsi.

ET TA is currently developing the ET TA Village, and affordable housing project for 50 individuals with intellectual or developmental disabilities, along with customized wraparound supportive services. The site for ET TA Village is in the Pico Robertson neighborhood, adjacent to Beverly Hills.

Percentage of annual funding City’s contribution represents: The funding would represent approximately .7% annual budget of $8.2 million.
Ratio of administrative to operating costs: Approximately 11.74% are administrative costs and more than 82% of budget is spent on direct program costs.

Service Profile: Needs-based ☐ Quality of life-based ☐ Social Service ☑
Health ☐ Education ☑ Other ☐

Agency Scope: Local ☑ Regional ☑ National ☐ International ☐

501 (C) (3): Yes ☑ No ☐ Exempt ☐
City of Beverly Hills  
COMMUNITY ASSISTANCE GRANT FUNDING APPLICATION  
FY 2020 - 2021

Agency / Project Name: ETNA/Transitions Program

Address: 1490 S. Robertson Boulevard

City: Los Angeles  
State: CA  
Zip: 90035

Contact Person: Dr. Michael Held, Executive Director

Phone: 310-422-9883  
Fax: 424-249-3361

Email: michael@etta.org

Please note the City's insurance requirements for FY 2020-2021. Within three (3) weeks of receiving notice of funding prior to receiving an agreement, your organization must submit insurance documentation with the following requirements:

- Each organization must submit to City an ACORD insurance certificate which include General Liability ($2 Million), Automobile (coverage limits based on services provided), and Workers Compensation Insurance (if required)
- The City must be named as additionally insured under each policy
- Subrogation must be waived for each insurance policy
- An endorsement to each policy stating that such policy shall not be cancelled by either party or reduced in coverage except after thirty (30) days prior written notice to City

Each organization will also be required to submit a copy of a W-9 form on the most current IRS form www.irs.gov/forms-pubs/about-form-w-9

Please type your answers to the following questions:

1. Is your organization a 501c.3, or are you in partnership with a 501c.3 organization?
   - [ ] We are a 501c.3
   - [ ] We are in partnership with a 501c.3
   - [ ] Documentation showing 501c.3 status or partnership with a 501c.3 is attached.
2. What services do you propose to provide the Beverly Hills community that local government is not currently providing?

ETTA’s mission is to provide programs and services that enable people with intellectual and developmental disabilities (I/DD), and the families who love them, to live fully enriched, independent, and active lives. Since our founding in 1993, ETTA has been guided by our vision of an inclusive, participatory community of people with and without special needs, succeeding and growing together. To manifest our vision, we continue to create new programs that improve outcomes for our clients, that help them achieve greater independence, autonomy and inclusion. We serve 150 clients daily with core programs that include residential housing, case management, educational services and social services, and employment training and placement — and most of our clients are co-enrolled in 2 or more of these programs. We also engage 50 more individuals on a regular basis with community activities — along with more than 100 volunteers who work and grow with them. We change mindsets, raise awareness, increase sensitivity, and provide inspiration. And while we are proud of our special expertise serving Jewish clients, we serve all who come to us without discrimination.

For the past three years, the City of Beverly Hills has funded our Transitions program; this important service helps individuals with special needs and their families determine and access the right combination of public and/or private programs to achieve a healthy and fulfilling transition to adulthood. We have provided hundreds of Beverly Hills families with information and important resources, even intensive follow-up services. It is these intensive services – offered for free – that make some families actually weep with relief. Too many of them have drained their savings to try to help their children - the Centers for Disease Control estimates that annual medical expenditures per child with Autism Spectrum Disorder range from $2,100 to $11,000 - and that intense behavioral interventions can cost from $40,000-$60,000 per year. And expenses increase for adults (because of housing, job support, day programs etc.) – and all of these figures are higher in a high-cost area like Los Angeles.

Your ongoing generosity has allowed us to build valuable partnerships with important local institutions like the Special Education Division of Beverly Hills High School; the Beverly Hills Library (as a seminar workshop location); other organizations that are part of the City’s Social Services Safety Net, like Bet Tzedek Legal Services and the Miracle Project; and of course local synagogues like Nessah, Chabad, Beth Jacob and Young Israel of Beverly Hills. A renewal grant will allow us to continue to build on these relationships to leverage our work.
If you are applying for a cultural grant, please describe your program here.

N/A
4. Why are these services considered critical (e.g., enhance quality of life, improve public safety)? If you are a previous recipient, will you be providing new services this funding period?

The services we provide are transformative, enhancing not only clients' immediate quality of life but also their entire life trajectories. The proper services will determine whether individuals with I/DD can live independently, find paid employment (or meaningful volunteer work), integrate into their communities—and so much more—but too many families are unable to access them, or even unaware of their very existence.

One of the most important services we provide is ensuring that people are receiving the appropriate benefits from the Department of Developmental Services; this is done through local Regional Centers, which coordinate the services and support for Californians with disabilities. In California, The UCLA Center for Health Policy Research estimates that 703,800 persons in California in 2015 had some type of developmental disability—but only roughly 280,000 consumers were served by Regional Centers that year. They speculate that those not served were "higher functioning"—but admit that many are likely going without benefits to which they are entitled.

From there, we help individuals with I/DD understand the programs and opportunities available to build their lives. For one, many people want to transition to independent living—but have no idea how to go about this, or even that supportive services are available to make their desires a reality. Similarly, too many families are misinformed about the options and benefits which are available and consequently make mistakes along the way that require a great deal of effort to unwind. And then there is the emotional component, the constant worry that options are being overlooked. As one parent put it, "...if I had someone by my side, walking through this with me who understood all of the components that needed to be put into place and what order they needed to be done—as well as reassuring me that I was making the best decisions—it would have been a completely different experience for me."

Thanks to your funding, our Transitions program offers educational workshops that reach groups of families in Beverly Hills. Our basic workshops cover Individual Transition Plans and Person-Centered Planning; an overview of the legal matters to be considered (power of attorney, conservatorship, representative payee..); the benefits and complications of Social Security and the Regional Center system; an explanation of healthcare options, living arrangements and options; the School Transition Process and continued education; community integration and how to build a meaningful life; and a listing of generic resources available in the community. However, we also offer more in-depth workshops with experts in particular areas (for example, last year, we brought in Dr. Audrey Griesbach, a prominent Developmental Pediatrician who has been serving Beverly Hills families for 30 years, and the Department of Rehabilitation.) Then we encourage people to follow up with us for more personalized, intensive services—and we have an ETTA staff professional on-site in Beverly Hills to make it easy for them to do so.

We already have several workshops and presentations confirmed for the coming year (a workshop at Beverly Hills High on February 5, a presentation at the Annenberg Theater on March 12, and workshops at Nessah Synagogue in March and May) and are excited to hold many more.
City of Beverly Hills
COMMUNITY ASSISTANCE GRANT FUNDING APPLICATION
FY 2020 - 2027

5. What percentage of your total program service is utilized by members of the Beverly Hills community? If a new program, what percentage of users do you anticipate would be members of the Beverly Hills community?

Almost 40% of our clients or their families live within a 3-mile radius of Beverly Hills city limits.

6. The funding year is July 1, 2020 to June 30, 2021. What is the funding amount requested?

We respectfully request a grant of $60,000 for these life-changing services.

7. What percentage of your annual funding would the City’s contribution represent?

It would be a small percentage of ETTA’s $8.2 million budget, but a large one of this program.

8. What is the ratio of your organization’s administrative operating costs?

More than 82% of our budget is spent directly on program; only 11.74% is administrative costs.
9. Provide any additional information that may be useful in evaluating your proposal.

We want to take this opportunity to repeat that ETTA is the only organization in Los Angeles that can truly meet the needs of Beverly Hills' thriving Iranian-American population: we have been a pioneering champion for inclusion, support and programming for this group, working to change deeply entrenched community attitudes that stigmatized disabilities. Today we have a large and unique Iranian-American Division with the capacity to teach and converse in Farsi and enjoy tremendous support from this important community.

We also want to share that we are moving forward with plans for the ETTA Village, a housing project that will offer inclusive, independent apartment living for at least 50 individuals with I/DD – along with the customized wrap-around supportive services they will need. The property is in the Pico Robertson area that is Beverly Hills adjacent and will benefit residents of Beverly Hills (and their parents).

Finally, we want to thank you from the bottom of our hearts. Not only for your financial support, but also the way you “walk your talk” by hiring our clients. We are honored to partner with people who truly understand the importance of our work and appreciate the value of every citizen.
10. Financial Statement:
   a. For grant requests up to $74,999, please submit most recent balance sheet and operating budget OR tax return.
   b. For grant requests $75,000 and over, please submit most recent financial statement reviewed by a Certified Public Accountant

The following documents are required:

- Completed CAGF application
- Documentation of 501c.3 status of proof of 501c.3 status through partnership
- Copy of most recent Form 990 - Return of Organization Exempt from Income Tax
- Copies of any current Charitable Solicitations Permits that have been obtained from the City of Beverly Hills
APPLICATION SUMMARY FY 2020/21

Agency: Jewish Family Service of Los Angeles (JFS)

Requested amount: $310,000

History of City funding: (City-funding of JFS began in 1994. CAGF was established in 2005) 2005: $5,000; 2006: $46,360; 2008/9: $50,500; 2009/10: $50,500; 2010/11: $56,000; 2011/12: $86,000; 2012/13: $80,000; 2013/14: $120,000; 2014/15: $180,000; 2015/16: $225,000; 2016/17: $250,000; 2017/18: $250,000; 2018/19: $275,000; 2019/20: $275,000

Agency description: Founded in 1854, Jewish Family Service (JFS) has a long history of providing services on a non-sectarian basis to families and individuals in need. JFS is a leader in the provision of a continuum of care for older adults throughout Los Angeles County.

Proposed use of Community Assistance Grant Funds: Supporting older adults residing in Beverly Hills to maintain their independent living in the community by continuing the existing Beverly Hills Care Management Program. Services provided include care management (comprehensive assessments, development of individualized care plans, information and referrals, service coordination, home visits and monitoring emergency response services, supportive counseling), community education, support groups for caregivers, telephone reassurance, homecare support services, evidence based programs (Arthritis Foundation Exercise Program, Healthy Living Program, LEAP), and the Life©Home program.

Target population/Primary service: A continuum of supportive services for Beverly Hills older adults who are frail, economically disadvantaged, socially isolated, and have minimal or no family support.

Percentage of total program utilized by Beverly Hills residents/community: 100%.

Quantifiable Services and Measures:

Care Management: Services will be provided to at-risk Beverly Hills residents age 55+. Care management provides a continuum of supportive services including: comprehensive assessment, development of individual care plans, service coordination, monitoring/home visits, emergency response (Lifeline medical alert), and supportive counseling.

Information and Referral: JFS geriatric care managers will provide assistance to older adults, as well as their caregivers, families, and support network, through information and referrals, consultation, short-term counseling, advocacy, and crisis management. JFS will work in collaboration with Beverly Hills staff to identify sites to target Beverly Hills residents.

Community Education: Educational and experiential workshops to address topics of interest to older adults such as effective communication with family members and healthcare providers. Upon request, information and training will be provided for the City’s Police and Fire Department personnel in order to help public safety workers determine when a call involving an older adult may warrant a social services referral.

Telephone Reassurance: Supportive check-in calls to frail, homebound seniors to monitor well-being, provide socialization and maintain home safety.
Homecare Support Services: Limited homecare support services to low income, frail Beverly Hills seniors provided by aides through contracted homecare agencies. Aides may assist with bathing, cooking, shopping, cleaning, and other tasks as determined with the client.

Evidenced-Base Programs: Through a variety of evidence-based classes, older adults and their caregivers will be provided with powerful tools and effective strategies to manage the physical and mental health challenges they face. Classes offered will be based on the needs of the community and may include the Arthritis Foundation Exercise Program, Cedar Sinai’s LEAP (Leveraging Exercise to Age in Place), and the Chronic Disease Self-Management Program.

Life@Home Program: (Living Inspired, Fit and Engaged) is an innovative program of integrated technology and supportive services for homebound older adults. The use of cutting-edge technology utilizes the clients’ TVs will allow homebound survivors to fully participate in activities and remain fully engaged members of the community. The goals of this program are to decrease social isolation, increase access to services, improve older adults' quality of life, and allow them to remain home as long as possible.

Current Performance:
FY 19/20: (Q1 & Q2) ☑ Satisfactory ☐ Unsatisfactory

General Comment(s) (e.g., non-quantifiable benefits identified by experience with agency v. absolute numbers; observations such as their growth curve and relationship with City, its residents and target populations):

JFS has linked older adult Beverly Hills residents with vital social services since 1992, and is critical to enabling the older adults in the City to age with dignity and independence.

JFS’s Beverly Hills Care Management Program is collaborating with the agency’s Freda Mohr Multipurpose Center, creating a bridge between Roxbury Park and other venues, and providing Beverly Hills residents access to center based-based activities and events.

JFS works closely with Menorah Housing, which manages the Beverly Hills Senior Housing apartments on Crescent Drive. They collaborate with many other service providers in the area to ensure a coordinated system of care for older adult constituents, providing access to a wide array of resources to meet client needs, while avoiding duplication of services.

Percentage of annual funding City’s contribution represents: 0.83%.

Ratio of administrative to operating costs: 15% administrative expenses, 5% fundraising expenses and 80% program expenses

Service Profile: Needs-based ☑ Quality of life-based ☐ Social Service ☑

Health ☐ Education ☐ Other ☐

Agency Scope: Local ☑ Regional ☑ National ☐ International ☐

501 (C) (3): Yes ☑ No ☐ Exempt ☐
Please note the City's insurance requirements for FY 2020-2021. Within three (3) weeks of receiving notice of funding prior to receiving an agreement, your organization must submit insurance documentation with the following requirements:

- Each organization must submit to City an ACORD insurance certificate which include General Liability ($2 Million), Automobile (coverage limits based on services provided), and Workers Compensation Insurance (if required)
- The City must be named as additionally insured under each policy
- Subrogation must be waived for each insurance policy
- An endorsement to each policy stating that such policy shall not be cancelled by either party or reduced in coverage except after thirty (30) days prior written notice to City

Each organization will also be required to submit a copy of a W-9 form on the most current IRS form www.irs.gov/forms-pubs/about-form-w-9

Please type your answers to the following questions:

1. Is your organization a 501c.3, or are you in partnership with a 501c.3 organization?
   - □ We are a 501c.3
   - □ We are in partnership with a 501c.3
   - □ Documentation showing 501c.3 status or partnership with a 501c.3 is attached.
2. What services do you propose to provide the Beverly Hills community that local government is not currently providing?

Please see attached.
3. If you are applying for a cultural grant, please describe your program here.

Not applicable
4. Why are these services considered critical (e.g., enhance quality of life, improve public safety)? If you are a previous recipient, will you be providing new services this funding period?

Please see attached.
5. What percentage of your total program service is utilized by members of the Beverly Hills community? If a new program, what percentage of users do you anticipate would be members of the Beverly Hills community?

100% of clients participating in the services of this program are members of the Beverly Hills community.

6. The funding year is July 1, 2020 to June 30, 2021. What is the funding amount requested?

$310,000

7. What percentage of your annual funding would the City’s contribution represent?

0.83%

8. What is the ratio of your organization’s administrative operating costs?

80% program expenses, 5% fund-raising expenses, 15% administrative expenses
9. Provide any additional information that may be useful in evaluating your proposal.
10. Financial Statement:
   a. For grant requests up to $74,999, please submit most recent balance sheet and operating budget OR tax return.
   b. For grant requests $75,000 and over, please submit most recent financial statement reviewed by a Certified Public Accountant

The following documents are required:

- Completed CAGF application
- Documentation of 501c.3 status of proof of 501c.3 status through partnership
- Copy of most recent Form 990 - Return of Organization Exempt from Income Tax
- Copies of any current Charitable Solicitations Permits that have been obtained from the City of Beverly Hills
2. What services do you propose to provide the Beverly Hills community that local government is not currently providing?

JFS is requesting Community Assistance funds from the City of Beverly Hills in order to continue the services of the JFS Beverly Hills Care Management Program, which supports older adult Beverly Hills residents to maintain independent living within the community.

Services to be provided include:

**Care Management:** An array of supportive services will be provided by JFS geriatric care managers to at-risk older adults residing in the City of Beverly Hills, targeting those seniors who are most frail, financially insolvent, socially isolated, or without access to help from family members. Care Management includes the following components:

- **Comprehensive Assessment:** An in-home psychosocial assessment conducted by a geriatric care manager will assess the client's strengths, abilities, level of functioning, support network, financial status, and potential safety risks.

- **Development of an Individual Care Plan:** The care manager and client will create an Individualized Care Plan which will outline the client’s comprehensive needs, develop goals, and identify resources that will meet those needs and help the client remain as independent as possible. The Individual Care Plan will be reviewed regularly and revised as needed.

- **Information and Referral:** The geriatric care manager will link the client with appropriate services within JFS or in the community, which may include medical/dental/vision services, in-home care, telephone reassurance, the Friendly Visitors program, home-delivered meals, emergency response services, access to government benefits, transportation assistance, and others as needed.

- **Service Coordination:** The care manager will support coordination of the services the client receives to ensure that the client's comprehensive needs are met.

- **Monitoring/Home Visits:** The care manager will monitor the client’s well-being via monthly phone calls and regularly scheduled home visits, ensuring the quality and progress of all
received services. Consistent contact with the client will enable staff to provide the most effective care possible, allowing for adjustment of each client’s’ Individual Care Plan as their needs change. Paraprofessional home visitors may assist the geriatric care manager in providing ongoing monitoring of clients in their homes.

- **Emergency Response Services**: JFS will continue to contract with Phillips Lifeline to provide the frailest and most isolated homebound clients residing in the City of Beverly Hills with in-home medical response services. The current contract includes the initial installation of a medical alert unit and monthly monitoring.

- **Supportive Counseling**: The geriatric care manager may provide supportive counseling to older adults to help them cope with life transitions through evidence-based best practices. Clients may also be referred to other mental health services offered by JFS and other providers. Social work staff will also routinely assess all clients for depression, suicide risk, alcohol abuse, and medication misuse, making referrals as appropriate.

**Community Education**: Educational and experiential workshops at Roxbury Park or other identified locations will address topics of interest to older adults, such as effective communication with family members and healthcare providers, understanding mental health issues, common medication concerns, discussion/reflection groups, stress release and coping skills, and others.

Upon request, information and training will be provided for the city’s police, paramedics and fire department personnel in order to help public safety workers determine when a call involving an older adult warrants a social service referral.

**Support Groups for Caregivers**: The role of a family caregiver is difficult. Aside from taking care of their loved ones, they must also continue to lead their lives, which often includes working, caring for family, grocery shopping and many other potentially stress-inducing responsibilities. Being in a support group allows caregivers to focus on their own needs, not only the needs of the care receiver. Support groups for caregivers foster sharing information, insight, advice and encouragement. They provide an opportunity to learn from others who face the same challenges and allow caregivers to talk about their experiences.

**Telephone Reassurance**: Supportive check-in calls will be made to frail, homebound seniors to monitor their well-being, provide socialization, and maintain their safety in their homes. Trained volunteers from JFS’ senior centers will make these calls, under the supervision of professional social workers.

**Homecare Support Services**: Limited homecare support services to low income frail Beverly Hills seniors will be provided by contracted homecare agencies. Aides may assist with bathing, cooking, shopping, cleaning, and other tasks as determined with the client.
In addition to the above, the following two programs, subsidized by other funders, will be available to residents of Beverly Hills:

**Evidence-Based Programs:**
It is critical that older adults learn to be active managers of their own health and chronic conditions. Whether learning exercises to retain their mobility or learning to set and achieve their own goals, older adults need to take a leadership role to stay healthy and active. JFS’ partners with Cedars Sinai Medical Center to provide the LEAP (Leveraging Exercise to Age in Place) Program. This program, funded through AARP, enhances our efforts to enable older adults who are aging in place find healthy activities and social interactions in the community. JFS offers two Evidence-Based classes each week Roxbury Park:

- **Arthritis Foundation Exercise Program:** Older adults are often afraid to exercise, worried that they will not have the necessary strength or that exercise will exacerbate physical infirmities. However the right kind of exercises can not only increase or maintain balance, range of motion and overall health, but can also build bone density. Participants in this class are able to remain fit while feeling confident that the exercises will not adversely affect their joints. This group exercise program, developed by the Arthritis Foundation, can help make safe physical activity part of everyday life. The low-impact physical activities have been proven to reduce pain and decrease stiffness, as well as helping to improve functional ability, self-confidence, self-care, mobility, muscle strength and coordination.

- **Healthier Living:** About 80% of older adults have at least one chronic disease, and 68% have at least two. Many adults with conditions such as arthritis, asthma, diabetes, lung disease, heart disease, stroke, osteoporosis, and others struggle to find ways to manage their condition. The Healthier Living program helps older adults better manage their chronic conditions, improve their quality of life, and lower health care costs. Workshops are designed to help people gain self-confidence in their ability to control their symptoms and learn how their health problems affect their lives. Small-group, highly interactive workshops include such topics as:
  - How to deal with frustration, fatigue, pain, and isolation
  - Ways to maintain and improve strength, flexibility, and endurance
  - Managing medications
  - How to communicate more effectively with family, friends, and health professionals
  - Healthy eating.

**LIFE@Home**
LIFE@Home (Living Inspired, Fit and Engaged) is an innovative program of integrated technology and supportive services for homebound older adults. The use of cutting-edge technology, utilizing the clients’ television sets, will allow homebound survivors to fully participate in activities and remain fully engaged members of the community. The goals of this program are to decrease social isolation, increase access to services, improve older adults’ quality of life, and allow them to remain at home as long as possible.
4. Why are these services considered critical (e.g., enhance quality of life, improve public safety)? If you are a previous recipient, will you be providing new services this funding period? If yes, please describe.

Jewish Family Service of Los Angeles is committed to making a positive impact in the lives of older adults in our community. We offer a wide range of services designed for older adults, from the more active baby boomers to the very frail homebound. The goal of all senior services is to help seniors to remain active, healthy and living independently in the community.

JFS has worked with the older adults of Beverly Hills for more than 25 years. Our social workers have firsthand knowledge of the needs of the community. The need is underlined by the consistent demand for our services.

As mentioned above, JFS will be expanding the LIFE@Home program to include older adult residents of Beverly Hills. The primary technology that JFS will utilize to implement the program is produced by Uniper Care Technologies, an Israeli company. Uniper launched in April of 2017, and has worked with the Israeli Welfare Ministry, Maccabi Healthcare Services (one of four HMOs in Israel) and local municipalities in Israel to create Virtual Senior Community Centers. This service has been brought to approximately 1,000 people across Israel, including many homebound adults who were previously Café Europa participants.

Uniper’s unique technology package turns any TV into a two-way platform for a set of holistic services. The entire hardware package consists of a small set-top box, an unobtrusive webcam and a large-button remote; there are no unfamiliar devices that the older adult must learn to use. This then allows the older adult to access a spectrum of services, which they can fully participate in. For example, should a program participant choose to take part in a group occurring at a senior center, they can see and hear other participants, both those at the center and others taking part on-line (though pop-up windows); the group facilitator/instructor can see and hear each virtual participant.

This project will directly address JFS’ goals. There are many factors that can impede an older adult’s ability to remain active, health and independent, and to age in place. A significant risk factor for older adults is social isolation. There is strong evidence linking social needs to health and life expectancy – studies consistently show increased risk of death among persons without sufficient social relationships. One study concluded that the health risks associated with social isolation are as great as the well-known dangers of smoking cigarettes and obesity. Individuals who lack social connections or who report frequent feelings of loneliness tend to suffer higher rates of morbidity and mortality, as well as infection, depression, and cognitive decline.

As vulnerable populations become older and more frail, strategies to address these critical needs become more difficult. Home-based assistance available through publicly-funded programs typically targets medical or concrete needs. While this support is indispensable, it is
incomplete, failing to account for less tangible necessities. Companionship, contact with others, involvement in social activities all contribute to an individual’s quality of life, and are as essential as physical care to health and well-being.
APPLICATION SUMMARY FY 2020/21

Agency: Jewish Los Angeles Special Needs Trust (JLA Trust)

Requested amount: **$25,000**

History of City funding: First-time applicant

Agency description: JLA Trust is a new non-profit agency, launched in 2016, that provides affordable and easy to enroll pooled special needs trust and also provides education about government benefits to families who have children and adults with physical, mental, developmental, or intellectual disabilities in the Los Angeles area.

JLA Trust services are valuable to low-moderate income families who have a child or grandchild with a disability who is eligible or soon to be eligible for means-tested government benefits. The below market rate for trustee and investment management services allows lower net-assets families to obtain professional trustee management services that were previously only available to high-net families with more than $1 million to place into a trust. JLA Trust is also helping families with understanding government benefits and engaging them in long-term planning.

Proposed use of Community Assistance Grant Funds: JLA Trust proposes to provide the following services to Beverly Hills Residents:

- Personalized consultations regarding government benefits, information on CalABLE tax-advantaged savings and investments plan, regional center system/new Self-Determination plan.
- Scholarships of $600 enrollment fees for lower-moderate income families who want to set-up Future Funded Special Needs Trust
- LIFE planning for families with children, teens, or young adults with special needs.

Target population/Primary service: Families with children or adults under age 65 with disabilities/assisting with set-up of special needs trust and consultation about eligible government benefits.

Percentage of total program utilized by Beverly Hills residents/community: Since 2016, JLA Trust has offered services to over 40 Beverly Hills residents, who were mostly elderly. JLA Trust anticipates this number would grow with grant funding. Their office is located at 6505 Wilshire Blvd and they would be able to do more outreach within the Beverly Hills community.

Quantifiable Services and Measures: JLA Trust has 86 enrolled clients with over$5.5 million in totaled pooled assets.

Historical Performance:

| FY 19/20: (Q1 & Q2) | Satisfactory | Unsatisfactory | N/A |

General Comment(s) (e.g., non-quantifiable benefits identified by experience with agency v. absolute numbers; observations such as their growth curve and relationship with City, its residents and target populations):

JLA Trust reports that even a few hundred dollars a month from a special needs trust can make a huge difference in the quality of life for people with disabilities and low-income seniors.
Services are highly personalized to meet the unique needs of the disabled person and family. JLA Trust was launched in 2016, with a 3-year cutting-edge grant from Jewish Community Foundation.

**Percentage of annual funding City's contribution represents:** 5%

**Ratio of administrative to operating costs:** 15% of the total non-profit budget.

**Service Profile:** Needs-based ☑ Quality of life-based ☑ Social Service ☐

Health ☐ Education ☐ Other ☐

**Agency Scope:** Local ☑ Regional ☑ National ☐ International ☐

**501 (C) (3):** Yes ☑ No ☐ Exempt ☐
Agency / Project Name: Jewish Los Angeles Special Needs Trust & Services (JLA Trust)
Address: 6505 Wilshire Blvd Suite 450
City: Los Angeles  State: CA  Zip: 90048
Contact Person: Michelle K. Wolf, Executive Director
Phone: (310) 773-9728 ext 2  Fax: (310) 943-3535
Email: mwolf@jlatrust.org

Please note the City’s insurance requirements for FY 2020-2021. Within three (3) weeks of receiving notice of funding prior to receiving an agreement, your organization must submit insurance documentation with the following requirements:

- Each organization must submit to City an ACORD insurance certificate which include General Liability ($2 Million), Automobile (coverage limits based on services provided), and Workers Compensation Insurance (if required)
- The City must be named as additionally insured under each policy
- Subrogation must be waived for each insurance policy
- An endorsement to each policy stating that such policy shall not be cancelled by either party or reduced in coverage except after thirty (30) days prior written notice to City

Each organization will also be required to submit a copy of a W-9 form on the most current IRS form www.irs.gov/forms-pubs/about-form-w-9

Please type your answers to the following questions:

1. Is your organization a 501c.3, or are you in partnership with a 501c.3 organization?
   □ We are a 501c.3
   □ We are in partnership with a 501c.3
   ■ Documentation showing 501c.3 status or partnership with a 501c.3 is attached.
2. What services do you propose to provide the Beverly Hills community that local government is not currently providing?

Jewish LA Special Needs Trust & Services (JLA Trust) is a new, not-for-profit community agency that provides affordable and easy-to-enroll pooled special needs trusts and also education about government benefits for families who have children and adults with physical, mental, developmental or intellectual disabilities in the greater Los Angeles region.

Services are highly personalized to meet the unique set of dreams and needs of each client. We launched in August 2016 with a three-year Cutting Edge grant from the Jewish Community Foundation, Los Angeles and now have 86 enrolled clients with over $5.5 million in total pooled assets.

Our pooled trust services are highly valuable to low and middle-income families who have a child or grandchild with a disability who is eligible, or will soon become eligible for means-tested government benefits. With our below-market rates for trustee and investment management services, these lower-net asset families finally have the opportunity to have professional trustee management services that were previously only available to high-net families with more than a $1 million to place into a trust.

In addition to providing access to affordable, professionally managed pooled special needs trusts, we are now helping hundreds of persons with disabilities and their families in understanding government benefits and engage in long-term planning. The biggest question that keeps parents of special needs children up at night is “Who will take care of my child when I am not around?” For those with sufficient financial resources, the solution can still be difficult, but solvable. But for lower-asset families, there are far fewer options.

We propose to provide the following needed services for the residents of Beverly Hills:

1) Personalized consultations regarding complicated essential government benefits such as SSI and Medi-Cal, information about the new CalABLE tax-advantaged savings and investments plan and how to navigate the Regional Center system/new Self-Determination program

2) Scholarships of $600 enrollment fees for lower-to-middle income families who want to set up a Future Funded Special Needs Trust for their loved one with a disability but who can’t afford to pay private trust and estate attorneys the typical $500/an hour and up to set up a special needs trust

3) LIFE planning for families who have children, teens or young adults with special needs and are struggling to figure out the best way forward for the whole family, using a person-centered approach that takes into account the preferences and dreams of the family member with special needs
3. If you are applying for a cultural grant, please describe your program here.

N/A
4. Why are these services considered critical (e.g., enhance quality of life, improve public safety)? If you are a previous recipient, will you be providing new services this funding period?

Our proposed services of personalized consultations for government benefits, pooled trust enrollment fee scholarships and long-term LIFE planning will meet the needs of the Beverly Hills residents below the age of 65 who are disabled (4.3% of the City's population) as well as many of the over 65 residents who are living in poverty.

In our experience, even a few hundred dollars a month from a special needs trust can make a huge difference in quality of life for people with disabilities and low-income seniors. It is the difference between purchasing fresh fruit and vegetables and canned food, in being able to buy the over-the-counter medications needed for aches and allergies, and in some ways more importantly, those extra dollars can help to reduce isolation, by having the money available for travel or enjoying a concert or movie.

Since opening our doors in 2016, we have provided referrals and information to over 40 Beverly Hills residents, mostly elderly and a few grandparents who have grandchildren with special needs. Our office location at 6505 Wilshire Blvd is very close to the Beverly Hills border, and it will be very easy for us to make presentations at the Library, the Miracle Project at the Wallis Performing Center and with other City and community agencies.

With this award of grant funds, we will be able to reach many more City residents.
5. What percentage of your total program service is utilized by members of the Beverly Hills community? If a new program, what percentage of users do you anticipate would be members of the Beverly Hills community?

6. The funding year is July 1, 2020 to June 30, 2021. What is the funding amount requested?

$25,000

7. What percentage of your annual funding would the City’s contribution represent?

5%

8. What is the ratio of your organization’s administrative operating costs?

15% of the total nonprofit budget
9. Provide any additional information that may be useful in evaluating your proposal.

We are rooted in the Jewish community and deeply committed to Jewish values and at the same time, open to all faiths, ethnicities and sexual/gender orientations.

To better understand our work, here's a few client stories:

Judy Steiner, age 34, has schizoaffective/depression/borderline personality disorder and has been getting treatment at a Community Counseling Center for 25 years. Her mother always helped her out financially but she died last year of ALS and left Judy money in her bank account but never set up a special needs trust for her. Judy graduated from college with a bachelor's degree in English literature and has been working at Vons, but wants to go back to graduate school. Once her trust was set up with $41,000 inheritance from her mother, she has been able to buy a new computer, take a Microsoft Word course, and get a new haircut. She is still in grief about her Mother but feeling more confident about her future and her ability to make a living at an interesting job.

Edward Tonkelson, 71, has severe depression/anxiety, back pain and needed a large amount of dental work; he has been living on SSI/Medical for many years. His grandparents were Holocaust survivors. His father passed, and he inherited money from his IRA accounts and the sale of the family home for a total of $118,000. He needed to purchase a new mattress, get a root canal, multiple crowns and also has 40% hearing loss and needs hearing aids. Staff is assisting him with all of these requests, as he is not close to his siblings and needs help to figure out the best options for each category. With our help, he is feeling more optimistic about taking care of everything he needs to be healthy and feel better.
10. Financial Statement:
   a. For grant requests up to $74,999, please submit most recent balance sheet and operating budget OR tax return.
   b. For grant requests $75,000 and over, please submit most recent financial statement reviewed by a Certified Public Accountant

The following documents are required:

- Completed CAGF application
- Documentation of 501c.3 status of proof of 501c.3 status through partnership
- Copy of most recent Form 990 - Return of Organization Exempt from Income Tax
- Copies of any current Charitable Solicitations Permits that have been obtained from the City of Beverly Hills
Agency: Los Angeles Jewish Home

Requested amount: **$50,000**

History of City funding: First-time applicant

Agency description: The Los Angeles Jewish Home is a non-denominational, non-sectarian healthcare organization that serves everyone regardless of their faith. The Home is the largest, complex full continuum of care for seniors in the Western United States. Services include primary and specialty physician care; physical, occupational, speech and language therapies; short-term and long-term rehab; social services; mental health counseling; computer classes and cognitive fitness programs. No one is ever denied service because of an inability to pay.

Proposed use of Community Assistance Grant Funds: Los Angeles Jewish Home is requesting a grant to support their residential and community-based programs. The Home has established residential campuses in the San Fernando Valley and has expanded to the Westside with the opening of Gonda Healthy Aging Westside Campus in 2017. The 2.5 acre Gonda Campus features a 175-unit continuing care retirement community (CCRC) for independent seniors and 24 units for assisted living and memory care. The Gonda Campus has become the go-to place for seniors in and around the Beverly Hills area who wishes to live out their lives in an environment that maximizes their health and well-being while fully supporting their Jewish culture and practices. Annually, the program helps 4,000 seniors throughout the region (1,500 seniors in-residence on their campuses and 2,500 in the community).

Residents of Beverly Hills also can utilize hospice and palliative care services through their Skirball Hospice program which provides: comprehensive end of life care, pain management, durable medical equipment, supplies and personal care at no cost through Medicare, Medi-Cal, and private health plans. Bereavement support is also offered to families.

Target population/Primary service: Seniors of LA County including Beverly Hills residents.

Percentage of total program utilized by Beverly Hills residents/community: It is difficult to calculate the origin of our long-term residents or calls that come into our Connections to Care line. However, we estimate 2-4% of individuals served are from Beverly Hills. Between the Gond Campus and Skirball Hospice, we anticipate servicing 40-50 Beverly Hills residents annually.

Quantifiable Services and Measures: Number of seniors served annually is approximately 4,000. The Home has 1,500 senior residing between their two campuses and serve an additional 2,500 in the community.

Historical Performance:

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<th>FY 19/20: (Q1 &amp; Q2)</th>
<th>Satisfactory</th>
<th>Unsatisfactory</th>
<th>N/A</th>
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General Comment(s) (e.g., non-quantifiable benefits identified by experience with agency v. absolute numbers; observations such as their growth curve and relationship with City, its residents and target populations):

By 2030, the number of seniors in LA County will double from 1.5 million to over 3 million. The greatest growth will be among the county’s oldest residents, 80 years or older. On average, residents of Beverly Hills are older than the rest of the county, and the City is already facing the challenges of serving an aging population. It is estimated that 20% or more of the Beverly Hills community identifies as Jewish. The home is the only facility in the LA area that offers an extensive array of senior health care services supportive of the Jewish culture and practices. The home provides an extraordinary level of care for seniors, earning a 5 star out of 5 Star rating in quality of care from Centers for Medicare and Medicaid Services.

Percentage of annual funding City’s contribution represents: .03%

Ratio of administrative to operating costs: 83%

Service Profile: Needs-based □ Quality of life-based ☒ Social Service ☒

Health ☒ Education □ Other □

Agency Scope: Local □ Regional ☒ National □ International □

501 (C) (3): Yes ☒ No □ Exempt □
Agency / Project Name: Los Angeles Jewish Home

Address: 7150 Tampa Ave.

City: Reseda State: CA Zip: 91335

Contact Person: Steven Klappholz

Phone: (818) 774-3045 Fax: (818) 774-3345

Email: Steven.Klappholz@jha.org

Please note the City's insurance requirements for FY 2020-2021. Within three (3) weeks of receiving notice of funding prior to receiving an agreement, your organization must submit insurance documentation with the following requirements:

- Each organization must submit to City an ACORD insurance certificate which include General Liability ($2 Million), Automobile (coverage limits based on services provided), and Workers Compensation Insurance (if required)
- The City must be named as additionally insured under each policy
- Subrogation must be waived for each insurance policy
- An endorsement to each policy stating that such policy shall not be cancelled by either party or reduced in coverage except after thirty (30) days prior written notice to City

Each organization will also be required to submit a copy of a W-9 form on the most current IRS form www.irs.gov/forms-pubs/about-form-w-9

Please type your answers to the following questions:

1. Is your organization a 501c.3, or are you in partnership with a 501c.3 organization?
   - [ ] We are a 501c.3
   - [ ] We are in partnership with a 501c.3
   - [X] Documentation showing 501c.3 status or partnership with a 501c.3 is attached.
2. What services do you propose to provide the Beverly Hills community that local government is not currently providing?

The Los Angeles Jewish Home is a nondenominational, nonsectarian healthcare organization that serves everyone regardless of their faith. However, we offer an array of senior care that is uniquely supportive to the large and diverse Jewish community of Beverly Hills. We are requesting a grant to support our residential and community programs, so that we can continue to meet the rapidly growing need for specialized care from Beverly Hills seniors.

The Home is the largest, complex full continuum of care for seniors in the Western United States. Annually, our programs and housing help nearly 4,000 seniors throughout the region. Each year, more than 1,500 women and men are cared for in-residence on our campuses with support at all stages of life. Among our care and services are extensive clinical and life enhancing primary and specialty physician care; physical, occupational, speech and language therapies; short-term and long-term rehab; social services; mental health counseling; computer classes and cognitive fitness programs.

Having established our residential campuses in the San Fernando Valley over the past 40 years, we expanded to the westside with the opening of the Gonda Healthy Aging Westside Campus in Playa Vista in 2017. The 2.5 acre Gonda Campus features a 175-unit continuing care retirement community (CCRC) for independent seniors and 24 units for assisted living and memory care. It has become the go-to place for seniors in and around Beverly Hills who wish to live out their lives in an environment that maximizes their health and well-being while fully supporting their Jewish culture and practices.

The Home serves an additional 2,500 seniors annually through our community-based programs. For residents of Beverly Hills, we provide important hospice and palliative care services in their homes and facilities in which they live. Our Skirball Hospice provides comprehensive and compassionate end-of-life care that includes pain medication, durable medical equipment, supplies and personal care provided at no cost through Medicare, Medi-Cal and most private health plans. Consistent with our mission, no one is ever denied service because of an inability to pay. Primary services include pain control and symptom management, emotional and spiritual support and resource assistance to the patients and their families. There is round-the-clock on-call availability of hospice staff for nights and weekends for all these services. Following an individual’s passing, bereavement support is provided for 13 months. Last year, we directly served 15 Beverly Hills residents through our hospice program.
3. If you are applying for a cultural grant, please describe your program here.

The Home is primarily a health care organization. However, our unique contribution to Beverly Hills residents is our support of Jewish culture and practices. Our mission promises "Excellence in senior care reflective of Jewish values." While we serve all individuals regardless of their religious affiliation, we provide kosher meals, two full-time rabbis, a synagogue, celebration of Jewish holidays, and an array of culturally appropriate activities and practices that are supportive of the Jewish community regardless of observance or identification with Judaism.
4. Why are these services considered critical (e.g., enhance quality of life, improve public safety)? If you are a previous recipient, will you be providing new services this funding period?

The senior population is growing rapidly. By 2030, the number of seniors in Los Angeles County will double from 1.5 million to over 3 million. The greatest growth will be among the County’s oldest residents, age 80+. On average, the residents of Beverly Hills are older than the rest of the County, and the City is already facing the challenges of serving an aging population.

It is estimated that 20% or more of the Beverly Hills population is Jewish. The Home is the only facility in the Los Angeles area that offers such an extensive array of senior healthcare services supportive of Jewish culture and practices. Consequently, we have been working for decades to expand our capacity and reduce the waiting time for entrance into our residential facilities.

With an average age of 90, most residents of the Home are considered “frail” due to advanced age, isolation and complex medical diagnoses. Home residents have an average of 12 diagnoses and manage 18-20 regular medications. Over 60% are experiencing some form of significant cognitive impairment; 85% are widowed or have never been married, and one-third have no living immediate family. Many of our residents are survivors of traumatic life events such as domestic violence, rape and assault (including more than 60 residents who are Holocaust survivors).

The Home provides an extraordinary level of care for these seniors, earning a five star rating (out of five) in Quality of Care from the Centers for Medicare and Medicaid Services. Our outcomes for basic life functions – ability to move independently, reliance on assistance, etc. – are much better than the state and national averages. An essential component of delivering these outcomes is providing staffing well beyond the minimal regulatory requirements. For example, the Home provides nearly 50% more nursing care per resident in our skilled nursing facilities than the national average. Of our 1,600+ employees, about half are nurses or nursing assistants.

Ensuring high quality care for all seniors is at the core of our mission and values. However, as seniors live longer, their needs rise and resources decline. Ultimately, many live beyond their financial capacity to support their care. At the Home, 70% residents are eligible for Medi-Cal and government welfare. As such, the Jewish Home must heavily subsidize the actual cost of care, including payment for over the counter drugs, enhanced nursing staff, transportation to doctor appointments, increased activities, social services and kosher meals. Covering the actual costs of care for frail seniors means the Home must raise $13 million each year to support meet their needs.
5. What percentage of your total program service is utilized by members of the Beverly Hills community? If a new program, what percentage of users do you anticipate would be members of the Beverly Hills community?

It is difficult to calculate the origin of our long-term residents or calls that come into our Connections to Care line. However, we estimate that 2% - 4% of individuals served are from Beverly Hills. Between the Gonda Campus and Skirball Hospice, we anticipate serving 40 - 50 Beverly Hills residents annually.

6. The funding year is July 1, 2020 to June 30, 2021. What is the funding amount requested?

$50,000

7. What percentage of your annual funding would the City's contribution represent?

0.03%

8. What is the ratio of your organization's administrative operating costs?

83%
City of Beverly Hills
COMMUNITY ASSISTANCE GRANT FUNDING APPLICATION
FY 2020 - 2021

9. Provide any additional information that may be useful in evaluating your proposal.

While the Los Angeles Jewish Home is not physically located in Beverly Hills, many members of our Board of Directors and support group leadership are Beverly Hills residents. They ensure that the Home's strategic direction and resources are aligned to meet the needs of the Beverly Hills community. Current leadership members from Beverly Hills include: Joyce Brandman, Joseph Held, Pamela Rubin, Joan Seidel, and Richard Ziman.

The Guardians, one of the Home's premier support organizations, has over 550 members, many of whom are Beverly Hills residents. The Associates, another Home-affiliated support organization, has over 400 members, many of whom are also Beverly Hills residents.
10. Financial Statement:
   a. For grant requests up to $74,999, please submit most recent balance sheet and
      operating budget OR tax return.
   b. For grant requests $75,000 and over, please submit most recent financial
      statement reviewed by a Certified Public Accountant

The following documents are required:

- Completed CAGF application
- Documentation of 501c.3 status of proof of 501c.3 status through partnership
- Copy of most recent Form 990 - Return of Organization Exempt from Income Tax
- Copies of any current Charitable Solicitations Permits that have been obtained
  from the City of Beverly Hills
January 22, 2020

Mr. Jim Latta, LCSW
Division Administrator
Human Services Department
City of Beverly Hills
455 Rexford Drive
Beverly Hills, California 90210

Dear Mr. Latta,

On behalf of the Los Angeles Jewish Home, I am very pleased to submit a community assistance grant funding application for 2020-2021. We are most pleased to have this opportunity to partner with the City of Beverly Hills in providing services to our most vulnerable members of our community, the frail elderly.

Every day, the need in our community grows for accessible high quality senior care. Every day, the Los Angeles Jewish Home reaffirms its commitment of expanding our offering of community-based, in-your-home, and residential programs and services. What began as a humble shelter for the city’s most vulnerable population, has grown over the past 107 years to become a vibrant, comprehensive healthcare system and an award-winning, nationally renowned leader in senior wellness.

Serving almost 4,000 seniors annually, many who have lived in Beverly Hills or currently live there now, the Jewish Home helps to fill the gap in providing affordable senior healthcare services regardless of people’s ability to pay.

As you will read in the grant application, the Jewish Home’s reach is very wide in the community serving as that one agency providing a continuum of senior health care to all of our residents.

We are most appreciative of the opportunity to submit this grant application and look forward to partnering with the City of Beverly Hills as we continue our critical work. If you have any questions, please do not hesitate to contact me at 818-774-3045 or steven.klappholz@jha.org.

Thank you again.

Sincerely,

Steven Klappholz, Vice President
Jewish Home Foundation

enclosure
APPLICATION SUMMARY FY 2020/21

Agency: Los Angeles Museum of the Holocaust

Requested amount: $5,000

History of City funding: First-time applicant

Agency description: LA Museum of the Holocaust is the only museum with free admission in Los Angeles that is open daily for Holocaust education and commemoration. It is the oldest survivor-founded museum in United States and the only public institution in Los Angeles with a sole focus on the enormity of the Holocaust. The museum owns the largest collection of Holocaust artifacts in the country and are unique as the majority of the collection has been donated by survivors who resettled in the Southern California Area. The museum opened its permanent, award-winning home in Pan Pacific Park in 2010. The museum’s mission is to commemorate those who perished, honor those who survived, educate about the Holocaust and inspire a more dignified and humane world.

Proposed use of Community Assistance Grant Funds: Funds would be used to fund the Voice of History (VOH) multi-week workshops to teach 7th-12th grade students about Holocaust history by utilizing the museum’s rich archival resources and intergenerational dialogue. Students then work with survivors, staff, professional filmmakers, and artists to create original artwork, sort films, and theatrical plays. Each program concludes with a final performance or screening for the public.

Target population/Primary service: 7th-12th students in public, private, charter, and community schools throughout the greater Los Angeles County; including schools in the Beverly Hills Community.

Percentage of total program utilized by Beverly Hills residents/community: At least 10% of student participant and 25% of final performance attendees.

Quantifiable Services and Measures: VOH aims to recruit 30 students for their 3-week program and expects an audience of 150 to attend the final performance at the Lovelace Theatre at The Wallis. At a minimum 85% of the students will achieve one or more of the following:

- Gain new skills from artist mentor and/or museum staff
- Increase culture literacy and awareness
- Increase knowledge of the Holocaust
- Improved cross-cultural understanding and acceptance
- Achieve greater understanding of social justice and responsibility

Historical Performance:

FY 19/20: (Q1 & Q2) □ Satisfactory □ Unsatisfactory □ N/A

General Comment(s) (e.g., non-quantifiable benefits identified by experience with agency v. absolute numbers; observations such as their growth curve and relationship with City, its residents and target populations):

With increasing acts of antisemitism across the globe and nation—including at the Nessah Synagogue in Beverly Hills—there has never been a more critical time to provide Holocaust
education. FBI Statistics show there has been an 16% increase in hate crimes since 2016. In 2018, the Anti-Defamation League recorded the third highest number of antisemitic incidents in the past four decades. A recent study conducted by, The Conference on Jewish Material Claims Against Germany found that 11% of US adults and 22% of millennials said they either haven’t heard of or not sure whether they have heard of the Holocaust. K-12 schools, as well as colleges and universities, continue to be the scenes of significant number of antisemitic incidents.

LA Museum of the Holocaust sees that there is a growing need to take every opportunity to hear the experiences and carry on the voices of Holocaust survivors. The museum’s annual VOH (including art, film, and theatre) budget in 2020 is $88,640. The museum has secured $12,800 from the LA County Arts Commission and continues to explore private and corporate foundation resources. There is a $600 fee per student, but the museum offers scholarships to families in need. Last year 78% of students participated in VOH with a full or partial scholarship.

**Percentage of annual funding City’s contribution represents:** <1% of total organizational budget; 32% of Voices of History Theatre Program budget.

**Ratio of administrative to operating costs:** 32%- Please note that the museum incurred a one-time legal fees of $485,755 in 2018. A generous benefactor reimbursed the museum for these expenses. Without these fees, the museum’s administrative cost would have been 18%.

**Service Profile:** Needs-based ☑ Quality of life-based ☑ Social Service ☑

Health ☐ Education ☑ Other ☐

**Agency Scope:** Local ☑ Regional ☑ National ☐ International ☐

501 (C) (3): Yes ☑ No ☐ Exempt ☐
Please note the City’s insurance requirements for FY 2020-2021. Within three (3) weeks of receiving notice of funding prior to receiving an agreement, your organization must submit insurance documentation with the following requirements:

- Each organization must submit to City an ACORD insurance certificate which include General Liability ($2 Million), Automobile (coverage limits based on services provided), and Workers Compensation Insurance (if required)
- The City must be named as additionally insured under each policy
- Subrogation must be waived for each insurance policy
- An endorsement to each policy stating that such policy shall not be cancelled by either party or reduced in coverage except after thirty (30) days prior written notice to City

Each organization will also be required to submit a copy of a W-9 form on the most current IRS form [www.irs.gov/forms-pubs/about-form-w-9](http://www.irs.gov/forms-pubs/about-form-w-9)

Please type your answers to the following questions:

1. Is your organization a 501c.3, or are you in partnership with a 501c.3 organization?
   - [ ] We are a 501c.3
   - [ ] We are in partnership with a 501c.3
   - [ ] Documentation showing 501c.3 status or partnership with a 501c.3 is attached.
2. What services do you propose to provide the Beverly Hills community that local government is not currently providing?

Los Angeles Museum of the Holocaust respectfully requests a $5,000 grant from the City of Beverly Hills to support Voices of History, a creative educational program that connects students with Holocaust survivors to document their experiences through art, film and theater projects, teaching the power of perseverance and importance of social justice. The scope of this request is to support the Voices of History summer theater workshop which culminates in a final performance at The Wallis Annenberg Center for the Performing Arts in Beverly Hills.

Founded in 1961 by a group of survivors, Los Angeles Museum of the Holocaust is the only museum with free admission in Los Angeles that is open daily for Holocaust education and commemoration. We are the oldest survivor-founded museum in the United States and the only public institution in Los Angeles with a sole focus on the enormity of the Holocaust. We own one of the largest collections of Holocaust artifacts in the country and we are unique in that the majority of our collection has been donated by Holocaust survivors who moved to Southern California, and their families.

The Museum opened its permanent, award-winning home in Pan Pacific Park in October 2010, where we have since welcomed over 400,000 visitors, including nearly 61,000 visitors last year. We provided free Holocaust education for 20,000 students to visit the Museum for docent-led tours and the opportunity to dialogue with a Holocaust survivor. We also offer free bus transportation for under-resourced schools where field trips are cost prohibitive. The Museum’s interactive galleries engage visitors in an innovative, modern way, while maintaining the dignity and care of the rich collection of primary sources. Our groundbreaking, eco-friendly, award-winning architecture; dedicated Holocaust survivor speakers; high-tech exhibits; and comprehensive bilingual audio guides enhance the visitor experience.

The Museum’s mission to commemorate those who perished, honor those who survived, educate about the Holocaust and inspire a more dignified and humane world has remained constant since our inception. Through engagements and education programs -- including Voices of History -- that value dialogue, learning and reflection, we are inspiring humanity through truth.
Voices of History (VOH) multi-week workshops teach teens about Holocaust history through Los Angeles Museum of the Holocaust's rich archival resources and intergenerational dialogue with survivors. Students then work with survivors, staff, professional filmmakers and artists to create original artwork, short films and theater performances. Participants learn skills in oral history, public speaking, journalism, interviewing techniques, research and critical thinking. Each program concludes with a final performance or screening for the public.

The Museum offers these workshops to 7th - 12th grade students. The scope of this request is to support the VOH theater workshop in July 2020. We aim to recruit 30 students for this 3-week program. In order to serve a diverse student population, the Museum will outreach to public, private, faith-based, charter and community schools throughout Greater Los Angeles, including schools in Beverly Hills, such as Beverly Vista School, Beverly Hills High School and Futures Academy.

During the first week, students participate in inquiry-based Museum tours, object shares and reflection activities. After viewing films of survivor testimonies, the students research and interview local Holocaust survivors. They work in groups to draft scripts for original plays based on the survivors' stories. In week two, students finalize their scripts, do read-throughs and practice scenes. In week three at The Wallis, the students rehearse their plays and do a final performance.

The Museum's Creative Programs Coordinator will plan and facilitate the VOH theater program. The students will also be mentored by Ann Noble, a professional actor, playwright, director and theatre arts educator with over 25 years of experience.

VOH allows students from diverse backgrounds to engage in candid conversations about family, history, loss, courage and hope, and provides a creative outlet for expressing these important themes through the lens of the Holocaust. As participants discuss their own experiences, they also find common ground with survivors, sharing their mutual hope for a better future.

As a result of participating in VOH, at minimum 85% of students will achieve one or more of the following:
> Gained new skills from artist mentor and/or Museum staff;
> Increased cultural literacy and awareness;
> Increased knowledge of the Holocaust;
> Improved cross-cultural understanding and acceptance; and
> Greater understanding of social justice and responsibility.

We expect an audience of 150 to attend the final performance at the Lovelace Theater at The Wallis. Individuals will walk away not only better informed, but also inspired to share the stories they have heard and moved to stand up to antisemitism and hatred.

The total budget for the Voices of History theater program is $16,030 which includes staff salaries, consultant fees, The Wallis theater rental, printing and program supplies.
4. Why are these services considered critical (e.g., enhance quality of life, improve public safety)? If you are a previous recipient, will you be providing new services this funding period?

With increasing acts of antisemitism across the globe, recent antisemitic violence across the U.S. and hate crimes in Los Angeles -- including at the Nessah Synagogue in Beverly Hills -- there has never been a more critical time to provide Holocaust education, and to engage students and the public in discussions on Holocaust history, today's worldwide humanitarian and refugee crises, the dangers of "othering" and hate rhetoric, and the importance of social justice. A recent study conducted by The Conference on Jewish Material Claims Against Germany found that 11% of U.S. adults and 22% of millennials said they either hadn't heard of, or were not sure whether they had heard of, the Holocaust.

Also, importantly, hate crimes against Muslim Americans, Jewish people, African Americans, and LGBTQ individuals are on the rise. FBI statistics for 2018 showed hate crimes spiked 16% from 2016. In 2018, the Anti-Defamation League (ADL) recorded the third-highest number of antisemitic incidents in the past four decades. The 2018 total is 48% higher than the number of incidents in 2016 and 99% higher than in 2015. K-12 schools, as well as colleges and universities, continue to be the scenes of significant numbers of antisemitic incidents. In California, the ADL audit noted 341 incidents of antisemitism in 2018, up 27% from 2017.

As Holocaust survivors age, there is a growing need to take every opportunity to hear their experiences and carry on their voices and messages. The Museum's arts-integrated educational programs teach students about the Holocaust, engage them in discussions, and nurture leadership and stewardship. Voices of History original performances capture the personal stories of the survivors, the students' understanding of this history and their dedication to shaping the future of Holocaust education.
5. What percentage of your total program service is utilized by members of the Beverly Hills community? If a new program, what percentage of users do you anticipate would be members of the Beverly Hills community?

At least 10% of student participants and an estimated 25% of final performance attendees.

6. The funding year is July 1, 2020 to June 30, 2021. What is the funding amount requested?

$5,000

7. What percentage of your annual funding would the City’s contribution represent?

<1% of total organizational budget; 32% of Voices of History theater program budget

8. What is the ratio of your organization’s administrative operating costs?

32%
9. Provide any additional information that may be useful in evaluating your proposal.

Re: Funding & Sustainability
The total annual budget for Voices of History (including art, film and theater) workshops in 2020 is $88,640. The Museum has already received a $12,800 grant from the LA County Arts Commission for VOH this year. Museum staff continue to explore private and corporate foundation resources as well as individual major donors to fund this meaningful program, critical to our mission to commemorate, educate and inspire. If needed, the Museum will also rely on unrestricted revenue from our annual Gala Dinner and other individual donations.

There is a fee of $600 per student (with scholarships available) for the summer theater and documentary filmmaking 3-week workshops. This fee provides a level of commitment from the students. Students may request a full or partial scholarship to participate in the summer VOH workshops by completing a brief form indicating whether a full scholarship is needed or how much they are able to pay. As not to embarrass any families or students, the Museum does not ask for any financial or income information, but simply requires a parent signature. Last year, approximately 78% of students participated in VOH with a full or partial scholarship.

Re: Administrative Expenses
Please note that the Museum incurred one-time legal fees of $485,755 in 2018. A generous benefactor reimbursed the Museum for these expenses. Without these fees, the Museum's administrative costs would have been 18%.
City of Beverly Hills
COMMUNITY ASSISTANCE GRANT FUNDING APPLICATION
FY 2020 - 2021

10. Financial Statement:
   a. For grant requests up to $74,999, please submit most recent balance sheet and operating budget OR tax return.
   b. For grant requests $75,000 and over, please submit most recent financial statement reviewed by a Certified Public Accountant

The following documents are required:

- Completed CAGF application
- Documentation of 501c.3 status of proof of 501c.3 status through partnership
- Copy of most recent Form 990 - Return of Organization Exempt from Income Tax
- Copies of any current Charitable Solicitations Permits that have been obtained from the City of Beverly Hills
January 30, 2020

City of Beverly Hills, Human Services Division
444 N. Rexford Drive, 2nd Floor Library Admin
Beverly Hills, CA 90210

Dear City Councilmembers,

In the wake of the growing antisemitic violence and hate crimes across the country – including the recent attack at Nessah Synagogue in Beverly Hills – there has never been a more critical time for students and the public to discuss the importance of fighting hate and discrimination. On behalf of the Los Angeles Museum of the Holocaust’s Board of Directors and staff, I am pleased to present to the City of Beverly Hills the enclosed application for a consideration of a $5,000 grant to support the Museum’s Voices of History theater program.

The Voices of History summer theater program connects students with Holocaust survivors to document their experiences through original productions, teaching the power of perseverance and importance of social justice. The final public performance takes place at The Wallis in Beverly Hills.

Please let me know if you should have any questions about our application. You may contact me directly at 323-651-3322 or beth@lamoth.org.

Kind regards,

Beth Kean
CEO

cc: Marni Deckter, Grant Officer
APPLICATION SUMMARY FY 2020/21

Agency: The Miracle Project

Requested amount: **$20,000**

History of City funding: 2019/20: $15,000

Agency description: The Miracle Project provides a fully inclusive performing and expressive arts program that uses a groundbreaking and evidence-based methodology to provide individuals with autism and other disabilities the tools to build communication, social skills, community, and greater self-esteem. At The Miracle Project our students, which range from five to 40, become part of a unique neurodiverse community in which all abilities are celebrated. With its artistic home at The Wallis Annenberg Center for Performing Arts in Beverly Hills, the Miracle Project serves over 300 children, teens, and young adults with autism and other disabilities through weekly classes in music, dance, theatre, and film; social skills classes; a summer camp program; and a public performance that aims to change how the world understands disability.

Proposed use of Community Assistance Grant Funds: We are requesting $20,000 to help strengthen and continue our important work in Beverly Hills. The main programmatic expansion we anticipate in the next funding cycle would be offering a new class Fall of 2020 for those that are non-speaking and minimally speaking. We hope to help them improve communication through the use of music, improvisation and performance. Additionally, we are integrating an expanded film component to our program, which we believe will attract even more individuals with disabilities and “co-actors” to our program.

Target population/Primary service: For those with autism and other disabilities – too often the focus is placed on “correcting” their behaviors; on trying to get them to fit into a world that sees them as “the other” – as not just disabled, but unable at The Miracle Project we welcome everyone as they are. By operating from a place of acceptance and engaging our students through expressive and performing arts, we help our students develop communication and social skills, build self-esteem, and create meaningful connections.

Percentage of total program utilized by Beverly Hills community: Approximately 90% of our program services are utilized by members of the Beverly Hills community annually.

Quantifiable Services and Measures: Approximately 90% of our program services are utilized by members of the Beverly Hills community annually. All of our classes are utilized by members of the Beverly Hills community, especially as 75% of our programs take place inside The Wallis.

Current Performance:

- **FY 19/20: (Q1 & Q2)**
  - Satisfactory
  - Unsatisfactory

General Comment(s) (e.g., non-quantifiable benefits identified by experience with agency v. absolute numbers; observations such as their growth curve and relationship with City, its residents and target populations):

This is The Miracle Project’s second application for CAGF support. The program an evidence-based intervention in easing anxiety, increasing confidence and enhancing self-esteem for children and teenagers on the autism spectrum.
Unlike many programs that serve individuals with autism, all of the Miracle Project's classes are neurodiverse, where individuals with and without disabilities are included. As a result of the program, the co-actors have articulated increased levels of empathy, increased understanding of those with disabilities and greater degrees of self-awareness.

The Center for Disease Control now estimates that one in 59 children in the United States have autism, up from one in 2,000 children in the 1970s and 1980s. According to the National Autistic Society, more than 50% of adults with autism are diagnosed with Depression, with more than one in four adults with autism living in complete isolation. These figures highlight the pressing need to create spaces where everyone in the community can thrive and feel that they belong.

**Percentage of annual funding City's contribution represents:** $20,000 in funding would represent about 4% of The Miracle Projects annual funding.

**Ratio of administrative to operating costs:** 30% - however some of these costs bleed over from program expenses (i.e. insurance).

**Service Profile:** Needs-based ☐ Quality of life-based ☐ Social Service ☑

Health ☐ Education ☐ Other ☑

**Agency Scope:** Local ☑ Regional ☑ National ☐ International ☐

**501 (C) (3):** Yes ☑ No ☐ Exempt ☐
Please note the City's insurance requirements for FY 2020-2021. Within three (3) weeks of receiving notice of funding prior to receiving an agreement, your organization must submit insurance documentation with the following requirements:

- Each organization must submit to City an ACORD insurance certificate which include General Liability ($2 Million), Automobile (coverage limits based on services provided), and Workers Compensation Insurance (if required)
- The City must be named as additionally insured under each policy
- Subrogation must be waived for each insurance policy
- An endorsement to each policy stating that such policy shall not be cancelled by either party or reduced in coverage except after thirty (30) days prior written notice to City

Each organization will also be required to submit a copy of a W-9 form on the most current IRS form [www.irs.gov/forms-pubs/about-form-w-9](http://www.irs.gov/forms-pubs/about-form-w-9)

Please type your answers to the following questions:

1. Is your organization a 501c.3, or are you in partnership with a 501c.3 organization?
   - □ We are a 501c.3
   - □ We are in partnership with a 501c.3
   - □ Documentation showing 501c.3 status or partnership with a 501c.3 is attached.
2. What services do you propose to provide the Beverly Hills community that local government is not currently providing?

The Miracle Project is a fully inclusive performing and expressive arts program that uses a groundbreaking and evidence-based methodology to provide individuals with autism and other disabilities the tools to build communication, social skills, community, and greater self-esteem. At The Miracle Project our students, which range in age from 5 to 40, become part of a unique neurodiverse community in which all abilities are celebrated. With its artistic home at The Wallis Annenberg Center for the Performing Arts in Beverly Hills, The Miracle Project serves over 300 children, teens, and young adults with autism and other disabilities through weekly classes in music, dance, theater, and film; social skills classes; a summer camp program; and public performances that aim to transform the way the world sees and understands disability.

The Miracle Project - which is partnered with other disability groups including Etta - offers vital services to those with disabilities in and around Beverly Hills. Each week we offer seven social skills classes. In these classes, students - who fall all along the autism spectrum or have other diagnoses - practice everything from ordering in a restaurant to applying for a job to initiating a conversation. In our safe and unique neurodiverse environment, our students are able to build vital communication and self-advocacy skills - skills that will enhance their quality of life and enable them to engage more fully in the world around them.

The Miracle Project also offers four performance-focused classes each week, which have been proven to increase levels of self-confidence and self-esteem in individuals with disabilities. In 2014, thanks to a grant from the National Endowment for the Arts, researchers from California State University, Northridge studied the impact of The Miracle Project and deemed the program an evidence-based intervention in easing anxiety, increasing confidence, and enhancing self-esteem for children and teenagers on the autism spectrum.

In addition to our ground-breaking methodology, the unique community created by The Miracle Project is vital part of what make the organization so transformative. Unlike other programs that serve individuals with disabilities, all Miracle Project classes are neurodiverse - meaning that all our classes include those with and without disabilities. The importance of this cannot be understated. We have heard time and time again from our students with disabilities that the first neurotypical friend they ever made was at The Miracle Project; that The Miracle Project is the first place that they have felt accepted and that they belong. For our "co-actors" (our neurotypical volunteers) our program has proven to be transformative for them as well. As a result of being part our program, our co-actors have articulated increased levels of empathy, increased understanding of those with disabilities and as well as greater degrees of self-awareness.

In addition to the direct services we provide those with disabilities in and around Beverly Hills, The Miracle Project works to strengthen the Beverly Hills community as a whole. Each year more than 1000 people attend our public performances at The Wallis and in Beverly Hills public schools, in which our students perform original musicals that deal with complex issues such as identity, relationships, independence and bullying. Through these performances, The Miracle Project aims to foster understanding, empathy, sympathy and to transform how audiences understand "ability."
3. If you are applying for a cultural grant, please describe your program here.

As noted above, The Miracle Project is a fully inclusive expressive and performing arts program that uses a ground-breaking methodology to provide individuals with autism and other disabilities the tools to build communication, social skills, community, and greater self-esteem. In addition the direct-service that The Miracle Project provides participants in the program, The Miracle Project also serves the Beverly Hills community at-large by providing a unique cultural experience that aims to inform and educate them about disability. Our aim is to transform the way audiences see those with disabilities - challenging perceptions of what “disability” and “ability” mean. Each year, in the city of Beverly Hills alone we do at minimum seven public performances. These public performances include three free showcases - two in August at the end of our week-long summer camps and one in April at the conclusion of our Triple Threat class. Each Spring we premiere an original musical at The Wallis that runs for, at minimum, five ticketed shows in the Lovelace Theater. These original musicals, which are promoted alongside The Wallis’ regular catalogue of performances, are created by and star our students of all abilities and tackle complex topics such as identity, bullying, relationships, and independence. Last year we brought students from Beverly Hills High School as well as students from the Los Angeles County High School for the Arts (LACHSA) to The Wallis to see our original show Identity: The Musical. We are now working with leaders at both the Beverly Hills middle school and high school, to annually bring our musicals and cast of neurodiverse performers to perform at assemblies and at the schools themselves as a way of promoting and fostering mutual respect and empathy among students.

It is important to note that by being located at The Wallis we are able to serve a diverse group of individuals with physical disabilities as well, who do not always get access to the arts or arts education programs. The Wallis is an ADA accessible building, meaning that our students with physical limitations are able to attend all of our classes and programs. Additionally, we offer sensory friendly performances to our annual large production (ie. no applause and the lights are only dimmed, not off). This allows for audience members who otherwise could not attend a professional-level performance to engage in a unique cultural experience.
4. Why are these services considered critical (e.g., enhance quality of life, improve public safety)? If you are a previous recipient, will you be providing new services this funding period?

The Centers for Disease Control now estimates that one in 59 children in the United States have autism, up from one in 2,000 children in the 1970s and 1980s. According to the National Autistic Society, more than 50% of adults with autism are diagnosed with depression, with more than one in four adults with autism living in complete isolation (i.e. no meaningful contact with friends or peers in over a year). This dramatic rise in autism rates coupled with systemic isolation and depression highlight the pressing need to create more spaces in which everyone in our community can thrive and feel that they belong.

For those with autism and other disabilities - too often the focus is placed on “correcting” their behaviors; on trying to get them to fit into a world that sees them as “the other” - as not just disabled, but unable. At The Miracle Project we welcome everyone as they are. By operating from a place of acceptance and engaging our students through the expressive and performing arts, we help our students develop communication and social skills, build self-esteem, and create meaningful connections. At The Miracle Project we have created a supportive and nurturing environment where all voices and abilities are celebrated and belong.

Not only does our program serve to improve the quality of life for those with disabilities, our program creates a supportive environment for family members - who often also feel isolated. Additionally, our research has shown that “co-actors” in our program (those without disabilities) exhibit increased levels of empathy and tolerance as a result of being in our program and find their participation to be fulfilling in their life. We have made a special effort to recruit our co-actors from the Beverly Hills school district, helping make them more engaged, empathetic and confident citizens of the city.

Just as important to the value we offer those that participate directly in the program is the value we bring to the Beverly Hills community at-large. Our shows, featuring the talents and abilities of people of all abilities, help to foster greater understanding, empathy, sympathy and respect for all individuals regardless of ability. Through the power of theater and storytelling we are working to create a more tolerant, a more welcoming society in which all - regardless of ability - feel valued and accepted. With more than 1000 audience members per year from in and around Beverly Hills, we believe that we provide a vital service in helping to improve the quality of life for all Beverly Hills residents - strengthening Beverly Hills’ commitment to creating a thriving and vibrant diverse community in which all citizens are welcome.

The main programmatic expansion we anticipate in the next funding cycle is a new class taking place in the Fall of 2020 for those that are non-speaking and minimally speaking - helping them improve communication through the use of music, improvisation and performance. Additionally we are integrating an expanded film component to our program, which we believe will attract even more individuals with disabilities and “co-actors” to our program.
5. What percentage of your total program service is utilized by members of the Beverly Hills community? If a new program, what percentage of users do you anticipate would be members of the Beverly Hills community?

90% of our program services are utilized by members of the Beverly Hills community.

6. The funding year is July 1, 2020 to June 30, 2021. What is the funding amount requested?

$20,000

7. What percentage of your annual funding would the City’s contribution represent?

Approximately 4% for FY 2020

8. What is the ratio of your organization’s administrative operating costs?

30% - however some of these costs bleed over from program expenses (ie. insurance).
9. Provide any additional information that may be useful in evaluating your proposal.

We've attached three letters of support from the following individuals:
- Mark Slavkin, Director of Education, GRoW at The Wallis
- Cindy Trost, Beverly Hills Education Foundation President and parent in The Miracle Project
- Debbie Isaacman, former Beverly Hills Education Foundation member and parent in The Miracle Project
10. Financial Statement:
   a. For grant requests up to $74,999, please submit most recent balance sheet and operating budget OR tax return.
   b. For grant requests $75,000 and over, please submit most recent financial statement reviewed by a Certified Public Accountant

The following documents are required:

- [ ] Completed CAGF application
- [ ] Documentation of 501c.3 status of proof of 501c.3 status through partnership
- [ ] Copy of most recent Form 990 - Return of Organization Exempt from Income Tax
- [ ] Copies of any current Charitable Solicitations Permits that have been obtained from the City of Beverly Hills
Grant Review Panel
Community Assistance Grants

To Whom It May Concern:

I am writing to express my strong support for the grant proposal submitted by The Miracle Project. The Wallis is proud to provide an artistic home here in Beverly Hills for this exceptional performing arts program for young people with autism and all abilities.

Through GRoW @ The Wallis – the umbrella for our education and outreach programs – we seek to expand arts opportunities for those who are often left out of these experiences. We do this via partnerships and collaborations with schools, social service agencies, and other arts organizations.

Our collaboration with The Miracle Project includes weekly socialization and performing arts classes, the development and presentation of original musicals, and summer camp programs. These programs are designed for youth and young adults with autism. But they also include their neuro-typical peers and adults as volunteer “co-actors.” By bringing together a diverse range of participants from in and around Beverly Hills, The Miracle Project is fostering a new community of friendships grounded in acceptance and mutual respect.

In addition to the direct benefits for the participants in the programs at The Wallis, The Miracle Project is also helping establish Beverly Hills as a leader in the movement for greater inclusion of people with disabilities. We want everyone who participates with The Miracle Project to feel they truly belong here.

Thank you for considering a grant award for this vital program.

Sincerely,

Mark Slavkin
Director of Education
January 26, 2020

Mr. Jim Latta & Members of the CAG Review Panel
City of Beverly Hills
455 N. Rexford Drive, Suite 250
Beverly Hills, CA 90210

Dear Mr. Latta and Members of the CAG Review Panel,

I am writing to encourage the CAG Review Panel to approve The Miracle Project’s request for a City of Beverly Hills Community Assistance Grant.

The Miracle Project offers a vital resource to many in our community and my family has first-hand experience with the amazing benefits this program provides to students and young adults with Autism. My son Hunter, a 2018 graduate of Beverly Hills High School and a young adult with Autism, has been a participant in The Miracle Project for four years. Because The Miracle Project also includes neurotypical “co-actors” in their classes and original musical productions, Hunter’s sister (a 2019 BHHS graduate) was able to participate in the program as well. This has provided both of them an opportunity to be a part of this enriching and meaningful activity as equals. The beauty of The Miracle Project is that those with Autism are not seen as disabled or “less than” the neurotypical co-actors. Each member/student in the program is valued and respected for being who they are, regardless of ability. Programs like this are rare and we in Beverly Hills are fortunate that The Miracle Project has found an artistic home at the Wallis Annenberg Center for the Performing Arts.

Each year, more children are being diagnosed with an Autism Spectrum Disorder, and each year we are seeing evidence that with programs like The Miracle Project, those individuals can achieve a level of success never before seen or imagined. The Miracle Project’s success stories include several students now working as actors on television and film projects, others are attending college, and our co-actors are out in the community serving as ambassadors, spreading the message that people with Autism are more than a disability. My neurotypical daughter found her calling through her involvement with the Miracle Project and now majors in Neuroscience at the University of Southern California.

I am hopeful you and your committee will see the incredible benefit this program provides to our community and that you will choose to continue supporting the Miracle Project in Beverly Hills with a Community Assistance Grant.

Thank you for your time and consideration,

Cindy Trost
President, Beverly Hills Education Foundation
Parent of a Miracle Project Participant and Co-Actor
January 27, 2020

Human Relations Commission
Beverly Hills, CA

Dear Commissioners,

I am writing to you to let you know the impact your commission has made on the lives of so many participants of The Miracle Project.

My son, David, had a dream of participating in a theater production while attending Beverly Hills High School. It wasn’t possible until The Miracle Project. David, like so many others with special needs, was able to achieve that because of the generous support of our community. David has grown, become confident and feels so much a part of the city he grew up in. As a result of the confidence he has received from this valuable program, David is now employed and continues to thrive.

Please know that your commitment to continue supporting programs like the Miracle Project makes a difference for so many individuals and families, not only in Beverly Hills but in so many communities.

Thank You,

Debbie Isaacman
Former PTA President Hawthorne Elementary
Former Board Member BHEF
APPLICATION SUMMARY FY 2020/21

Agency: People Assisting the Homeless (PATH)

Requested amount: $100,000


Agency description: PATH's mission is to end homelessness for individuals, families and communities. PATH envisions a world where every person has a home. PATH provides interim and permanent housing and supportive services for people in need.

Proposed use of Community Assistance Grant Funds: PATH will continue to provide five year-round interim housing beds ($52/bed/night) for individuals referred by City of Beverly Hills. Services are housing-centric, focusing on connecting participants with permanent housing through LA County’s Coordinated Entry System and providing supportive services. Beverly Hills clients are given priority access to PATH’s wide range of housing resources. A small percentage ($5,100 or approximately 5%) of the grant goes towards administrative costs associated with the coordination of services, acceptance of referrals from the City, and grant administration and reporting. Staff at PATH’s interim housing will be available between the hours of 7am and 9pm to assist City staff and the Beverly Hills Police Department place individuals.

Target population/Primary service: Homeless individuals living on the streets in Beverly Hills. The primary service moves individuals from the street to permanent housing.

Percentage of total program utilized by Beverly Hills residents/community: 100% of the clients to be served in the Beverly Hills supportive housing program proposed for 2020/21 will be official referrals from the City; Beverly Hills clients represent approximately 6% of the total clients served through PATH’s Metro Los Angeles Interim housing program.

Current Performance:
FY 19/20: (Q1 & Q2) ☑ Satisfactory ☐ Unsatisfactory

General Comment(s) (e.g., non-quantifiable benefits identified by experience with agency v. absolute numbers; observations such as their growth curve and relationship with City, its residents and target populations):

PATH’s interim housing program is a key tool used by the City’s CLASP team to engage Beverly Hills’ high-barrier homeless individuals in services and eventually placement in permanent housing. Permanent housing is the most cost-effective long-term solution to addressing homelessness in the City.

The PATH’s Metro LA interim housing program offers low-barrier interim housing, and does not require sobriety or participation in services as a prerequisite for enrollment. PATH’s model combines two evidence-based approaches, harm reduction and peer support, which are used alongside recovery principles, motivational interviewing, and kinship. The interim housing
program offers clean beds, nutritious meals, access to restrooms and showers, and laundry facilities.

Through PATH's innovative service collaborative, partner service agencies, and the County-wide Coordinated Entry System (CES), they are able to assist homeless individuals address their personal barriers and identify, transition into, and retain permanent housing. PATH partners with physical and mental providers throughout Los Angeles to address the needs of chronically homeless individuals including Step Up On Second, Saban Community Clinic and the Los Angeles Departments of Health (DHS) and Mental Health (DMH).

**Percentage of annual funding City's contribution represents:** Approximately 0.01% of the total organizational budget.

**Ratio of administrative to operating costs:** 14% administrative: 84% program and 2% fundraising.

**Service Profile:** Needs-based ☒ Quality of life-based ☒ Social Service ☒

Health ☐ Education ☐ Other ☐

**Agency Scope:** Local ☒ Regional ☒ National ☐ International ☐

**501 (C) (3):** Yes ☒ No ☐ Exempt ☐
City Of Beverly Hills  
COMMUNITY ASSISTANCE GRANT FUNDING APPLICATION  
FY 2020-2021

<table>
<thead>
<tr>
<th>AGENCY/PROJECT NAME:</th>
<th>PATH (People Assisting the Homeless)</th>
</tr>
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<tbody>
<tr>
<td>ADDRESS:</td>
<td>340 N. Madison Avenue</td>
</tr>
<tr>
<td>City, State Zip</td>
<td>Los Angeles, CA 90004</td>
</tr>
<tr>
<td>CONTACT PERSON:</td>
<td>Tara Pak, Director of Grants</td>
</tr>
<tr>
<td>PHONE:</td>
<td>(323) 644-2210</td>
</tr>
<tr>
<td>FAX:</td>
<td>(323) 297-1942</td>
</tr>
<tr>
<td>EMAIL:</td>
<td><a href="mailto:grants@epath.org">grants@epath.org</a></td>
</tr>
</tbody>
</table>

Please note the City's insurance requirements for FY 2020-2021. Within three (3) weeks of receiving notice of funding prior to receiving an agreement, your organization must submit insurance documentation with the following requirements:

- Each organization must submit to City an ACORD insurance certificate which include General Liability ($2 Million), Automobile (coverage limits based on services provided), and Workers Compensation Insurance (if required)
- The City must be named as additionally insured under each policy
- Subrogation must be waived for each insurance policy
- An endorsement to each policy stating that such policy shall not be cancelled by either party or reduced in coverage except after thirty (30) days prior written notice to City

Each organization will also be required to submit a copy of a W-9 form on the most current IRS form [www.irs.gov/forms-pubs/about-form-w-9](http://www.irs.gov/forms-pubs/about-form-w-9)

Please type your answers to the following questions:

1. Is your organization a 501c.3 or are you in partnership with a 501c.3 organization?
   - [ ] We are a 501c.3  
   - [ ] We are in a partnership with a 501c.3

   [ ] Documentation showing 501c.3 status or partnership with a 501c.3 is attached.
2. **What services do you propose to provide the Beverly Hills community that local government is not currently providing?**

PATH proposes to provide the Beverly Hills community year-round access to five interim housing beds, which will be reserved for individuals experiencing homelessness who are referred by Beverly Hills officials. Our continued partnership with City agencies (e.g., the Changing Lives and Sharing Places (CLASP) team, the Human Relations Department staff, and the Police Department) will help Beverly Hills move their most vulnerable neighbors off the streets and into permanent homes.

Our program follows Housing First, a best practice in homeless services that prioritizes placing individuals in permanent homes, then providing the supportive services needed to overcome barriers to long-term housing stability. We do not require sobriety or participation in services, allowing us to work more effectively with the high-need, chronically homeless individuals among Beverly Hills' homeless population.

PATH's Metro LA interim housing program, located at 340 N. Madison Avenue, offers low-barrier interim housing for people experiencing homelessness. We will place individuals from Beverly Hills who need, and are willing to access, an immediate safe place to stay into our interim housing. Our Metro LA interim housing program provides our residents with clean beds; three nutritious meals per day; and access to restroom, shower, and laundry facilities. With their basic needs met, residents can focus on accessing the full range of services and support they need to stabilize.

PATH employs a comprehensive case management and service navigation model to guide residents through the complex systems that provide the resources needed to end their homelessness. Our model combines two evidence-based practices—peer support and harm reduction—used alongside recovery principles, motivational interviewing, and kinship to successfully connect residents to housing and services. We target the most vulnerable of the homeless population, including the chronically homeless, who have high needs and require intensive case management. To serve this population effectively, PATH employs a combination of LCSW and MSW-level clinical staff, as well as BA-level staff, trained in mental health and co-occurring disorders with specialized experience and peer support training.

All of PATH’s interim housing residents are assigned to a case manager, also referred to as a navigator. With a 1:9 navigator to resident ratio, navigators are able to provide individualized, client-centered case management. They work closely with each resident to develop an Individualized Housing & Services Plan (IHSP) that details their unique set of barriers, establishes specific housing and service goals, and outlines the steps and services necessary to achieve those goals. Navigators meet with each resident at least weekly to discuss their progress, address any challenges and issues that may arise, and connect them with wraparound supportive services. Services include medical and mental healthcare, substance use treatment, employment services (e.g., education, vocational training, and job placement assistance), housing location, legal aid, public benefits assistance, domestic violence counseling, support groups, Veterans services, personal care, and more.

Navigators use a "whatever it takes" approach to help residents successfully access the services and resources they need. For example, navigators will make appointments with service providers and accompany them to meetings or provide transportation. They will also walk them through required paperwork for resources such as public benefits or legal
aid, and help them fill out applications. PATH’s case management staff are available seven days a week, allowing them to provide comprehensive care and support and ensure residents can successfully access services.

PATH’s navigators also cultivate relationships with landlords and property management companies in order to identify appropriate housing opportunities for our residents. Staff will work to link residents from Beverly Hills with appropriate permanent housing through the countywide Coordinated Entry System (CES). When appropriate and available, we will connect them with housing vouchers through Section 8 and our contracts with the Department of Veterans Affairs (VA) and Department of Health Services (DHS). PATH is also working to increase access to affordable housing with LeaseUp Los Angeles, a landlord engagement campaign that conducts outreach and forges new relationships with landlords to provide education and support in renting to our clients. The initiative helps convert available apartments to affordable housing and aims to identify 3,000 units annually. To further support residents’ transition into permanent housing, PATH has designated funds to provide limited financial assistance to cover initial move-in costs.

In addition to directly serving people experiencing homelessness, PATH will continue to partner with and educate City of Beverly Hills representatives, law enforcement officials, and business owners—helping them understand the issues surrounding homelessness and provide the resources and information they need to appropriately assist homeless individuals they encounter. Staff at PATH’s interim facility will be available every day between the hours of 7:00am and 9:00pm to help the Beverly Hills Police Department and City staff place individuals in the program.

Our comprehensive, individualized approach provides person-centered case management and supportive services that help people experiencing homelessness transition into and retain permanent homes. By connecting homeless individuals residing in Beverly Hills with housing resources along with an array of supportive services, PATH will continue to reduce unsheltered homelessness in the City.

3. If you are applying to a cultural grant, please describe your program here.
PATH is not applying for a cultural grant.

4. Why are these services considered critical (e.g., enhance quality of life, improve public safety)? If you are a previous recipient, will you be providing new services this funding period? If yes, please describe.
According to the 2019 Greater Los Angeles Homeless Count, 19 individuals are experiencing homelessness in Beverly Hills on any given night, all of whom are unsheltered. Based on accounts from PATH’s street outreach team, police officers, and community members, we estimate at least 80 percent of them are chronically homeless—which means they have been homeless for more than a year, or repeatedly over more than two years, and struggle with a disabling condition such as a serious mental illness, substance use disorder, or physical disability. This population often has limited support systems, age-related issues, and/or chronic health conditions exacerbated by the stress and trauma of living on the streets.

Homelessness has a tremendous impact on a person’s health—the average lifespan of someone living on the street is 30 years shorter than their housed peers as they struggle to meet daily needs (e.g., food and water), have limited healthcare access, and live in unhealthy and unsanitary environments. According to the U.S. Interagency Council on
Homelessness (USICH), best practices like our targeted outreach, individualized supportive services, health and employment assistance, and permanent supportive housing are key to serving this population. With the stability of a home and access to supportive services, our residents can regain their wellness and independence.

Chronically homeless individuals frequently require more time and effort to engage as they may be service-hesitant stemming from traumatic experiences in the past. A chronically homeless individual may have entered interim housing programs several times, but eventually returned to the streets because they were unable to obtain or maintain permanent housing. Additionally, they may cycle in and out of jails, hospitals, and/or mental health facilities, placing a tremendous burden on taxpayers, local law enforcement, and the community at large. The cost of leaving a person to remain chronically homeless on the streets is as much as $30,000 to $50,000 per year. (Ending Chronic Homelessness in 2017, USICH). They require intensive, persistent support to build trusting relationships that succeed in engaging them in services and addressing their multiple barriers to stability in housing.

PATH has partnered with the City of Beverly Hills for nearly two decades and we will be providing the same comprehensive, housing-focused services as in recent years. Our low-barrier, person-centered interim housing program allows for the intensive case management needed to fully engage our high-need population. Our “whatever it takes” approach focuses on finding residents permanent supportive housing where they can continue to rebuild their lives and health. Communities across the country have found this to be the most cost-effective and sustainable approach to successfully end a person’s homelessness.

Furthermore, by cultivating and maintaining a network of countywide service partners PATH ensures we address each person’s unique barriers with the most appropriate services so they may obtain and retain permanent homes. Key to our collaborative are our many partnerships with medical and mental health organizations throughout Los Angeles County to address the chronic health needs of homeless individuals. Agencies include Gateways Hospital, JWCH Institute, Saban Community Clinic, Hollywood Mental Health Center, Edelman Westside Mental Health Center, Prototypes, Step Up on Second, and the Los Angeles County Departments of Health (DHS) and Mental Health (DMH).

The five beds dedicated to residents referred from Beverly Hills will not only improve the lives of both Beverly Hills’ homeless and housed residents, but also has the potential to drastically reduce public costs. It will help alleviate the burden on public libraries, where people experiencing homelessness often seek respite and safety, and hospital emergency rooms, which frequently find themselves providing basic health service for those who have nowhere else to go for care. It will also reduce “quality of life” crimes, like panhandling, that drive customers away from local businesses and public spaces. By helping people experiencing homelessness transition off the streets and reintegrate into the community, PATH will help better the Beverly Hills community and demonstrate the City’s commitment to providing for all its citizens and ending homelessness.

5. What percentage of your total program service is utilized by members of the Beverly Hills community? If a new program, what percentage of users do you anticipate would be members of the Beverly Hills community?
Approximately six percent of total residents served through our Metro Los Angeles interim housing program are members of the Beverly Hills community. Of the residents served by the Beverly Hills program (i.e., the five dedicated beds), 100 percent regularly resided in the City of Beverly Hills prior to entering the program.

6. The funding year is July 1, 2020 to June 30, 2021. What is the funding amount requested?
PATH respectfully requests $100,000 from the City of Beverly Hills to provide interim housing, intensive case management, wraparound supportive services, and permanent housing placement to five homeless individuals from Beverly Hills at any given time. This amount will cover direct service costs ($52 per bed night) and allow for a small percentage ($5,100, or approximately five percent) to go toward administrative costs associated with the coordination of services, acceptance of referrals from the Beverly Hills Human Services Department and Police Department, and grant administration and reporting.

7. What percentage of your annual funding would the City’s contribution represent?
The amount requested from the City of Beverly Hills represents approximately 0.1 percent of PATH’s total organizational funding for fiscal year 2019-20.

8. What is the ratio of your organization’s administrative operating costs?
According to the organization’s most recently completed Form 990, PATH’s operating expenses break down as follows: 14 percent administrative, 84 percent program, and two percent fundraising.

9. Provide any additional information that may be useful in evaluating your proposal.
For nearly two decades, PATH and the City of Beverly Hills have partnered to care for the most vulnerable of the people living in the City. In that time, we have grown to be the largest homeless services organization in California and have expanded our reach statewide, housing more than 9,000 people since 2013. Our success is bolstered by dedicated agencies like the City of Beverly Hills, the CLASP team, and the Beverly Hills Police Department that help connect us to the homeless in their communities. We are grateful for the longstanding support and remain committed to continuing to improve the lives of the community’s homeless and housed residents. PATH is always open to discussing ways in which we can enhance the programs and services we provide should the City so desire. Thank you for your consideration of this grant request, and we look forward to continuing our partnership with you in the upcoming year.

10. Financial Statement:
   a. For grant requests up to $74,999, please submit most recent balance sheet and operating budget OR tax return.
   b. For grant requests $75,000 and over, please submit most recent financial statement reviewed by a Certified Public Accountant.

The following documents are required:
- Completed CAGF application,
- Documentation of 501c.3 status or proof of 501c.3 status through partnership,
- Copy of most recent Form 990 - Return of Organization Exempt from Income Tax,
- Copies of any current Charitable Solicitations Permits that have been obtained from the City of Beverly Hills.
January 28, 2020

James Latta, LCSW
Human Services Administrator
City of Beverly Hills Human Services Division
444 N. Rexford Drive
Beverly Hills, CA 90210

Dear Mr. Latta,

PATH (People Assisting the Homeless) is thankful to the City of Beverly Hills for our nearly 20-year partnership to help the community’s most vulnerable achieve stability and independence. With our enclosed proposal, we hope to continue our important collaboration and respectfully request $100,000 to support interim housing, wraparound supportive services, and permanent housing placement for people experiencing homelessness in Beverly Hills.

PATH will serve the Beverly Hills community by continuing to provide year-round access to five interim housing beds reserved for individuals experiencing homelessness referred by Beverly Hills officials. Through our partnership with City agencies, including the Changing Lives and Sharing Places (CLASP) team, the Human Relations Department staff, and the Police Department, we will help these individuals stabilize off the streets and overcome their housing barriers so they can rebuild their lives and thrive.

PATH greatly appreciates the City’s commitment to improving the lives of all its residents and we look forward to continuing our partnership over the next year. Should you have any questions, please do not hesitate to contact me or Tara Pak, director of grants, at (323) 644-2210 or at TaraP@epath.org.

Sincerely,

[Signature]

Jennifer Hark Dietz, LCSW
Deputy Chief Executive Officer and Executive Director

Enclosures:
City of Beverly Hills Community Assistance Grant Funding Application
PATH 501(c)3 Documentation Letter
PATH FY2017-18 Form 990
PATH FY2017-18 Audited Financial Statements
Agency: Partners in Care Foundation

Requested amount: $100,000

History of City funding: First-time applicant

Agency description: Founded in 1997, the mission of Partners in Care (Partners) is to shape the ever evolving health system by developing and spreading high value models of community-based care and self-management for diverse populations with chronic conditions. Partners is a nationally recognized leader in developing innovative community and home approaches in health promotion, chronic disease management, and addressing health disparities. Partners provides non-medical home and community-based services, self-management education, medication safety screening, and outreach and care coordination for more than 25,000 high needs individuals annually.

Proposed use of Community Assistance Grant Funds: Partners will work with BHFD to integrate case management and social services into the Fire Department and establish a Falls Prevention Program for the community. Partners will provide and supervise a social worker who will work in conjunction BHFD staff members to implement the fall prevention program and in-home social services. In addition, Partner’s Sr. Director of Community Wellness will provide trainings to orient BHFD firefighters and emergency medical service staff to the three-minute STEADI (Stopping Elderly Accidents, Death, and Injuries) fall prevention intervention and A Matter of Balance Fall Prevention Program. The social worker will also liaison with the appropriate Beverly Hills staff members who currently provide services for this population.

The new social worker will provide in-home psychosocial assessment which includes medication risk screenings and identify depression, cognitive impairment, functional status, nutrition, and transportation challenges, need for caregiver support, housing safety, and a host of other social determinants of health.

It is anticipated the program will serve 20 people at a time and the social worker will follow participants progress for 30 to 90-day time period. Fall prevention workshops will be held three or four times serving 35-40 participants.

Target population/Primary service: Elderly community members who are high-utilizers of 911 emergency services in Beverly Hills.

Percentage of total program utilized by Beverly Hills residents/community: Of the 25,000 people served within a year at Partners, .05% of them are Beverly Hills residents. Traditionally Partners has served diverse populations with financial need. However, with the partnership with BHFD, 100% of users will be members of the Beverly Hills community.

Quantifiable Services and Measures: BHFD has identified an increase of inappropriate calling upon BHFD emergency medical services amongst community members. In 2008/09, they received 3,315 call whereas in 2017/18 the number of calls had increased to $5,086. The goal would be to provide these community members with an enhanced mix of programs and services beyond BHFD emergency services, decrease fall risks, and decrease unnecessary hospital admissions.
Historical Performance:
FY 19/20: (Q1 & Q2) □ Satisfactory  □ Unsatisfactory  □ N/A

General Comment(s) (e.g., non-quantifiable benefits identified by experience with agency v. absolute numbers; observations such as their growth curve and relationship with City, its residents and target populations):

BHFD added a Nurse Practitioner Program and now they want to broaden the services to include a Fall Prevention Program, a social worker, and in-home assessment and support. Partner in Care is seeking $100,000 from CAGF, while BHFD has made a commitment of $49,500 to this program. Partners has collaborated with two fire departments (Arcadia and Torrance) in the past. Torrance has shown a 2% decrease each quarter in the number of adults age 60 or older dialing 911 after experiencing a fall. Partners is accredited in complex case management by National Committee for Quality Assurance and was the second community-based organization in the country to achieve this status. Partners focuses specifically on improving chronic disease self-management, identifying and resolving dangerous medication errors, preventing falls, averting costly hospitalization and preventing premature nursing home placement through in-home coordination.

Percentage of annual funding City's contribution represents: The Current Partners in Care budget is $21,368,100. The $100,000 grant will represent about half of one percent of Partners budget.

Ratio of administrative to operating costs: 18%

Service Profile: Needs-based  □  Quality of life-based  □  Social Service  □
    Health □  Education  □  Other □

Agency Scope: Local  □  Regional  □  National  □  International □

501 (C) (3): Yes  □  No  □  Exempt  □
Please note the City's insurance requirements for FY 2020-2021. Within three (3) weeks of receiving notice of funding prior to receiving an agreement, your organization must submit insurance documentation with the following requirements:

- Each organization must submit to City an ACORD insurance certificate which include General Liability ($2 Million), Automobile (coverage limits based on services provided), and Workers Compensation Insurance (if required)
- The City must be named as additionally insured under each policy
- Subrogation must be waived for each insurance policy
- An endorsement to each policy stating that such policy shall not be cancelled by either party or reduced in coverage except after thirty (30) days prior written notice to City

Each organization will also be required to submit a copy of a W-9 form on the most current IRS form [www.irs.gov/forms-pubs/about-form-w-9](http://www.irs.gov/forms-pubs/about-form-w-9)

Please type your answers to the following questions:

1. Is your organization a 501c.3, or are you in partnership with a 501c.3 organization?
   - [ ] We are a 501c.3
   - [ ] We are in partnership with a 501c.3
   - [ ] Documentation showing 501c.3 status or partnership with a 501c.3 is attached.
2. What services do you propose to provide the Beverly Hills community that local government is not currently providing?

Often in a community there are older members who utilize the 911 emergency call program frequently. They might experience falls and not have family close by to help. Or, they have been recently discharged from the hospital and are experiencing issues related to their convalescence. They are frightened, vulnerable and turn to the Fire Department for help.

The Beverly Hills Fire Department (BHFD) approached the non-profit Partners in Care Foundation (Partners) as they recognized that they had a high instance of community members calling 911 for help either after a recent discharge from the hospital or as a result of a fall.

The Fire Department has a nurse practitioner program and they want to extend those services with additional resources for these vulnerable community members. Partners will work with the BHFD to integrate case management and social services into the Fire Department and establish a Falls Prevention Program for the community.

This new partnership will offer help in two areas: 1) Provide a proven Fall prevention program, and; 2) Provide social work assessment and services for these often elderly community members that will identify the root causes of their needs and find more appropriate ways to help rather than depending solely on calling the 911 system.

Partners will provide and supervise a social worker who will work in conjunction with BHFD staff members to implement the Fall Prevention program and in-home social services. In addition, Partners Senior Director of Community Wellness will provide trainings to orient BHFD firefighters and Emergency Medical Services staff to the three-minute STEADI (Stopping Elderly Accidents, Deaths, and Injuries) fall prevention intervention and the A Matter of Balance Falls Prevention program. The social worker will also liaison with appropriate City of Beverly Hills staff members who currently provide services for this older population - such as exercise classes and transportation - and ensure that targeted and appropriate referrals are integrated into those service offerings.

The BHFD Nurse Practitioners will provide clinical support for the identified community member. The new social worker will provide an in-home psychosocial assessment to include medication risk screening, and identify depression, cognitive impairment, functional status, nutrition and transportation challenges, need for caregiver support, housing safety and security and a host of other social determinants of health. Next, the staff member will create a care plan unique to the needs of the community member, survey available local resources, and work with the individual to implement the care plan. The care plan will work to alleviate threats to health and safety such as the fall risk of area rugs or the lack of grab bars in key places like bathrooms, and whether food and medications are available and taken properly. The social worker will build a rapport with the community member through visits and calls. Suggested resources in the care plan might include a meal delivery service, community socialization programs, home modifications, caregiver support, referrals to legal support and whether the individual should wear an emergency alert device. In addition, the social worker will coordinate with appropriate family members, neighbors or other identified local support people.

It is anticipated this new program will serve 20 people at any one time and the social worker will follow the participants' progress for a 30 to 90-day time period. During the funded year, falls prevention workshops will be held 3 or 4 times serving 35 to 40 participants. Since 2013, Partners has offered Matter of Balance, a proven, research-based program consisting of 8-weekly sessions conducted by trained leaders. Workshop attendees learn that falls are preventable, learn simple changes they can make at home to increase safety and begin a simple exercise program to build strength and balance.
3. If you are applying for a cultural grant, please describe your program here.
Partners in Care is not applying for a cultural grant.
4. Why are these services considered critical (e.g., enhance quality of life, improve public safety)? If you are a previous recipient, will you be providing new services this funding period?

Partners in Care Foundation (Partners) is partnering with the Beverly Hills Fire Department (BHFD) to ensure that vulnerable high risk Beverly Hills community members receive important services so they can live safely in their homes without inappropriately calling upon the BHFD Emergency Medical Services. The BHFD had identified this problem - that increasingly more and more community members were calling with issues outside the scope of their Emergency Medical Services. Over the last decade, calls to the BHFD Emergency Medical Services have risen dramatically. In 2008/09, they received 3,315 calls whereas in 2017/18 that number had increased 53% to 5,086.

BHFD added a Nurse Practitioner program and now they want to broaden the services to include a Fall Prevention program, a social worker and in-home assessment and service support. This new partnership will help ensure the safety of these community members by providing them an enhanced mix of programs and services beyond what the BHFD Emergency Medical Services can provide. The goals of this program include decreasing fall risk and individuals' fear of falling, decreasing unnecessary hospital admissions for falls-related injuries and assisting community members to access other resources that have proven to provide a level of safety, stability and better health status in the home.

The anticipated results are twofold: 1) the BHFD Emergency Medical Services can continue to provide a high level of response for targeted high risk emergencies; and 2) Frightened, vulnerable and often elderly community members will find appropriate social service resources so that they can live safe, healthy and independently in the warm familiar surroundings of their own homes.
City of Beverly Hills
COMMUNITY ASSISTANCE GRANT FUNDING APPLICATION
FY 2020 - 2021

5. What percentage of your total program service is utilized by members of the Beverly Hills community? If a new program, what percentage of users do you anticipate would be members of the Beverly Hills community?

please see attached

6. The funding year is July 1, 2020 to June 30, 2021. What is the funding amount requested?

please see attached

7. What percentage of your annual funding would the City’s contribution represent?

please see attached

8. What is the ratio of your organization’s administrative operating costs?

please see attached
9. Provide any additional information that may be useful in evaluating your proposal.

About Partners' Fire Department Collaborations

Partners' Community Wellness Department has successfully collaborated with two fire departments and has created a model for referring frequent 911 callers to community-based evidence-based falls prevention and social support programs.

In Arcadia, a team of agencies including the UCLA Center for Prehospital Care, Chiefs of the Arcadia Fire Department, and Partners collaborated to introduce the three-minute STEADI (Stopping Elderly Accidents, Deaths, and Injuries) intervention to the fire department staff and educate them about the A Matter of Balance workshops. Arcadia firefighters and Emergency Medical Services (EMS) staff administered the three-minute STEADI intervention and disseminated STEADI brochures to older adults in the community who had dialed 911 after suffering a fall. The brochures included a falls self-assessment and information about home safety, and the team of agencies inserted a letter with information about how to enroll in the A Matter of Balance workshop.

A Matter of Balance is a structured 8-week session program conducted by trained leaders. The ideal workshop size is generally 8-12 participants.

As a result, Partners staff: 1) Conducted trainings to orient Arcadia firefighters and EMS staff to the three-minute STEADI fall prevention intervention and the A Matter of Balance program, and; 2) They conducted A Matter of Balance workshops for community older adults at Arcadia's Recreation Center.

In Torrance, Partners in Care Foundation collaborated with the Torrance Fire Department and developed an 8-page falls prevention brochure derived from the CDC's STEADI materials, which also included an insert referring appropriate community members to A Matter of Balance workshops in the City of Torrance. The team put into place a follow-up program to remind identified community members about this new program. The program was also promoted during the annual City of Torrance Senior Safety Fair. Since that time, Partners has conducted on-going A Matter of Balance workshops. Preliminary analysis of 911 call data over a five quarter period from Torrance Fire Department shows that offering A Matter of Balance workshops in the City, in conjunction with residents' heightened awareness of falls prevention resources, has resulted in a 2% decrease each quarter in the number of adults aged 60 or older who dialed 911 after experiencing a fall.

About Partners in Care Foundation

The mission of Partners in Care Foundation is to shape the evolving health system by developing and spreading high value models of community-based care and self-management for diverse populations with chronic conditions. Partners is a nationally recognized leader in developing innovative community and home approaches in health promotion, chronic disease management and addressing health disparities. Partners has an extensive history in creating, testing, adapting, and disseminating evidence-based models of care. Founded in 1997, Partners has an annual budget of more than $20 million and 165 employees across five locations throughout Southern California. We provide non-medical home and community-based services, self-management education, medication safety screening, and outreach and care coordination for more than 25,000 high need individuals annually.

Our overriding goal is to promote the best possible health and quality of life for those most in need through enhanced self-care and special supports and access to key resources. Partners is accredited in complex care management by the National Committee for Quality Assurance (NCQA) and was the second community-based organization in the country to achieve this status.

We focus specifically on improving chronic disease self-management, identifying and resolving dangerous medication errors, preventing falls, averting costly hospitalizations and preventing premature nursing home placement through in-home care coordination. We are intent on helping people care for themselves and their families in a home in the community rather than in an institutional setting. We will continue to expand our workforce development leadership in the changing environment to assure quality staffing across the region to address social determinants of care for the older population and increasingly also for other complex populations with needs for in-home support.
10. Financial Statement:
   a. For grant requests up to $74,999, please submit most recent balance sheet and operating budget OR tax return.
   b. For grant requests $75,000 and over, please submit most recent financial statement reviewed by a Certified Public Accountant

The following documents are required:

☐ Completed CAGF application
☐ Documentation of 501c.3 status of proof of 501c.3 status through partnership
☐ Copy of most recent Form 990 - Return of Organization Exempt from Income Tax
☐ Copies of any current Charitable Solicitations Permits that have been obtained from the City of Beverly Hills
Questions 5 though 8

5. What percentage of your total program service is utilized by members of the Beverly Hills community? If a new program, what percentage of users do you anticipate would be members of the Beverly Hills community?

Among all Partners programs, some 25,000 people are served a year with .05% of them living in the Beverly Hills zip codes. Traditionally Partners has served diverse populations with financial need and therefore, we haven’t served many in the Beverly Hills area. Our expertise is working with people who have multiple, complex chronic medical and physical conditions and need diverse social service programs. We look forward to adding this expertise to the continuum of care offered by the BHFD, to better serve those in Beverly Hills.

For this partnership with the BHFD for which Partners seeks funding from the City of Beverly Hills, 100% of users will be members of the Beverly Hills community.

6. The funding year is July 1, 2020 to June 30, 2021. What is the funding amount requested?

Partners in Care Foundation seeks $100,000 from the City of Beverly Hills Community Assistance Grant Fund. The entire project budget for one year is $150,000. The Beverly Hills Fire Department has made a commitment of $49,500 to this program. Anticipated expenses include: Salary for a) a highly qualified social worker who will both interact with the participants on the phone and in their homes and be a liaison to the community based A Matter of Balance Falls Prevention program and, b) a portion of Partners Senior Director, Community Wellness staff member who will oversee the social worker for the Falls Prevention intervention, as well as provide trainings for BHFD staff; Development, printing and distribution of Falls Prevention brochure and outreach flyers, and; Management oversight and implementation of the A Matter of Balance fall prevention workshops 3-4 times in the funded year. A project budget is attached.
7. **What percentage of your annual funding would the City’s contribution represent?**

   The Partners in Care current annual budget is $21,368,100. The potential grant of $100,000 from the City of Beverly Hills Community Assistance Grant Fund represents about half of one percent of *Partners’* total budget.

8. **What is the ratio of your organization’s administrative operating costs?**

   The ratio of Partners in Care current administrative operating costs is 18%. The ratio includes occupancy, utilities, insurance, general office supplies, indirect salaries including finance, human resources, etc.
Agency: Saban Community Clinic

Requested amount: $50,000


Agency description: Saban Community Clinic (SCC) serves as a medical home for the underserved and those who are most vulnerable by providing comprehensive, dependable, and affordable quality health care in a caring environment. A cornerstone in the safety net for the poor and uninsured, Saban combines community-based outreach and education initiatives with medical, dental, behavioral health, and specialty care services.

Proposed use of Community Assistance Grant Funds: Support the delivery of health and social services to Beverly Hills' low-income, underserved residents.

Target population/Primary service: Uninsured and under-insured population of Los Angeles County/health care and services.

Percentage of total program utilized by Beverly Hills residents/community: From July 1, 2018 to June 30, 2019, SCC served 364 Beverly Hills residents, and provided 1496 patient visits to Beverly Hills residents. This number represents 2% of SCC’s total patient visits.

Quantifiable Services and Measures: From July 1, 2018 to June 30, 2019, SCC served 364 Beverly Hills residents, and provided 1496 patient visits to Beverly Hills residents. This number represents 2% of SCC’s total patient visits. Of the patients served, six out of ten were women, four in ten were between the ages of 40 and 59, and a little over three in ten were over 60 years old. Over 83% of patient visits were for medical services and the next highest utilization at 13% were for behavioral health services including counseling and case management.

Current Performance: FY 19/20: (Q1 & Q2) ☒ Satisfactory ☐ Unsatisfactory

General Comment(s) (e.g., non-quantifiable benefits identified by experience with agency v. absolute numbers; observations such as their growth curve and relationship with City, its residents and target populations): SCC offers a wide array of primary and specialty care services including primary and preventative health care, cancer screenings, women's health services, and confidential HIV testing. Dental services include diagnostic visits, including oral exams, x-rays, emergency care, cleanings and preventative care education. SCC also offers behavioral health services including evaluations, group counseling and treatment for mental health issues. Specialty care services include pre- and post-natal services, showers for homeless individuals, vision services, smoking cessation groups, nutrition education, an infectious disease clinic, diabetes clinic, and emergency room coordination.
SCC has created programs and developed strategic partnerships in response to the community’s needs. These include, but are not limited to annual health screenings, community dental work (children and adults), and colorectal cancer screenings.

SCC functions on its founding principle that healthcare is a right and not a privilege. Poverty and poor healthcare are inextricably linked, and are rooted in political, social and economic justice. Without access to SCC, many patients would not receive adequate care for complex, chronic diseases.

One in ten Beverly Hills residents live below the poverty line, and may struggle with having to choose between paying rent, buying food or receiving healthcare. Instead of worrying about healthcare, Beverly Hills residents with limited incomes can receive healthcare in a caring environment close to their home.

**Percentage of annual funding City’s contribution represents:** The City’s funding would represent less than 1% of SCC’s overall revenue.

**Ratio of administrative to operating costs:** Administrative and fundraising costs total 12% of SCC’s operating expenses.

**Service Profile:** Needs-based ☒ Quality of life-based ☐ Social Service ☐

Health ☒ Education ☐ Other ☐

**Agency Scope:** Local ☒ Regional ☒ National ☐ International ☐

501 (C) (3): Yes ☒ No ☐ Exempt ☐
Agency / Project Name: The Los Angeles Free Clinic (dba Saban Community Clinic)

Address: 8405 Beverly Blvd
City: Los Angeles State: CA Zip: 90048

Contact Person: Adam Friedman
Phone: (323) 330-1656 Fax: (323) 330-1657
Email: afriedman@sabancommunityclinic.org

Please note the City’s insurance requirements for FY 2020-2021. Within three (3) weeks of receiving notice of funding prior to receiving an agreement, your organization must submit insurance documentation with the following requirements:

• Each organization must submit to City an ACORD insurance certificate which include General Liability ($2 Million), Automobile (coverage limits based on services provided), and Workers Compensation Insurance (if required)
• The City must be named as additionally insured under each policy
• Subrogation must be waived for each insurance policy
• An endorsement to each policy stating that such policy shall not be cancelled by either party or reduced in coverage except after thirty (30) days prior written notice to City

Each organization will also be required to submit a copy of a W-9 form on the most current IRS form www.irs.gov/forms-pubs/about-form-w-9

Please type your answers to the following questions:

1. Is your organization a 501c.3, or are you in partnership with a 501c.3 organization?
   □ We are a 501c.3
   □ We are in partnership with a 501c.3
   □ Documentation showing 501c.3 status or partnership with a 501c.3 is attached.
2. What services do you propose to provide the Beverly Hills community that local government is not currently providing?

Saban Community Clinic’s (SCC) mission is to, in collaboration with strategic partners, serve as a medical home for the underserved and those who are most vulnerable by providing comprehensive, dependable, and affordable quality health care in a caring environment. A cornerstone in the safety net for the poor and uninsured, SCC combines community-based outreach and education initiatives with medical, dental, behavioral health, and specialty care services. SCC operates at three clinical sites in Los Angeles County, namely the Beverly Health Center, S. Mark Taper Foundation Health Center, and The Wallis Annenberg Children and Family Health Center at Hollywood Wilshire Health Center. In early 2020, SCC will open a fourth clinic site at 137 N. Virgil Avenue, Los Angeles, CA. This new site will have a specific focus on pediatric health care in an under-served medical area.

SCC offers a wide array of primary and specialty care services within one medical home. Medical services include primary and preventive health care, preventive screenings, family planning, women’s health services, men’s health services, diagnosis and treatment of sexually transmitted infections, and confidential HIV testing. Dental services consist of diagnostic visits including oral exams and x-rays, restorative procedures, extractions, pulpotomies, emergency and palliative care, preventive care, cleanings, sealants, fluoride treatments, referrals, and education. Behavioral Health services provide case management as well as individual and group counseling. Additionally, Behavioral Health services offer depression screenings, evaluations, treatments, and linkages for incoming patients. Specialty care services include showers for homeless individuals, pre- and post-natal services, vision services, nutrition education, and more.
3. If you are applying for a cultural grant, please describe your program here.

N/A
4. Why are these services considered critical (e.g., enhance quality of life, improve public safety)? If you are a previous recipient, will you be providing new services this funding period? SCC functions on its founding principle that healthcare is a right, not a privilege. Without access to SCC, many patients would fall through the cracks. They would not receive adequate care for complex, chronic diseases. SCC offers health care services to disadvantaged people within the Los Angeles and Beverly Hills communities in order to help patients get healthy. SCC provides Beverly Hills residents living on fixed or limited incomes a place where they can receive health care in a caring environment, within their neighborhood.

SCC is located in Metropolitan Service Planning Area 4 (SPA 4) of Los Angeles county. For more than 50 years, SCC has been a patient-centered medical home for vulnerable people in Los Angeles, including new immigrants, uninsured people, the disabled and those who are HIV+. Last year, over 97% of SCC’s patients were living under 200% of the Federal Poverty Line (FPL). A startling number (72%) were living under 100% of the FPL. The vast majority of patients were adults between 20-64 years old. The majority were Hispanic (55%) and female (55%), with a large number of Caucasian (22%) and African American (11%) patients. More than 8% of patients were experiencing homelessness.

The area, however, has also seen a rapid increase in the number of homeless people over the past two years, despite efforts to address the emergency. In 2019, the Los Angeles Homeless Services Authority reported that a significant percentage (29%) of homeless individuals in the SPA 4 service area have an identified mental illness or a substance use disorder. While lack of health care, food and adequate shelter are all critical concerns, another obstacle homeless people face is finding a way to stay clean. Without the availability of a restroom and shower, the risk of getting or transmitting certain diseases becomes much higher. The 2017 outbreak of Hepatitis A among the homeless community across Southern California is just one example of a public health issue facing the local area residents.

An additional issue is that the fastest-growing population of homeless people is among older adults; in Los Angeles County, the number of homeless people 62 or older surged by 22% in 2018. A rapidly growing senior population means higher healthcare costs, particularly for low-income seniors who are eligible for Medi-Cal coverage.

SCC ensures services for the homeless are integrated within the clinic system. Its Homeless Services Program is patient centered and includes comprehensive medical and dental care, behavioral health care, benefits enrollment, referrals for specialty care, and Coordinated Entry System (CES). SCC is one of the few community health clinics in Los Angeles that offers free showers for the homeless, and our program hosts more than 7,000 showers a year. It is a service that SCC has provided for more than 25 years to help promote a sense of self-worth, hope, and wellness for our homeless neighbors. A hot shower is something that most of us take for granted. Imagine sleeping on the sidewalk and scrouncing for food in local dumpsters. You walk several miles to the Clinic, the only shower facility on this side of town. For 15 minutes, you get to have a hot, private shower. You are given clean socks, underwear and deodorant when you are done. For the first time in days, you feel clean.

Case Managers who play a critical role in care coordination for our homeless clients, helping reach and engage these clients who are most in need and often have the least amount of resources. Our program is committed to addressing both immediate needs and providing integrated medical, mental health and social services to move our clients towards reintegration into the larger community.
5. What percentage of your total program service is utilized by members of the Beverly Hills community? If a new program, what percentage of users do you anticipate would be members of the Beverly Hills community?

From July 1, 2018 - June 30th, 2019 SCC served 364 residents of Beverly Hills. SCC provided 1496 patient visits to Beverly Hills residents last year. This represents 2 percent of SCC's total patient visits. Of the patients served, 6 in 10 were women and more than 3 in 10 were over the age of 60. Nearly 4 in 10 were between ages 40-59. Over 83% of patient visits were for medical services, and the next highest number (13%) being for behavioral health services, including counseling and case management. It's important to note that nearly half of all patients were living at or below 100% of the Federal Poverty Line (less than $13,000 per year for one person).

6. The funding year is July 1, 2020 to June 30, 2021. What is the funding amount requested?

This year, SCC respectfully requests a grant of $50,000 over 12 months from the City of Beverly Hills. The grant will support delivery of medical, dental and behavioral health care services to residents of the City. The higher request is based upon the growing need to mitigate the cost of free healthcare services provided to local residents, including over $212,000 to cover costs for Beverly Hills community residents. More details are provided in Section 9.

SCC continues to be deeply grateful for this longstanding community partnership that supports members of the City of Beverly Hills.

7. What percentage of your annual funding would the City's contribution represent?

The City of Beverly Hills funding would represent less than 1% of SCC's overall revenue for the next fiscal year. However, at SCC we rely on community partners to work closely with us to deliver critically important health care for the area's most vulnerable residents. The funding would be an integral part of building up and maintaining quality health care for those who need it the most.

8. What is the ratio of your organization's administrative operating costs?

Last fiscal year, the administrative costs represented 12% of the overall operating budget. SCC continues to make strides to keep administrative costs as low as possible, and has systems in place to ensure proper oversight and accountability at all levels of the organization.
9. Provide any additional information that may be useful in evaluating your proposal.

N/A
10. Financial Statement:
   a. For grant requests up to $74,999, please submit most recent balance sheet and operating budget OR tax return.
   b. For grant requests $75,000 and over, please submit most recent financial statement reviewed by a Certified Public Accountant

The following documents are required:

- [x] Completed CAGF application
- [x] Documentation of 501c.3 status or proof of 501c.3 status through partnership
- [x] Copy of most recent Form 990 - Return of Organization Exempt from Income Tax
- [x] Copies of any current Charitable Solicitations Permits that have been obtained from the City of Beverly Hills
APPLICATION SUMMARY FY 2020/21

Agency: Step Up on Second

Requested amount: **$75,000**

**History of City funding:** partner in CLASP Outreach Program from inception in 2007 through present. 2012/13: $45,000; 2013/14: $30,000; 2014/15: $60,000; 2015/16: $60,000; 2016/17: $60,000; 2017/18: $60,000; 2018/19: $60,000; 2019/20: $75,000

**Agency description:** Provides permanent supportive housing for individuals affected by severe and persistent mental health issues and young adults who have experienced trauma and are at risk of developing mental health issues, and their families.

**Proposed use of Community Assistance Grant Funds:** This grant augments the City’s ongoing contract with Step Up on Second for the CLASP homeless outreach team. With this grant, Step Up will support CLASP and the City of Beverly Hills to link eligible individuals to Los Angeles County’s most competitive mental health programs. Step Up will prioritize up to four slots in one of these intensive programs for appropriate and qualified Beverly Hills CLASP referrals. These programs will engage and link individuals who are vulnerable and experiencing chronic homelessness to a multi-disciplinary team (service coordinator, nurse, licensed social worker, and psychiatrist), equipped to address complex case management, health, and psychiatric needs, and housing.

In addition, these funds will also support Step Up staff to act as the City of Beverly Hills’ liaison to the Coordinated Entry Systems (CES) in both Service Area 5 and 4. Step Up will ensure individuals who are experiencing homelessness in Beverly Hills and outreached by CLASP, are properly surveyed. The team will use the newest version of the LAHSA VI-SPDAT tool. Responses will be entered into the CES system to ensure these individuals have access to appropriate housing resources.

**Target population/Primary service:** Longtime homeless individuals with a mental illness currently in Beverly Hills.

**Percentage of total program utilized by Beverly Hills residents/community:** 100%

**Quantifiable Services and Measures:** Homelessness has a significant impact in Beverly Hills including utilization of Police, Rangers, Fire/Paramedics, Library and Recreation and Parks staff time. Homelessness affects community sanitation, safety and general quality of life issues for city residents and visitors.

The City of Beverly Hills has limited access to mental health services to assist its unsheltered community members. It must rely on LAC Dept. of Mental Health (DMH) and LAC Dept. of Health Services (DHS) for those services. Step Up is currently the City’s designated DMH/DHS contractor that provides needed mental health, physical health and housing resources for the most vulnerable unsheltered persons within the City.

Measures: 1. DMH Integrated System (IS) screening, for mental health services will be provided to 100% of all CLASP clients who present with mental health symptoms or needs.
Those who meet criteria, or need further evaluation will receive outreach and assessment by qualified Step Up staff.
2. Up to four CLASP clients who have been assessed and meet program criteria will be enrolled in Step Up’s intensive service programs
3. Permanent Supported Housing (PSH) linkage for five BH community members experiencing homelessness
4. Five of BH members placed in PSH will meet with Life Skills Coordinator every week
5. 90% of those housed will remain stably housed during reporting period

**Historical Performance:**

- FY 19/20: (Q1 & Q2) Satisfactory
- Unsatisfactory

**General Comment(s) (e.g., non-quantifiable benefits identified by experience with agency v. absolute numbers; observations such as their growth curve and relationship with City, its residents and target populations):**

Step Up has partnered with the City of Beverly Hills for the past eleven years with the CLASP Outreach Program, and had made great strides in addressing homelessness in the City. Since augmenting the CLASP program with CAGF support, Step Up has provided permanent supportive housing to 20 Beverly Hills clients (two are deceased, one evicted, and 17 remain stably housed).

The end goal of all Step Up’s homeless services is permanent supportive housing for individuals experiencing mental health conditions. Residents in permanent supportive housing have an opportunity for member-driven supportive services that include life skills to retain their stable housing, reduce recidivism, address their mental and physical health needs, reduce substance abuse, and help to attain their employment, personal, and/or educational goals. Mutuality, respect and a sense of belonging are key components of Step Up’s approach.

**Percentage of annual funding City’s contribution represents:** The city funding comprises less than 1% of Step Up on Second’s 28.3-million-dollar budget.

**Ratio of administrative to operating costs:** 11%

**Agency Scope:**

- Local
- Regional
- National
- International

**Service Profile:**

- Needs-based
- Quality of life-based
- Social Service
- Health

**Education**

**501 (C) (3): Yes**

No

Exempt
January 31, 2020

Mr. James Latta, LCSW
Human Services Coordinator
City of Beverly Hills
455 N. Rexford Dr., Rm 250
Beverly Hills, CA 90210

Dear Jim:

Step Up appreciates the vital partnership we share with the City of Beverly Hills in caring for the community’s most vulnerable members. Because of this partnership, Step Up respectfully submits the enclosed application for the City of Beverly Hills Community Assistance Grant Fund (CAGF) for fiscal year 2020-2021. This request is for $75,000.00 to continue augmenting the current Step Up Beverly Hills Outreach Team· CLASP, with support from Step Up’s other programs. Step Up is honored to participate in this high-impact relationship with the City of Beverly Hills in helping to transform the lives of its most vulnerable citizens.

Step Up demonstrates the success of the Housing First model by not just managing homelessness but by ending homelessness in our community. Research has shown that it is far more cost effective and humane to provide a home for those without and then surround them with the supportive services they need to remain successfully housed.

Thank you for your consideration to this request. Please call David Tavlin, CPO if additional information is needed (310) 576-1308.

Sincerely,

Tod Lipka
President and CEO

Enc.
City of Beverly Hills
COMMUNITY ASSISTANCE GRANT FUNDING APPLICATION
FY 2020 - 2021

Agency / Project Name: Step Up on Second, Inc.

Address: 1328 Second Street

City: Santa Monica State: CA Zip: 90401

Contact Person: David Tavlin

Phone: 310-576-1308 ext. 1232 Fax: 424-500-8526

Email: DTavlin@stepuponsecond.org

Please note the City's insurance requirements for FY 2020-2021. Within three (3) weeks of receiving notice of funding prior to receiving an agreement, your organization must submit insurance documentation with the following requirements:

- Each organization must submit to City an ACORD insurance certificate which include General Liability ($2 Million), Automobile (coverage limits based on services provided), and Workers Compensation Insurance (if required)
- The City must be named as additionally insured under each policy
- Subrogation must be waived for each insurance policy
- An endorsement to each policy stating that such policy shall not be cancelled by either party or reduced in coverage except after thirty (30) days prior written notice to City

Each organization will also be required to submit a copy of a W-9 form on the most current IRS form www.irs.gov/forms-pubs/about-form-w-9

Please type your answers to the following questions:

1. Is your organization a 501c.3, or are you in partnership with a 501c.3 organization?
   - [ ] We are a 501c.3
   - [ ] We are in partnership with a 501c.3
   - [ ] Documentation showing 501c.3 status or partnership with a 501c.3 is attached.
2. What services do you propose to provide the Beverly Hills community that local government is not currently providing?

Since 2008, Step Up has been funded by the City of Beverly Hills for the CLASP program which supports two full-time Step Up employees in the City to engage and support unsheltered persons who are experiencing chronic homelessness and mental health conditions in the City of Beverly Hills. Step Up appreciates this long-standing partnership. The CLASP contract provides for Step Up outreach service coordinators to spend 100% of their time within the City of Beverly Hills working with the city's unsheltered population. While the Step Up team services have tremendous impact on the population experiencing chronic homelessness within the city limits over the past 10 years, the team is limited in what they are able to accomplish to achieve permanent housing solutions with their current resources. The proposed CAGF grant will continue to augment the quality and depth of these current services with additional services, supports, and housing placements.

The City of Beverly Hills Community Assistance Grant Fund (CAGF) will allow Step Up to support the Beverly Hills CLASP team access to resources within Step Up's programs and services. The goal is to help those experiencing homelessness by assisting the CLASP and the City of Beverly Hills to link eligible individuals to Los Angeles County's mental health programs. These additional services are not currently provided nor funded by any other source. The team will continue to increase referrals with linkage to Step Up's FSP Program in SPAs 4 and 5 and housing resources with the goal to end homelessness in Beverly Hills.

Step Up is a Los Angeles County Department of Mental Health Master Agreement Contractor operating multiple mental health/homeless programs in both SPA's 4 and 5, including Full-Service Partnership Programs (FSP) and Assisted Outpatient Treatment Programs (AOT). The City of Beverly Hills eligible community members experiencing homelessness within the city-limits can access resources in both service areas through Step Up's contracts with Los Angeles County DMH. Funding through CAGF helps to cover the costs of the vehicle used for outreach in the community.

Through this grant, Step Up will prioritize up to four (4) slots in one of its intensive programs for appropriate and qualified Beverly Hills CLASP referrals. FSP and AOT programs will engage and link individuals who are vulnerable and experiencing chronic homelessness to a multidisciplinary team (service coordinator, nurse, licensed social worker, and psychiatrist), equipped to address complex case management, health, and psychiatric needs, and housing. In addition, these funds will support Step Up staff resources to act as the City of Beverly Hills' liaison to the Coordinated Entry Systems (CES) in both SPA 5 and 4. Step Up will ensure those individuals experience homelessness in Beverly Hills and are surveyed through the CAGF funding. The team will use the newest version of the LAHSA VI-SPDAT tool. Responses will be entered into the CES system to ensure these individuals have access to, and will be appropriately linked to housing resources. Both the DMH and CES systems are complex; however, Step Up staff are trained and will provide access and a voice to advocate for those Beverly Hills members who are not already a part of the system.

Step Up is an active participant in CES and is highly regarded for successfully housing 1042 individuals experiencing chronic homelessness both before the CES was instituted and currently. Step Up program staff attends the CES meetings in their local areas, keeps track of members entered and has access to specialized housing resources due to funding from Departments of Mental Health (DMH) and Health Services (DHS) and Veterans Programs (VASH and SSVF). Step Up staff will also assist with linking those who eventually enroll in FSP or AOT with access to housing resources outside the CES auspices. Step Up will assist with prioritization and access to wait lists for undesignated project based voucher units at Step Up's Hollywood properties (The Tammy or Michael's Village).
3. If you are applying for a cultural grant, please describe your program here.

Not applicable
4. Why are these services considered critical (e.g., enhance quality of life, improve public safety)? If you are a previous recipient, will you be providing new services this funding period?

These services are critical, not only for the Beverly Hills' most vulnerable community members who are unsheltered and in desperate need of care, but also for the City. Homelessness has a significant impact in the City of Beverly Hills; the high cost of utilization of the City's crisis resources including first responders such as police, paramedics, and parks and recreation staff time. Homelessness affects community sanitation, safety, and general quality of life for all City of Beverly Hills residents and for visitors who come to the City from across the globe. It is clearly documented that the solution to homelessness is housing; specifically, permanent supportive housing. Step Up has been able to provide this resource to the City's members who are experiencing homelessness and are the most disabled through its support and grants.

The City of Beverly Hills also has limited access to mental health services to assist its unsheltered community members. It must rely on a LAC Department of Mental Health (LACDMH) directly or contracted agency and LAC Department of Health Services (LACDHS) for those services and supports. Step Up is currently the City of Beverly Hills designated LACDMH and LACDHS contractor that provides these needed mental health, physical health and housing resources for most vulnerable unsheltered persons within the City of Beverly Hills.

This CAGF $75,000.00 request will enable Step Up to augment the current CLASP program services with critical services such as:

* 
* homelessness in the City of Beverly Hills, in addition to managing SPA 4 CES for Beverly Hills members.
* housing psychiatric support for medication.
5. What percentage of your total program service is utilized by members of the Beverly Hills community? If a new program, what percentage of users do you anticipate would be members of the Beverly Hills community?

This CAGF grant funding will be 100% utilized by Step Up for the Beverly Hills Community.

6. The funding year is July 1, 2020 to June 30, 2021. What is the funding amount requested?

The request is for $75,000.00. Step Up will apply for support in the future.

7. What percentage of your annual funding would the City's contribution represent?

This request represents less than 1% of the Step Up FY 20/21 $28.3 budget.

8. What is the ratio of your organization's administrative operating costs?

11.1%
City of Beverly Hills
COMMUNITY ASSISTANCE GRANT FUNDING APPLICATION
FY 2020 - 2021

9. Provide any additional information that may be useful in evaluating your proposal.
Step Up has been honored to have partnered with the City of Beverly Hills for the past 10 years with the CLASP Outreach Program. The CLASP team has made great inroads in addressing homelessness in the City of Beverly Hills. Since augmenting the CLASP program with CAGF support, Step Up has provided permanent supportive housing to 20 Beverly Hills CLASP-members. Two of this 20 are deceased and one (1) was evicted, the remaining 17 members are still stably housed. Clearly, the solution to ending chronic homelessness nationally, as well as in Beverly Hills, lies in providing permanent supportive housing.

Mental health recovery is a journey of healing and transformation enabling a person with mental health conditions to live a productive and meaningful life in a community of his or her choice while striving to achieve his or her full potential. The #1 requested “supportive service” is housing. Housing itself is healthcare. Thus, the end goal of all Step Up’s homelessness services is permanent supported housing for individuals experiencing mental health conditions. Residents in permanent housing have an opportunity for member-driven supportive services that include life skills to retain their stable housing, reduce recidivism, address their mental and physical health needs, reduce substance abuse, and help to attain their employment, personal, and/or educational goals. Mutuality, respect, and a sense of belonging are key components of Step Up’s approach. Step Up is enthusiastic at the prospect of continuing to augment CLASP services through this CAGF grant award. Together through this partnership, recovery is possible.
10. Financial Statement:
   a. For grant requests up to $74,999, please submit most recent balance sheet and operating budget OR tax return.
   b. For grant requests $75,000 and over, please submit most recent financial statement reviewed by a Certified Public Accountant

The following documents are required:

- Completed CAGF application
- Documentation of 501c.3 status of proof of 501c.3 status through partnership
- Copy of most recent Form 990 - Return of Organization Exempt from Income Tax
- Copies of any current Charitable Solicitations Permits that have been obtained from the City of Beverly Hills
APPLICATION SUMMARY FY 2020/21

Agency: The Maple Counseling Center (TMCC)

Requested amount: $180,000

**History of City funding:** 1984-89: $70,000 annually; 1990-91: $100,000 (extra $30,000 as one-time contribution to assist in relocation expenses); 1992-93: $100,000 annually; 1994: $125,000 (extra $25,000 as one-time increase to aid in debt recovery); 1995-96: $125,000 annually; 1997-2002: $150,000 annually; 2003-6: $165,000 annually; 2007: $165,000; 2008/9: $170,000; 2009/10: $86,499; 2010/11: $75,000; 2011/12: $75,000; 2012/13: $75,000; 2013/14: $75,000; 2014/2015: $100,000; 2015/16: $120,500; 2016/17: $140,500; 2017/18: $150,000; 2018/19: $155,000; 2019/20: $165,000

**Agency description:** Since 1972, TMCC has been the single low-fee community mental health resource in the City of Beverly Hills. TMCC serves the Beverly Hills community by providing comprehensive mental health services to all who need them. This includes residents, city and school district employees, and employers/employee of local businesses. All fees for TMCC's programs are assessed on a sliding scale, and no one is ever turned away for lack of funds.

**Proposed use of Community Assistance Grant Funds:** Funds requested continue TMCC's existing menu of services for Beverly Hills community members. The request for the additional funding of $15,000 for FY 2020-21 will help support the following service needs:

- Expansion of the development of a 'Maple Response Network' throughout Los Angeles County, including Beverly Hills, to provide follow-up services following tragedies to support local businesses and residents. Additional mental health professionals will be trained to act on behalf of TMCC to support the community. Funds requested for training and stipends ($6,000).
- Further development of webinars and/or podcasts available to the community on topics. Requested funds will cover stipends for community therapists to do podcasts ($1,000).
- Implement case management services by hiring a case manager to work closely with TMCC counseling clients who are in need of additional support via referrals ($8,000).

**Target population/Primary service:** LA County and the Beverly Hills community/mental health services and programs. The primary population served is adults ages 25-62 who make up 80% of TMCC’s clients. TMCC’s clients are primarily low-income.

**Percentage of total program utilized by Beverly Hills residents/community:** During 2019, Beverly Hills residents made up 37% of the Center’s total clients from all programs combined. This percentage includes students receiving services within the BHUSD, in addition to BHUSD employees and City employees. Of TMCC’s 1,717 counseling clients who received services at the Center’s headquarters office during this calendar year, 15% identified as residents of Beverly Hills or employees of Beverly Hills businesses, and of this number 20 were older adults who paid a very minimal fee for the service. Twelve Beverly Hills residents utilized the psychiatry services. Municipal employees and individuals employed by local businesses are not required to disclose their employment information when receiving services, and many willingly give up the reduced fee to protect their anonymity.

**Quantifiable Services and Measures:** The primary population served by TMCC is adults between the ages of 25 and 62, who in 2019 made up 77% of TMCC's clients. The most
highly utilized service at TMCC is individual therapy. The Adult Therapy Program includes couples counseling and therapy groups. TMCC’s counseling programs serve a primarily low-income clientele, and fees are accessed on a sliding scale and/or one’s ability to pay. In 2019, 66% of the clients had an annual income of $30,000 or less, with 40% of the clients having incomes under $15,000 a year, and 29% of the clients having incomes under $10,000 a year. In 2019, the average fee was $27.30 per session.

TMCC’s school-based service through a grant with the Beverly Hills Unified School District (BHUSD), include the Community Circle Program, and individual and group counseling at Beverly Hills High School and Moreno Continuation School. For the current 2019-2020 school year, 22 classrooms in the BHUSD participate each week. In 2019, the Community Circle Program served a total of 685 K-8 students in the BHUSD, with over 2,000 weekly classroom sessions provided during the school year. Due to the changes in the BHUSD, TMCC’s Community Circle Program is now serving students at K-5 schools Hawthorne and Horace Mann.

Historical Performance:

FY 19/20: (Q1 & Q2) ☑ Satisfactory □ Unsatisfactory

General Comment(s) (e.g., non-quantifiable benefits identified by experience with agency v. absolute numbers; observations such as their growth curve and relationship with City, its residents and target populations):

The Center's Older Adult Counseling Program (OACP) enhances quality of life for those 55 years of age or older living in Los Angeles County, who struggle with depression, isolation, and a range of aging and related challenges. Older adults seeking counseling at TMCC receive services through the "older adults track" made of both interns and older adult paraprofessionals seeking to gain expertise in working with this population. The OACP also provides therapy to couples along with support groups to meet their needs, in addition to home-based services when needed due to a client’s particular circumstance. Outreach to older adults in the Beverly Hills community is ongoing.

TMCC provides a full range of services to infants, children and adolescents through its Child and Family Program. In addition, the Center's intern training program offers specialty tracks for interns to develop expertise in working with young children (ages 0-10) and older children and adolescents, with particular emphasis on school based services.

Percentage of annual funding City’s contribution represents: 11% (includes CAGF contract of $180,000 in addition to the City of Beverly Hills Human Resources Department contract of $35,000).

Ratio of administrative to operating costs: 13%

Service Profile: Needs-based ☑ Quality of life-based ☑ Social Service ☑

Health ☐ Education ☑ Other ☐

Agency Scope: Local ☑ Regional ☑ National ☐ International ☐

501 (C) (3): Yes ☑ No ☐ Exempt ☐
A CITY OF BEVERLY HILLS
COMMUNITY ASSISTANCE GRANT APPLICATION
FY 2020-2021

AGENCY/PROJECT NAME: The Maple Counseling Center – General and Emergency Services

ADDRESS: 9107 Wilshire Blvd, Lower Level, Beverly Hills CA 90210

CONTACT PERSON: Marcy Kaplan, MSW, CEO

PHONE NUMBER: (310) 271-9999 x 219

FAX NUMBER: (310) 247-4910

EMAIL ADDRESS: mkaplan@tmcc.org

Please type your answers to the following questions:

1. Is your organization a 501c.3 or are you in partnership with a 501c.3 organization?

   X We are a 501c.3
   ___ We are in partnership with a 501c.3
   X Documentation showing 501c.3 status or partnership with a 501c.3 is attached.

2. What services do you propose to provide the Beverly Hills community that local government is not currently providing?

   The Maple Counseling Center (TMCC) continues to be a critically needed resource for people who live in the greater Los Angeles County area. Individuals can turn to TMCC when they are in need of low-fee mental health services. TMCC, in existence since 1972, provides counseling services to residents of Beverly Hills and in surrounding communities. TMCC remains one of the few alternatives where low-fee counseling services are available. Clients pay a fee based on their income, and no one is turned away. TMCC, also known as the Center, is an outgrowth of concerned parents in the Beverly Hills community, and the organization has served community residents, employees of the City, and the Beverly Hills Unified School District, in addition to individuals who are employed by Beverly Hills-based businesses. City and school district employees pay a flat fee for services. To this day, TMCC is the only resource for low-fee counseling in Beverly Hills.

   Counseling provided by therapists in private practice, referred to as retail therapy, is often too expensive for many people. These services can easily average $800 per month or $200 per session. In the absence of available services where people can pay what they can afford, many will go without the help that they
need. For some individuals, the onset of a more serious mental illness may result from not receiving care early on, sometimes leading to the potential need for costly hospitalization.

For some people, the uncertainty of evolving changes in health care and insurance coverage make it unclear as to whether mental health coverage will be available. TMCC ensures that clients can receive counseling services for as long as needed, as frequently as desired, utilizing multiple services concurrently (i.e., group, family, couples therapy) to achieve mental health stability.

The Maple Counseling Center also provides low-fee psychiatry services (medication evaluation and follow-up) for those who cannot afford to pay for a private practice psychiatrist and who are uninsured or underinsured. These costs are high and typically cost $500 per hour. The low fee alternative is essential for everyone who may potentially require medication in addition to ongoing counseling.

For the past 48 years, TMCC has been a sought-after resource for people of all ages who come to the organization from referrals by mental health professionals and local businesses, and by word of mouth.

Together, TMCC’s programs and intern training have a locally and nationally known reputation for quality and excellence. Interns provide TMCC services under the supervision of licensed professionals in the field. All interns are graduate students in Clinical Psychology, Marriage and Family Counseling, or Social Work. For the current 2019-2020 academic year, 74 interns are under the direction of 14 clinical staff who provide supervision and program coordination. TMCC interns, which include trainees and associates, provide an average of 480 sessions per week.

The principal functions of TMCC are to:

- Meet the mental health/counseling needs of people of all ages, with specialized programs offered to couples, families, and older adults.
- Make medication evaluation available and affordable for clients to augment their counseling.
- Offer programs to support the Beverly Hills community, including employees of the City of Beverly Hills, community residents, employees of businesses, emergency intervention programs when needed, and efforts of first responders personnel for follow-up services after a tragic event.
- Provide counseling and other support services for students in the local schools.
- Implement programs to respond to community needs, particularly in underserved communities throughout Los Angeles County lacking resources.
- Serve as a training program for students in graduate level training programs working toward licensure in the fields of psychology, social work, and marriage and family therapy.

The primary population served by TMCC is adults between the ages of 25 and 62, who in 2019 made up 77% of TMCC’s clients. The most highly utilized service at TMCC is individual therapy. The Adult Therapy Program includes couples counseling and therapy groups. TMCC’s counseling programs serve a primarily low-income clientele, and fees are accessed on a sliding scale and/or one’s ability to pay. In 2019, 66% of the clients had an annual income of $30,000 or less, with 40% of the clients having incomes under $15,000 a year, and 29% of the clients having incomes under $10,000 a year. In 2019, the average fee was $27.30 per session.

The Center’s Older Adult Counseling Program (OACP) enhances the quality of life for those 55 and older living in Los Angeles County, who struggle with a range of age related mental and physical challenges, which may include depression and a loss or lack of independence. Older adults seeking counseling at
TMCC receive services through the older adult track, with counseling services provided by interns with this specialization of practice. The OACP also meets the needs of couples, and provides support groups where people can share common experiences and receive feedback from their peers. Outreach to older adults in the Beverly Hills community is ongoing and takes place over the course of the year at community events and health fairs.

TMCC provides a full range of services to infants, children, and adolescents through its Child and Family Program. The Center’s training program offers specialty tracks for interns to develop expertise in working with young children (ages 0-10) and older children and adolescents, with emphasis on school-based services.

In 2014, TMCC began collaborations with preschool programs in SPAs 4, 5, and 6 to offer mental health services in partnerships with nonprofit agencies located in underserved parts of Los Angeles County. These services address the psychological needs of populations dealing with the multiple impacts of poverty, homelessness, trauma, family dysfunction, mental illness, and substance abuse. Often there are additional barriers to obtaining mental health services outside the control of the individuals and/or families. These include lack of mental health treatment programs in the community or programs that have long waiting times before appointments are scheduled. TMCC has worked with six organizations since 2014 and is currently offering services at St. Sebastian School, the Westside Jewish Community Center, The Hoover Intergenerational Preschool, and The Girls Club of Los Angeles/Faith Children’s Center.

The Center’s school-based services, offered within the Beverly Hills Unified School District (BHUSD), include the Community Circle Program, and individual and group counseling at Beverly Hills High School and the Moreno Continuation School.

Counseling services provided by TMCC ACT (Adolescent and Child Therapy) interns at Beverly Hills High School and the Moreno Continuation School reached over 382 students in 2019. This work included ongoing counseling and drop-in sessions. Over 1,735 counseling sessions were provided at both high schools combined.

The Center’s long-standing Community Circle Program, using a volunteer format, engages students in grades K-5 in dialogue and problem solving with their fellow classmates, facilitated by a volunteer Community Circle Leader, with the goal of positive character development. For the current 2019-2020 school year, 22 classrooms in the BHUSD participate each week. In 2019, the Community Circle Program served a total of 685 K-8 students in the BHUSD, with over 2,000 weekly classroom sessions provided during the school year. Due to the changes in the BHUSD, TMCC’s Community Circle Program is now serving students at K-5 schools Hawthorne and Horace Mann.

Changes in the K-8 schools have had an impact on TMCC’s services for the K-8 students. TMCC plans to work closely with the new middle school on programming for 2020-2021, to determine what services will be of most benefit.

TMCC collaborates with all of the BHUSD schools to provide the necessary support following school sponsored educational programs addressing key issues including bullying, suicide prevention, or substance use. In March of 2020, they will provide support to a suicide prevention program, "Send Silence Packing."

3. If you are applying for a cultural grant, please describe your program here.
   N/A
4. Why are these services considered critical (e.g., enhance quality of life, improve public safety)? If you are a previous recipient, will you be providing new services this funding period?

The 2018 California Health Interview Survey posed the question, “Number of days unable to work due to mental problems” to 883,000 adults with the following responses:

<table>
<thead>
<tr>
<th>Status</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Able to work all days</td>
<td>27.6%</td>
</tr>
<tr>
<td>Unable to work 7 days or less</td>
<td>22.5%</td>
</tr>
<tr>
<td>Unable to work 8-30 days</td>
<td>20.6%</td>
</tr>
<tr>
<td>Unable to work 31 days to 3 months</td>
<td>11.7%</td>
</tr>
<tr>
<td>Unable to work more than 3 months</td>
<td>17.6%</td>
</tr>
</tbody>
</table>

This is of significance, because of 883,000 adults living in Los Angeles County, 650,000 suffered from mental problems that interfered with their ability to work, which is extremely costly for these individuals, their families, and the community. It is essential that mental health intervention be provided promptly to avoid the ongoing psychological distress that impairs one’s ability to be a productive citizen.

5. What percentage of your total program service is utilized by members of the Beverly Hills community? If a new program, what percentage of users do you anticipate would be members of the Beverly Hills community?

During 2019, Beverly Hills residents made up 37% of the Center’s total clients from all programs combined. This percentage includes students receiving services within the BHUSD, in addition to BHUSD employees and City employees. Of TMCC’s 1,171 counseling clients who received services at the Center’s headquarters office during this calendar year, 15% identified as residents of Beverly Hills or employees of Beverly Hills businesses, and of this number 20 were older adults who paid a very minimal fee for the service. Twelve Beverly Hills residents used the psychiatry services. Municipal employees and individuals employed by local businesses are not required to disclose their employment information when receiving services, and many willingly give up the reduced fee to protect their anonymity.

6. The funding year is July 1, 2020 to June 30, 2021. What is the funding amount requested?

The Center is requesting that the City of Beverly Hills Community Assistance Program provide funding of $180,000, an increase of $15,000 over the 2019-2020 fiscal year.

The additional funding requested for the upcoming year will help support the following service needs:

- Expansion of the development of a ‘Maple Response Network’ throughout Los Angeles County, including Beverly Hills, to provide follow-up services following tragedies to support local businesses and residents. Additional mental health professionals will be trained to act on behalf of TMCC to support the community. Funds requested for training and stipends ($6,000).
- Further development of webinars and/or podcasts available to the community on topics. Requested funds will cover stipends for community therapists to do podcasts ($1,000).
- Implement case management services by hiring a case manager to work closely with TMCC counseling clients who are in need of additional support via referrals ($8,000).
The organization will reapply during future cycles to enable TMCC to continue offering programs to the Beverly Hills community.

7. What percentage of your annual funding would the City’s contribution represent?

The total percentage of TMCC’s funding that would come from the City of Beverly Hills Community Assistance Funding in 2020-2021 will be 11% (includes $180,000 requested in this application in addition to $35,000 from the City of Beverly Hills Department of Human Resources).

8. What is the ratio of your organization’s administrative operating costs?

For fiscal year 2018, Administrative Operating Cost was $228,524.00 and the Total Expenses were $1,788,190.00, for a 13% ratio.

9. Provide any additional information that may be useful in evaluating your request.

In anticipation of our headquarters move to the new City building in the City of Los Angeles in late 2020 or early 2021, TMCC is continuing to work closely with the BHFD and BHPD, in addition to developing expanded and/or new services for Beverly Hills residents, students, City employees, and employees of Beverly Hills-based businesses.

- Working with BHFD to develop satellite office for a TMCC Beverly Hills-based presence.
- Implementing case management services to provide additional benefit to clients who are in need of additional support beyond counseling services.
- Work closely with the City of Beverly Hills Human Resources Department to effectively address the needs of City employees, including utilizing the Maple Response Network to provide follow-up services after tragic events impacting City staff when needed.
- Increasing networking with all Beverly Hills City departments who engage with the public and City employees to ensure that all are aware of the services that TMCC provides.
- Facilitating connections with local Beverly Hills businesses through the Beverly Hills Chamber of Commerce.
- Building closer partnerships with police and fire first responders to provide more cohesive mental health follow-up services to local residents.

10. Financial Statement:

   a. For grant requests up to $74,999, please submit most recent balance sheet and operating budget OR tax return. (included)

   b. For grant requests $75,000 and over, please submit most recent financial statement reviewed by a Certified Public Accountant. (included)
January 24, 2020

Jim Latta, LCSW
Human Services Administrator
Human Services Division, Suite 250
Community Services Department
City of Beverly Hills
455 N. Rexford Drive
Beverly Hills, California 90210

Re: City of Beverly Hills Community Assistance Funding/The Maple Counseling Center 2020/2021

Dear Mr. Latta:

Enclosed please find The Maple Counseling Center’s (TMCC’s) Community Assistance Grant Application for fiscal year 2020/2021. On behalf of our organization, TMCC values its longstanding partnership with the City of Beverly Hills.

TMCC looks forward to relocating to our new headquarters facility. We will be further expanding services to meet the growing mental health needs of the greater Los Angeles community.

Please note that the 2018 audit and tax return is included with our application and the 2019 documents will be provided upon completion.

You may contact me at (310) 271-9999 ext. 219 or by e-mail at mkaplan@tmcc.org if you have any questions or need additional information.

Sincerely,

Marcy Kaplan, MSW, LCSW
Chief Executive Officer

Enclosures:
501C3 Form
2018 form 990
2018 Audited Financials
Agency: Theatre 40

Requested amount: $74,000

History of City funding: 2006-07: $1,000; 2007-08: $3000; 2008-09: $3,100 in grant funding and a separate request for $10,000 from the General Fund for theater seat replacement; 2017-18: $20,000; 2018-19: $40,000; 2019-20: $50,000

Agency description: Theatre 40 is a professional producing theatre company that has been operating in Beverly Hills for over 54 years. Theatre 40 has produced approximately 465 professional theater productions, and has been awarded over 375 drama critics' awards for excellence in theatre.

Proposed use of Community Assistance Grant Funds: Theatre 40 proposes to use the funds to support ongoing production of classic and new theatre for the community. Theatre 40 will also continue to offer the Adult Education Monday Night Theatre Appreciation Classes and support Theatre 40’s production of The Manor- Murder and Madness at Greystone, for the 19th year of the production.

Target population/Primary service: Individuals interested in attending theater performances as well as adults who attend Theatre 40’s Monday night theatre classes.

Percentage of total program utilized by Beverly Hills residents/community: Approximately 78% of Theatre 40’s annual season subscribers are Beverly Hills residents. Theatre 40 works with BHUSD’s Adult Education Program to hold an adult theater class every Monday night throughout the school year, and approximately 90% of the students are Beverly Hills residents. Over 50% of the attendees of The Manor are Beverly Hills residents.

Quantifiable Services and Measures: Will be able to quantify and measure impact based on the Adult Education program and audience numbers.

Historical Performance:

FY 19/20: (Q1 & Q2) ☑ Satisfactory ☐ Unsatisfactory

General Comment(s) (e.g., non-quantifiable benefits identified by experience with agency v. absolute numbers; observations such as their growth curve and relationship with City, its residents and target populations):

Please note that Theatre 40 currently receives in-kind funding of $62,000 at Greystone Manor for their production of The Manor – Murder and Madness at Greystone ($56,500 equivalent rental fees and $3,500 staff time and other hard costs). This production has been running at Greystone for the past 18 years. About seven years ago, the City began charging for the use of the Manor venue, however, Theatre 40 has never been charged for any rental fees.

Percentage of annual funding City’s contribution represents: Approximately 18%.

Ratio of administrative to operating costs: The operating cost represent 11.29% of Theatre 40’s annual budget.

Service Profile: Needs-based ☑ Quality of life-based ☑ Social Service ☐

Health ☐ Education ☐ Cultural ☑ Other ☐

Agency Scope: Local ☑ Regional ☑ National ☐ International ☐

501 (C) (3): Yes ☑ No ☐ Exempt ☐
Agency / Project Name: Theatre 40

Address: P.O. Box 5401

City: Beverly Hills,

Contact Person: David Hunt Stafford – Artistic & Managing Director

Phone: 323-666-5500

State: Ca. Zip: 90210 - Fax: 323-666-5500 (call first before faxing)

Email: davidhuntstafford@sbcglobal.net

City of Beverly Hills
COMMUNITY ASSISTANCE GRANT FUNDING APPLICATION FY 2020

Please note the City’s insurance requirements for FY 2020-2021. Within three (3) weeks of receiving notice of funding prior to receiving an agreement, your organization must submit insurance documentation with the following requirements:

- Each organization must submit to City an ACORD insurance certificate which include General Liability ($2 Million), Automobile (coverage limits based on services provided), and Workers Compensation Insurance (if required)
- The City must be named as additionally insured under each policy
- Subrogation must be waived for each insurance policy
- An endorsement to each policy stating that such policy shall not be cancelled by either party or reduced in coverage except after thirty (30) days prior written notice to City

Each organization will also be required to submit a copy of a W-9 form on the most current IRS form www.irs.gov/forms-pubs/about-form-w-9

Please type your answers to the following questions:
1. Is your organization a 501c.3, or are you in partnership with a 501c.3 organization? We are a 501c.3
   ~ We are a 501c 3.
   ~ Documentation showing 501c.3 status is attached.

City of Beverly Hills
COMMUNITY ASSISTANCE GRANT FUNDING APPLICATION FY 2020 - 2021

2. What services do you propose to provide the Beverly Hills community that local government is not currently providing?

   ~ The services Theatre 40 provides the Beverly Hills community are in fact several and very important ones. There are multiple aspects to the answer to this question.

   2a.) The services we propose to provide are in fact, already being provided, and have been being providing for over 54 years. Those services are the producing of high-quality professional theater productions for the enjoyment of the community.

   Primarily, Theatre 40 is a professional, producing theatre company and has, over the fifty-four years we have been operating in Beverly Hills, produced approximately 465 professional theatre productions. Theatre 40 has been awarded over 375 drama critic’s awards for excellence in theatre, over the years.

   2.b) During our 2018/2019 season, our 53rd season, Theatre 40 won seventeen more awards for acting and for excellence in our productions of Screwball Comedy, 26 Pebbles, Bus Stop, It Is Done as well as The Sound of Murder all won drama critic’s awards for excellence in production and performance. All of these productions at Theatre 40 were part of our 2018-2019 Season – all were critically acclaimed in various publications and media outlets and were enjoyed by many residents of the City of Beverly Hills. We are mid-way through our 2019-2020 season, our 54th season, as of this writing, and many of the productions, so far this year, have also been critically acclaimed.
The plays we produce are both classic plays and new plays, both comedies and dramas. The "services" we provide are the putting forth of these professional theatre productions for the community’s consumption and enjoyment as well as the cultural rewards the theater has to offer. Over 78% of the loyal Theatre 40 audience is from the Beverly Hills community and our base of subscribers have been re-subscribing for over 30 and some for as many as 35 years. This type of long-term loyalty to the work that Theatre 40 does is a testament to not only the quality of our productions but also to the need the community has to attend professional theatre productions affordably, conveniently and locally. Theatre 40 is the only professional producing theater company in Beverly Hills. The Wallis offers a wide variety of programming. Theatre 40 only produces professional theater productions.

2c.) Theatre 40, for over 45 years, has worked very closely with the officials at the Beverly Hills Unified School District teaching classes, on a 100% volunteer basis, for the Adult Education Program. Theatre 40 has, for over 45 years, free to the District, taught a Theatre Appreciation Class every Monday night during the school year. This class involves professional actors rehearsing on their own time and preparing a full-length play to read and present to the class each week. The BHUSD receives money from those adults that enroll in the class but Theatre 40 receives no financial compensation and the actors involved perform for free. Again, many of these adult students (most are Beverly Hills senior citizens) have re-enrolled in the class for many years. The adult students enjoy the play readings, the discussions, the actors and the professional presentations that Theatre 40 does each week because they receive cultural as well as educational rewards and intellectual stimulation from the class. Several years ago the BHUSD Board of Education decided to do away with all the Adult Education classes they offered as a cost cutting measure. Theatre 40 went to the BOE and the superintendent and said "there is no need to do away with Theatre 40’s Monday Night Theatre Appreciation Class, because it costs the District nothing and Theatre 40 collects the enrollment dollars form the adult students and delivers those dollars to the District office. We propose to continue providing these services to the BHUSD and the Beverly Hills community.

2d.) Theatre 40 has, over the last 17 years, produced an extraordinary theater production that plays inside Greystone Mansion called The Manor – Murder and Madness at Greystone. This remarkable and critically acclaimed production tells the story of a fictional “Doheny” family and is based on actual event that took place inside Greystone when the Dohenys built and lived at Greystone in the late 1920’s. The City Council in 2001 allowed Theatre 40 to use the Greystone Estate to produce this play and its popularity has been wonderful for Theatre 40 and for The City and for the Mansion. It is a partnership that has brought literally countless visitors to Greystone. The City in 2001 gave permission to perform The Manor 3 times and now it is 17 years later and almost 300 performances of The Manor has been enjoyed by visitors from all over Southern California. In
February of 2020 we will perform The Manor once again, our 18th year, and we will exceed 300 performances of the remarkable production. We propose to continue providing these services to the Beverly Hills community.

City of Beverly Hills
COMMUNITY ASSISTANCE GRANT FUNDING APPLICATION FY 2020 - 2021

3. If you are applying for a cultural grant, please describe your program here.

We are applying for a cultural grant. Our program can best be described as the producing of professional high-quality theatre productions, in the small, elegant and intimate Reuben Cordova Theatre on the campus of the Beverly Hills High School. (repeat - from answer 2.b) The plays we produce are both classic plays and new plays, both comedies and dramas. The “program” we provide is the putting forth of these professional theatre productions, using professional actors, directors, designers and technicians to achieve the highest quality possible, for the community’s consumption and enjoyment as well as the cultural rewards great small theater has to offer. Over 78% of the loyal Theatre 40 audience is from the Beverly Hills community and our base of subscribers have been re-subscribing for over 30 and some for as many as 35 years. This type of long-term loyalty to the work that Theatre 40 does is a testament to not only the quality of our productions but also to the need the community has to attend professional theatre productions affordably, conveniently and locally. Theatre 40 is the only professional producing theater company in Beverly Hills. The Wallis offers a wide variety of programming. Theatre 40 only produces professional theater productions.

Additional aspects of our program can be described as the conducting of a long running and self-sustained Adult Education Theatre Appreciation class Theatre 40 has conducted for the BHUSD on a 100% volunteer basis for over 45 years. (repeat - from answer 2.c) Theatre 40, for over 45 years, has worked very closely with the officials at the Beverly Hills Unified School District teaching classes, on a 100% volunteer basis, for the BHUSD Adult Education Program. Theatre 40 has, for over 45 years, free to the District, taught a Theatre Appreciation Class every Monday night during the school year. This
class involves professional actors rehearsing on their own time and preparing a full-length play to read and present to the class each week. The BHUSD receives money from those adults that enroll in the class but Theatre 40 receives no financial compensation and the actors involved perform for free. Again, many of these adult students (most are Beverly Hills senior citizens) have re-enrolled in the class for many years. The adult students enjoy the play readings, the discussions, the actors and the professional presentations that Theatre 40 does each week because they receive cultural as well as educational rewards and intellectual stimulation from the class. Several years ago the BHUSD Board of Education decided to do away with all the Adult Education classes they offered as a cost cutting measure. Theatre 40 went to the BOE and the superintendent and said "there is no need to do away with Theatre 40's Monday Night Theatre Appreciation Class, because it costs the District nothing and Theatre 40 collects the enrollment dollars from the adult students and delivers those dollars to the District office.

Additional aspects of our program can be described as the annual production of *The Manor – Murder and Madness at Greystone.* (repeat - from answer 2.d) Theatre 40 has, over the last 17 years, produced an extraordinary theater production that plays inside Greystone Mansion called *The Manor – Murder and Madness at Greystone.* This remarkable and critically acclaimed production tells the story of a fictional "Doheny" family and is based on actual event that took place inside Greystone when the Dohenys built and lived at Greystone in the late 1920's. The City Council in 2001 allowed Theatre 40 to use the Greystone Estate to produce this play and its popularity has been wonderful for Theatre 40 and for The City and for the Mansion. It is a partnership that has brought literally countless visitors to Greystone. The City in 2001 gave permission to perform *The Manor* 3 times and now it is 17 years later and almost 300 performances of *The Manor* has been enjoyed by visitors from all over Southern California. In February of 2020 we will perform The Manor once again, our 18th year, and we will exceed 300 performances of the remarkable production.
4. Why are these services considered critical (e.g., enhance quality of life, improve public safety)? If you are a previous recipient, will you be providing new services this funding period?

We feel these services – professional theatre productions, both at Theatre 40 on the campus of the BHHS as well as at Greystone Estate and educational theatre programs for the adults of the community are critical to the Beverly Hills community in the sense that “the theatre arts” certainly enhances the quality of life. Great professional theatre productions are an important part of every community’s cultural landscape. We feel that the residents of a community that is void of professional theatre productions will seek those experiences in other communities that do offer them. If Beverly Hills has no theatre, then the residents of Beverly Hills will go elsewhere for the theatre experience. As we know, many B.H. residents already do go to The Taper, The Geffen, The Odyssey and other theatres in Southern California. With Theatre 40 they can have those theater experiences locally and conveniently and very affordably I might add. We feel it is critical that a city with the prominence of Beverly Hills have a vibrant and exciting professional theatre company that is part of the qualities the City has to offer. While The Wallis offers a wide variety of programming, Theatre 40 does plays only in a small and intimate setting. By the same token the educational program for the Adult students is also essential. Theatre 40’s Monday Night Theatre Appreciation Class generates enthusiasm and interest in the theater as well as promotes mental awareness and alertness – it stimulates and invigorates the adult students as well as provides entertainment and enjoyment. Offering these services and having them available is critical for the Beverly Hills community. We feel these services do indeed enhance the quality of life as well as the quality of the education being offered in the BHUSD.

~ Theatre 40 is a previous recipient but we are not proposing new services during this funding period ~
City of Beverly Hills
COMMUNITY ASSISTANCE GRANT FUNDING APPLICATION FY 2020 - 2021

5. What percentage of your total program service is utilized by members of the Beverly Hills community? If a new program, what percentage of users do you anticipate would be members of the Beverly Hills community?

~ In regard to Theatre 40's professional theatre productions, which perform all throughout the year on a late July to late May annual theatrical season calendar (seven professional productions throughout the year) approximately 78% of the annual season subscribers are Beverly Hills residents. It is difficult to state how many other “theatre goers” who are attracted to Theatre 40 by display advertising, friends of the productions and “word of mouth” are in fact Beverly Hills residents. I would estimate of the “walk up ticket buyers” approximately 37% are from the Beverly Hills community. With funding from the City I am confident we can grow this number.

In terms of Theatre 40's Adult Education Monday Night Theatre Appreciation class – approximately 90% of the enrolled adult students are from the Beverly Hills community. With funding from the City I believe we can grow the number of attendees in this long-standing Adult Education Theatre Appreciation class.

6. The funding year is July 1, 2020 to June 30, 2021. What is the funding amount requested?

~ $74,000

7. What percentage of your annual funding would the City's contribution represent?

~ The $74,000 requested funding, it would represent 18% of Theatre 40’s annual revenue.
8. What is the ratio of your organization’s administrative operating costs?
   ~ 11.29% represents the ratio of administration costs to our annual revenue.

City of Beverly Hills
COMMUNITY ASSISTANCE GRANT FUNDING APPLICATION FY 2020 - 2021

9. Provide any additional information that may be useful in evaluating your proposal.
   ~ ~ See attached additional information that may be useful -
   *Reviews of productions from our 2019 - 2020 season of productions –
   *Flyers from those productions –
   *List of recent drama critic’s awards for 2019 - 2020 productions –
   *Theatre 40 season brochure from 2019 – 2020 our 54th Season in Beverly Hills.

City of Beverly Hills
COMMUNITY ASSISTANCE GRANT FUNDING APPLICATION FY 2020 - 2021

10. Financial Statement:
    a. For grant requests up to $74,999, please submit most recent balance sheet and operating budget OR tax return.

    b. For grant requests $75,000 and over, please submit most recent financial statement reviewed by a Certified Public Accountant

The following documents are required:
Completed CAGF application
Documentation of 501c.3 status of proof of 501c.3 status through partnership
Copy of most recent Form 990 - Return of Organization Exempt from Income Tax
Copies of any current Charitable Solicitations Permits that have been obtained from the City of Beverly Hills.

The following documents are included:

* Completed CAGF application –

* Proof of 501 (c) 3 status

* Most recent 990 form & recent balance sheet.

* Additional material on recent Theatre 40 productions

* Fact sheets on the last 2 semesters of Theatre 40s' ongoing Adult Education Monday Night Theatre Appreciation conducted for the BHUSD.
APPLICATION SUMMARY FY 2020/21

Agency: Tower Cancer Research Foundation

Requested amount: $50,000

History of City funding: 2019/20: $25,000

Agency description: Founded by a group of physicians, patients, and volunteers, Tower Cancer Research Foundation has developed a legacy of supporting high impact research and clinical trials. This includes research that resulted in the approval of 15 new cancer drugs and the expansion of treatment options for cancer patients all over the world. To carry on this tradition, each year the non-profit awards a multitude of different scientific grants from one-year $100,000 Career Development Grants to five year $500,000 Senior Investigator Grants to $1,000,000 Multi-Disciplinary Discovery Funds.

While the Foundation’s primary thrust is funding innovative research in the hope of eradicating the disease for future generations, Tower also provides support for those currently facing a diagnosis through the Magnolia House, the patient services division of the foundation. Magnolia House, is an integrative survivorship wellness center with in-depth programs offered at no cost to cancer patients and survivors. It is dedicated to helping those with a cancer diagnosis optimize wellness and quality of life, providing an array of free fitness, therapeutic, and holistic programs that empower participants to develop a physical and emotional toolkit to meet the challenges of the disease from diagnosis to survivorship.

Proposed use of Community Assistance Grant Funds: The proposed use of funds would go specifically to the holistic classes at the Magnolia House. The grant would allow Tower to further expand and enhance the program offerings to cancer patients and survivors. Examples of these classes include Reiki, Hypnotherapy, Meditation, Sound Healing, Yoga, Pilates, and strength classes. Insurance often does not cover complementary and integrative medicine services which creates a barrier for cancer patients and survivors to access these life enhancing programs.

Target population/Primary service: Cancer patients and survivors

Percentage of total program utilized by Beverly Hills community: Approximately 25% of program services are utilized by the Beverly Hills community. The percentage does fluctuate due to the fact that Tower is an independent foundation that opens its doors to anyone with a cancer diagnosis in Southern California.

Quantifiable Services and Measures: Will be able to quantify and measure impact based on community participation numbers.

Historical Performance:
FY 19/20: (Q1 & Q2) ☒ Satisfactory ☐ Unsatisfactory

General Comment(s) (e.g., non-quantifiable benefits identified by experience with agency v. absolute numbers; observations such as their growth curve and relationship with City, its residents and target populations):

This is Tower Cancer Research Foundation’s second application for CAGF support.
Launched in 2013, Magnolia House Patient Support Program offered 19 classes per month, and had a total of 500 visits in its inaugural year. Five years later, the Magnolia House program offers over 80 classes per month, and had almost 10,000 participant visits.

Classes and programs currently offered at Magnolia House include: individual therapy, hypnotherapy, meditation, educational lectures and panels, yoga, Pilates, step aerobics, nutrition workshops and demonstrations, reiki, circuit classes, oncology skincare treatments, sound healing, a wig program, EFT tapping, stress relief workshops, and belly dancing. Ninety percent of these classes have a significant waitlist – registration opens for the classes each month, and they are often filled within minutes.

Tower’s psychosocial support programs and classes are an integral part of their patients’ quality cancer treatments and survivorship care. The National Institute of Health (NIH) has incorporated Complementary and Integrative Health into its strategic plan for further highlighting, and the National Cancer Institute (NCI) recognized significant scientific research data supporting the need for psychosocial care for cancer patients.

The City of Beverly Hills Community Grant will allow Tower to maintain, evolve, and enhance the program offerings to cancer patients and survivors. Thanks to the funding in 2019, we were able to add new programming such as: *increased Individual Therapies Sessions* *Sleep Management Monthly Workshop* *pain Management Monthly Workshop* *Candlelit Yoga* (Tower’s first evening class)

**Percentage of annual funding City’s contribution represents:** The $50,000 contribution would represent 10% of the Magnolia House budget, and 1% of Tower Cancer Research Foundations total budget.

**Ratio of administrative to operating costs:** 14% of dollars are spent on general and administrative expenses.

**Service Profile:** Needs-based ☒ Quality of life-based ☒ Social Service ☐ Health ☐ Education ☐ Cultural ☐ Other ☐

**Agency Scope:** Local ☒ Regional ☒ National ☒ International ☒

**501 (C) (3):** Yes ☒ No ☐ Exempt ☐
Please note the City's insurance requirements for FY 2020-2021. Within three (3) weeks of receiving notice of funding prior to receiving an agreement, your organization must submit insurance documentation with the following requirements:

- Each organization must submit to City an ACORD insurance certificate which include General Liability ($2 Million), Automobile (coverage limits based on services provided), and Workers Compensation Insurance (if required)
- The City must be named as additionally insured under each policy
- Subrogation must be waived for each insurance policy
- An endorsement to each policy stating that such policy shall not be cancelled by either party or reduced in coverage except after thirty (30) days prior written notice to City

Each organization will also be required to submit a copy of a W-9 form on the most current IRS form www.irs.gov/forms-pubs/about-form-w-9

Please type your answers to the following questions:

1. Is your organization a 501c.3, or are you in partnership with a 501c.3 organization?
   - [ ] We are a 501c.3
   - [ ] We are in partnership with a 501c.3
   - [ ] Documentation showing 501c.3 status or partnership with a 501c.3 is attached.
2. What services do you propose to provide the Beverly Hills community that local government is not currently providing?

Magnolia House, the patient support division of Tower Cancer Research Foundation, is an integrative survivorship wellness center with in-depth programs offered at no cost to cancer patients and survivors (or as we prefer to say - THRIVERS). It is dedicated to helping those with a cancer diagnosis optimize wellness and quality of life. Magnolia House provides an array of free fitness, therapeutic, and holistic programs that empower participants to develop a physical and emotional toolkit to meet the challenges of the disease from diagnosis to survivorship to thrivership.

Classes and Programs offered include:

Yoga
Pilates
Individual Therapy
Step Aerobics
Nutrition Demonstrations/Workshops
Reiki
Hypnotherapy
Meditation
Strength and Cardio Classes
Circuit Classes
Oncology Skincare Treatments
Belly Dancing
Sound Healing
Educational Lectures
Stress Management Program
Sleep Management Program
Pain Management Program
Educational Support Group Program (Advanced Stage and Survivorship)
Wig Concierge Program
3. If you are applying for a cultural grant, please describe your program here.
4. Why are these services considered critical (e.g., enhance quality of life, improve public safety)? If you are a previous recipient, will you be providing new services this funding period?

While conventional cancer treatments have greatly reduced cancer-related mortality, these therapies often produce adverse effects such as fatigue, hot flashes, nausea, and postoperative pain that may negatively impact quality of life. Consequently, many cancer patients suffer from both the symptoms of cancer itself and the side effects related to conventional treatments. In the United States, cancer survivors use integrative medicine even more than individuals without cancer. Cancer survivors are more likely to use integrative medicine modalities for wellness, pain, and improving their immune functions. Interestingly, most of them started using integrative medicine because their conventional health providers recommended it to them.

Patients' unmet needs in managing these symptoms coupled with their desire to use natural approaches to improve their health have created a demand for integrative medicine. According to the National Center for Complementary and Integrative Health (NCCIH), integrative medicine differs from complementary and alternative medicine (CAM) because it brings together conventional and complementary treatments in a coordinated way. Neither rejecting conventional therapies nor relying on alternative medicine, integrative medicine adopts only those complementary modalities supported by the highest evidence of safety and effectiveness. Numerous studies have evaluated the efficacy of utilizing integrative medicine modalities to treat the side effects of conventional cancer therapies. Research supports the use of modalities such as massage and mind-body therapies for symptom management and spiritual transformation.

Tower's Magnolia House offers evidence based psychosocial patient support programs as an integral part of one's quality cancer treatment and survivorship care. In 2013, Tower Cancer Research Foundation's Magnolia Patient Support Program offered 19 classes per month and had 500 visits in the first year. As 2020 emerges, Tower's Magnolia House Patient Support Program now offers over 120 classes/services per month and receives over 10,000 participant visits per year. Over 50% of our classes have a wait list which highlights both the quality in the programs we offer and the void that exists due to increasing rates of survivorship and the research supporting the benefits to quality of life. Participants view Magnolia House Patient Support Programs as a lifeline that provides not only enhanced quality of life but a community of friendship, encouragement, and comfort as well.

While Tower learns and sees the quality of life transformations directly from participants of the program, there is also a powerful initiative by the NIH who has incorporated Complementary and Integrative Health into it's strategic plan further highlighting the need and benefits.

In 2007, The National Cancer Institute (NCI) recognized the significant scientific research data supporting the need for psychosocial care for cancer patients. The following year the Institute of Medicine (IOM) published its report, "Cancer Care for the Whole Patient: Meeting Psychosocial Health Needs." The report identified the specific psychosocial needs of patients and their families, including complete information about the illness and available options for treatments and health services. In addition, the need for supportive counseling, material and logistical resources, and financial assistance was recognized as important to alleviate the stress of a cancer diagnosis.

In 2009, the Society for Integrative Oncology (SIO) issued evidence-based clinical practice guidelines for health care providers to consider when incorporating complementary health approaches in the care of cancer patients. The guidelines point out that, when used in addition to conventional therapies, some of these approaches help to control symptoms and enhance patients' well-being.

NCCIH's current strategic plan, "Exploring the Science of Complementary and Integrative Health", presents a series of goals and objectives to guide them in determining priorities for future research on complementary health approaches. The scientific objectives in the plan are aligned with those of the broader NIH strategic plan.

For over a decade, Tower has been on the forefront of complimentary care for cancer patients and survivors. Through Tower's Magnolia House Patient Support Program, we continue to evolve the patient support experience through evidence based programs. Tower prides itself on vetting facilitators and instructors to ensure they are experts in their respective fields and come highly regarded in the community.
5. What percentage of your total program service is utilized by members of the Beverly Hills community? If a new program, what percentage of users do you anticipate would be members of the Beverly Hills community?

25%

6. The funding year is July 1, 2020 to June 30, 2021. What is the funding amount requested?

$50,000

7. What percentage of your annual funding would the City’s contribution represent?

10% of the total Magnolia House Budget. 1% of total Tower Cancer Research Foundation Budget

8. What is the ratio of your organization’s administrative operating costs?

14%
City of Beverly Hills
COMMUNITY ASSISTANCE GRANT FUNDING APPLICATION
FY 2020 - 2021

9. Provide any additional information that may be useful in evaluating your proposal.

The effectiveness of Tower's Magnolia House Patient Support Program is evident in the overflowing classes, the smiles, the words of gratitude for the program, and hearing the countless stories of how lives have been saved and changed for the better because of Tower's Magnolia House. The need, however, is greater than we can fund.

The City of Beverly Hills Community Grant will allow Tower to maintain, evolve, and enhance the program offerings to cancer patients and survivors. Thanks to the funding in 2019, we were able to add new programming such as:

* Increased Individual Therapies Sessions
* Sleep Management Monthly Workshop
* Pain Management Monthly Workshop
* Candlelit Yoga (Tower's first evening class)

Participant testimonials:

* Individual Therapy Sessions with Cynthia Hobbs Hamburg, LMFT

"Cynthia is a magnetic positive support. She genuinely cares and is generous and an angel in human form. I am grateful."

"The loving care, support, and guidance was extremely helpful. So generous to offer this to us!"

General Program Testimonials

"Magnolia House is the gift that keeps on giving. It has changed my life permanently, by giving me tools I can use to live life to the fullest. From stress reduction in Yoga or Mindfulness, to exercise in Step Aerobics or Mat Pilates and with Nutrition Instruction, Reiki, Oncology Massage and so much more, I have become more resilient and grateful, as well as healthy and happy. The relationship building, and compassion offered here is special because members have been through the Cancer experience and can truly understand and support each other. The best part perhaps is when I come to Magnolia House, I feel like I am coming home."

"Magnolia House is a haven for supportive care for cancer patients on their journey through their survivorship, spiritual, emotional, and physical wellness."

"The Magnolia house is my lifesaver. I went thru chemotherapy 18 years ago and that time the program didn’t exist. Last year another cancer hit me and after second round of chemo and surgery, I started attend yoga, mat Pilates and Belly Dancing classes. All teachers and personal are great people and help us cancer survivor to live. Thank you all and hope to see all for next years ahead! What are doing is amazing!"

"Magnolia house was essential in my recovery physically and emotionally. I had many side effects from chemotherapy and I still have problems. I am unable to attend regular yoga or exercise classes outside due their vigorous programs which does not fit my limitations. The programs and all the compassionate teachers and employees of Magnolia are a big part of my well being. Thank you"

"There are no words to express what Magnolia House does to support cancer patients and survivors. Saying simple "Thank you" just seem so inadequate. How does one thank a community that plays an integral role in successful recovery after a cancer diagnosis and asks for nothing in return? As a metastatic cancer survivor and devastating loss of a loved one to cancer, I was at a lowest point in my life and had no one to turn to. The range of support programs offered at Magnolia House is phenomenal, from fitness classes, yoga, pilates, mind and body workshop, nutrition classes, social connections and holiday parties and it goes on and on. I have met so many wonderful people at Magnolia House and who are kind, compassionate and welcoming including staff members and instructors and have built friendships. It truly warms my heart to be a part of Magnolia House. I will never be able to pay back what Magnolia House has done for my emotional and physical well-being and feel a deep sense of gratitude. It is a privilege to be a part of Magnolia House community. Lastly, I would like to thank those who work behind the scene and work tirelessly to grow Magnolia House and provide continued support for cancer patients and survivors."
10. Financial Statement:
   a. For grant requests up to $74,999, please submit most recent balance sheet and operating budget OR tax return.
   b. For grant requests $75,000 and over, please submit most recent financial statement reviewed by a Certified Public Accountant

The following documents are required:

- Completed CAGF application
- Documentation of 501c.3 status of proof of 501c.3 status through partnership
- Copy of most recent Form 990 - Return of Organization Exempt from Income Tax
- Copies of any current Charitable Solicitations Permits that have been obtained from the City of Beverly Hills
APPLICATION SUMMARY FY 2020/21

Agency: Wallis Annenberg Center for the Performing Arts

Requested amount: $10,000

History of City funding: 2017/18: $10,000; 2018/19: $10,000; 2019/20: $10,000

Agency description: Located in Beverly Hills, the Wallis Annenberg Center for the Performing Arts brings audiences world-class theater, dance and music. Since opening their doors to the public in 2013, the Wallis has established itself as a major cultural resource and civic hub for the Beverly Hills community, drawing over 70,000 paid audience members plus over 10,000 additional adult and youth students, and other visitors annually.

Proposed use of Community Assistance Grant Funds: The Wallis requests support for their Community and Outreach Programs that serve as many as 10,000 individuals each year, including a core group of Beverly Hills youth, adults, and families. The Wallis’ Community and Outreach Programs include the following initiatives:

I. The Wallis School Partners Program- provides multiple opportunities for students, teachers, and families to experience performances on our stages and receive support on their campuses. The program serves more than 5,000 prekindergarten through 12th grade students each year. The Wallis serves students from more than 5,000 students from over 40 schools throughout the Greater Los Angeles Area each year, including 1,300+ students from Beverly Hills Public Schools.

II. Free Outdoor Programming- Each season The Wallis presents Dance Sundays -a series of ten free, outdoor monthly dance classes on our Promenade Terrace, curated by Emmy-winner Debbie Allen and taught by expert teachers from her Debbie Allen Dance Academy.

III. Programs for youth and adults with autism- The Wallis partners with The Miracle Project to provide theater programs for young people and adults with autism and all abilities. We offer several ongoing, rotating courses and a twice-yearly original musical production.

IV. Dancing Through Parkinson’s Course- We offer ongoing dance classes in partnership with LA-based Invertigo Dance Theatre.

V. Staged Stories- is a ten-week course for adults ages 55+. Students learn how to write down stories from their own lives, and how to share these stories with others. The course culminates in a public performance in the Lovelace Studio Theater.

VI. Student Arts Reporter- In partnership with the Los Angeles Drama Critics Circle, the Student Arts Reporters program welcomes high school students to attend workshops with professional critics and learn to write effective reviews. Students attend shows at The Wallis, write their own reviews, and then receive feedback from the professional critics.

Target population/Primary service: Community members of all ages.

Percentage of total program utilized by Beverly Hills community: Community programs at the Wallis serve more than 10,000 individuals, and Beverly Hills community members represent over 1,500 of the individuals, including 1,300 BHUSD students. In addition, Beverly Hills residents represent 35% of the 70,000+ paid audience members who attend performances at the Wallis.
Quantifiable Services and Measures: The Wallis draws more than 70,000 paid audience members plus as many as 10,000 students and community members annually. The Community Outreach Programs at the Wallis serve over 10,000 individuals. The School Partners Program serves more than 5,000 prekindergarten through 12th grade annually, from over 40 schools throughout the Greater Los Angeles area. Of those 5,000 students, over 1,300+ are from the Beverly Hills Unified School District.

Historical Performance:
FY 19/20: (Q1 & Q2) ☑ Satisfactory ☐ Unsatisfactory

General Comment(s) (e.g., non-quantifiable benefits identified by experience with agency v. absolute numbers; observations such as their growth curve and relationship with City, its residents and target populations):

The Wallis' community programs provide access to the arts for individuals who may have previously had limited local opportunities to engage as audience members as well as students. These programs enhance the quality of life of participants, and contribute and enhance the community. The programming also provides ongoing arts education and arts engagement opportunities for Beverly Hills students (pre-K through twelfth grade). Many of the community programs are free or low-cost.

Percentage of annual funding City’s contribution represents: The City’s contribution of $10,000 would represent approximately 1% of the Wallis’ total annual contributed and earned income.

Ratio of administrative to operating costs: Administrative expenses represent approximately 10% of the total operating budget.

Service Profile: Needs-based ☐ Quality of life-based ☑ Social Service ☐
Health ☐ Education ☐ Cultural ☑ Other ☐

Agency Scope: Local ☑ Regional ☑ National ☐ International ☐

501 (C) (3): Yes ☑ No ☐ Exempt ☐
City of Beverly Hills
COMMUNITY ASSISTANCE GRANT FUNDING APPLICATION
FY 2020 - 2021

Agency / Project Name: Wallis Annenberg Center for the Performing Arts

Address: 9390 N. Santa Monica Blvd.

City: Beverly Hills State: CA Zip: 90210

Contact Person: Christine Bernardi, Director of Institutional Giving

Phone: (818) 427-2957 (cell) Fax:

Email: cbernardi@thewallis.org

Please note the City's insurance requirements for FY 2020-2021. Within three (3) weeks of receiving notice of funding prior to receiving an agreement, your organization must submit insurance documentation with the following requirements:

- Each organization must submit to City an ACORD insurance certificate which include General Liability ($2 Million), Automobile (coverage limits based on services provided), and Workers Compensation Insurance (if required)
- The City must be named as additionally insured under each policy
- Subrogation must be waived for each insurance policy
- An endorsement to each policy stating that such policy shall not be cancelled by either party or reduced in coverage except after thirty (30) days prior written notice to City

Each organization will also be required to submit a copy of a W-9 form on the most current IRS form [www.irs.gov/forms-pubs/about-form-w-9](http://www.irs.gov/forms-pubs/about-form-w-9)

Please type your answers to the following questions:

1. Is your organization a 501c.3, or are you in partnership with a 501c.3 organization?
   - [ ] We are a 501c.3
   - [ ] We are in partnership with a 501c.3
   - [ ] Documentation showing 501c.3 status or partnership with a 501c.3 is attached.
2. What services do you propose to provide the Beverly Hills community that local government is not currently providing?

Please see attached.
3. If you are applying for a cultural grant, please describe your program here.
4. Why are these services considered critical (e.g., enhance quality of life, improve public safety)? If you are a previous recipient, will you be providing new services this funding period?
5. What percentage of your total program service is utilized by members of the Beverly Hills community? If a new program, what percentage of users do you anticipate would be members of the Beverly Hills community?

   Approximately 35% of participants are residents of Beverly Hills.

6. The funding year is July 1, 2020 to June 30, 2021. What is the funding amount requested?

7. What percentage of your annual funding would the City's contribution represent?

   A contribution of $10,000 would represent approximately 1%.

8. What is the ratio of your organization’s administrative operating costs?

   Administrative expenses comprise approximately 10% of the total operating budget.
City of Beverly Hills
COMMUNITY ASSISTANCE GRANT FUNDING APPLICATION
FY 2020 - 2021

9. Provide any additional information that may be useful in evaluating your proposal.

Please see attached.
10. Financial Statement:
   a. For grant requests up to $74,999, please submit most recent balance sheet and operating budget OR tax return.
   b. For grant requests $75,000 and over, please submit most recent financial statement reviewed by a Certified Public Accountant

The following documents are required:

- Completed CAGF application
- Documentation of 501c.3 status of proof of 501c.3 status through partnership
- Copy of most recent Form 990 - Return of Organization Exempt from Income Tax
- Copies of any current Charitable Solicitations Permits that have been obtained from the City of Beverly Hills
Community Assistance Grant Funding Application
2020-2021

Questions 2 through 4, and Question 9

2. What services do you propose to provide the Beverly Hills community that local
government is not currently providing?

Since its inaugural 2013-14 Season, the Wallis Annenberg Center for the Performing Arts ("The Wallis")
has been proud to serve Beverly Hills and the broader Los Angeles community through world-class arts
programming, including arts education and community programs designed to foster access and inclusion
in the arts for all. The Wallis draws more than 70,000 paid audience members plus 10,000 community
members, students, and visitors annually. Beverly Hills residents comprise a major portion of our
audience, as well as nearly two-thirds of our Board or Directors. In addition to providing unique and
valuable services for Beverly Hills residents, The Wallis is an economic stimulus that draws newcomers
from throughout the Greater Los Angeles Area to the Beverly Hills. The Wallis is a civic and cultural
landmark that is treasured by Southern Californians and respected by the local, national and
international arts communities.

A renewed cultural grant of $10,000 from the City of Beverly Hills would continue to support
Community and Outreach Programs that serve as many as 10,000 individuals each year, including
a core group of Beverly Hills youth, adults, and families. These programs enrich the lives of local
residents, increase foot traffic at local restaurants, shops and other businesses, and enable Beverly Hills
to give back in service to the broader community.

The Wallis greatly appreciates past funding from the City of Beverly Hills Cultural Grant Program. A
renewed grant will help us serve Beverly Hills and the community at large through Community and
Outreach Programs.

3. If you are applying for a cultural grant, please describe your program here.

The Wallis's Community and Outreach Programs include the following initiatives:

1. THE WALLIS SCHOOL PARTNERS PROGRAM

Created and led by Wallis Director of Education and nationally-recognized arts education leader
Mark Slavkin, The Wallis School Partners Program provides multiple opportunities for
students, teachers, and families to experience performances on our stages and receive support on
their campuses. The program serves more than 5,000 prekindergarten through twelfth grade
students each year through the following activities:
• Special weekday matinee performances of our mainstage theater, music and dance productions, exclusively for student audiences;
• In-school workshops led by expert Wallis teaching artists and designed to meet the needs of each individual classroom;
• Professional development opportunities for teachers, including a workshop prior to each matinee that gives teachers tools to prepare their students for the performance as well as general arts integration strategies to use in their classrooms;
• Additional arts enrichment activities throughout the year, including an annual Careers-In-The-Arts Day at The Wallis.

Student matinee performances are selected from our mainstage season of theater, music and dance performances.

Through the Schoo Partners Program, The Wallis serves students from more than 5,000 students from over 40 schools throughout the Greater Los Angeles Area each year, including 1,300+ students from Beverly Hills Public Schools – Beverly Hills High School, Beverly Vista, El Rodeo, Hawthorne, and Horace Mann. These Beverly Hills schools enjoy a deep and enriching year-round experience, with each school attending multiple student matinees and receiving unique art education opportunities on their campuses, led by expert Wallis teaching artists.

Since The Wallis believes that everyone deserves access to outstanding arts programs, the program also places a strong emphasis on reaching underserved schools in at-risk and low-income communities. These schools receive immersive, yearlong arts education opportunities that helps level the playing field between schools and districts that are investing into the arts and those that still have very limited resources. Through this program, The Wallis and Beverly Hills share an invaluable cultural resource with youth throughout the Los Angeles area.

II. FREE, OUTDOOR PROGRAMMING

Dance Sundays
Each season The Wallis presents Dance Sundays – a series of ten free, outdoor monthly dance classes on our Promenade Terrace, curated by Emmy-winner Debbie Allen and taught by expert teachers from her Debbie Allen Dance Academy. Now in its fifth year, Dance Sundays has become one of the most exhilarating and prominent public events in the City of Beverly Hills, drawing well over 1,000 participants annually. Each month features a different dance style, including salsa, hip hop, tap, African dance, "Voguing," and others, and many months feature live music. Dance Sundays welcomes a broad group of participants including Beverly Hills residents, employees of local businesses, and people from outside the Beverly Hills area who are drawn here to this unique program.

FUNDAY SUNDAYS
In addition to Dance Sundays, The Wallis offers multiple arts events for all community members on our outdoor Promenade Terrace year-round. FUNDAY SUNDAYS are free, family-friendly performances throughout the year that feature artists and ensembles including our popular Story Pirates series that performs sketch comedy based on stories submitted by kids in the audience and across the country, and family concerts by Parker Bent, as well as other programs added during the year.
III. PROGRAMS FOR YOUTH AND ADULTS WITH AUTISM

The Wallis partners with The Miracle Project to provide theater programs for young people and adults with autism and all abilities. We offer several ongoing, rotating courses, including Triple Threat, a course that trains students in singing, dancing and acting, and a twice-yearly original musical production, which is based on the students' real life experiences. Students rehearse weekly, and the course culminates in a public performance in our Lovelace Studio Theater. The opportunity to perform on a professional stage inspires these young people to “dream big” – a message individuals with autism do not always receive.

The Wallis has recognized the importance of creating opportunities for individuals with autism to participate in the performing arts since our inception. Our multi-function Quiet Room in the Goldsmith Theater can be used for audience members who need to make noise or move during a performance. This unique accessibility feature makes attendance possible for individuals with autism as well as a broad range of personal conditions and situations.

IV. DANCING THROUGH PARKINSON'S COURSE

We offer ongoing dance classes in partnership with LA-based Invertigo Dance Theatre, whose mission is to create connections and community through dance, storytelling, theatre and music. Through this partnership we offer our weekly Dancing Through Parkinson’s class, taught by experienced professional dancers and designed to encourage joy, strength, community, stability, mental clarity and creativity for Parkinson’s disease patients and their caregivers. In lieu of tuition, students may make a small donation. The Wallis has the unique resources and physical space to offer this course to the target demographic – a group that benefits greatly from participation in the arts and engaging with others facing similar issues. Since we began offering Dancing Through Parkinson's in 2015, more than 17 of the participants have been Beverly Hills residents.

V. STAGED STORIES

Brand new in 2019, Staged Stories is a ten-week course for adults ages 55+. In sessions led by expert teaching artist and Wallis Manager of Community Engagement Debra Pasquerette, students learn how to write down stories from their own lives, and how to share these stories with others. The course culminates in a public performance in the Lovelace Studio Theater.

VI. STUDENT ARTS REPORTERS

In partnership with the Los Angeles Drama Critics Circle, the Student Arts Reporters program welcomes high school students to attend workshops with professional critics and learn to write effective reviews. Students attend shows at The Wallis, write their own reviews, and then receive feedback from the professional critics. Each year a number of Beverly Hills high school students participate. The program gives participants unique opportunities to interact with world-class artists and arts professionals.
4. Why are these services considered critical (e.g., enhance quality of life, improve public safety)?

Since its opening 2013-14 Season, The Wallis has transformed the cultural landscape of Beverly Hills through its mainstage performances, education initiatives, and community programs.

These programs:

• **Contribute to the cultural vitality of Beverly Hills residents and of the community at large.**

The Wallis’ community activities provide world-class arts engagement for the people of Beverly Hills. Arts participation fosters well-being and a sense of community. Many of these programs are free or low-cost, providing opportunities for everyone to engage in the arts.

The Wallis’s programs are visible and large-scale. Even those residents who do not regularly attend performances benefit from Beverly Hills’s growing reputation as a vibrant cultural destination.

• **Provide ongoing, unique, and vital arts education and arts engagement opportunities for Beverly Hills prekindergarten through twelfth grade students.**

Students from four Beverly Hills Public Schools (Beverly Hills High School, Beverly Vista, El Rodeo, Hawthorne, and Horace Mann) are regular participants in The Wallis’s School Partners Program, and have been since our first season. These students attend world-class performances at The Wallis and also receive in-school arts training led by expert Wallis teaching artists.

The arts are an essential part of students’ education. California’s Visual and Performing Arts Content Standards for public schools call for a comprehensive approach to arts education that includes both creating/performing as well as “Aesthetic Valuing” – a standard that asks students from prekindergarten through twelfth grade to develop the ability to “Respond to, Analyze, and Make Judgments” about the performing arts. Attendance at quality, live performing arts experiences is fundamental to the development of this skill, and The Wallis provides students with the means to develop this essential skill.

• **Are an economic stimulus that draws visitors to Beverly Hills.**

Free, outdoor programs like Dance Sundays, Story Pirates, and free family shows, draw 2,000+ individuals – both residents and non-residents – to the City’s civic center year-round. They establish Beverly Hills as a significant cultural destination that offers innovative, outstanding arts programming led by and featuring world-class artists. These programs promote Beverly Hills as a cultural leader to the broader Southern California community.

• **Create opportunities for individuals who frequently do not have access to arts opportunities.**

Our programs include targeted offerings for the elderly; families with young children; youth and adults with autism; and people with Parkinson’s disease.
9. Provide any additional information that may be useful in evaluating your proposal.

The mission of the Wallis Annenberg Center for the Performing Arts is to create, present and celebrate unique performing arts events and educational programs that reflect the rich cultural diversity of our community. Each year, The Wallis serves more than 70,000 ticket buyers, and 10,000+ youth and adults who attend our school programs, classes, and free community events. The Wallis is also a highly in-demand location for special events, with high profile businesses and non-profit organizations renting areas of our campus for their most significant annual events.

The Wallis believes everyone deserves to learn and grow through the arts. Our mission-centric education and community programs serve this goal and establish The Wallis not only as a prominent performing arts destination, but also as a cultural center and resource for the entire community. Through these programs, we enable individuals who have limited arts opportunities to engage in with the very best in the performing arts; we use the power of the arts to build community and address pressing social issues; and we respond to critical needs in the greater community through arts leadership, collaboration and partnership.

Our deep connection with the Beverly Hills community is central to all we do at The Wallis. City residents are active members of our audience and of our organizational and board leadership. We partner with businesses throughout the City to help our audience members make the most of their visits to Beverly Hills and The Wallis, and our patrons contribute to the vitality and economy of the community. Beverly Hills residents participate widely in our community and education programs, and these offerings provide opportunities for all residents to connect and engage in the arts, regardless of age, socioeconomic status, past arts experience, or health status. We thank the City of Beverly Hills for its consideration of our application in support of these vital programs.
APPLICATION SUMMARY FY 2020/21

Agency: Westside Food Bank (WSFB)

Requested amount: $150,000


Agency description: Provides food to over 70 member agencies south of the Santa Monica Mountains, west of La Brea Avenue and north of LAX. Member agencies near Beverly Hills include JFS – SOVA, PATH West LA Shelter and the weekly meal programs at a Beverly Hills church.

Proposed use of Community Assistance Grant Funds: Bulk purchase of food in order to maintain and expand the programs of the social service agencies that have direct service food assistance programs, either as community food pantries, or as programs that supply food to shelter residents or congregate meals for homeless individuals.

Target population/Primary service: Food assistance for low-income individuals and families.

Percentage of total program utilized by Beverly Hills community: The WSFB serves all of the food pantries surrounding Beverly Hills; the most prominent, SOVA West, the food pantry of Jewish Family Service (JFS) is ¼ mile outside of the City limits. Additionally, WSFB gives food to other surrounding pantries, and to a weekly meal program at a church in Beverly Hills.

Quantifiable Services and Measures: The JFS food pantry, SOVA West, is the WSFB’s biggest customer. In 2019, the number of food-seeking visits made to pantries served by WSFB remained 90% higher than the pantry visits made in 2008. SOVA is experiencing twice as many client visits as it had in 2008. As a member of Feeding America, the nation-wide food bank trade association, WSFB is allowed to charge 19 cents per pound for the food given to SOVA. However, to better serve their member agencies, WSFB charges less than 1/10 of that amount allowed by Feeding America. In 2019, WSFB distributed more than 4.4 million pounds of food to their member agencies.

Current Performance:

FY 19/20: (Q1 & Q2) ☑ Satisfactory ☐ Unsatisfactory

General Comment(s) (e.g., non-quantifiable benefits identified by experience with agency v. absolute numbers; observations such as their growth curve and relationship with City, its residents and target populations):

WSFB anticipates at least a 20% increase for food demand given the upcoming changes to the federal Supplemental Nutrition Assistance Program (SNAP), or CalFresh in California. SNAP typically provides 9 meals for every 1 meal provided by food banks. However, restrictions are being levied at the federal level to restrict access. Most recently, the “public charge” rule was allowed to go into effect- making it harder for those seeking to upgrade their immigration status if they utilize public benefits such as CalFresh. The fear has deterred people from applying and has pushed them to foodbanks.
Another upcoming federal abled-bodies adult without disability “ABAWD” rule, that will soon come into effect April 2020, would remove the state’s ability to waive work requirements for many SNAP recipients who are unemployed or underemployed. This rule would affect an estimated 400,000 Californians. There are additional policy threats to SNAP, which would adversely impact those experiencing food insecurity. Food banks are crucial to providing the assistance many local people and their families need.

**Percentage of annual funding City’s contribution represents:** $150,000 in funding would represent about 6.6% of WSFB’s current operating budget.

**Ratio of administrative to operating costs:** Admin 7.8%; fundraising 11.7%; program 80.5%

**Service Profile:** Needs-based ☑️ Quality of life-based ☐ Social Service ☑️

**Health ☑️ Education ☐ Other ☐

**Agency Scope:** Local ☑️ Regional ☑️ National ☐ International ☐

**501 (C) (3):** Yes ☑️ No ☐ Exempt ☐
Agency / Project Name: Westside Food Bank (WSFB)
Address: 1710 22nd St
City: Santa Monica  State: CA  Zip: 90404
Contact Person: Bruce Rankin, Executive Director
Phone: 310-828-6016  Fax: 310-828-2646
Email: bruce@westsidefoodbankca.org

Please note the City's insurance requirements for FY 2020-2021. Within three (3) weeks of receiving notice of funding prior to receiving an agreement, your organization must submit insurance documentation with the following requirements:

- Each organization must submit to City an ACORD insurance certificate which include General Liability ($2 Million), Automobile (coverage limits based on services provided), and Workers Compensation Insurance (if required)
- The City must be named as additionally insured under each policy
- Subrogation must be waived for each insurance policy
- An endorsement to each policy stating that such policy shall not be cancelled by either party or reduced in coverage except after thirty (30) days prior written notice to City

Each organization will also be required to submit a copy of a W-9 form on the most current IRS form [www.irs.gov/forms-pubs/about-form-w-9](http://www.irs.gov/forms-pubs/about-form-w-9)

Please type your answers to the following questions:

1. Is your organization a 501c.3, or are you in partnership with a 501c.3 organization?
   - [ ] We are a 501c.3
   - [ ] We are in partnership with a 501c.3
   - [ ] Documentation showing 501c.3 status or partnership with a 501c.3 is attached.
WSFB has been funded by City of Beverly Hills each year starting in 1986. For the fiscal year ending 6/30/19 the City's funding level is $125,000. This funding is being used for the bulk purchase of food that we supply to Westside social service agencies that have direct service food assistance programs, either as community food pantries, or as programs that supply food to shelter residents or congregate meals for homeless people. WSFB is the food bank warehouse assigned to provide food to agencies throughout an area that is south of the Santa Monica Mountains, west of La Brea Avenue, and north of LAX. Our food currently goes to approximately 70 member agencies, more than half of which pick up food at least once a week at our warehouse. In 2019 we distributed more than 4.4 million pounds of food to our member agencies.

We are able to utilize the economy of scale, by purchasing food in large quantities. This enables us to achieve a food cost index that is significantly lower than what any one direct service food distribution agency can obtain. Our large warehouse in Santa Monica also allows us to accept, process, store, and distribute large quantities of donated food. Without the service we provide, many of the 40 agencies that pick up food from our warehouse on a weekly basis would fall far short of having access to enough affordable, nutritious food to distribute to their clients.

We propose to use Beverly Hills City funding to help maintain and expand our food purchase program, so that we can get more food to those in need in the Beverly Hills area and throughout the Westside. This will be crucial in a year when the tightening of federal SNAP (Food Stamps) rules, due to begin by this spring, has the potential to increase local need for food assistance by more than 20%.
3. If you are applying for a cultural grant, please describe your program here.

Not applicable.
Westside Food Bank does not intend to provide new types of services during FY 2020-2021. However, we anticipate a greater need for our services due to threats to public safety net programs, most notably the Supplemental Nutrition Assistance Program (SNAP), or CalFresh in California. SNAP is the nation's first-line defense against hunger, providing nine meals for every one meal provided by food banks. Yet multiple attempts have been made at the Federal level to restrict access to SNAP for low-income households. Most recently, the nationwide "public charge" rule was allowed to go into effect—making it harder for those seeking to upgrade their immigration status if they utilize public benefits like CalFresh. The fear and misinformation surrounding this complex rule has already deterred people from accessing needed benefits. Another upcoming Federal "ABAWD" rule will remove states' ability to waive work requirements for many SNAP recipients who are unemployed or underemployed. Scheduled to take effect this April, this rule could impact nearly 400,000 Californians in just the first year. Finally, two other proposed rules would dramatically restrict access to SNAP. The "categorical eligibility" rule would cause an estimated 250,000 Californians to lose their benefits, and the "standard utility allowance" rule would reduce SNAP amounts for 25% of California households. Threats to SNAP and other safety net programs are not expected to cease any time soon.

When programs like SNAP come under fire, food banks are crucial to providing the assistance many local people and their families need. All of our food goes, via our member agencies, to people in need on the Westside, mostly through food pantry programs. For those in the BH community and throughout the Westside, receiving our food staves off hunger and poor nutrition. Our food promotes the growth and development of local children, who receive nearly half of the food we distribute.

Ever since the Great Recession of 2008, local need has not receded. In 2019, the number of food-seeking visits made to the pantries we serve remained about 90% higher than the number of pantry visits made in 2008. In 2012, at our high water mark for overall funding, WSFB was able to spend an average of $24,000 per week on food; our current budget allows for just $17,350. We've made up some ground through improved efficiencies and a greatly expanded produce gleaning project, but in 2018 we had a 6% reduction in our food distribution as compared with 2012, with the local need remaining just as high.
5. What percentage of your total program service is utilized by members of the Beverly Hills community? If a new program, what percentage of users do you anticipate would be members of the Beverly Hills community?

See additional page

6. The funding year is July 1, 2020 to June 30, 2021. What is the funding amount requested?

See additional page

7. What percentage of your annual funding would the City’s contribution represent?

See additional page

8. What is the ratio of your organization’s administrative operating costs?

See additional page
5. What percentage of your total program service is utilized by members of the Beverly Hills community? If a new program, what percentage of users do you anticipate would be members of the Beverly Hills community?

Westside Food Bank serves all of the food pantries that surround Beverly Hills, the most prominent one being SOVA, the food pantry program of Jewish Family Services, our biggest customer. The BH-adjacent SOVA site is SOVA West (near Pico and Robertson, just 1/4 mile from BH). SCVA is now experiencing nearly twice as many client visits as it had in 2008, the year leading up to the Great Recession. As a member of Feeding America, the nation-wide food bank trade association, Westside Food Bank would have been allowed to charge 19 cents per pound for the food we give to SOVA, and that is what most food banks would do. To better serve our member agencies we have chosen to shoulder much more of the fundraising burden, and we charge less than a tenth of what we're allowed by Feeding America. If we were charging SOVA the prevailing rate allowed by Feeding America, SOVA would have needed to pay us $54,000 over the past 12 months, rather than the $4,000 that we actually charged.

Besides SOVA, our member pantry most likely to serve those from Beverly Hills is St. Augustine's Pantry in Culver City which gets 95% of its food from us. We also regularly give food to the P.A.T.H. Cotner Shelter, near Pico and Sepulveda, and we give a smaller amount to a weekly meals program that is located in a Beverly Hills church.

6. The funding year is July 1, 2020 to June 30, 2021. What is the funding amount requested?

WSFB requests $150,000 for the year food purchases. (In view of the still critical local need for food assistance and the likelihood of Federal SNAP rule changes causing a significant increase in local need, we are asking for funding that is 20% higher than $125,000, the current level of our funding from the City of Beverly Hills).

7. What percentage of your annual funding would the City's contribution represent?

$150,000 in funding from the City would represent 6.6% of our current operating budget which calls for annual income of $2,274,000. WSFB also gets funding from individual supporters, private foundations, religious congregations, and service clubs, as well as from City of Santa Monica and the Federal Government's Emergency Food and Shelter Program.

8. What is the ratio of your organization's administrative operating costs?

According to our financial audit, in fiscal year 2018-2019 our cost breakdown was as follows: Administration = 7.8%; Fundraising = 11.7%; Program = 80.5%. (This is calculated on a cash-only basis; to provide maximum clarity we choose not to mix in any valuation of donated goods and services). We expect our cost pattern to remain virtually the same in the current fiscal year and in the next year, as well.
Westside Food Bank has taken on several notable initiatives:

--- As a follow-up to last year's new, comprehensive Strategic Plan, our Board of Directors held an all-day Retreat on 1/25/20 with virtually full Board participation. Important topics covered included data mapping food insecurity in our service area, operational goals, and succession planning.
--- Measured by weight, fresh produce continues to increase, making up more than half of what we distribute from our warehouse.
--- Added to our food provision to food pantries at UCLA, Santa Monica College, West LA College, and Mount Saint Mary's University, we are preparing to provide food to students in need at Pepperdine University, LMU, and the Bruin Shelter.
--- We are now providing more food to seven separate Veterans programs on the West LA campus.
--- In October 2019, we completely revamped our warehouse management system. We are now using the Primarius on-line warehouse management system to track all incoming and outgoing food. This allows us to better control inventory flow-through, tailor food ordering, and enhance reporting.
--- We are also making changes to the physical warehouse by increasing our racking and cooler space, allowing us to store and distribute more food, including fresh produce. This will allow us to better react to the anticipated increase in local need resulting from new Federal SNAP rule changes.

We have included Westside Food Bank's audit report from FY 18-19 (July 2018-June 2019). We will soon also have an IRS Form 990 for FY 18-19, but as of 1/30/20, it is not entirely completed. Hence, we are now submitting our IRS Form 990 for FY 17-18.
We have not obtained any Charitable Solicitation Permits from the City of Beverly Hills.
City of Beverly Hills
COMMUNITY ASSISTANCE GRANT FUNDING APPLICATION
FY 2020 - 2021

10. Financial Statement:
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