



February 27, 2015

St. Francis Foundation
c/o Debbie Cloud, Executive Director
2323 De La Vina Street, Suite 104
Santa Barbara, CA 93105

Dear Ms. Cloud,

We are deeply grateful for the St. Francis Foundation's gift of \$5,000 last year. By supporting our Senior Services Program, your grant helped ensure vital safety-net and basic needs services to vulnerable seniors and their non-professional, unpaid caregivers. Clients received high quality treatment for their emotional well-being, and at the same time were provided with case management assistance ensuring appropriate nutrition, housing, access to health care, and freedom from abuse and neglect. We are pleased to provide you with this report on the success of our Seniors Services program over the past year.

Specifically, we anticipated that of 160 clients served:

- 75% would make progress on one or more goals identified by the end of treatment as verified by regular formal and informal client reassessments.
75% would receive increased access to community referrals (e.g., medical, financial, social, etc.) verified through regular "check-ins" at meetings between client and counselor.
75% would demonstrate increased adjustment to life circumstances as verified by regular formal and informal client reassessments.

Actual results:

- 157 clients were served and all received information and referral services.
117 clients received mental health services.
40 clients received case management services.
80% of senior mental health clients achieved at least two treatment goals.
95% of case management clients achieved at least two treatment goals.
100% of information and referral clients were linked to resources appropriate for meeting their needs.

In July 2014, our Senior Services expanded to include a countywide Long-Term Care Ombudsman program providing vital advocacy and support for seniors living in long-term care facilities. Over the course of its first year of operation, we anticipate making a minimum of 2,512 visits to Santa Barbara County's 160 long-term care facilities that provide care for over 3,700 residents. Thus far, from July through December 2014:

- 1,451 seniors living in long-term care facilities have been served through 954 visits to 160 facilities.

BOARD OF DIRECTORS

- Stephanie Wilson Co-President
Robert Manning Co-President
Kathy O'Leary VP, Program
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HONORARY DIRECTORS

- Patricia Dillon Bliss
Ghita Ginberg
Shirley Ann Hurley

EXECUTIVE DIRECTOR

- Lisa Brabo, Ph.D.

OUR PROGRAMS

- Big Brothers Big Sisters of Santa Barbara County
Family Support Services
Senior Services
Youth & Family Services

LOCATIONS

SANTA BARBARA
123 West Gutierrez Street
Santa Barbara, CA 93101
(805) 965-1001

SANTA MARIA
120 East Jones St., #130
Santa Maria, CA 93454
(805) 925-1100

LOMPOC
110 South C St., Suite A
Lompoc, CA 93436
(805) 735-4376

DOROTHY JACKSON
FAMILY RESOURCE CENTER
320 North J Street
Lompoc, CA 93436
(805) 742-2943

FSACARES.ORG
SBBIGS.ORG

- 179 quality of care issues have been addressed and resolved through facility visits.
- Approximately 100 quality-of-care issues have been resolved through phone and electronic communication.

We are proud to work in partnership both formally and informally with a large number of community agencies to ensure that a full continuum of assistance is available to clients within a coordinated system. Our Senior Services Program holds contracts with the Central Coast Commission on Senior Citizens, Santa Barbara County Human Services Commission, and the City of Lompoc, City of Santa Barbara, and Santa Barbara County CDBG grant programs. We have MOUs with the Elder Death Review Team, Financial Abuse Specialist Team and Association for Senior Care. Our informal partnerships with numerous entities include the Alzheimer's Association, private therapists, senior centers, local hospitals and clinics, County Mental Health, Friendship Center, Coast Caregiver Resource Center, housing programs, Center for Successful Aging, Visiting Nurse & Hospice Care, meal programs, police/sheriff/fire departments, Adult and Aging Network, Elder and Dependent Adult Abuse Prevention Council, Latino Elder Outreach Network, and Association for Senior Care.

Client Success Story: Lynda suffered from severe pain, depression, and social isolation for years. After countless inaccurate diagnoses and ineffective treatments, she was very resistant to seeing yet another "specialist." She had given up hope. Nevertheless, when Lynda was referred to FSA by her doctor (who suggested her physical symptoms were "all in her head"), she agreed to counseling. Meeting weekly with an FSA clinician, Lynda, 61, was able to work through the devastating traumas and abuse in her past, which had manifested in depression and chronic pain. Through caring support and counseling, Lynda learned to advocate for herself and began to heal. Her depression began to subside and she found the right doctors who provided tools for effective pain management. Now, Lynda has a voice. She is more aware of herself and what she needs and is open to connecting with others. "I never imagined my life could be like this," said Lynda. "I no longer suffer from pain and depression. I have a new found passion advocating for effective healthcare and a strong social network of like-minded friends. Thanks to FSA, my life is full!"

Again, thank you for your generous support and for all you do to help improve the quality of life for underserved individuals and families. Together, we are ensuring that seniors in our community are able to live safe, independent and healthy lives with the dignity they deserve.

With gratitude,



Lisa Brabo, PhD.
Executive Director



FAMILY SERVICE AGENCY
Since 1899

February 27, 2015

Ms. Debbie Cloud
St. Francis Foundation of Santa Barbara
2323 De La Vina Street, Suite 104
Santa Barbara, CA 93105

Dear Ms. Cloud:

Thank you for your generous past support and commitment to the Family Service Agency of Santa Barbara (FSA). Your investment in the Senior Services Program ensures that our Santa Barbara senior population will continue to thrive into the latter stages of life. This year, we respectfully request your consideration of a grant for **\$15,000** to provide direct services through our **Senior Services Program**.

FSA's unique **Senior Services Program** targets Santa Barbara County's low-income, at-risk seniors and their non-professional, unpaid caregivers – both growing populations in our community. Designed to address critical needs in the short term and promote healthy aging in the long term, our program assists vulnerable clients who face a number of challenges such as poverty, language, health disparities or lack of transportation. Our services combine both mental health and case management assistance in a comprehensive and coordinated system of care. Meeting basic needs through one-time information and referrals as well as more intensive case management, while also providing clinical mental health service, achieves powerful results. These services provide at-risk elder persons and their caregivers with the resources and tools they need for living at home, whenever this is desirable, and to age in place with independence and dignity.

This past year, we were proud to announce the expansion of our services to include a countywide **Long-Term Care Ombudsman Program**, providing vital advocacy and support for seniors living in long-term care facilities.

Thank you for partnering with us and for all you do to help improve the quality of life for underserved individuals and families in our community. We are grateful for your generous financial support and for your consideration of our request today. Please do not hesitate to call our **Director of Development, Denise Hinkle, at 965-1001, ext. 267** should you require further information. We look forward to hearing from you.

Sincerely,

Lisa Brabo, Ph.D.
Executive Director

BOARD OF DIRECTORS

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VP, Program
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The Foundation Roundtable: Common Grant Application

Cover Sheet

Foundation you are applying to: St. Francis Foundation
Legal Name of Applicant Organization: Family Service Agency of Santa Barbara
Project Name (if applicable): Senior Services Program
Funds will pay for: Program Support
Full Mailing Address: 123 West Gutierrez Street, Santa Barbara, CA 93101
Location(s) if different from above:
Executive Director: Lisa Brabo, Ph.D.
Phone: 805.965.1001 Fax: 805.965.2178
Email: lbrabo@fsacares.org Website: www.fsacares.org
Contact Person & Title: Denise Hinkle, Director of Development & Communications Phone: 805.965.1001 x267

Tax-exempt Status:(Most foundations require 501(c)(3) status. You must check this requirement before applying.)
501(c)(3) Granted [checked] Tax I.D. Number: 95-1644031 Other:

Type of Request: Check with individual foundations to determine the types of accepted grant requests.
General Support [] Program Support [checked] Seed Funding [] Research []
Capital [] Endowment [] Multi-Year [] Other:

This Grant Request: \$ 15,000 Total Project Budget: \$ 372,448
Grant Period from: July 1, 2014 To: June 30, 2015
Total Organizational Budget for Current Year: \$ 4,104,079 Fiscal year begins: July 1

Summarize the organization's mission statement (two to three sentences):
Family Service Agency's mission is to strengthen and advocate for families and individuals of all ages and diversities, helping create and preserve a health community.

Summarize your grant request (two to three sentences):
Family Service Agency respectfully requests a grant of \$15,000 from the St. Francis Foundation of Santa Barbara to support the Senior Services Program, which works to improve the quality of life for Santa Barbara's at-risk seniors. FSA's program is a comprehensive and coordinated system of service that enables clients with great economic and social need to improve their emotional and mental health and maintain a maximum level of independence and personal dignity.

Proposal Authorization

We certify that the information in this application is to the best of our knowledge true and accurate and is submitted with our Board of Directors'/Governing Body's full knowledge and endorsement:

Signature: Lisa Brabo, Ph.D. Date: 2/26/15
Signature: Stephanie Wilson, Co-President, Board of Directors Date: 2/26/15

FAMILY SERVICE AGENCY BACKGROUND, PROGRAMS, AND RELATIONSHIPS

History/Accomplishments: Founded in 1899, the mission of Family Service Agency (FSA) is to strengthen and advocate for families and individuals of all ages and diversities, helping to create and preserve a healthy community. FSA helps individuals and families tackle some of the most difficult issues they face – financial hardship, unemployment, mental health problems, learning disabilities, and substance and alcohol abuse. These issues can have a huge impact on the stability of family life and on the health, well-being and development of children. We provide families facing these difficulties the help they need to become stronger, happier and healthier and to give their children hope for a brighter future.

During the past year, we were pleased to begin Filial Therapy and Nurturing Parenting Education programs, both designed to create healthy family environments in which children thrive during critical stages of development. In July 2014, we began child development home visits for at-risk families with newborns, as well as our Long Term Care Ombudsman Program which ensures residents of long-term care facilities receive appropriate care. FSA continues to develop its programs strategically within the context of community need and strong funding anchors. Along with new sources of private funding, we are researching expanded opportunities through Medi-Cal, Medicare and the Affordable Care Act. During the coming year, continued implementation of our agency-wide database and enhanced technology will allow even greater effectiveness in service delivery.

Programs: Our programs, which serve more than 16,000 Santa Barbara County residents annually, include:

- Senior Services provides seniors and their caregivers the tools they need to cope and live safe, independent and healthy lives. We provide mental health counseling, support, and connect seniors and caregivers to resources such as nutrition, transportation and financial assistance. We also operate the Long Term Care Ombudsman Program for Santa Barbara County, ensuring appropriate care for people living in long-term care residential facilities.
- Big Brothers Big Sisters offers at-risk children professionally supported one-to-one mentoring relationships.
- Youth and Family Services provides affordable family-centered mental health services to all generations within a family.
- Family Support and Information Services support families in need through case management, information and referrals, education, and advocacy services.

We are committed to providing services where they are needed most: in the community. Eighty percent of our services are delivered on school campuses, at community centers and in clients' homes. Our programs combine clinical expertise, bilingual and bicultural staff, and close collaboration with other agencies to offer services that are increasingly vital to struggling members of our community.

Approximately 71% of clients we serve annually are Hispanic/Latino, 24% are Caucasian/ White, 3% are African American/Black, and 2% are Asian/Pacific Islander or other. All of our clients are low to very-low income. FSA's programs are provided on a sliding-fee/donation scale with no one denied access because of an inability to pay.

Our Relationships: FSA works in partnership with a large number of community organizations to provide high-quality programs and to ensure that no duplication of service exists. Collaborations include but are not limited to Kids Network, First 5, Adult and Aging Network, Area Agency on Aging, local school districts, CALM and the Council on Alcoholism and Drug Abuse.

FUNDING REQUEST

We respectfully request **\$15,000** from the St. Francis Foundation for our **Senior Services Program**.

The Need: Based on projections from the Central Coast Commission for Senior Citizens, by the year 2030, 27% of Santa Barbara County residents will be over the age of 60. This 61% increase from 2010 is coinciding with critical decreases in services available for meeting the needs of an aging population. Since 2009, Medi-Cal reimbursements to providers have been cut by 10%. At the same time, services for dental care, podiatry and psychology services have been eliminated, while Medicare and insurance premiums and co-pays have increased. In addition to these financial threats, abuse reports to Adult Protective Services are increasing by 30% yearly and are currently at 150 reports per month in Santa Barbara County. Roughly half of all reports are for self-neglect. According to the recently-released 2013 Community Health Needs Assessment sponsored by Cottage Health System, community members agree there is a worrisome lack of psychiatric services for seniors, which is particularly dangerous in the midst of higher rates of depression and suicide among this vulnerable population. As the population ages, needs will only intensify, increasing the number of older adults at risk for isolation, depression, drug/alcohol abuse, homelessness, elder abuse, and more.

Goals/Outcomes: In the coming year, we will provide 1,000 hours of service through individual or group counseling to 100 low-income, at-risk seniors and unpaid, non-professional family caregivers in Santa Barbara County. As a result, seniors will increase their health and wellness, sustain independence, and increase their ability to fully participate in life. We will assist caregivers in establishing goals, as well as accessing information and referrals, and other needed services. Through the new LTC Ombudsman Program, FSA will make a minimum of 2,512 visits to Santa Barbara County's 160 long-term care facilities that provide care for over 3,700 residents. The following are the program's outcome targets:

- Of the seniors targeted by our program in the proposed grant year, 75% or more will make progress on one of more goals identified by the end of treatment.
- Of the seniors targeted by our program in the proposed grant year, 75% or more will receive increased access to community referrals (e.g., medical, financial, social, etc.).
- Of the seniors targeted by our program in the proposed grant year, 75% or more will demonstrate increased adjustment to life circumstances.
- Of the 600 quality of care issues addressed by the LTC Ombudsman Program, 450 (75%) or more will be resolved to the resident/complainant satisfaction.

Senior Services Program Description: FSA's Senior Services, offered in English and Spanish, target low-income frail seniors and caregivers who are at high risk for illness, injury, and harm. Currently, 90% of senior clients receiving case management are Latino and 40% of those receiving clinical services are Latino. The Senior Services Program is designed to address critical needs in the short term and promote healthy aging in the long term. Our program provides clinical mental health support and case management assistance for independent living, along with advocacy services for residents of long-term care facilities. Our clinical mental health component helps clients cope with difficult life situations, such as mourning, end of life issues, or debilitating mental health disorders that negatively affect their ability to participate fully in life on a daily basis. Through case management assistance, our caring staff members work to ensure seniors and caregivers have access to nutrition, housing assistance, emergency food and supplies, in-home support services, abuse prevention, and transportation assistance. Case management services range from one-time information and referrals to more intensive case management designed to meet a variety of complex needs.

The mental health and case management components of the program are offered through the Community Psychology Model of care in which both services are provided by one staff member. Offering these services simultaneously allows us to provide clients, who are in crisis, true continuity of care and stability, rather than a compartmentalized approach to care that only manages one aspect of a client's overall wellness. FSA's trained Senior Counselors (Marriage and Family Therapists or MFT Interns) generally meet weekly or bi-weekly with clients and can respond quickly, particularly when clients are in danger. With trust developed over time, senior clients are able and willing to report abuse or acknowledge that they need help with issues of self-care or neglect.

Finally, through the Long Term Care (LTC) Ombudsman Program, trained staff provide advocacy services that help ensure residents of countywide long-term care facilities are receiving appropriate care, which prevents elder abuse and neglect and improves quality of life. Services include but are not limited to regular visitation of care facilities by Certified Ombudsmen; addressing and resolving client quality of care issues; investigating and resolving safety issues; preventing inappropriate evictions; and offering pre- and post-placement counseling and assistance for potential residents and their families.

Evaluation: Intake procedures for FSA's Senior Services Program meet the priorities of the Older Americans Act. Both at-risk caregivers and seniors meet with a licensed Senior Counselor who conducts an initial needs assessment, from which the counselor can accurately assess the level of client needs. The counselor and client then work together to set appropriate goals, along with a realistic timeframe for reaching those goals. FSA's Senior Counselors, along with the Senior Services Program Manager, monitor the effectiveness and quality of the service delivery. Informal reassessments are conducted on a regular and ongoing basis in order to determine if the client's goals have been met – or have changed – and if there continues to be a need for services.

FSA's Senior Services Program uses both observational as well as empirically-validated instruments as part of the assessment process and in gauging program outcomes and effect. Currently, staff members complete the California Department of Aging, California Aging Reporting System (CDA-CARS) for each client, which assesses: (1) nutritional risk, (2) ability to perform activities of daily living (eating, bathing, walking) and (3) ability to perform instrumental activities of daily living (e.g., medication management, money management). Staff also complete the Cornell Brown Quality of Life Scale for each client, and assess individual goals based on the Goal Attainment Scale method. In addition, program staff completes regular statistical and fiscal reporting, as well as adheres to other internal mechanisms for accountability.

For the LTC Ombudsman Program, all program data, including client complaints and facility visits are input into the National Ombudsman Reporting System (NORS) database provided by the Office of State LTC Ombudsman. NORS provides numbering and outcome tracking abilities. The Senior Services Program Manager reviews the reports generated to ensure that all facilities are visited. In addition, the Program Manager reviews the written monthly Ombudsman reports of their facility visits to ensure that the visits are completed and documented appropriately. The Program Manager checks for any issues that are identified to ensure that they are resolved. Quantitative and qualitative data are tracked daily by staff/volunteers and analyzed monthly by staff to assess overall program impact. Quantitative data includes the number of facility visits, number and type of complaints received and investigated (by facility), the outcomes of the investigations, and client satisfaction survey responses. Qualitative information includes client satisfaction survey narrative responses and staff/volunteer input about program effectiveness. Evaluation reports are provided to funders and the FSA Board of Directors for review.

Results from the LTC Ombudsman Program evaluation methods described above are used to: a) reveal patterns of complaints – types, severity, and patterns by facility, b) identify rates of successful and unsuccessful complaint resolution, by complaint type, so that weaknesses in resolution processes can be identified and better methods can be developed to increase successful complaint resolution, and, c) ensure that service delivery to each resident and their family members is as effective as possible. Program changes are made as needed to increase effectiveness.

Client Story: Bob and Myra’s story is just one of hundreds we have about the success of FSA’s Senior Services Program helping seniors in need. Married for decades, Bob and Myra were referred to FSA by the youngest of their three daughters, Lisa, who had temporarily moved in with them. Lisa had become concerned about her mother’s gradual personality changes over the last several months. While Myra had been a bright, hardworking, and family-oriented person, she had become very restless, irritable, and verbally aggressive toward her loved ones. This was causing the family grave concern, loss of sleep, role confusion, and even fear in their home. Fortunately, the FSA Senior Services Program team was able to recognize that Myra was developing symptoms of dementia and depression. FSA offered Bob and Myra weekly supportive counseling, mental health education, and advocacy with their physicians for comprehensive assessment and intervention. After six months of couples’ counseling and participation in our caregiver support group, Bob and Myra now check in on a monthly basis; they are adjusting to the changes life is presenting and are comforted with the knowledge that FSA is available for further assistance as needed.

Key Staff: Lisa Brabo, Ph.D., Executive Director, was hired in October 2013. Having more than 20 years of experience with philanthropy and nonprofit organizations, Brabo holds a Ph.D. in Public Policy from the University of Massachusetts, along with a Master of Arts in Public Administration. Her most recent position was as Executive Director for the YWCA San Gabriel Valley, where she oversaw a budget of \$6 million and staff of 125. She has also worked with First 5 and Beyond Shelter in Los Angeles and has served on numerous nonprofit boards serving the needs of low-income families, the homeless, seniors, domestic violence victims and others.

Cynthia McNulty, LCSW is FSA’s Senior Services Program Manager and has been working in the field of mental health since 1993. Cynthia’s experience includes outpatient therapy, inpatient case management, discharge planning, teaching, administration, clinical supervision, and crisis intervention. Cynthia completed her undergraduate education in Sociology at Westmont College in Santa Barbara, and her master’s degree at California State University in Sacramento. As Program Manager, Cynthia is responsible for all aspects of the Senior Services Program, including but not limited to fiscal monitoring, staff supervision, program content, and detailed evaluation and reporting activities.

Marco Quintanar is the Supervisor of the Long-Term Care Ombudsman Program. He has a bachelor’s degree in Business Management, as well as in Communications/Journalism. Mr. Quintanar has two years of experience with the Long-Term Care Ombudsman Program and 15 years experience working with seniors.

Funding Plan: Committed to the continuing success of the Senior Services Program, FSA maintains diverse funding streams from private foundations, individuals, and government agencies. Realizing that funders may change their priorities and/or have changes in available funds to distribute, we put forth considerable effort not only in securing funds, but also in seeking new sources of funds from foundations, corporations, individual donors, and special events. Reduced funding would necessitate serving fewer clients or limiting services provided.

The Foundation Roundtable: Common Grant Application

Board of Directors/Governing Body

Directions: Attach additional sheets if necessary.

Name	City	Affiliation/Profession	Board Position	Yrs. of Service
Stephanie Wilson	Santa Barbara	Sotheby's International Realty	Co-President	5
Bob Manning	Santa Barbara	Investor	Co-President	2
Katya Armistead	Santa Barbara	UCSB	Co-VP of Development & Marketing	4
Christina Pizarro	Santa Barbara	Community Organizer	Co-VP of Development & Marketing	2
Kathy O'Leary	Santa Barbara	Community Volunteer	VP of Program	3
Jeff Slay	Goleta	Neovia Insurance, CEO	Treasurer	9
Alice Down	Lompoc	Teacher/Volunteer	Secretary	5
Mary Harvey	Lompoc	Community Volunteer	Member	4
Roberta Heter	Lompoc	Community Volunteer	Member	1
Cher Jasinski	Santa Barbara	Community Volunteer	Member	5
Jane Santos Sweeney	Santa Barbara	Community Volunteer	Member	1
Shawn Walters	Santa Barbara	Rabobank	Member	6
Andrew R. Wilson	Santa Barbara	Financial Advisor	Member	6
Sean Whaley	Santa Barbara	Engineer	Member	<1
Rod Durham	Santa Barbara	Retired Physicist/Engineer	Member	<1
Robin Doell Sawaske	Carpinteria	Retired School District Administrator	Member	<1
Molly Carrillo Walker	Santa Ynez	Community Volunteer	Member	9
Marni Cooney	Santa Barbara	Community Volunteer	Member	<1

Once per month, usually 11 times per year.

How often does your governing body meet?

The Foundation Roundtable: Common Grant Application

Project Budget

Note: Check with each foundation to see if this form is required.

Organization Name: Family Service Agency
 Name of Project (if different): Senior Service Program
 Budget dates for grant period: July 1, 2014 - June 30, 2015

NOTE - Do not use commas as thousand separators in any of the numerical fields

INCOME

Possible categories: Government grants, foundation grants, individuals, business support, events, fees for service, etc.

Source	Total Project (\$)	Pending (\$)	Secured (\$)	Notes
Contributions/Annual Appeal	63775	37755	26020	
Private Grants/Foundations	71950	31950	40000	
Corporations/Business	5000	4750	250	
Public Contracts	231723		231723	
TOTAL INCOME	372448	74455	297993	

List the In-Kind (non-cash) contributions: _____

EXPENSES

Possible categories: Salaries, professional fees, rent and utilities, travel, publicity/outreach, events, capital items, etc.

Item	Total Project (\$)	This Request (\$)	Notes
Personnel	267147	15000	
Operating	105301		
TOTAL EXPENSES	372448	15000	

The Foundation Roundtable: Common Grant Application
Organization Financial Summary

Note: Check with each foundation to see if this form is required.

Organization Name: Family Service Agency of Santa Barbara Fiscal Year Dates: 7/1/14-6/30/15

INCOME

Possible categories: Government grants, foundation grants, individuals, business support, events, fees for service, etc.

Source	Prior Year's Actual	Projected Annual Budget (\$)	YTD Actual (\$) as of [1/31/15]
Contributions	455094	517330	317036
Program Services	9750	12000	7477
Government Grants	2370243	2603471	1278734
Private Grants	849378	956278	851655
Other Revenue	94489	15000	15000
Investment Income (NOT FOR OPERATIONS)	451429		
TOTAL INCOME	4230383	4104079	2469902

List the In-Kind (non-cash) contributions: Volunteer Service Hours

EXPENSES

Possible categories: Salaries, professional fees, rent and utilities, travel, publicity/outreach, events, etc.

Item	Prior Year's Actual	Annual Budget (\$)	YTD Actual (\$) as of [1/31/15]
Management and General	444021	617202	368877
Fundraising	235035	302171	188041
Program Expenses	3060626	3184706	1642045
TOTAL EXPENSE	3739682	4104079	2198963
NET PROFIT OR LOSS	490701		270939

Total Capital Expenses		67440	37440
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i.e., computers, vehicles, building improvements, etc.:

Notes:

Investment income is not used for operations. The Board is building the agency reserves.

The Foundation Roundtable: Common Grant Application

Organization Balance Sheet Summary

Note: Check with each foundation to see if this form is required.

ASSETS	MOST CURRENT (\$) as of [1/31/15]	PRIOR YEAR CLOSE (\$)
Current Assets		
Cash and Equivalents	549658	590820
Accounts Receivable	265821	313098
Prepaid Expenses	80173	77460
Inventory		
Grants/Pledges Receivable		
Other		
Fixed Assets (Net)		
Property	939471	948814
Buildings		
Equipment		
Investments		
Endowments	3121601	3049435
Other		
TOTAL ASSETS	4956724	4979627
LIABILITIES		
Current Liabilities		
Accounts Payable	28345	56294
Accrued Expenses	229585	159271
Long Term Debt (Current Portion)		
Short Term Debt		
Other		15067
Long Term Debt (over a year)		
Loan		
Other		
TOTAL LIABILITIES	257930	230632
Net Assets		
Unrestricted	2429670	2479872
Temporarily Restricted	473700	473700
Permanently Restricted	1795423	1795423
TOTAL LIABILITIES AND NET ASSETS	4956723	4979627

Internal Revenue Service

Department of the Treasury

**P. O. Box 2508
Cincinnati, OH 45201**

Date: December 14, 2000

Person to Contact:

Jeremy L. Vogelpohl 31-03888
Customer Service Representative

Toll Free Telephone Number:

8:00 a.m. to 9:30 p.m. EST
877-829-5500

Family Service Agency of Santa Barbara
123 West Gutierrez Street
Santa Barbara, CA 93101-3424

Fax Number:

513-263-3756

Federal Identification Number:

95-1644031

Accounting Period Ends:

June 30

Dear Sir or Madam:

This is in response to your request for a letter affirming your organization's exempt status.

In July 1937 we issued a determination letter that recognized your organization as exempt from federal income tax under section 101(6) of the Internal Revenue Code of 1939 (now section 501(c)(3) of the Internal Revenue Code of 1986). That determination letter is still in effect.

We classified your organization as a publicly supported organization, and not a private foundation, because it is described in sections 509(a)(1) and 170(b)(1)(A)(vi) of the Code. This classification was based on the assumption that your organization's operations would continue as stated in the application. If your organization's purposes, character, method of operations, or sources of support have changed, please let us know so we can consider the effect of the change on the organization's exempt status and foundation status.

Your organization is required to file Form 990, Return of Organization Exempt from Income Tax, only if its gross receipts each year are normally more than \$25,000. If a return is required, it must be filed by the 15th day of the fifth month after the end of the organization's annual accounting period. The law imposes a penalty of \$20 a day, up to a maximum of \$10,000, when a return is filed late, unless there is reasonable cause for the delay.

As of January 1, 1984, your organization is liable for taxes under the Federal Insurance Contributions Act (social security taxes) on remuneration of \$100 or more the organization pays to each of its employees during a calendar year. There is no liability for the tax imposed under the Federal Unemployment Tax Act (FUTA).

Organizations that are not private foundations are not subject to the excise taxes under Chapter 42 of the Code. However, these organizations are not automatically exempt from other federal excise taxes. If you have any questions about excise, employment, or other federal taxes, please let us know.

Family Service Agency of Santa Barbara
95-1644031

Donors may deduct contributions to your organization as provided in section 170 of the Code.

Bequests, legacies, devises, transfers, or gifts to your organization or for its use are deductible for federal estate and gift tax purposes if they meet the applicable provisions of sections 2055, 2106, and 2522 of the Code.

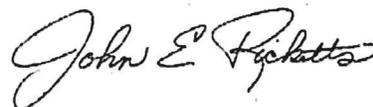
Your organization is not required to file federal income tax returns unless it is subject to the tax on unrelated business income under section 511 of the Code. If your organization is subject to this tax, it must file an income tax return on Form 990-T, Exempt Organization Business Income Tax Return. In this letter, we are not determining whether any of your organization's present or proposed activities are unrelated trade or business as defined in section 513 of the Code.

The law requires you to make your organization's annual return available for public inspection without charge for three years after the due date of the return. If your organization had a copy of its application for recognition of exemption on July 15, 1987, it is also required to make available for public inspection a copy of the exemption application, any supporting documents and the exemption letter to any individual who requests such documents in person or in writing. You can charge only a reasonable fee for reproduction and actual postage costs for the copied materials. The law does not require you to provide copies of public inspection documents that are widely available, such as by posting them on the Internet (World Wide Web). You may be liable for a penalty of \$20 a day for each day you do not make these documents available for public inspection (up to a maximum of \$10,000 in the case of an annual return).

Because this letter could help resolve any questions about your organization's exempt status and foundation status, you should keep it with the permanent records of the organization.

If you have questions, please call us at the telephone number shown in the heading of this letter.

Sincerely,



John E. Ricketts, Director, TE/GE
Customer Account Services