



RE-ENTRY ALLIANCE PENSACOLA, INC.

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Re-entry Alliance Pensacola, Inc. ("REAP") is an IRS 501 C (3) organization, established in 2013 as a Florida not-for-profit organization. To date we have provided a complete range of transitional re-entry services to more than 1000 men and women returning from incarceration. Statistics provided by the Florida Department of Corrections indicate that less than 10% of individuals completing REAP's Intensive Case Management Program return to incarceration within two years following admission. At any time approximately 75 men and women participate in our programs, and in the average year, more than 200 returning citizens are housed in REAP supported facilities. Since 2016, approximately 40% of REAP's annual budget is funded by the Florida Department of Corrections, with 20% coming from fees charged to our clients, and the balance derived from support of local organizations and foundations. REAP's budget for fiscal year 2021-2022 is \$1,450,000.

REAP has re-entry portals located in Escambia and Santa Rosa counties, operates ten residential units (five of which are owned outright and five being leased), and leases a 52-bed Emergency Shelter for women and women with children in Escambia County. In May 2021 REAP was selected as a sub-recipient of a \$509,000 CARES Act/COVID-19 grant covering Escambia and Santa Rosa counties.

REAP'S mission is to improve the safety and quality of life in Northwest Florida by enabling individuals returning from incarceration to be self-sufficient, crime-free, productive citizens and neighbors. More recently, REAP's Board of Directors recognized that returning citizens constitute only a segment of our area's homeless population and authorized REAP to expand its programs to include other segments of the homeless population. This expansion resulted in REAP opening of REAP's Lodges serving homeless women and women with families and working with the federally funded Rapid Re-housing programs to place families in permanent housing.

This grant request is designed to address some immediate needs of the homeless in the City of Pensacola and surrounding areas. It consists of three parts, each of which could stand alone, but taken together provide a comprehensive plan to afford some immediate assistance to individuals in need. These parts are as follows: (1) Continuation of expiring funding for a Women and Women with Families' Emergency Shelter; (2) Opening of a Men's Temporary Shelter in an existing facility; and (3) Opening of an enhanced campground facility with plumbed bathroom, shower and laundry facilities, and other amenities.

- (1) Funding for the 52-bed REAP's Lodges and Emergency Shelter for Women and Women with Families is slated to expire in March 2022. This shelter was opened on July 15, 2021 as a temporary men's shelter for men who had tested positive for COVID-19 and required quarantining. Once the quarantine period expired, the facility was thoroughly sanitized and re-opened as a women and women with families' temporary shelter. Within ten days it had reached capacity, quickly demonstrating our areas need for the facility. With COVID-19/CARES Act funding expiring in March, an alternative source of funding is required to keep the shelter serving our community's need. Our immediate experience operating REAP's Lodges indicates the following Operating Expenses for one additional year:
 - a. Personnel: Program Manager-\$50,000; Case Manager-\$45,000; 2 Night Clerks at \$24,000 each; 23% for benefits and taxes-\$32,890. Total Personnel: \$175,890.
 - b. Occupancy: Annual rent \$60,000; utilities-\$16,000; insurance-\$12,000; maintenance and repairs: \$6,000. Total Occupancy: \$94,000.
 - c. Food-\$50,000; Linen and laundry equipment and supplies: \$10,000. Total: \$60,000.
 - d. Administrative: 10%-\$32,989.
 - e. Total Operating Expenses: \$362,879.00
- (2) Funding for a 5-acre campsite with enhanced amenities. REAP proposes to construct and outfit a campsite with the following enhancements: concrete or treated lumber tent spaces; a bathroom/shower facility with separate men and women's facilities, including 4 toilets, sinks and showers for each side; including 4 commercial washers and dryers; a charging station for cell phones electrical devices; a secure mailbox area; lockable storage lockers; and an emergency call station. The facility will be staffed during normal working hours with 1 paid staff person and several volunteers. The following are the projected Start-up and Operating Expenses for one year:
 - a. Personnel: Camp-site Manager-\$35,000; PT Driver/Counselor-\$15,000; Taxes and benefits-\$11,500. Total Personnel: \$61,500.
 - b. Land permits, and fees: \$35,000.

- c. Foundation expense: \$15,000.
 - d. Building facility: Donated.
 - e. Vehicle, gas, and insurance: \$7,200.
 - f. Office and Other Expense: \$6000.
 - g. Utility Expense: \$12,000.
 - h. Administrative Fee: 10%-\$13,670.
 - i. Total Expense: \$150,370.
- (3) Funding for the acquisition and operation of a 24-bed Temporary Shelter located at 1551 West Blount Street, Pensacola, FL 32505. This building was originally built in 2013 as a transitional/halfway house for 24 occupants and is located within the City of Pensacola city limits and midway between REAP's main office and the REAP's Lodges. The facility is located within a block of ECAT bus service, and close to restaurants, food service and other commercial establishments. The building has some structural problems which will require repairs before occupancy but should take less than 60 days. It is our intent to have the property appraised by two independent commercial real estate appraisers, as well as having firm estimates for repairs from companies specializing in foundation repair. This will establish the purchase price. For purposes of this request, we are assuming a selling price of \$400,000 after repairs are completed (or less the estimated costs of repair), assumption of an existing mortgage in the amount of \$300,000, and the balance in cash at closing. Operating Expenses for the first year are expected to be the same as for the 52-bed facility described in #1 (supra). Accordingly, this part of the grant request is as follows:
- a. Personnel: Program Manager-\$50,000; Case Manager-\$45,000; 2 Night Clerks at \$24,000 each; 23% for benefits and taxes-\$32,890. Total Personnel: \$175,890.
 - b. Occupancy: Annual Mortgage payments including PITI: \$30,000; utilities-\$16,000; insurance-\$12,000; maintenance and repairs: \$6,000. Total Occupancy: \$64,000.
 - c. Office: Computers, telephone, office supplies: \$12,000.
 - d. Linen and laundry equipment and supplies: \$10,000. Total: \$10,000.
 - e. Total Operating Expenses: \$261,890.
 - f. Administrative Costs: 10%-\$26,189.
 - g. Acquisition: Down Payment-\$100,000, Closing costs-\$20,000. Total \$120,000.
 - h. Total Expense: \$408,079.

There are several other factors that bear consideration. Since 2013, REAP has received over \$1,000,000 in funding from the State of Florida and other generous foundations. Along with

this funding comes the requirement of both scheduled and unscheduled site audits, including compliance requirements and regular reporting. The fact that REAP has received very favorable reports from its funding sources well as having its funding increased over the last several years lends credence to the fact that REAP is well established, properly funded, and familiar with both local, state, and federal funding requirements. REAP's established experience with case management of homeless clients and its close working relationships with other area service providers makes it a good candidate for similar programs. These individual projects are more than "shovel ready"- the Lodges request is for an extension of a currently operating facility; the proposed campsite can be opened using temporary bathroom facilities while the actual building is under construction; and the purchased facility would be ready for occupancy with 60 days after closing. Most importantly, REAP has an experienced and knowledgeable staff that is committed to serving its clients and performing in accordance with the directions of its funding sources.

SUMMARY:

Renewal of funding for REAP's Lodges:	\$362,879.00
Funding for Enhanced 5-acre Campsite:	\$150,370.00
Funding for purchase 24-bed shelter:	<u>\$408,079.00</u>
Total	\$921,328.00

Grant Application City of Pensacola 091421