

## **CSO GRANT FUNDING REQUEST**

### **PRESENTATION TO VALDEZ COUNCIL**

Connecting Ties, Inc., has been steadily becoming more viable. Our community art studio & gift shop, Creative Connections, was becoming a regular shop to purchase art supplies and gifts. We were increasing our ceramic parties and had several people and organizations showing interest in having ceramic parties or other art/craft parties. There were upcoming crafting and ceramic classes organized, and we were beginning to be a “go-to by local folks” for art supplies, party supplies, and gifts. Our tourist sales grew every year. We have several consignment items and were getting calls from artists in Valdez and across the state for more. Our thrift shop had record sales last year and continues to be a local favorite as well as a “must go” shop for visitors and tourists. We began making significant changes in the way we deliver services and initiated exciting projects to improve and increase the services we offer and provide.

**In February of 2020 we did not have plans to ask the City of Valdez for financial assistance.**

**Then, COVID 19 began its devastation, and we, like every other corporation, foundation, company, and individual, suffered vast devastation.**

That brings us to today, where uncertainty is all the world seems to have. One thing that is certain, Connecting Ties, Inc., needs financial assistance to continue providing the unique and variety of services to the disabled people of Valdez and their families.

The following presentation is focused on what Connecting Ties, Inc., has initiated and plans to begin that will put us back on the road to self-sustainment.

The numbers presented will speak for themselves, displaying our losses.

The plans revealed should provide reassurance that we can again, become the thriving company that Valdez has relied on for 20 years.

In 2016, before I, Robin James, became the Executive Director, Connecting Ties, Inc., asked the city for assistance and were denied. When I accepted the role, finances had been depleted and there was no plan in place to increase revenue. Our survival seemed next to impossible. In the past 4 years, with my leadership, and tremendous efforts put forth by all of our employees, volunteers, and local support, revenue had increased. We were very close to comfortable financial stability because of the changes that were made and the exciting new plans that have been implemented. That will happen again, but not without help to make it through this time.

## **PAST CSO FUNDING**

|              |                  |
|--------------|------------------|
| <b>2018:</b> | <b>\$62,902.</b> |
| <b>2019:</b> | <b>\$32,000.</b> |
| <b>2020:</b> | <b>\$50,000.</b> |

## **LOST REVENUE/MONEY SPENT DUE TO COVID 19**

|                                      |  |
|--------------------------------------|--|
| <b>Day Habilitation closed -</b>     | <b>\$212,402.</b>                      |
| <b>Supported Employment closed -</b> | <b>\$285,242.</b>                      |
| <b>Big Brother/Sister sales -</b>    | <b>\$ 12,000. (potential/estimate)</b> |
| <b>Second Time Around sales -</b>    | <b>\$ 72,847.25</b>                    |
| <b>Creative Connections -</b>        | <b>\$ 75,536.</b>                      |
| <b>Fundraising -</b>                 | <b>\$ 4,490.</b>                       |
| <b>Expanded Family Medical Act</b>   | <b>\$ 13,032.97</b>                    |
| <b>Personal Protective Equipment</b> | <b>\$ 2,872.18</b>                     |

**TOTAL LOST WAGES & UNEXPECTED COSTS      \$678,422.35**

## **FUNDING OBTAINED TO DATE SINCE COVID 19**

|                            |                    |
|----------------------------|--------------------|
| <b>CVEA</b>                | <b>\$ 3,000.00</b> |
| <b>AK COMM. FOUNDATION</b> | <b>\$15,000.00</b> |

We also received a loan for Payroll Protection Plan in the amount of **\$494,844.82**, which was spent entirely on payroll and benefits from 5/1/20 – 7/10/20. The loan has been submitted to First National Bank for forgiveness.

We applied for the 2<sup>nd</sup> AK Community Foundation Grant in the amount of \$800,000 and it was denied. We applied for the 3<sup>rd</sup> AK Community Foundation Grant in the amount of \$200,000 and are waiting for confirmation or denial.

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Connecting Ties Inc., is currently involved in some exciting projects that we anticipate will save money, while increasing our ability to improve and expand the services we are providing.

## **STRATEGIC PLANNING/BUSINESS PLAN**

We have secured a generous amount of funding for a consultant to help us make changes to improve and expand services by assisting us with board training, re-establishing our core values and mission statement by developing strategies and strategic planning, developing a business plan, and mentoring leadership. We had a very productive ZOOM meeting recently and got started on all of the work we have to do. The generous funding provides for a full year of consultation work.

## **PILOT PROJECT FOR TECHNOLOGICAL SERVICES IN RURAL ALASKA**

Connecting Ties was invited to, and is now working in a state funded pilot project involving technology and services. We have partnered with Copper Valley Telephone Coop and SAFE HOME to test a variety of home monitoring, alarm systems, and safety nets. This project has implications of being able to expand services to rural Alaska. It opens possibilities of serving remote places in the Prince William Sound and Copper Valley that currently are not feasible to provide services in. If successful, Connecting Ties will be recognized throughout the state service organizations and state funding will likely be increased to us for expansion and management of Safe Home devices used in providing services.

## **CHANGES IN THE WAY WE PROVIDE SERVICES**

We are currently licensed for group home services. It is time to move forward and re-assess our aging client needs and the needs of our community. We have researched our ability to buy and open a home for this purpose. We are requesting help to take this step which will assuredly increase our revenue from the way we provide services at this time.

We have already made adjustments in providing services, successfully changing scheduling hours to decrease overtime pay.

## **CLOSING CREATIVE CONNECTIONS**

Since COVID 19 is still active with no promise of an end, we regret to have to close our community art studio and gift shop. This was the year we expected it to flourish to provide financial viability, but we don't have the resources to keep supporting it at this time. Losing our ability to teach classes, offer parties, provide site-based day habilitation, and hold traditional fundraising, it is very unfortunate that Creative Connections cannot survive on the sales of art / party supplies and gifts.

## **RESTRUCTURING CONNECTING TIES INC.,**

We are currently researching ways to downsize our administrative costs and have several great ideas that will save thousands of dollars. We fully intend to pursue this.

## **ELECTRONIC CHARTING**

We secured grant money from the City of Valdez last year to initiate electronic charting. We have started using the system in some homes and are working through obstacles encountered. This is exciting for us for many reasons, one of which is part of changing the way we provide services. Electronic charting will certainly save time in several ways, thus saving money. **THANK YOU VALDEZ FOR HELPING US IMPLEMENT THIS NEW SYSTEM.**