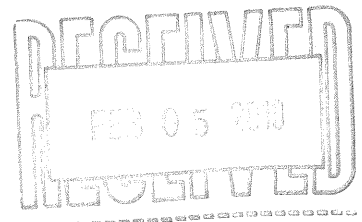


AGENCY GRANT PROPOSAL TO THE ABLE TRUST



Agency Name: Florida Lions Conklin Center for the Blind

State of Florida Charitable Registration # SC00798

10-072

IRS Employer Identification Number: 23-7377066 501(c)(3)?: YES NO

Mailing Address

Physical Location where Services Provided

Street: 405 White Street

same and in consumer's homes

City: Daytona Beach

State: Florida

Zip Code: 32114

ORIGINAL

Executive Director's Name: Robert T. Kelly

Phone Number: 386-258-3441 ext Fax: 386-258-1155

Email [PRINT CLEARLY]: Robert@conklincenter.org

Primary Project Contact: Paul Ritchey

Phone Number: 286-258-3441 ext Fax: 386-258-1155

Email [PRINT CLEARLY]: pritchey@conklincenter.org

Agency Website: www.conklincenter.org

Project Name: Supported Services: Enabling Floridians who are Blind with Additional Disabilities to Maintain Employment and Independence

Disability Population Served in proposed project: CIRCLE/HIGHLIGHT APPLICABLE

- Developmental Disability, Mental Health, Drug/Alcohol Dependency, Disability Neutral, Epilepsy, Hearing Impairment, Visual Impairment, Other: LIST, Spinal Cord/Head Injury, Learning Disability, Hearing Impairment

County/Countries to Benefit Most from the proposed project: Volusia

Is Agency currently involved in ANY Litigation: YES NO

If Yes, attach an explanation page to the Cover Sheet

Indicate how you learned of The Able Trust: CIRCLE/HIGHLIGHT ONE

Radio - Magazine - Television - Newspaper - Internet - State Agency - School - Other (list): previous grantee

# of Persons proposed to be served during the project: 82

# of Persons proposed to become employed during the project: 66

Total Amount of Funds Requested of The Able Trust: \$42,500

Total Amount of Funds Projected to support the proposed project: \$540,062

Cost Per Person to become Employed: \$6,586

[Redacted Signature]

Signature & Date Executive Director

[Redacted Signature]

Signature & Date Board Officer

## **Florida Lions Conklin Center for the Blind Proposal to The Able Trust**

### ***History***

In 1975, Millard Conklin, a member of the Florida Lions, learned that about 1,200 multi-handicapped blind adults either lived in an institution or were homebound. There was no place in Florida that provided specialized vocational and living skills training to this under-served population, in fact there was no formal education of any kind available. Mr. Conklin understood that regardless of the severity of their disabilities they wanted to have the same basic rights as most adults - to make the decisions that affect their lives and to live as independently as possible. Mr. Conklin's initiative led to the development of a specialized, intensive residential training facility designed to serve the independent living and vocational needs of adults who are blind with coexisting disabilities. Since opening in 1979, the Center has enabled over 1,000 blind adults to hold competitive jobs, maintain their own household and have the responsibility for and dignity of making the choices that affect their own lives.

Florida Lions Conklin Center for the Blind is a primary corporate entity. Lions Clubs in Florida helped establish the Center and require one representative of each of seven districts in the state serve on the Board of Directors. The Conklin Center, however, is an independent nonprofit agency.

### ***Our Mission***

The Conklin Center's *mission* is to help children and adults who are blind with additional disabilities to develop their potential for independence so they can participate fully in community life as productive, contributing citizens. Our *vision* is to reduce or eliminate dependence on institutional or homebound care.

### ***Project Name: Supported Services: Enabling Floridians who are Blind with Additional Disabilities to Maintain Employment and Independence***

### ***Population Served***

Adults, from throughout the state of Florida age 18 and above who are referred to the Conklin Center are visually impaired and have one or more other disabilities such as developmental disability, epilepsy, hearing impairment, brain injury, learning disability or mental health conditions.

### ***Statement of Need***

People who are blind and have additional disabilities are among the most vulnerable and disenfranchised in our society. Without specialized training and support services, this marginalized population is often excluded from community life. The most likely alternatives are restricted to costly placement in a group facility or being homebound with no opportunities to learn the skills to earn a living and live independently. The unemployment rate for working age adults who are blind is 70% according to the American Foundation for the Blind and the Florida Association of Rehabilitation Facilities puts the rate of unemployment of Floridians with disabilities at 77%. Although the rate of unemployment among people who are blind with

coexisting disabilities has not been documented, our experience indicates that it is significantly higher than it is among those who either are blind or disabled.

### ***Project Plan and Description***

Because our student's needs and abilities are unique, the Conklin Center designs an individual training plan for every student. One-to-one training is important because a person who is deaf/blind doesn't learn the same way as a person who is physically disabled/blind, brain-injured/blind or a blind person with cerebral palsy. Students live in a dormitory while they complete instruction in Orientation and Mobility, Adult Basic Education, Activities of Daily Living and Vocational Training.

Many students have their first work experience in the Center's on-site workshop. We conduct a vocational evaluation to determine each student's abilities and interests. Students receive individualized training in a realistic setting to develop basic skills and good work habits. They are paid for their work and use the money to build a savings account to use when they are ready to move into the community. As training progresses and the student gains experience, they begin to work with our Supported Employment program, which will assist with finding a job and is available to help both the individual and business with employment needs after a student has been hired.

The Supported Employment team begins by getting to know the employer's personnel needs, position requirements and expectations. We then provide information about our services and help them choose the options that best meet their needs.

For the job candidate, services begin with an intake process that is designed to help us understand their interests, qualifications and abilities. Once hired, a job coach helps the employer train the candidate to industry standards and makes any modifications to equipment that may be needed. When training is complete, the Job Coach is replaced by a Follow-along Coach who works to facilitate development of effective working relationships between the candidate, coworkers and supervisory personnel. As learning progresses and relationships develop the Follow-along Coach checks with the candidate and employer to assess satisfaction with the placement and our services and to develop a long-term follow-up plan. The Coach will stay in regular contact with the client for as long as needed to insure continued success and growth.

Many graduates also request Supported Living (SL) assistance. SL Coaches assist graduates in their apartments with everyday activities such as housekeeping, budgeting, shopping, reading mail, using public transportation, and accessing community resources. SL Coaches are on call 24 hours-a-day.

For some graduates, because of their significant disabilities, long-term success depends on being able to receive the ongoing, low-intensity services of our community-based Supported Employment/Supported Living program. Because these programs are closely related, they are housed administratively in the Center's Vocational Services Department. Our students come from all over Florida. As graduates, many relocate to Daytona Beach because they cannot get appropriate employment services in their home communities. Supported Living and Supported Employment services are essential to for them to maintain the active, self-reliant lifestyle they

worked hard to achieve. Established in 1987, the SE/SL program is the only program of its kind that offers continuing assistance at no cost to graduates to help them remain employed and independent.

### ***Expected Project Outcome***

The goals of the Conklin Center's Supported Employment/ Supported Living program are to help our graduates obtain jobs, stay employed, and live on their own. The program's objectives are for 80% of participants to be: a) employed at or above the minimum wage for at least 180 days; b) living in residences of their own choice; and c) satisfied with services. Annual satisfaction surveys of employers and clients are conducted to evaluate the effectiveness of our services.

The benefits to each individual are significant: self-confidence, the independence that comes with earning a living, and having the responsibility of making the decisions about one's life. The community also benefits from increased diversity and reduced service costs when adults with disabilities are able to work, rent their own home and pay taxes.

This past year, the waiting time for new students to begin training was six months or more. We have reorganized operations to increase the maximum capacity of the residential program by two students, from 12 to 14 with the goal of reducing the amount of time prospective students wait to begin training to no more than two months. The number of two-week evaluations will be increased from 24 to a minimum of 30 annually and the number of students served in the Center's intensive, residential training program will increase from 40 to 46 annually. We project the Supported Employment/Supported Living program will serve up to six more adults annually for a total of 82.

### ***Amount Requested/Total Project Cost***

The Conklin Center for the Blind respectfully requests a grant of \$42,500 from The Able Trust to provide Supported Employment/Supported Living services. A small portion, about \$250, would be used to update the Center's website to include a section that will provide information for and recognition of businesses that employ people with disabilities.

The Conklin Center's budget for fiscal year 2010 is \$2,575,661; the budget for the SE/SL program is \$540,062. Florida's Division of Blind Services is committed to providing \$222, 420; \$68,000 is pending. The Dept. of Children and Families will provide \$40,421 this year. We must raise the remaining \$209,221 from the wider community.

Although public funding is available for supported services through the Division of Blind Services (DBS), the majority of our graduates are ineligible. Funding from DBS is available to people who are blind and their secondary disability must be either a developmental disability or a history of mental illness. The secondary disabilities of most of our students include many different impairments such as brain injury, deafness, or seizure disorders. As a result, fewer than 25% of the Center's graduates qualify for assistance for the supported services that will enable them to remain employed and independent.

### ***Future Funding***

The Conklin Center was established and has grown since 1979 with guidance and financial support of Florida's Division of Blind Services and Florida Lions Clubs. Funding from the Florida Division of Blind Services currently amounts to about 63 % of annual revenues and has largely kept pace with the Center's growth over the years. Funding from the Florida Lions Clubs, however, has declined both as a percentage of the total budget and in terms of actual dollars. Fiscal year 2009 was the first time since 2005 that the total amount of Lions gifts did not decrease. When the Center opened, Lions Club contributions amounted to about 25% of the annual budget, today it makes up about 6% of the budget. There are several reasons for this decline including the Center's growth over the years and the increased number of projects that Lions Clubs support.

In 2009, we convened a focus group of Lions Club members from several communities to find out how we can improve Club participation. The group confirmed the Lions' commitment to the Center's work and believes that the potential exists to increase individual Lion and Club contributions. Their advice was to launch a campaign to increase awareness among Florida Lions and to develop a gift recognition program specifically for Florida Lions. We will announce the new campaign via email in mid February and in the March issue of the Lions magazine. The Conklin Center's Board of Directors, the majority of whom represent Florida Lions Clubs from across the state, have endorsed the recommendations of the focus group and are prepared to participate in an effort to increase statewide Lions giving.

The Center has conducted a direct mail program for more than 15 years. This includes renting mail lists for solicitation, distributing a newsletter two times a year and contacting our regular donors twice each year for a donation. We also hold four annual special events: Poker Run; Night for Sight, an auction, dinner and casino gaming; drawing for a motorcycle; and Rock 'N' Roll, a walk and pancake breakfast. These activities provide 10% of the budget. We are building an e-mail list to contact donors and promote events at little or no cost.

Grant research is conducted throughout the year. Last year the Center was awarded grants by the Margaret and R. Parks Williams Foundation, the UPS Foundation, Daphne Seybolt Culpeper Memorial Foundation, Ruth Camp Campbell Foundation, Darden Restaurants Foundation and Publix Super Market Charities. The last two have also employed our students and graduates for many years.

As we begin the 31<sup>st</sup> year of service, the Conklin Center remains the only organization in Florida that dedicates its adult programs exclusively to the employment and independent living needs of adults who are blind with additional disabilities. We are grateful for the Able Trust's confidence and support over the years which has helped make it possible for hundreds of students to achieve their goals of working and living on their own in the community. I appreciate your consideration of this request and hope that The Trust will help again.

**"Statement of Relationships** – In the interest of transparency, a grant applicant should disclose any known relationship, donation of funds and/or volunteer hours with (a) a Director of The Able Trust and the staff/co-worker of that Director at their place of business and (b) staff of The Able Trust and/or their immediate family."

There is no known relationship, donation of funds and/or volunteer hours between any member of the Conklin Centers's staff and Board of Directors and a) a Director of the Able Trust and the staff /coworker of that Director at their place of business and (b) staff of The ABLE Trust and/or their immediate family.

Robert Kelly, Executive Director  
Florida Lions Conklin Centers for the Blind

**Florida Lions Conklin Center for the Blind 7/1/09 - 6/30/10**

<b>Revenue</b>	<b>SE/SL</b>	<b>Able Trust</b>	<b>Community</b>	<b>Agency</b>
Public Support	46021		46021	139050
Special Projects	30700		30700	144100
Legacies & Bequests				125000
Lions Contributions				147000
Government: (CDBG)	68000			68000
DBS	222420			1604891
DC&F	40421			60420
Private Grants & Fees	132500	42500	90000	210000
Investment Revenue				54000
Other Revenue				23200
<b>Total Revenues:</b>	<b>540062</b>	<b>42500</b>	<b>166721</b>	<b>2575661</b>

<b>Expense</b>				
Salaries	341620	34000	100000	1505382
Payroll Tax Expense	26134	3250	12000	115162
Accrued Liabilities (Leave)	3415			15054
Employee Health Ins.	98806	4000	48350	355922
Retirement	10248			45161
Workers Comp.	2949	1000	2000	13000
<b>Total Payroll Expense</b>	<b>483172</b>	<b>42250</b>	<b>162350</b>	<b>2049681</b>
Professional Fees	7800	250	500	45050
Food & Beverages				44400
Office Supplies	1325		566	12325
Computer & Copier Supplies/Expense	300		300	8930
Educational Training supplies	50		50	16100
Telephone Expense	4200			17290
Postage & Shipping				21590
Insurance-Liability/Bldg., Equipment	9100			32200
Insurance-Other				9100
Utilities (Electricity/Gas/Water)	10180			79500
Maint. Contracts				20595
Gas/Oil-Vehicles				4100
Licenses & Permits				698
Bldg/Grounds Maintenance				21000
Equipment Purchase				3500
Equipment Maint. - not under Contract				3300
Printing	180			17577
Publications				600
Advertising	1000		1000	4850
Travel	20500		1500	44700
R&M-Vehicles				2500
Conf/Conventions	130		130	5680
In-Service Training				480
Specific Assistance to Individuals				36300
Membership Fees	1800			11115
Awards/Grants/Tuition Pmnts.	225		225	4100
Promotional Expense				35000
Executive Dir. Discretionary Fund	100		100	1400
Misc. /Other Expenses				1500
Interest/Svc. Charge Expense				20500
<b>Operating Expenses</b>	<b>56890</b>	<b>250</b>	<b>4371</b>	<b>525980</b>
<b>Total Expenditures</b>	<b>540062</b>	<b>42500</b>	<b>166721</b>	<b>2575661</b>