

# Investment Connection Request for Proposal - Louisville

Response ID:59 Data

## 3. Enter Your Submission's Details

### 1. Project/Program Name:

Wellspring Asset Inventory & Improvements

### 2. Organization's Legal Name (as shown on IRS Letter of Determination):

Wellspring, Inc.

### 3. Doing Business As (DBA - if name differs from legal name):

Wellspring

### 4. Organization Contact Info:

	Info
Street Address 1	225 W. Breckinridge St
Street Address 2	
City	Louisville
State	KY
Zip	40203
Organization Phone Number	5026374361
Organization Website	www.wellspringky.org
Organization Email Address	kim.johnson@wellspringky.org

### 5. Executive and Primary Contact Info:

	Info
Executive Director or Top Executive:	Katharine Dobbins
Executive Phone Number:	5027531450
Executive Email Address:	katharine.dobbins@wellspringky.org
Primary Contact for this proposal:	Kimberly Johnson
Primary Contact's Phone Number:	5027531453
Primary Contact's Title:	Development Director
Primary Contact's Email Address:	kim.johnson@wellspringky.org

### 6. Are you a 501(c)3?

Yes

### 7. Organization Mission Statement (Please limit response to 1,000 characters):

Wellspring promotes mental health recovery and supports individuals in building healthy and hopeful lives through behavioral health, housing and employment services. We believe that recovery is possible for all persons living with a psychiatric illness, and that decent, affordable housing with supportive services is fundamental to individual success, as well as a basic human

right.

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**8. Briefly summarize your organization's history (Please limit response to 1,000 characters):**

In 1981, a group of community leaders, mental health professionals and parents joined together to address the need for supportive housing for adults with psychiatric illnesses. They established Wellspring and opened a 15-bed supportive residential program with a handful of staff. Since then, Wellspring continues to be a leader that provides housing and supportive services for adults with mental illness. Wellspring has grown to currently serve more than 1,000 people as an agency with approximately 110 employees. Within just the past 4 years, the number of in Wellspring housing programs has increased 134% as we've moved beyond single project-based buildings to scattered sites, offering more availability/opportunity. Wellspring helps move people from street living to permanent, affordable housing with supportive services.

Wellspring is a Licensed Behavioral Health Services Organization with CARF accreditation (4 areas).

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**9. Briefly describe the organization's current programs and activities - Include examples of recent accomplishments, i.e., number of people served annual, housing units built, loans made, etc. (Please limit response to 1,000 characters):**

Wellspring will serve 1,000+ people this year through behavioral health services and affordable housing that assures opportunities for community integration and enhances neighborhoods. The majority of clients live well below the poverty level with Supplemental Security Income (SSI) and Medicaid, and many come to Wellspring after being chronically homeless. Wellspring recently created an Assertive Community Treatment team to directly impact the health and housing for people who have experienced chronic homelessness. Overall, Wellspring provides affordable housing, case management, Peer Support, support services and therapy. Wellspring also operates the region's only adult psychiatric crisis stabilization units, which help reduce hospitalizations and alleviate symptoms for more than 550 adults in psychiatric crisis per year. Wellspring also has a supported employment program offering individual placement and support for adults to find and maintain meaningful, competitive jobs.

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**10. Organizational Annual Budget:**

4,758,245

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**11. Organization Fiscal Year:**

From date (mm/dd/year) : 07/01/2019

To date (mm/dd/year) : 06/30/2020

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**12. Proposal Summary (Please limit response to 1,000 characters):**

As Wellspring enters its 38th year of service and continues to increase programs and the number of clients we serve, we also need to assess the condition of our existing 21 properties and prioritize capital needs for improvements. Wellspring employs one full-time Facilities Maintenance staff who expertly manages general upkeep; however, in order to better manage Wellspring's property assets, we need to establish a thorough assessment of each affordable housing unit. Funding this proposed project would enable Wellspring to hire a professional, certified property inspector to evaluate each housing structure's physical condition. The inspector would identify areas for repair or replacement, examine electrical, plumbing, heating/air conditioning equipment, roofs, windows, gutters, and necessary appliances, and provide Wellspring with a written report noting structural conditions, mechanical deficiencies, and safety concerns. This will help determine capital improvement priorities.

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**13. Type of CRA eligibility for your proposed project (check all that apply):**

Affordable housing

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**14. Is your project/program (check one):**

New project

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**15. Type of request (select all that apply):**

Grant

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**16. Amount Requested:**

20000

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**17. Total Project Budget:**

23290

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**18. Funding Period Requested:**

From date (mm/dd/year) : 01/01/2020

To date (mm/dd/year) : 12/31/2020

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**19. Geographical Area(s) Served - Include specific counties MSAs, city(ies), neighborhood(s). (Please limit response to 1,000 characters):**

Wellspring serves clients throughout the Louisville/Jefferson County, KY-IN (MSA); however, approximately 75% of clients reside or enter Wellspring programs from 11 zip codes labeled as "multi-dimensional poverty" areas, meaning they live in or most recently resided in the most economically distressed areas of the Louisville metropolitan area. Approximately 77% of NEW clients enter Wellspring programs either from homelessness or reside in (and contiguous to) the multi-dimensional poverty areas.

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**20. Please list other funding secured or potential sources of funding for this project. (Please limit response to 1,000 characters):**

Wellspring has not secured other funding for this project; however, once the project's asset inspections are completed, we would pursue private foundations and donors to help support any major capital needs.

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**21. Describe how you verify low- to moderate-income (80% of Area Median Income, or "AMI", status of program participants or geographies, i.e., percent/number receiving reduced or free school lunch, census tract data or other method). Please be specific! Listing low-income zip codes does not provide sufficient information. You must describe how you verify the income of individual program participants or in the case of geography, census-tract level data. (Please limit response to 1,000 characters):**

To determine that 95% of Wellspring housing and outpatient clients live below the poverty level, Wellspring uses health intake screening records and program enrollments that verify income and benefits such as Supplemental Security Income (SSI) and Medicaid. During this process, we ask the client to complete and sign a verification of income document, and we request copies of disability income letters and/or paycheck stubs if they are employed.

For Wellspring's Crisis Stabilization Units, approximately 60% of clients report living below the poverty level for an organizational average of approximately 75% of clients living below the federal poverty level.

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**22. What community development needs or barriers will this project/program address? (Please limit response to 1,000 characters):**

As Louisville continues to struggle to provide enough affordable housing for LMI families, Wellspring plays a vital role to assure that some of the most vulnerable residents - those with mental illness, many of whom have experienced homelessness or at risk of homelessness - have access to quality, affordable housing with supportive services. Wellspring owns 21 multi-family properties that serve approximately 120 LMI families living with mental illness.

Wellspring facilitates community integration by reducing stigma and strengthening personal and neighborhood connections, and it overcomes barriers to housing such as lack of income or poor rental history due to symptoms as we believe in a Housing First model of recovery. These programs support clients along their individual paths to recovery, which includes setting goals to improve quality of life and maintain housing.

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**23. Is this project part of a larger initiative, i.e., special government designation or a larger collaborative community effort? If yes, please explain. (Please limit response to 1,000 characters):**

While this project is specific to Wellspring properties, Wellspring partners with Louisville's Coalition for the Homeless, New Directions Housing Corporation and the Metropolitan Housing Coalition to secure Affordable Housing for people at-risk of homelessness or institutionalization. Wellspring provides case management and peer support as needed to eligible participants along with 120 units of deeply subsidized rental housing that is part of our Housing First practices. Housing First has proven highly effective for ending homelessness, particularly for people experiencing chronic homelessness who have higher service needs. Studies show results in long-term housing stability, improved physical and behavioral health outcomes, and reduced use of crisis services such as emergency department, hospitals, and jails.

**24. Describe who will be served through this proposed project/program including the percentage of clients currently served or the predicted percentage served who are either LMI or the percentage of small businesses with revenues of \$1 million or less. (Please limit response to 1,000 characters):**

Approximately 95% of the 120 residents living in Wellspring-owned property live well below the federal poverty level with only SSI and/or Medicaid for income. Approximately 60% of the clients using Wellspring's 2 Crisis Stabilization Units live below the poverty level.

Working with community partners, Wellspring houses some of Louisville's most vulnerable citizens and provides the support needed to help them end cycles of repeated homelessness, incarcerations and costly hospitalizations. Each client's needs vary - most receive multiple contacts weekly with staff and peers to assure they are connecting to proper medical and social services, assisting with medication adherence, encouraging healthy lifestyles (hygiene, meals, etc.) and improving their continuum of care.

**25. What are the goals of this project? (Please limit response to 1,000 characters):**

The project goals are to:

1. Hire a certified professional to inspect and assess 21 Wellspring-owned properties with detailed examination of each property's exterior, interior, windows, doors, roof, attic chases, crawlspaces, mechanicals, heating/cooling systems, plumbing, electrical, and other structural and major appliances.
2. From the professional inspection reports, develop a capital improvement plan/schedule that prioritizes and establishes ongoing maintenance improvements for strategic budgeting and capacity-building plans.
3. Identify major capital needs of Wellspring's LMI housing structures for future grant-funding opportunities.

**26. What is the timeline for implementing this project? (Please limit response to 1,000 characters):**

Wellspring would like to hire a certified, professional inspector as soon as possible to begin assessing the 21 properties. Ideally, completing the assessments by February 2020 would enable Wellspring to incorporate priorities into our organization's 3-year strategic plan and budget cycles; plus, it would allow time to prioritize needs to meet major grant funders' 2020 application periods.

**27. Significant Partnerships:**

**Does this project/program involve any external partners that may add capacity, programmatic experience and/or funding? (Please limit response to 1,000 characters):**

Not at this time.

**28. Who will be responsible for developing, documenting and reporting relationships with connections made through the Investment Connection? (Please limit response to 1,000 characters):**

Wellspring's Development Director would be responsible for engaging, documenting and reporting relationships with Investment Connection partners. The organization's CEO, CFO and Housing Committee Board members would also be available to answer any questions or provide details about the project's need and results.

**29. What are the anticipated measurable outcomes of this project? (Please limit response to 1,000 characters):**

The project's anticipated measurable outcomes are:

1. To professionally inspect and assess Wellspring-owned properties that provide affordable housing to approximately 120 LMI residents with living mental illness;

2. To create an asset management plan that prioritizes capital needs of LMI housing properties;
3. To incorporate the assessed capital priorities into Wellspring's strategic planning and budgeting processes that will provide continuous oversight of best property management procedures.

**30. How do/will you evaluate this project? Describe the measurement tool(s). (i.e., participation checklists, pre/post surveys, intake sheet, etc.) (Please limit response to 1,000 characters):**

Wellspring will evaluate this project based upon the findings of a certified, professional inspector(s). Wellspring staff and Board of Directors/Housing Committee will develop a checklist for prioritizing and accomplishing needed improvements.