

Regional Funding

Fiscal Year 2021 - Partner Funding Application

Micah Ecumenical Ministries

Agency Information

General Information

Agency Name Micah Ecumenical Ministries
Physical Address 1013 Princess Anne St., Fredericksburg, VA, 22401, U.S.A.
Mailing Address PO Box 3277 Fredericksburg, VA 22402
Agency Phone Number (540) 479-4116
Federal Tax ID # 204044884
Web Address www.dolovewalk.net
Agency Email Address meghann@dolovewalk.net

Agency Mission Statement

Micah is a collaboration of churches following Christ to cultivate community and care for neighbors

Number of Years in Operation 14

Main Contact

Main Contact Meghann Cotter, phone: (540) 479-4116, email: meghann@dolovewalk.net
Job Title Executive Servant-Leader

Localities Served

Please select any/all localities your agency serves.

Caroline
Fredericksburg
King George
Spotsylvania
Stafford

Collaborative Impact

Describe in detail how the community would be impacted if your agency were dissolved or merged with another partner agency.

Micah has a special population that would be hard to serve in the same way if it were to merge with another agency. Our approach is faith-based and therefore heavily grounded in concepts of unconditional love, forgiveness, justice, kindness and humility. Many of the people we currently serve are not welcome or turn up unsuccessful with other approaches. The agency already partners and shares resources with anyone that it can, up to and including paying other non-profits to provide their services within our programs (i.e. Social Services, Goodwill, RACSB). Micah would be happy to have other organizations merge or connect its services under its umbrella, but it would easily fall short of its defined mission if it were to be consumed under another umbrella. The community has to retain low-barrier services for those whose needs are complicated and take time and support to overcome.

Community Impact

Please provide at least 2 examples of how your services have impacted members of our community.

Example 1

JS first interacted with the cold weather shelter several years ago when he showed up with his wife and their young son. The family was quickly assisted in getting into a local shelter that focuses on families. The family moved in and out of the homeless system for the next several years. By 2018, JS's wife had been incarcerated and their son had been taken into foster care. Out of options, JS returned to the cold weather shelter determined to get back on track and regain custody of his son. When a local employer reached out looking for laborers, JS was the first one Micah staff thought of. He got the job and slowly began to work with Micah on the connections necessary to reach his goal. He accessed a free phone, replaced his identification, took a class to regain his driver's license and repaid his remaining fines. While on the street and staying at the cold weather shelter, he coordinated with Micah staff to take showers after hours and pick up his mail. Many times, in the discouragement of his situation, he almost gave up. He returned from work one day to find that his backpack had been picked up by the police. His bike was stolen. And one morning while he was sleeping behind a dumpster he almost got crushed by the equipment when the trash collection came for pick up. Each time, Micah helped him problem solve and remove the things that would have gotten in the way--recovering his backpack, coordinating with a local bike ministry and helping with the minor wounds from his near death experience. With Micah's help he eventually regained a place to live, began to rekindle a support system within a faith community and has maintained his current job for over six months. Like many who interact with Micah, the cold weather shelter was a starting place--an introduction to a community of holistic support committed to not just helping people find a house, but making their houses home.

Example 2

Almost every year, SA had spent a few nights at the cold weather shelter. Winter is about the time that he runs out of couches to sleep on and resources to keep him out of homelessness. Without a bed, SA would have otherwise spent the year's most frigid nights walking the streets. Staying at the shelter, however, was not just a bed for SA. Staff helped him regain a birth certificate, social security card and ID. We learned he was a veteran and connected him to veteran supports. , starting from nothing. While seemingly simple tasks, the lack of any documentation required months of troubleshooting to get all of it in place. One night at the shelter, SA had a heart attack and went to the hospital by ambulance. He had valve replacement surgery. With Micah's advocacy, we were able to get him into our respite shelter, a recovery home for homeless who have been in the hospital. As a result of this support, SA has been able to obtain various jobs and secure stable living arrangements with a friend. He has been connected with a bike for transportation and still talks regularly with the mental health staff at Micah.

Example 3 (Optional)

Micah Ecumenical Ministries

Agency Budget Narrative

Administrative Expenses

Provide an overview of the administrative costs for your agency.

Micah's administrative costs are mostly the salary/benefits of the Executive Director and a Ministry Administrator, who manages the finances, volunteers and operational aspects of the organization. Administrative expenses also include a nominal amount for overhead, such as supplies, insurance and incorporation fees. It includes the cost of our annual audit, employee training and development of funds and volunteers. No funds are requested from the local governments for administrative activities.

If your agency is requesting an increase or decrease in administrative funding, please describe in detail the reasons for these changes.

N/A

Please provide justification for and specific amounts of administrative costs that are defrayed by locality funds.

N/A

Capital Expenses

Please provide an overview of the capital costs for your agency.

Micah owns the following buildings: 1. The respite house at 1512 Princess Anne St 2. Eight rental properties that are used for supportive housing, 7 of which were purchased through a donation from the Sunshine Lady Foundation last year. We do not expect any notable repairs or improvements in FY20. Micah also utilizes space within its partnering churches, for the purpose of co-locating community resources, such as Goodwill, RACSB, Probation and other key services needed by the people we serve.

Please provide justification for and specific amounts of capital costs that are defrayed by locality funds.

None. In fact, Micah actually pays almost \$8,000 annually in real estate and personal property taxes for the capital it owns in Fredericksburg, Spotsylvania and Stafford.

Salary & Benefit Expenses

Please provide an overview of any increases or decreases in general personnel expenses for your agency.

Personnel expenses are expected to remain generally the same in FY20, aside from an expected COLA. The cold weather staff wages are the same every year. Staff for that program includes 3 overnight monitors, an intake coordinator and a program manager.

Please provide a description of any changes to agency benefits structure or cost.

Our benefits costs have increased in the last few years, because we have been required to extend the same package to full-time hourly employees. Previously, we only offered insurance to salaried employees. The changes have so far added 4 employees at an agency cost of about \$3000 per person. With a volatile health insurance marketplace, we continue to assess options for purchasing a group health plan for employees, but are not ready to do so at this time.

Budget Issues

Provide any legislative initiatives or issues that may impact the agency for the upcoming year.

State/federal grant dollars that traditionally funded homeless assistance have been shifting their priorities from shelter to housing-focused services. While older shelter models have required compliance and goal achievement as a means to earn housing, best practices indicate higher success when people are housed first and provided with the supports to stabilize. National evaluations have demonstrated that 75-80% of people exit shelters to permanent housing under housing first strategies, compared with 16% in emergency shelter and 42% in transitional housing. The cost of a housing first intervention averaged \$4,000, compared with \$10K to \$20K for other strategies. Those offered housing first were generally four times LESS likely to return to homelessness. The community has benefited recently from an increasing focus on resourcing permanent supportive housing through RACSB. We are hoping that these increased beds will reduce the number of vulnerable people on the street.

If you are aware of “outside” funding sources that will expire or be reduced on a set cycle or date, please note those below and how you are planning for them.

Planning district 16 has scored well on its collaborative applications and the funds available for housing assistance have nearly tripled in the last few years. State budget cuts, however, have been reducing the overall resources available. As the lesser priority, shelter services have taken the biggest hit. Our community has been successful at bringing in more money for housing efforts, but that is increasingly meaning that shelter dollars have to be funded from other sources. Micah has relied entirely on fundraising and local government the last few years support to provide winter shelter for those who would otherwise sleep outside in frigid temperatures.

Micah also anticipates some challenges at a result of the United Way's intention to shift its funding toward the ALICE population. While Micah's serves ALICE in many ways, our programs are structured for a person's worst day, which may or may not be enough to sustain the \$100K we receive for our respite and employment program.

Please detail any identified agency needs or areas of concern that are currently not being addressed in your funding request.

Micah's greatest challenge in all of our programs has been the changing demographic of people seeking street homeless services. When the agency formed in 2005, the face of street and chronic homelessness generally middle aged and well-worn from the hard knocks of life, but often died in their late 40s early 50s. Today, the faces of those seeking homeless services are progressively showing up at opposite ends of the age bracket. They are either younger and less experienced in problem-solving various life issues or older with health conditions that have often led to their loss of housing, frequently even for the first time. As a result, Micah has been evolving to meet the needs of these groups, including new partnerships, program strategies and resources. Unfortunately, we are finding these individuals have fallen through key gaps in resources, and therefore require innovative and sometimes brand new interventions to meet their needs.

Micah Ecumenical Ministries

Agency Total Budget

In the boxes below provide an overview of the administrative costs associated with your total agency budget.

Expenses

	FY 2017 Actual	FY 2018 Actual	FY 2019 Budgeted	FY 2020 Budgeted	FY 2021
Salary			677,501.00	692,369.00	692,369.00
Benefits			109,220.00	106,870.00	106,870.00
Operating Expenses			567,233.00	508,900.00	518,749.00
Capital Expenses			86,677.00	83,060.00	104,110.00
Other Expenses			131,871.00	101,150.00	94,400.00
Total	0.00	0.00	1,572,502.00	1,492,349.00	1,516,498.00

Revenues

Please include revenue associated with your entire organization. This section represents the TOTAL revenue your organization is receiving. The revenue associated with specific programs will be listed within your program budgets; this section represents total revenues. (For example if your organization requests funding for multiple programs the total amount requested from each locality or other entities goes within this section)

	FY 2017 Actual	FY 2018 Actual	FY 2019 Budgeted	FY 2020 Budgeted	FY 2021
Caroline			0.00	0.00	2,000.00
Fredericksburg			20,000.00	22,000.00	22,000.00
King George			0.00	0.00	2,000.00
Spotsylvania			22,000.00	22,000.00	22,000.00
Stafford			20,000.00	22,000.00	22,000.00
United Way			138,601.00	127,000.00	63,500.00
Grants			828,253.00	790,649.00	913,752.00
Client Fees			0.00	0.00	0.00
Fundraising			52,028.00	100,000.00	75,000.00
Other (Click to itemize)	0.00	0.00	420,609.00	408,700.00	394,246.00
Total	0.00	0.00	1,501,491.00	1,492,349.00	1,516,498.00

Surplus / Deficit

	FY 2017 Actual	FY 2018 Actual	FY 2019 Budgeted	FY 2020 Budgeted	FY 2021
Surplus or Deficit	0.00	0.00	-71,011.00	0.00	0.00

Micah Ecumenical Ministries

Locality Information

Locality Notes

Please use the spaces below to provide any locality specific notes or statements that may be relevant to your application.

Caroline County

Approximately 4% of people served by the cold weather shelter report that their last fixed address was Caroline County.

City of Fredericksburg

Approximately 28% of the people served by the shelter report their last fixed address was in the city of Fredericksburg. The City of Fredericksburg has taken the important step of offering \$10,000 toward addressing unsheltered homelessness. This money is funneled through GWRC and matched by Mary Washington Hospital Foundation. That money has been subcontracted to Micah to specifically fund case management and financial assistance for moving people off the street. A number of people who were at the cold weather shelter last year benefitted from these resources. We are hopeful that other jurisdictions will step in to support this effort to move people out of a situation where they would either need to sleep on the street or utilize a winter shelter because they have no other place to go.

King George County

Approximately 4% of people served by the cold weather shelter report that their last fixed address was King George County.

Spotsylvania County

Approximately 17% of the people served by the cold weather shelter report that their last fixed address was Spotsylvania County.

Stafford County

The Cold Weather Shelter is located in Stafford county. Approximately 17% of the people served by the shelter report their last fixed address was in Stafford County.

Micah Ecumenical Ministries - Cold Weather Shelter

Program Overview

You may save your work at any time by clicking on the "Save My Work" link/icon at the bottom or top of the page.

When you have completed all questions on the form, select the "Save My Work and Mark as Completed" link/icon at the bottom or top of this page.

You may also SWITCH between forms in this application by using the SWITCH FORMS feature in the upper right corner. When switching forms, any updates to the existing form will automatically be saved.

General Information

Program Name Cold Weather Shelter

Is this a new program? No

Program Contact

Name Meghann Cotter

Title Executive Servant-Leader

Email meghann@dolovewalk.net

Phone (540) 479-4116

Program Purpose / Description

Provide an overview of this program

The Cold Weather Shelter has historically kept the homeless residents of Planning District 16 from freezing to death during the winter. The program's purpose, however, extends well beyond a bed for the night and meeting basic needs. Under the direction of state and national goals to limit the time people are homeless, reduce returns to homelessness and prevent unnecessary homelessness, all of Micah's programs are now implementing a more housing-focused approach. This means that those who come to the cold weather shelter are fully assessed for housing barriers at intake, set up with a plan to re-enter housing and prioritized based on vulnerability. Each plan connects program participants with various case managers who focus on their unique needs, such as employment, disability and mental health. Once in housing, each person receives a one-on-one housing case manager to assist with stabilization. The cold weather shelter is supported in these activities by a daytime basic needs and case management operation called the Hospitality Center, a Residential Recovery Program for homeless leaving the hospital in need of temporary or terminal care, an income development program and housing stabilization initiative.

Client Fees

Please describe the fees clients must pay for the services by this program.

All Micah services are free. However, anyone receiving services through a Micah program is invited to give back to the organization in the form of cleaning, general chores and community improvement projects. Many have been active in community service, such as trash cleanup, tree planting and other efforts that reduce costs on local governments. In FY2020, Micah will be launching a workforce development program that bridges people from volunteer opportunities to permanent employment.

Justification of Need

Please state clearly why this service should be provided to the citizens of the region and why the localities should consider this funding request.

The need for the cold weather shelter is justified as a core safety net for those who might otherwise freeze to death during the winter. In more complex terms, the shelter has become an opportunity to provide intensive case management to the true street homeless, whose circumstances make them some of the hardest to stabilize. At no other point during the year does Micah staff have a captive audience with this population. Based on the annual homeless census conducted by the CoC, approximately 22.6% of the area's homeless originated from Spotsylvania, 24.4%, Fredericksburg, 14.3% Stafford, 4.6% Caroline and 3.2% King George. In the last six years, Micah's combination of services has resulted in a 84% decline in the number of people who have been consistently homeless for 12 months or more. Considering cuts from state and federal sources for shelter activities, Micah will not be able to sustain winter shelter operations at the same service levels without local government support.

If this is a new program, be sure to include the benefits to the region for funding a new request.

This is not a new program.

Target Audience and Service Delivery

Describe the program's intended audience or client base and how those clients are served.

Most program guests are ineligible to stay at other area shelters because of un-medicated mental illness, disabilities that leave them unable to work, certain criminal histories or substance abuse issues. Without a place to stay these individuals sleep outside at night, at risk of hypothermia and sickness. Without a bed and wrap-around case management, they face significant struggles in growing their resources, identifying housing and stabilizing. Most Micah guests come from places throughout Planning District 16 or rural areas nearby. Some use Micah services as they pass through the area, but most have identified the community as home because it is where they graduated high school. The shelter operates from Stafford County's 748 Kings Highway.

If your program has specific entry or application criteria, please describe it here.

Must be homeless. Guests attend various community dinners, located at churches throughout the downtown area. A bus then picks them up at the dinners at 6:30 p.m. to take them to the shelter. They are checked in, get a cot to sleep on for the night and then bussed back to Fredericksburg in the morning to be dropped off at a community breakfast and service at the day center.

Micah Ecumenical Ministries - Cold Weather Shelter

Program Budget Narrative

Please indicate in detail reasons for increases or decreases in the amounts you are requesting.

Without the full support of all local governments in Planning District 16, the cold weather shelter is always in jeopardy of returning to temperature-based or closing early. If Micah can depend on local governments to balance out its shelter budget, staff can:

- Aggressively implement case management components that both rapidly re-house and sustain those staying at the shelter, while keeping up with new state and federal program responsibilities
- Present a much more competitive application for state and federal grants.
- Have a healthy source of matching dollars for the state and federal grants, which require a dollar for dollar match.
- Make sure the shelter includes more housing-focused case management components, which put our shelter closer in line with federal goals.

If an increase is being requested, please describe the impact not receiving an increase would have on the program.

None requested

In particular, please describe in detail if any increase is sought for new positions or personnel.

None requested

Micah Ecumenical Ministries - Cold Weather Shelter

Program Specific Budget

Please provide your program specific budget below.

Expenses

	FY 2017 Actual	FY 2018 Actual	FY 2019 Budgeted	FY 2020 Budgeted	FY 2021
Personnel	42,342.00	42,113.00	44,680.00	50,000.00	50,000.00
Benefits	0.00	0.00	0.00	0.00	0.00
Operating Expenses	20,790.00	23,327.00	21,750.00	22,000.00	22,000.00
Capital Expenses	0.00	0.00	0.00	0.00	0.00
Total	63,132.00	65,440.00	66,430.00	72,000.00	72,000.00

Revenues

This section represents revenue specifically associated with your program. Revenue that supports the implementation of your program and the services provided to the community.

	FY 2017 Actual	FY 2018 Actual	FY 2019 Budgeted	FY 2020 Budgeted	FY 2021
Caroline	0.00	0.00	0.00	2,000.00	2,000.00
Fredericksburg	20,000.00	20,000.00	20,000.00	22,000.00	22,000.00
King George	0.00	0.00	0.00	2,000.00	2,000.00
Spotsylvania	20,000.00	20,000.00	22,000.00	22,000.00	22,000.00
Stafford	20,000.00	20,000.00	20,000.00	22,000.00	22,000.00
United Way	0.00	0.00	0.00	0.00	0.00
Grants	0.00	0.00	0.00	0.00	0.00
Client Fees	0.00	0.00	0.00	0.00	0.00
Fundraising	3,132.00	5,440.00	4,430.00	2,000.00	2,000.00
Other (Click to itemize)	0.00	0.00	0.00	0.00	0.00
Total	63,132.00	65,440.00	66,430.00	72,000.00	72,000.00

Surplus / Deficit

	FY 2017 Actual	FY 2018 Actual	FY 2019 Budgeted	FY 2020 Budgeted	FY 2021
Surplus or Deficit	0.00	0.00	0.00	0.00	0.00

Micah Ecumenical Ministries - Cold Weather Shelter

[View Diagram](#) Goals and Objectives

Goals

Goal:

People experiencing homelessness do not stay in a place not meant for human habitation, at risk of freezing, between the months of November and March

Objectives

Objectives		2017 Year End	2018 Baseline	2018 Year End	2019 Baseline	2019 Year End	2020 Baseline
231 people staying at the cold weather shelter in one season	Total # Clients Served	209		224	231		230
	Total # Clients Achieved/Successful	209		224	231		230
	% Achieved / Successful	100	0	100	100	0	100
90% of people experiencing homelessness will be in a shelter rather than a place not meant for human habitation, during the winter season. (Based on the annual point in time count conducted by the continuum of care in January each year)	Total # Clients Served	216	216	221	200		220
	Total # Clients Achieved/Successful	177	194	185	180		198
	% Achieved / Successful	81.94	89.81	83.71	90	0	90

Explanation & Overview

If your outcomes are significantly less than your stated objectives, please note any reasons why this might be the case

With the growing emphasis on housing those who are homeless the longest and least likely to self resolve, we come relatively close to our goal. Worth noting is that the total number of homeless increased in the community because one of the local shelters increased the number of beds available. Had new beds not been brought online, the percentage of the total number who were in shelter would have been higher. In addition, it is worth noting that chronic homelessness has been on a consistent decline since 2010, when there were 83 people who met the federal definition in the annual point in time count. In 2019, there were only 30 chronic homeless. With continued effort on housing the most vulnerable and longest time homeless, we are expecting additional decreases in 2020.

Updates for FY2018

Please note any changes you plan to make to the program, or the stated goals and objectives, given the data you have reported

As always, the people who stayed at the shelter more than one year will receive priority assistance for housing, if they have not already. For example, 16 people were housed during or immediately following the 2018 season. This past year, our community adopted a central intake process that further assists in getting people into long-term shelter. We also continue to prioritize people for housing based on who is least likely to self-resolve and been on the street the longest. We are hopeful that permanent supportive housing beds made available through RACSB this year will increase the number of mentally ill people that we can move out of the shelter. New resources from the city of Fredericksburg and state have also increased our capacity to house more people.

If you are restating the goals or objectives for the prior calendar year, please include those here

Goal:

People experiencing homelessness who utilize the cold weather shelter will not return to the program the following year because they are otherwise stable indoors.

Objectives		2017 Year End	2018 Baseline	2018 Year End	2019 Baseline	2019 Year End	2020 Baseline
85% of people staying at the cold weather shelter previously will not return in the current year.	Total # Clients Served	209	200	224	231		230
	Total # Clients Achieved/Successful	172	176	179	196		184
	% Achieved / Successful	82.30	88	79.91	84.85	0	80
95% of the region's homeless will not meet	Total # Clients Served	216	200	221	200		220

the federal definition of chronic homelessness-- people with a disability living on the street/in a shelter for a year or more or more than 4 times in a three year period, totaling 12 months-- during the annual point in time count.	Total # Clients	181	190	191	164	190	
	Achieved/Successful						
	% Achieved / Successful	83.80	95	86.43	82	0	86.36

Explanation & Overview

If your outcomes are significantly less than your stated objectives, please note any reasons why this might be the case

Serving 224 people rather than target 231 people is a good thing, as it means fewer individuals needed to use the winter shelter. This is a testament to the good work that is being done by Micah and other homeless service agencies to increase in the number of people being housed and offered stabilization assistance.

The second objective is based on the annual point in time count, a census conducted by the area Continuum of Care that evaluates how many people are homeless on a given night. One of the data points it collects is how many people are totally unsheltered. Based on the 2019 count, there are 14% of people homeless on any given night who are unsheltered. This is often due to personal preference related to mental health issues and social anxieties. It requires extensive outreach and support to get this population housed or into shelter, which we continue to work on. It is our goal that less than 10% would be in this situation at any point in time.

Updates for FY2018

Please note any changes you plan to make to the program, or the stated goals and objectives, given the data you have reported

This season we will be structuring our shelter staff slightly differently to better manage operations and offer outreach to those who may still be on the street. For example, the same person who is connecting with people during the day at our hospitality center will also be providing case management and problem solving assistance at the cold weather shelter. People who are on the street that may struggle to come to shelter are known to do better when they have a trusted person that they are dealing with a trusted person from program to program. Additionally, we have put protocol in place, when possible, to offer swift entry into shelter or access to other housing options, including self-resolution, travel to reconnect with friends/family outside the community or connection to residential programing, such as treatment

If you are restating the goals or objectives for the prior calendar year, please include those here

Micah Ecumenical Ministries - Cold Weather Shelter

Number of Individuals Served

Localities

Please provide the actual numbers of individuals served in this program during FY2017, FY2018, and FY 2019, the estimated numbers of individuals served in FY2020 and the projected numbers of individuals served in FY2021.

Locality	FY2017 (Actual)	FY2018 (Actual)	FY 2019 (Actual)	FY 2020 Estimate	FY 2021 Projected
Fredericksburg City	51	62	62	67	65
Caroline County	5	6	6	10	10
King George County	11	8	8	10	10
Spotsylvania County	55	62	62	51	50
Stafford County	50	70	70	55	50
Other Localities	37	23	23	38	30
Total	209	231	231	231	215

Micah Ecumenical Ministries - Cold Weather Shelter

Collaborative Impact

Efforts and Partnerships

Describe in detail examples of collaborative efforts and key partnerships between your program and the other programs or agencies in the area.

Micah is an active member of the Continuum of Care, a federally mandated coalition of agencies that coordinates monthly around homeless services. Much of our work is done through a sub-group called the System Planning Committee, which includes the four homeless service providers—Thurman Brisben, Hope House, Empowerhouse and Micah. This group of agencies has been working diligently in the last few years to align services and offer an improved crisis response system for people who become homeless or are about to be. Separately, Micah is highly linked with a number of agencies who provide service directly from our facilities. DMV comes once a month; RACSB has a fulltime, mental health worker on site; Social services and the Veteran's Administration come regularly to enroll people for services. Goodwill also stations a part-time employment specialist in our building.

Collaborative Impact

Describe in detail how the community would be impacted if your program were dissolved or merged with another partner agency.

Micah has a special population that would be hard to serve in the same way if it were to merge with another agency. Our approach is faith-based and therefore heavily grounded in concepts of unconditional love, forgiveness, justice, kindness and humility. Many of the people we currently serve are not welcome or turn up unsuccessful with other approaches. The agency already partners and shares resources with anyone that it can, up to and including paying other non-profits to provide their services within our programs (i.e. Social Services, Goodwill, RACSB). Micah would be happy to have other organizations merge or connect its services under its umbrella, but it would easily fall short of its defined mission if it were to be consumed under another umbrella. The community has to retain low-barrier services for those whose needs are complicated and take time and support to overcome.