SUBMITTING A SUCCESSFUL INSPIRE APPLICATION

You've Got This!

Appalachian Regional Commission
ARC

Development District
Association of Appalachia

Tara Kunkel, MSW
Executive Director
Rulo Strategies LLC

ARC's INSPIRE Initiative

AGENDA

9:00-9:20 am
Maximizing your score

9:20-10:00 am
Gathering data to support
your statement of need

SO, YOU WANT TO MAXIMIZE YOUR SCORE...

Don't make the grant reviewer's job difficult!

MEET YOUR
GRANT
REVIEWER!

HOW TO MAKE REVIEWERS HAPPY!

Answer the questions asked.

Seriously!

Answer the questions asked.

HOW TO MAKE REVIEWERS HAPPY!

Don't rearrange the questions because you think it "flows" better.

There are no points for a beautifully written grant.

ARC'S INSPIRE INITIATIVE

INSTRUCTIONS

Yes!

ORIGINAL ORDER

- Describe the service area.
- List ARC counties impacted by the project.
- Describe the target population, why this population was selected, and how the applicant plans to recruit this population.
- Describe community needs as they pertain to the expansion, creation, or improvement of a recovery ecosystem.

No!

REORDERED VERSION

- Describe community needs as they pertain to the expansion, creation, or improvement of a recovery ecosystem.
- Describe the service area.
- Describe the target population, why this population was selected, and how the applicant plans to recruit this population.
- List ARC counties impacted by the project.

HOW TO MAKE REVIEWERS HAPPY!

- **Don't skip** parts of a multi-part question.

Example of a multi-part question:

Describe the target population, why this population was selected, and how the applicant plans to recruit this population.
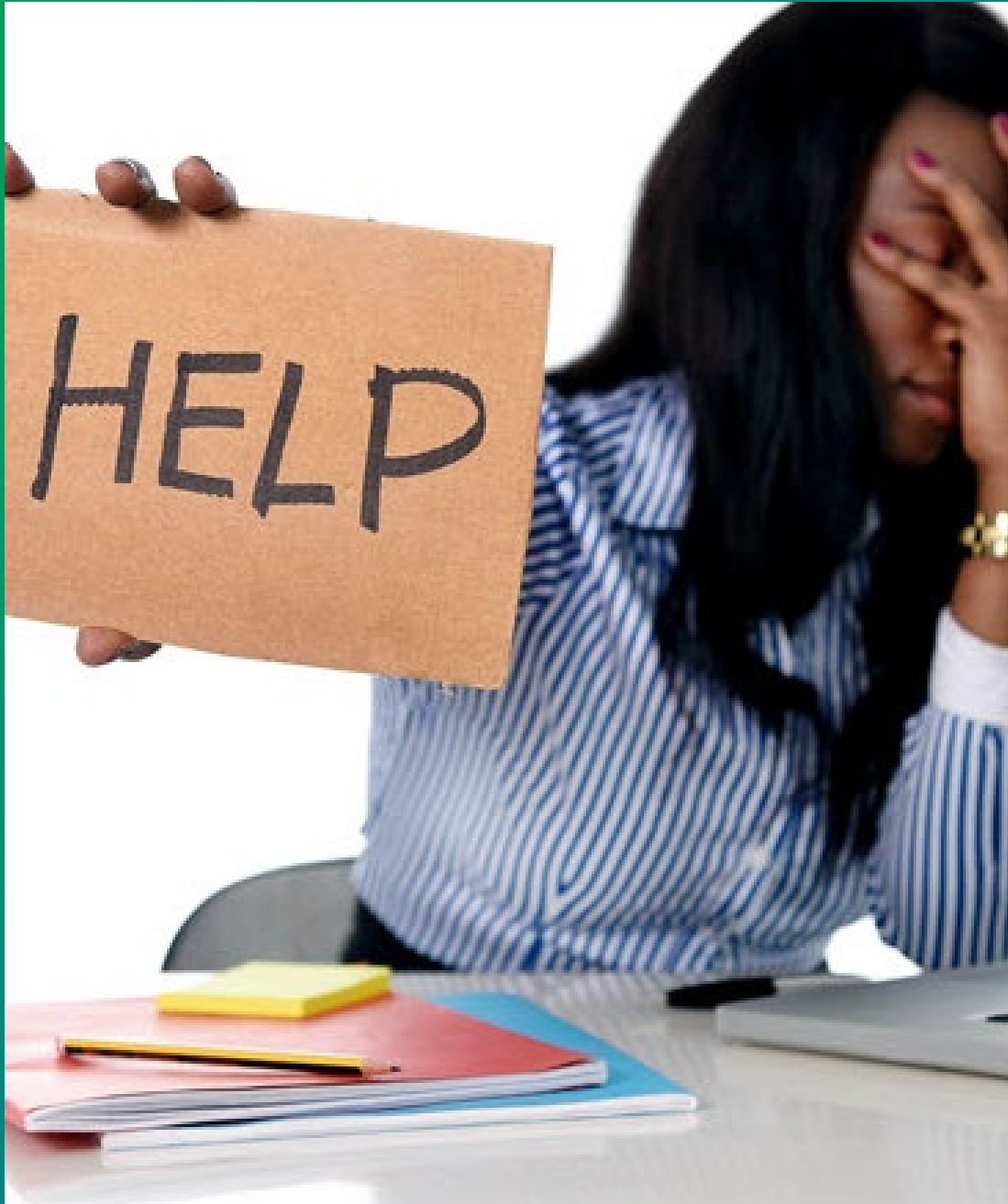
MULTI-PART QUESTIONS

Example: Describe the target population, why this population was selected, and how the applicant plans to recruit this population.

Question 1: Describe the target population.

Question 2: Why this population was selected.

Question 3: How the applicant plans to recruit this population.

HOW TO MAKE REVIEWERS HAPPY!

Follow the directions.

If you are applying for a planning grant:

The focus of these grants is to assist entities with projects that will be implemented in the near future (or after the planning grant ends); hence, **a planning grant must not include activities such as the delivery of a program or services** (see page 8).

HOW TO MAKE REVIEWERS HAPPY!

And again...**ANSWER THE QUESTION!!!**

USE THE REQUIRED TEMPLATE AND USE SUBHEADINGS

Use the template in Appendix 6. Follow the direction.

Question: Explain how the project leverages or contributes to existing efforts to assess or plan for workforce entry and reentry for individuals affected by SUD. If no efforts exist, explain and provide documentation (e.g., documented gaps or efforts noted in a Chamber of Commerce report or local economic development plan).

Workforce Entry and Reentry for Individuals with SUD. Our project leverages or contributes to existing efforts to assess or plan for workforce entry and reentry for individuals affected by SUD by....

EXAMPLE

II. Project Design and Implementation

2a. How the proposed project addresses the mandatory project components.

The proposed project will address 4 mandatory project components in Category 1:

- Expand and enhance MAT in the Chesterfield County Jail.

- Expand specialized pretrial supervision services for individuals at high-risk for overdose.

- Expand and enhance reentry-based services to inmates in the Chesterfield County jail, including providing transition or recovery housing as part of a comprehensive response strategy.

- Engage a research partner to assist with performance measures, project reporting, and the preparation of annual program evaluations.

2b. Describe in detail how the project will be implemented.

Objective 1: Expand and enhance MAT in the Chesterfield County Jail.

Over the last year, the Chesterfield County Sheriff's Office has worked to develop a robust in-custody MAT program to complement existing jail-based treatment and recovery support services. This began as a pilot project and continues to expand. With funding through this grant, Chesterfield County will add a part-time Nurse Practitioner (15 hours a week) who is X waivered to the medical team operating within the Chesterfield County Jail. The Nurse Practitioner will assist with evaluating new patients, maintaining a schedule of medication dispensing, monitoring patients, and following up with labs. Inmates eligible for MAT will be identified during booking and follow-up medical assessments. We anticipate serving up to 25 new inmates per year for a total of 75 inmates over the life of the program.

Objective 2: Expand specialized pretrial supervision services for individuals at high-risk for

YOUR TURN…

What is the subheading?

Question: Describe how the proposal aligns with the needs of businesses and organizations that provide wraparound services for those in recovery.

What is the subheading?

Question: Demonstrate how pursuing the outlined scope of work will help facilitate the formulation of a potential implementation project. Include discussion of where and how the potential funding could be found beyond the ARC INSPIRE Initiative.

USE TABLES

Question: The funds available throughout this initiative are intended to help leverage program funds from multiple sources (both public and private). Project proposals must have multiple stakeholders engaged in project implementation from the private, public, and nonprofit sectors, and from multiple disciplines. There must be evidence of strong input by and engagement of the broader community in planning and project design, as well as a clear understanding of each partner's role in the proposed project.

Stakeholder	Partner's Role

GATHER YOUR DATA EARLY

WHAT DATA DO YOU NEED?

Project Title: Project Point
Grantee: Raven Cares, Inc.
Award Amount: $500,000

Project Summary: An ARC grant of $500,000 to Raven Cares, Inc. for the Project Point project in Morehead, Kentucky. In partnership with the Kentucky Career Center, Raven Cares, and Maysville Community and Technical College, this project will provide educational and employment opportunities for individuals in substance use disorder (SUD) recovery in Rowan County, Kentucky. The project will also provide financial assistance to individuals seeking treatment and in SUD recovery with stable housing and healthcare. Project participants will undergo ethics soft-skills training offered by Kentucky Career Center. After completion, participants will transition to the Maysville Community and Technical College, where they will be supported with career path decisions or will be referred to the Adult Learning Center to obtain a GED. Alternatively, if the participant is prepared to go directly into the workforce, Raven Cares and the Kentucky Career Center will assist the participant in reentry in the workforce. This project is expected to serve 48 workers and 15 businesses and improve 48 workers and 10 businesses

WHERE TO START?

Community Health Needs Assessments

EXAMPLES

Data Indicator	Indicator Variable	Location Summary	State Average
Current Unemployment	Labor Force	21,311	1,879,153
	Number Employed	19,781	1,762,388
	Number Unemployed	1,530	116,765
	Unemployment Rate	7.2%	6.2%
Unemployment Change	UnemploymentJuly 2019	1,501	101,089
	UnemploymentJuly 2020	1,530	116,765
	Unemployment RateJuly 2019	6.3%	4.8%
	Unemployment RateJuly 2020	7.2%	6.2%
	RateChange	-0.9%	-1.4%
Commuter Travel Patterns	Workers16 and Up	22,003	1,929,677
	PercentDrive Alone	81.9%	82.1%
	PercentCarpool	11.2%	9.6%
	PercentPublic Transportation	0.6%	1.1%
	PercentBicycle or Walk	1.9%	2.4%
	PercentTaxi or Other	0.8%	1.2%
	PercentWork at Home	3.5%	3.6%
Travel Time to Work	Workers that CommuteAge 16 and Up	21,222	1,859,975.00
	Travel Timein Minutes(Percent of Workers)Less than 10	17.39	15.12
	Travel Timein Minutes(Percent of Workers)10 to 30	46.16	54.63
	Travel Timein Minutes(Percent of Workers)30 to 60	23.91	24.59
	Travel Timein Minutes(Percent of Workers)More than 60	12.54	5.66

EXAMPLES

Data Indicator	Indicator Variable	Location Summary	State Average
Educational Attainment	No High SchoolDiploma	21.6%	14.30%
	High SchoolOnly	37.2%	33.0%
	Some College	17.5%	20.9%
	AssociatesDegree	7.0%	8.2%
	BachelorsDegree	8.6%	13.9%
	Graduate orProfessional Degree	8.1%	9.8%
Youth Not Working and Not in School	Population Age 16-19	4,539	232,157
	Population Age 16-19 Not in School and Not Employed, Percent	7.05%	7.59%
Head Start	Children Under Age 5	3,689	282,367
	Total Head Start Programs	13	484
	Head Start Programs, Rate (Per 10,000 Children)	35.24%	17.14%
Enrollment Age 3-4	Population Age 3-4	1,398	113,658
	Population Age 3-4 Enrolled in School	464	47,515
	Population Age 3-4 Enrolled in School, Percent	33.19%	41.81%
Adult Literacy	Estimated Population over 16	46,124	3,202,516
	Percent Lacking Literacy Skills	16.03%	12%
Veterans - Educational Attainment	Veterans% No Diploma	13.74%	9.10%
	Veterans% High SchoolDiploma	36.19%	33.52%
	Veterans% Some CollegeDiploma	32.29%	36.10%
	Veterans% Bachelorsor HigherDiploma	17.78%	21.28%
	Non-Veterans% No Diploma	22.18%	14.86%
	Non-Veterans% High SchoolDiploma	37.24%	33.02%
	Non-Veterans% Some CollegeDiploma	23.92%	28.31%
	Non-Veterans% Bachelorsor HigherDiploma	16.66%	23.82%

EXAMPLES

Data Indicator	Indicator Variable	Location Summary	State Average
Housing Age	Total Housing Units	29,066	1,974,406
	Median Year Built	No data	1979
	Median Age (from 2018)	No data	39
Homeowners	Total Housing Units2000	22,299	1,590,647
	Owner Occupied Homes2000	17,108	1,125,397
	Owner Occupied Homes2000	76.72%	70.75%
	Total Housing Units2018	29,066	1,974,406
	Owner Occupied Homes2018	16,051	1,157,631
	Owner Occupied Homes2018	55.22%	58.63%
Vacancy Rates	Residential Addresses	28,480.00	2,145,406.00
	Vacant Residential Addresses	1,401.00	94,272.00
	Residential Vacancy Rate	4.9%	4.4%
	Business Addresses	1,303.00	180,069.00
	Vacant Business Addresses	86.00	18,164.00
	Business Vacancy Rate	6.6	10.1
Number of Unsafe, Unsanitary Homes	Occupied Housing Units2000	22,299	1,590,647
	Housing Units without Plumbing2000	400	14,947
	Percent without Plumbing2000	1.79%	0.85%
	Occupied Housing Units2018	23,256	1,728,681
	Housing Units without Plumbing2018	167	8,134
	Percent without Plumbing2018	0.72%	0.47%
Evictions	Renter Occupied Households	7,464	446,135
	Eviction Filings	1	21,427
	Evictions	1	12,980
	Eviction Filing Rate	0.01%	4.8%
	Eviction Rate	0.01%	2.91%

WHAT DATA DO YOU NEED?

Project Title: Project Renew: Revitalization and Recovery Through Civil Legal Aid
Grantee: AppalReD Legal Aid
Award Amount: $500,000

Project Summary: An ARC grant of $500,000 to AppalReD Legal Aid, loated in Prestonsburg, Kentucky, for the Project Renew: Revitalization and Recovery Through Civil Legal Aid project in Eastern Kentucky. A critical barrier in the substance use disorder (SUD) recovery-to-employment continuum is the lack of legal services to address issues such as expungement of criminal records, evictions, and other barriers to employment that occur for this population. AppalReD Legal Aid will provide legal assistance to individuals who have completed SUD treatment and are seeking to integrate into the post-treatment-employment continuum. The project will serve 20 Kentucky ARC counties with educational presentations at jails and recovery centers as outreach to potential participants, legal assistance, legal expungement clinics, and referrals to employers and educational centers. This project is expected to serve 1,000 workers and improve 600 workers.

WHERE TO FIND THE MANDATORY DATA?

Applicants must provide appropriate third-party economic and demographic statistics, including persistent poverty and unemployment rate data for the applicable community or region (for example, census tract or county), in order to document the extent to which the local economy has been negatively impacted.

DEMOGRAPHIC DATA

Population

Source: U.S. Census Bureau, 1990, 2000, 2010, 2020 Census of Population, and the population estimate program.

1. To find your county population as of 2021 and change over time, go to this link: https://data.ers.usda.gov/reports.aspx?ID=17827

2. Click on your state.

3. Scroll down and the county-level is available, including the 2020 population, the 2021 population and the change between 2020-21

4. The state population as of 2021, is the first line of the table.

ECONOMIC DATA

Persistent Poverty Rate

Source: Census Bureau, Small Area Income and Poverty Estimates

1. To find your county poverty rate as of 2020, go to this link: https://data.ers.usda.gov/reports.aspx?ID=17826

2. Click on your state.

3. Scroll down and the county-level is available.

4. The state data is the first line of the table.

National poverty rate: 11.9%

ECONOMIC DATA

Unemployment Rate and Labor Force

Source: Bureau of Labor Statistics, Local Area Unemployment Statistics

1. To find your county's unemployment rate and labor force as of 2021, go to this link: https://www.bls.gov/lau/tables.htm#cntyaa

2. Scroll down to find COUNTY Tables, under Annual Average Data.

3. The first line will read:
   - Labor force data by county, 2021 annual averages (TXT, XLS)

4. Open the XLS file and scroll to find county-level data.
   - Column G is **Labor Force data**, Column J is **Unemployment Rate**

ECONOMIC DATA

Average Annual Wage

Local Wage Data (As of May 2021)
Source: U.S. Bureau of Labor Statistics. National Occupational Employment and Wage Statistics- County or town
- https://www.bls.gov/oes/current/county_links.htm

State Wage Data (As of May 2021)
Source: U.S. Bureau of Labor Statistics. National Occupational Employment and Wage Statistics -State
- https://www.bls.gov/oes/current/oessrcst.htm

United States Wage Data (As of May 2021)
U.S. Bureau of Labor Statistics. National Occupational Employment and Wage Statistics. United States

      National Median Hourly Wage: $22.00
      Mean hourly wage: $28.01
      Mean annual wage: $58,260

WHERE TO FIND TREATMENT DATA?

Identify any gaps in <u>behavioral health services</u>, <u>training</u>, <u>employment</u>, and <u>provision of support services</u>, <u>including wraparound services for those in recovery</u>, available in the service area.

Explain your community's capacity to create a recovery ecosystem to respond to these gaps and connect these responses to the priorities of the INSPIRE Initiative.

COMMUNITY NEEDS AS THEY PERTAIN TO SUD

Describe the community needs as they pertain to SUD.

Best source: Local and state public health departments

They have information about:

- Overdose deaths
- Emergency department admissions for SUD

RECOVERY ECOSYSTEM INDEX MAP   https://rei.norc.org/

Guilford County, NC

Recovery Ecosystem Index Score

1.0   1=strongest; 5=weakest

532,956   Population (Urban)

Hover over a variable in the data table, and its definition will appear below

Print Data Tables

Select data table: [Recovery Ecosystem Index ▼] ←

Component	Score	Sub-Component	Guilford County, NC	North Carolina	United States
SUD Treatment	2	Substance Use Treatment Facilities per 100k	6.0	5.3	4.3
		Buprenorphine Providers per 100k	15.4	15.0	15.2
		Average Distance to Nearest MAT Provider (miles)	4.2	N/A	N/A
		Mental Health Providers per 100k	314.7	281.1	284.4
Continuum of SUD Support	1	Recovery Residences per 100k	0.9	0.8	1.0
		Average Distance to Nearest SSP (miles)	8.3	N/A	N/A
		NA or SMART Meetings per 100k	18.4	8.5	8.1
		Is there a Drug-Free Communities Coalition?	Yes	19.0%	15.6%
		Is there a Drug Court?	Yes	27.0%	48.2%
		State SUD Policy Environment Score (10=highest; 0=lowest)	5.0	5.0	N/A
Infrastructure and Social	3	One or More Vehicles	93.6%	94.4%	91.5%
		Broadband Access	81.6%	83.4%	85.2%
		Social Associations per 10k	11.0	10.8	8.7
		Severe Housing Cost Burden	13.2%	12.5%	13.0%

RECOVERY ECOSYSTEM INDEX MAP   https://rei.norc.org/

Guilford County, NC

Recovery Ecosystem Index Score

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532,956   Population (Urban)

Hover over a variable in the data table, and its definition will appear below

Select data table: Drug Overdose Mortality ⌄

Print Data Tables

Drug Overdose Mortality Data Table

Drug Overdose Mortality	Guilford County, NC	North Carolina	United States
Drug Overdose Mortality (2016-2020)	34.4	35.1	32.5
Drug Overdose Mortality (2011-2015)	14.7	20.0	20.6
Opioid Overdose Mortality (2016-2020)	29.0	29.1	23.4
Opioid Overdose Mortality (2011-2015)	9.9	14.2	12.4

RECOVERY ECOSYSTEM INDEX MAP   https://rei.norc.org/

Guilford County, NC

Recovery Ecosystem Index Score

1.0   1=strongest; 5=weakest

532,956   Population (Urban)

Hover over a variable in the data table, and its definition will appear below

Select data table: Economic   ⟵

Print Data Tables

Economic Data Table

Economic	Guilford County, NC	North Carolina	United States
Median Household Income	$54,794	$56,642	$64,994
Labor Force Participation Rate	83.1%	81.9%	82.1%
Poverty Rate	15.3%	14.0%	12.8%

WHAT DATA DO YOU NEED?

Project Title: Guernsey County Recovery to Workforce Development Project
Grantee: The Guernsey County Community Development Corporation
Award Amount: $325,645

Project Summary: ARC grant of $325,645 to the Guernsey County Community Development Corporation, located in Cambridge, Ohio, for the Guernsey County Recovery to Workforce Development Project. This two-year project will offer paid employment and initial training for 16 Guernsey County youth (ages 15–24) and adults (ages 24-plus) who have been displaced or unemployed because of substance use disorder. Participants will engage in public works projects, such as building and maintaining walking trails and parks, rehabbing homes to provide affordable housing for area residents, and clearing illegal dumpsites. Through this process, participants will learn valuable trade skills through hands-on experience in the fields of carpentry and small engine and vehicle repair. Participants will have access to certifications and trainings in CPR, OSHA-10, drug-free safety training, GED classes, occupational skills development, and leadership development opportunities. Key partners include Guernsey County Drug Court and Adult Probation, Guernsey Health Choices, Cedar Ridge Behavior Health Services, South East Area Transit, Guernsey County Department of Jobs and Family Services, We Staff Better, Telling Industries, and Stiers Excavating.

ARC's INSPIRE Initiative

BREAK TIME!

Be back in 10 minutes

ARC's INSPIRE Initiative

AGENDA

10:10-10:25 am
Partnerships

10:25-10:55 am
Budgets and Budget Narratives

PARTNERSHIPS

DO YOU HAVE CROSS-SECTOR PARTNERSHIPS?

Cross-sector collaborations should include health, behavioral health, criminal justice, education, employers, faith-based organizations, etc**. Existing community substance use coalitions should be engaged, where possible.** Applications should <u>demonstrate the existing involvement of the state or local government agencies responsible for behavioral health and workforce development or, alternatively, a clear plan to secure such involvement</u>.

Overall project team membership can be composed of, but is not limited to, the following types of organizations:
- Economic development organizations
- Local governments
- Planning organizations and local development districts (LDDs)
- Labor unions and labor-management apprenticeship programs
- State and local workforce agencies
- Institutions of higher education, including (but not limited to) community colleges and other job training and adult education providers
- Not-for-profit and community-based organizations, including community action agencies that provide supportive services and human services providers
- Chambers of commerce, industry and trade associations, local and regional business owners, and other representatives from the private sector

REMEMBER THIS?

Multi-part question!

Original: The funds available throughout this initiative are intended to help leverage program funds from multiple sources (both public and private). Project proposals must have multiple stakeholders engaged in project implementation from the private, public, and nonprofit sectors, and from multiple disciplines. There must be evidence of strong input by and engagement of the broader community in planning and project design, as well as a clear understanding of each partner's role in the proposed project.

Your New Version:
The funds available throughout this initiative are intended to help leverage program funds from multiple sources (both public and private).

Project proposals must have multiple stakeholders engaged in project implementation from the private, public, and nonprofit sectors, and from multiple disciplines.

There must be evidence of strong input by and engagement of the broader community in planning and project design.

There must be a clear understanding of each partner's role in the proposed project.

HOW DO YOU ADDRESS THIS?

Statement: The funds available throughout this initiative are intended to help leverage program funds from multiple sources (both public and private).

Your answer: Our project leverages funds from both public and private sources by...

HOW DO YOU ADDRESS THIS?

Statement: Project proposals must have multiple stakeholders engaged in project implementation from the private, public, and nonprofit sectors, and from multiple disciplines.

Your answer: Our project includes partners from the private, public, and nonprofit sectors as evidenced in the table below.

Stakeholder	Stakeholder Sector
Stakeholder A	Public sector
Stakeholder B	Private sector
Stakeholder C	Non-profit

HOW DO YOU ADDRESS THIS?

Statement: There must be evidence of strong input by and engagement of the broader community in planning and project design.

Your answer: Our community has been engaged in the planning and project design by...

HOW DO YOU ADDRESS THIS?

Statement: There must be a clear understanding of each partner's role in the proposed project.

Your answer: The role of each project partner is detailed in the table below.

Stakeholder	Role in the project
Stakeholder A	
Stakeholder B	
Stakeholder C	

BUDGETS AND BUDGET NARRATIVES

BUDGETS – PERSONNEL & FRINGE

This budget is pretty good….but there is a mistake (not in the math). What is the mistake?

PERSONNEL	
Example: Executive Director (# - 1)	
50% of a FTE Executive Director for 12 months **Salary**: $87,654/year	$43,827.00
John Doe, the Executive Director will serve as the project director and will provide daily oversight of the grant, convene partners monthly, collect performance data, schedule training, and disseminate information to the broader community in a quarterly newsletter.	
Example: Case Manager (# - 2)	
100% of 2 FTE Case Managers for 12 months **Salary**: $42,000 The two case managers wil be hired at the time award. The case managers will coordinate job placements and recovery housing for individuals reentering the community from the jail. Each case manager will carry a caseload of approximately 25 cases at one time. The case managers will collect the data to support the performance measures.	$84,000.00
Fringe Benefits	
Benefits are calculated on all full-time employees. Our benefit rate is 20.65% (FICA = 7.65%, Workers Compensation = 2.5%, Health Insurance = 10.5%) Salaries = $127,827 x 20.65% = $26,396	$26,396.00

PERSONNEL AND FRINGE

Only include staff of the applicant organization here.

Do NOT include consultants or employees of other organizations in the personnel section (they go in the consultant/contract section).

BUDGETS – TRAVEL

Travel
Travel for X staff members to attend meetings, work with partners, etc., @.X cents state mileage rate x X miles per year x X years **Note**: As ARC expects to host in-person INSPIRE events this fiscal year, ARC suggests allocating money in the travel line item to attend one ARC-hosted meeting. Expenses should include travel costs for at least one but no more than two project representatives, with preference for the project director's attendance. Applicants should estimate two full days of travel including one overnight hotel stay, airfare, ground transportation, and meals while traveling to and from the destination. For airfare (or driving), assume that the destination of the meeting will be several states away in Appalachia and that tickets will be medium-to high-priced. **Note**: Making this travel allocation is not required and will not affect an applicant's score.

Airfare: 2 staff members x $650/ticket x 1 trip = $1,300
Hotel: 2 staff members x 1 night x $109/night x 1 trip =$218
Per Diem (meals): 2 staff members x 2 days x $59/day x 1 trip = $236
Ground Transportation: 2 staff members x $45/trip x 2 trips x 1 trip = $180

Total Cost: $1,934

https://www.gsa.gov/travel/plan-book/per-diem-rates

EQUIPMENT

- Only items that cost $5,000 or more per unit go in equipment.

- Do not put computers, printers, desks, chairs in equipment unless they exceed $5,000/unit.

SUPPLIES

- Show your math.

- This is where your computers, printers, etc. belong.

CONTRACTS/CONSULTANTS

- This is where your partner's subawards and your contracts go.

- Travel for your partners also goes in this section.

- A typical office supply cost is $50 to $60/person per month

INDIRECT COST RATE

Option 1: You have a Negotiated Indirect Cost Rate Agreement (NICRA)

- Provide an explanation of how the indirect costs are calculated in the Match and Budget Evaluation section of the application narrative.

- Provide a current version of the NICRA.

Option 2: You DON'T have a NICRA.

- You may elect to charge a de minimis rate of 10% based on modified total direct costs. You don't have to supply documentation if you take the de minimis rate.

INDIRECT COST RATE

What is excluded?

When you apply the indirect cost rate, you should exclude:

- Equipment
- Capital expenditures
- Charges for patient care
- Rental costs
- Tuition remission
- Scholarships and fellowships
- Participant support cost
- Ane the portion of each sub-award in excess of $25,000.

INDIRECT COST RATE

How do you apply the indirect cost rate?

If you have **vehicles** in your budget or other large equipment, **exclude them** from your indirect cost calculations.

If you have a **sub-award** of $80,000, you can only charge indirect costs on the first $25,000. You must exclude the remaining amount ($55,000) from your calculations.

MATCH

What can be my match?

- Cash

- In-kind match

IN-KIND MATCH

What can be my in-kind match?

Real Property/Equipment: Valued by independent appraiser

Employee time: Calculated at the employee's regular pay rate.

Services: Consistent with the grantee rate or local market value

Volunteer time: Consistent with the work provided, not professional title.

BREAK TIME!

Be back in 10 minutes

ARC's INSPIRE Initiative

AGENDA

11:05-11:20 am
Putting it All Together

11:20-11:30 am
The SF-424A and Letters of Support

PUTTING IT ALL TOGETHER

YOU HAVE A DRAFT…NOW WHAT?

Reread the Directions

Applications for both implementation and planning grants are limited to **50 pages**. This total includes both the narrative and the uploaded attachments.

Applicants must provide a comprehensive narrative that addresses all of the criteria and priorities noted in this RFP.
The narrative must be limited to 15 pages, single spaced, in 12-point font size.

YOU HAVE A DRAFT...NOW WHAT?

Reread the Directions

Applicants must use the application narrative templates located in Appendix 6 of this RFP to write their final application.

YOU HAVE A DRAFT…NOW WHAT?

Go back to the beginning!

What is the goal of this grant?

INSPIRE Initiative focuses primarily on Goal 2 of ARC's strategic plan, *Appalachia Envisioned: A New Era of Opportunity—ARC's Five-Year Strategic Plan for Capitalizing on Appalachia's Opportunities Fiscal Years 2022–2026*

Goal 2: Building Appalachia's Workforce Ecosystem
Expand and strengthen community systems (education, healthcare, housing, childcare, and others) that help Appalachians obtain a job, stay on the job, and advance along a financially sustaining career pathway.

YOU HAVE A DRAFT...NOW WHAT?

So what?

Find a place in your grant to say the following:

Our proposed project aligns with Goal 2 of ARC's 2022-2026 strategic plan to expand and strengthen community systems (education, healthcare, housing, childcare, and others) that help Appalachians obtain a job, stay on the job, and advance along a financially sustaining career pathway by:

- Example 1 from your project
- Example 2 from your project
- Example 3 from your project

Let's practice

The project: This project will provide educational and employment opportunities for individuals in substance use disorder (SUD) recovery. The project will also provide financial assistance to individuals seeking treatment and in SUD recovery with stable housing and healthcare. Participants will be supported with career path decisions or will be referred to the Adult Learning Center to obtain a GED. Alternatively, if the participant is prepared to go directly into the workforce. This project is expected to serve 48 workers and 15 businesses and improve 48 workers and 10 businesses

You Write in Your Application: Our proposed project aligns with Goal 2 of ARC's 2022-2026 strategic plan to expand and strengthen community systems (education, healthcare, housing, childcare, and others) that help Appalachians obtain a job, stay on the job, and advance along a financially sustaining career pathway by:

- What is example 1?
- What is example 2?
- What is example 3?

Let's practice

The project: This project will provide educational and employment opportunities for individuals in substance use disorder (SUD) recovery. The project will also provide financial assistance to individuals seeking treatment and in SUD recovery with stable housing and healthcare. Participants will be supported with career path decisions or will be referred to the Adult Learning Center to obtain a GED. Alternatively, if the participant is prepared to go directly into the workforce. This project is expected to serve 48 workers and 15 businesses and improve 48 workers and 10 businesses

You Write in Your Application: Our proposed project aligns with Goal 2 of ARC's 2022-2026 strategic plan to expand and strengthen community systems (education, healthcare, housing, childcare, and others) that help Appalachians obtain a job, stay on the job, and advance along a financially sustaining career pathway by:

- Preparing workers for employment by helping up to 20 individuals obtain a GED.
- Placing up to 28 workers in employment following 40 hours of intensive skill-building training to prepare for meeting local business needs.
- Assisting up to 20 workers in remaining employed by providing stable housing and healthcare for up to 6 months upon release from substance use treatment.

YOU HAVE A DRAFT...NOW WHAT?

Go back to the beginning!

What did they bold on page 5?

Answer: Projects that invest in workforce training should stress the potential for individuals in recovery to enter or reenter the workforce, or maintain employment, with a special emphasis on employment retention.

YOU HAVE A DRAFT…NOW WHAT?

So what?

Find a place in your grant to say the following:

Our project offers individuals in recovery an opportunity to enter or reenter the workforce, or maintain employment, with a special emphasis on employment retention by:

- Example 1 from your project
- Example 2 from your project
- Example 3 from your project

Let's practice

The project: This project will provide educational and employment opportunities for individuals in substance use disorder (SUD) recovery. The project will also provide financial assistance to individuals seeking treatment and in SUD recovery with stable housing and healthcare. Participants will be supported with career path decisions or will be referred to the Adult Learning Center to obtain a GED. Alternatively, if the participant is prepared to go directly into the workforce. This project is expected to serve 48 workers and 15 businesses and improve 48 workers and 10 businesses

You Write in Your Application:
Our project offers individuals in recovery an opportunity to enter or reenter the workforce, or maintain employment, with a special emphasis on employment retention by:

- Example 1 from your project
- Example 2 from your project
- Example 3 from your project

YOU HAVE A DRAFT…NOW WHAT?

Go back to the beginning!

What did they say on page 6 and 7?

Answer: They told you their priorities. You must connect your project to at least one of the priorities. Failing to concretely make that connection will harm your chances of winning.

PRIORITIES - PLANNING

Developing strategies/plans for strengthening partnerships/coalitions/consortia with the addition of new partners. Conducting community needs assessments, including input from those in recovery (in addition to exploring the need for direct recovery services, the assessment should explore the community's infrastructure to support this effort, including housing, transportation, and social services).
Identifying, through workforce modeling, gap analysis, or other research-based practices, the current workforce gaps and challenges and/or future workforce demands within the community, state, or region to inform current and future recovery-to-work activities.
Developing short-term/long-term training and employment readiness and retention plans (which may include metrics for credentialing in high-demand occupations and wage progression).
Developing education programs for employers about human resource policies, positive supervisory practices, and development of methods to organize and use employee peer support services to support employer engagement in this ecosystem.
Developing service delivery and sustainability plans.
Evaluating SUD recovery-to-work programs, policies, and practices that build on emerging, promising, and/or evidence-based practices in the field.

PRIORITIES - IMPLEMENTATION

Provide industry-specific training, job placement, and/or support activities to individuals affected by SUD to offer them a competitive advantage that could help to stabilize them and their families; utilize prevention-focused SUD activities that reduce future substance use or misuse and engage individuals in health and economic community-oriented activities.

Create or expand linkages between workforce development organizations, training providers, organizations that provide post-SUD treatment wraparound services, businesses, local/state court systems (e.g., pre-trial diversion, drug courts), and other partners (e.g., mental health practitioners, faith-based entities) to assist people in recovery with maintaining their recovery as they enter or reenter the workforce.

Create, expand, or leverage workplace programs and policies that support employees in recovery from SUD.

Develop and expand industry partnerships that build and sustain the grant applicant's organizational capacity; leverage available resources; and establish community-based approaches for addressing SUD workforce challenges and industry needs as they pertain to workforce entry and reentry.

Deliver support services to assist employers and industry in meeting current and/or future workforce challenges to support the SUD recovery ecosystem.

Develop and implement plans for strengthening partnerships/coalitions/consortiums with the addition of new partners (local, state, regional).

Identify and assess SUD and behavioral health community needs, including the need for direct recovery services, employer engagement opportunities, the community's capacity to support the provision of services, and input from those in recovery on service delivery.

PRIORITIES - IMPLEMENTATION

Identify and reduce barriers to the SUD recovery-to-work ecosystem, including but not limited to transportation, housing (e.g., transitional or recovery housing), childcare (to support engagement or reengagement in the workplace), and other support services (e.g., criminal record expungement).

Align and integrate SUD plans, programmatic activities, and strategies with existing state, regional, or community health and economic development strategies.

Develop an ecosystem, through capacity building of health and workforce activities, to strengthen community interventions and enhance coordination of the SUD recovery-to-work model.

CROSS-WALK YOUR BUDGET

- There shouldn't be anything in the budget that isn't obviously connected to the project narrative.

- There shouldn't be anything in the project narrative that isn't addressed in the budget.

Let's practice

The project: This project will provide educational and employment opportunities for individuals in substance use disorder (SUD) recovery. The project will also provide financial assistance to individuals seeking treatment and in SUD recovery with stable housing and healthcare. Participants will be supported with career path decisions or will be referred to the Adult Learning Center to obtain a GED. Alternatively, if the participant is prepared to go directly into the workforce. This project is expected to serve 48 workers and 15 businesses and improve 48 workers and 10 businesses

What would you expect to see in the budget based on this description?

SF-424A

Grant Program Function or Activity (a)	Catalog of Federal Domestic Assistance Number (b)	Estimated Unobligated Funds		New or Revised Budget		
		Federal (c)	Non-Federal (d)	Federal (e)	Non-Federal (f)	Total (g)
1. ARC Inspire		$ 350,000.00	$ 150,000.00	$	$	$ 500,000.00
2.						0.00
3.						0.00
4.						0.00
5. Totals		$ 350,000.00	$ 150,000.00	$ 0.00	$ 0.00	$ 500,000.00

SECTION B - BUDGET CATEGORIES

6. Object Class Categories	GRANT PROGRAM, FUNCTION OR ACTIVITY				Total
	(1)	(2)	(3)	(4)	(5)
a. Personnel	$ 175,000.00	$ 100,000.00	$	$	$ 275,000.00
b. Fringe Benefits	35,000.00				35,000.00
c. Travel	3,300.00				3,300.00
d. Equipment		50,000.00			50,000.00
e. Supplies	5,000.00				5,000.00
f. Contractual	127,800.00				127,800.00
g. Construction					0.00
h. Other	3,900.00				3,900.00
i. Total Direct Charges (sum of 6a-6h)	350,000.00	150,000.00	0.00	0.00	500,000.00
j. Indirect Charges					0.00

SF 424A

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SF 424A

LETTERS OF ENGAGEMENT

Submit at least three letters of engagement from partners who will participate in the proposed project.

Letters have four parts:
- An opening statement that identifies the project/program where funds are being sought
- One or two middle paragraphs that indicate the relationship of the writer to the effort seeking funding
- The commitment the author is making to the project
- A closing statement

To Whom it May Concern:

I am writing on behalf of the Any County Probation agency, which is committed to protecting the community, promoting positive long-term change, treating all individuals with dignity and respect, and assisting the court in the fair administration of justice.

Our agency is eager to participate in the development and success of the Any County Recovery to Workforce Development Project. This two-year project offers paid employment and initial training for Guernsey County youth (ages 15–24) and adults (ages 24-plus) displaced or unemployed because of substance use disorder. Participants engage in public works projects, such as building and maintaining walking trails and parks, rehabbing homes to provide affordable housing for area residents, and clearing illegal dumpsites.

As the Director of Any County Probation Agency, I recognize our community's need for the Any County County Recovery Workforce Development Project. Over the past year, our community has experienced a 61% increase in unemployment, and research shows employment is critical to ensure long-term recovery. The individuals served by our agency are in great need of employment opportunities. Our mission to serve our community and ensure public safety is impossible without opportunities to provide our clients the tools to succeed, such as trade skills through hands-on experience in carpentry and small engine and vehicle repair. In addition, the Any County County Recovery to Workforce Development Project will provide certifications and trainings in CPR, OSHA-10, drug-free safety training, GED classes, occupational skills development, and leadership development opportunities – each essential for our clients and our community.

Our agency is fully committed to being an active and engaged partner in this project. Our comittment includes: providing referrals, participating in steering committees, and providing timely data and other reports. Our long history working with the Any County County Drug Court, Any County Health Choices, Our Town Behavior Health Services, Our Town Area Transit, Any County County Department of Jobs and Family Services, Jobs Better, Goodwill Industries, and X cmpany provides us with a unique opportunity to maximize our resources. Over the years, we have demonstrated we can do more together.

Please accept this letter on behalf of the Any County County Probation agency to demonstrate our support and commitment to the project.

We made it!
QUESTIONS?