

2010-2011 CDBG/HOME APPLICANT QUESTIONS AND RESPONSES

Name of Organization:	Northern California Children's Therapy Center
------------------------------	--

Project Title:	Project Hope, funding for underinsured and uninsured children in need of specialized intervention services.
-----------------------	--

1.

Question	Answer
Does CTC coordinate with CommuniCare? Are there overlaps in service or is CTC an extension/specialization in care?	There is no overlap in service between CTC and CommuniCare. CTC solely specializes in therapeutic intervention (speech therapy, Occupational Therapy and Physical Therapy) and infant development services. CommuniCare's focus is more on primary health needs. CommuniCare's staff will occasionally contact CTC to refer a child in need of our specialized care or to use us as a resource for information regarding typical and/or atypical child development or children with disabilities.

2.

Question	Answer
The current CTC budget has a net income. Is CTC anticipating a cut in revenue for the upcoming year?	CTC's net income is a result of dedicated fundraising activities. We diligently continue year-long fundraising in order to be proactive in California's declining economy, and to address the fact that we do not have any dedicated or guaranteed foundation funding. Although CTC is not "funded" by any state or federal agencies, one of our main clients, Alta California Regional Center (ACRC) mandated that we take cuts, which totaled 13% of our traditional fees (which have already been reduced for acceptance of ACRC clients). Additionally, many local school districts that we contracts with have instituted a 10% rate cut to all vendors to be effective 7/1/10. As we are hopeful that these cuts will be temporary, as indicated by the clients, we are also realistic about the states economy and are not counting on those cuts being illuminated within the next year.

3.

Question	Answer
Has CTC applied for CDBG money from any other localities in Yolo County?	This is the first time that CTC has applied for CDBG money from any locality. This year we applied to Davis and Woodland. On 3/3/10, we received notice that our application to Woodland was not funded due to an overwhelming amount of applicants and differing funding priorities.

4. Question:

Question	Answer
How does CTC serve Davis residents? How many of the 322 clients served in 2009 are from Davis and are low income?	In 2009, CTC provided intervention services to 60 (unduplicated) children living in Davis and 47 of those children received services under our Project Hope. CTC provides therapy and early intervention services in a variety of ways; the method is determined by each child's individual needs. Service may be in our clinic or at the child's home, daycare, school, or other community locations (parks, gymnastic studios, pools, play lands, etc.). We believe that children learn best in their natural environments, so that is where they are served.

5. Question:

Question	Answer
Are the services provided through CDBG funding available without cost through Early Intervention or Special Education Programs? If not, why not?	The Early Intervention programs that we provide to clients (aged birth- 3 years) of the Alta California Regional Center (ACRC) are provided to the families at no cost to them. This is because funding for early intervention comes for California's Early Start program. Therefore, if a child qualifies for Early Start the services will be paid for by the ACRC. However, in order for CTC to provide these services to the children of our community as a vendor of the ACRC, we had to agree to a rate of service that is 22% less than our usual rate for service. CTC has the only infant development program vendored with the ACRC in Yolo County, and we are one of three in the entire greater Sacramento Area. Additionally, in order to receive these services children must meet very strict qualification guidelines. Local school districts and Yolo County Office of Education do offer special education programs for children who meet the qualification guidelines. However, these agencies have extreme limitations in their ability to provide intensive therapy service; and very regularly these

	special education programs refer children enrolled in their programs to CTC to have their therapy needs met. Then there is a large pool of children that seem to slip through all the cracks because none of their symptoms are qualifiable under any school, or insurance program. CTC is a safety net for those children.
--	---

6. Question:

Question	Answer
Are CDBG funds used only for those Early Intervention kids not covered because of new eligibility criteria?	CDBG funding will cover children of any age that are in need, regardless of referral source. However, due to the new eligibility criteria, we have already seen a sharp increase in the number of children 0-3 in need of therapy for which they do not qualify for Early Start.

7. Question:

Question	Answer
Are all 35 beneficiaries listed Davis residents? If not, how many are from Davis? 50% of 322? With such an expansive target area that includes Fairfield and Lodi, how is such a high percentage of participants from Davis?	All 35 proposed beneficiaries of the CBDG funding will be from Davis. In 2009, CTC served 60 (unduplicated) children from Davis. With CTC being the only infant development program AND pediatric multidisciplinary therapy clinic in Yolo County the majority of clients that we serve are from Yolo County. The Davis community has always been very supportive to CTC and provides a lot of fundraising and directional support. Currently all 7 of CTC's board members are Davis residents. With all of this support, community awareness regarding CTC's services has been impressive; as a result Davis residents regularly utilize CTC as a resource.

8. Question:

Question	Answer
Please explain the salaries & wages proposed to be covered by this grant (i.e., what staff or service providers' salaries are covered /funded)?	CTC's operational budget is very program-centered. CTC's administrative and fundraising overhead was only 11% last year. However, because what we provide is a professional service the largest budget item for us is always therapist's salaries. Qualified pediatric therapists are in very high demand. In order to recruit, hire, and retain qualified therapists we must provide competitive salaries. Although all of our therapists work for less than they can make in other professional agencies, the salary range for our therapists is between 60K-75K per year.

9. Question:

Question	Answer
Bad debt – please explain.	Due to the nature of our business, we often make special arrangements with families for payment. Occasionally, due to a variety of unforeseen circumstances families are not able to pay the bills that they have agreed to pay. In these circumstances CTC exhausts every reasonable effort to receive these funds. When these funds cannot be recovered they are “written off” as bad debt. The unusually high debt listed on the current budget is reflective of mainly one client’s bill that was nearly \$8,000. CTC provided intensive therapies to a child with cerebral palsy. The payment agreement was that when yearly funds were released to the family from the child’s trust fund, then the bill would be paid in full. CTC had worked with this family for many years with this arrangement and had always been paid in full when the child’s money was released from his fund. Unfortunately, the child passed away. After the child’s death, the bill went unpaid. After numerous attempts to receive payment for the outstanding bill went unanswered, the bill was “written off”. This high of a bad debt is a very unusual, and has been an isolated incident in the 16 years of our operation.

10. Question:

Question	Answer
What's "Project Hope's" actual budget?	For the 2010-2011 year the total project hope budget is \$175,000.00

11.

Question	Answer
Will the proposal fund part of the entire operation or a specific sub-project? For example, Will the proposed funds flow into the general budget or are they exclusively earmarked for a specific, discreet sub-function?	The funds proposed would be earmarked exclusively for go towards 35 children living in Davis that need early intervention services or therapeutic interventions, but are under-insured or uninsured.

12.

Question	Answer
If the information is available, what is the total projected cost of the project in Fiscal Year (FY) 2009-2010?	The total cost of Project Hope during the 2009-2010 fiscal year was \$161,245.00.

13.

Question	Answer
If the request for funding is approved, what will be the total cost of the project in FY 2010-2011?	With the increased need for reduced rate services due to changes in qualification guidelines and increases in the numbers of families in financial strain, we have increased the budget to \$175,000.00 for the 2010-2011 fiscal year.

14.

Question	Answer
How many individuals are projected to be served by the project in FY 2009-2010?	In 2009-2010, our Project Hope served 219 children. In Davis, 47 children were served by our project hope.

15.

Question	Answer
If the information is available, what is the projected cost of project services per individual served in FY 2009-2010?	In 2009-2010 the cost of the project per individual was an average of \$725.00. In 2010-2011, we anticipate the cost to rise to \$799 per child (see question #18).

16.

Question	Answer
If applicable, what additional measurable criteria is used by the project to evaluate effectiveness? Please limit criteria to three or less. For example, the services might be measured in number of meals served, bed-nights or therapy sessions provided.	In 2009-2010, Project hope served 219 children for a total of 9,722 hours of direct therapy hours. Each child's progress is closely tracked through a variety of methods including, but not limited to: New infant and child evaluations, 6-month reviews, Individualized Family Service Plans (IFSP), and Individualized Education Plans. Developmental skills are typically measured using the Developmental Programming for Infants and Young Children, the Hawaii Early learning Profile, the Preschool Language Scale, the Peabody Motor Scale, and/or the Sensory Profile. Occasionally other assessments are used per the child's needs.

17.

Question	Answer
If the information is available, provide the total projected cost per unit of measurable service in FY 2009-2010.	In 2009-2010, with a total cost of \$161,245 and a total of 9,722 hours of service given. Each hour of time spent on Project Hope costs CTC \$16.56.

18.

Question	Answer
Provide the total projected cost per unit of measurable service in FY 2010-2011.	We expect that the cost will rise to \$18.00 per unit due to a decrease in the amount of funding that will be available through our existing contracts (see questions

	#2 & #9) which will make the gap between cost and available reimbursement larger. Additionally, more intensive therapies are anticipated for the birth-three population that did not qualify for early start, who are reaching out to CTC. Typically these children will need multiple hours of intervention per week, instead of just 1-2 for a more isolated problem.
--	---

19.

Question	Answer
With the number of applications and the small amount of funding available for public service grants, the city is having to make difficult funding decisions. What is the minimum grant amount that your organization could use and still maintain the service your grant application describes? Or is there a crucial component of your application that requires this funding and how much is the cost of that component?	CTC is requesting \$17,500 in CBDG funding for partial coverage for our Project Hope in Davis. In order to sustain this program at the service level of the 2009-2010 fiscal year we anticipate the total cost being \$37,553. With a rise in the communities need we anticipate needing to add approximately 25-30 children to the Davis program capacity, raising the total cost to \$61,523. CTC is very committed to serving all children in need in our community, and hence we run a yearlong fundraising campaign to enlist community support for program coverage. Even with these efforts waiting lists for our services grow constantly. CTC would be grateful for any amount of funding that could go towards our efforts to serve the children in our community.

Responses are due **NO LATER THAN MARCH 8th**. The responses must be submitted as a Word document using the above format. The responses should include both the questions and answers. Responses must be submitted via e-mail. E-mail should be addressed to dmerschat@cityofdavis.org. Responses should not be mailed.

DEADLINE: MARCH 8, 2010 at 5:00 P.M.