COMMUNITY BASED ORGANIZATION
2021 CHARGES FOR SERVICE APPLICATION

Organization Name:	Six Points Evaluation and Training, Inc.				
Address 1:	P.O. Box 1002				
Address 2:	1160 N. Main St.				
City:	Gunnison	**State:**	CO	**Zip Code:**	81230
Telephone Number:	970-641-3081	**Fax Number:**	970-641-0800		
Email Address:	director@sixpointsgunnison.org				
Contact Person(s):	Nancy Lakiotes				

1. What is the amount of County funds requested? Please keep your request below $12,000.

$12,000.00

2. Provide specific information regarding what the County funds will be used for.

Six Points is respectfully requesting funding for the following operational needs:

Residential and Supported Living Services (SLS) programming as follows: $5,000.00: Residential and SLS services allow our clients with developmental disabilities to be able to live independently, either in their own homes in the county or in three residences owned by Six Points in Gunnison. Without such assistance, many would have to live in group homes or be institutionalized in larger metropolitan areas. Hands-on assistance is provided as needed round the clock according to each client's individual needs and may include assessment and training in **personal care**, such as eating/drinking, hygiene, medications, and health monitoring; **household assistance**, such as budgeting/money management, shopping assistance, laundry, meal preparation, cleaning and household maintenance; **mentoring**, such as decision making, planning, appointment scheduling, safety, nutrition, and relationship education; **transportation**, to access community services, employment, appointments, shopping, banking, and social activities; and, **supported community connections**, such as recreational/community activities, adaptive skills and socialization. Your continued funding will support the operational costs associated with this programming and allow our clients to enjoy the quality of life all of us enjoy in Gunnison County.

Vocational services, including rehabilitation and supported employment as follows: $6,000.00: Six Points has six clients who are employed at local businesses in Gunnison who rely on assistance from our vocational staff to ensure successful employment. In addition, Six Points also has seven clients who work in the Six Points' Thrift Store and require daily assistance and regular training to successfully complete their job requirements. The plan is to continue to expand these services to more people with disabilities in Gunnison County, beginning with people who have a traumatic brain injury (TBI). Our research indicates that there is a need in the Gunnison Valley to provide these services to TBI survivors. Many individuals who have suffered from a TBI struggle to keep their job or find employment. These services are crucial in ensuring that our clients and other adults in our county can continue to be gainfully employed and are therefore, less dependent on government assistance to be able to live independent, fruitful lives in this valley. Our TBI Pilot Program confirmed that these services are necessary and desirable for community members living with TBI.

Landfill fees, delivery of unsalable goods and waste management expenses as follows: $1,000.00: The Six Points Thrift Store staff works diligently to accept only quality, gently used merchandise in working order for resale in the store. However, some merchandise is donated that is dirty, torn, stained, or broken and cannot be resold. We have a chain across the driveway after hours to prevent dumping. We have increased our signage, including signage stating that we do not accept old TVs or outdated electronics. Still, some of these items slip in and since electronics are not accepted at the landfill, we have had to pay to have them recycled at the City's Public Works offices. We continue to work to educate the community about the need for gently used items in saleable condition. We collaborate with New Horizons, another nonprofit located in Pueblo, to send unsalable but still useable items to be baled and kept out of the waste stream. We have searched for other avenues to reduce our expenses; however, the avenues that we have found would cause us to need more storage space that we do not have, until the excess could be picked up. We have been unable to find an outlet for scrap metal recycling since Donovan Moss passed away. Our waste management fees are very high due to a bigger store and increased volume of donations. Your support of this line item continues to be very important not only to our budget but also to help us keep our property safe, attractive, professional, and inviting.

3. Provide information about what results you will provide for the amount requested, and how you will measure those results. Please address how these results relate to existing County services.

With respect to the Residential and Supported Living Services (SLS) programs, the results of funding from the County will be measured by our ability to be able to support our clients living in Gunnison County without having to raise their rents or make cuts to their Service Plans due to a lack of monies available in the budget to cover these expenses. In addition, Six Points is required to conduct state and federal evaluations, which include regular, ongoing assessments of our clients with respect to their health, welfare and employment. Also, overall programming is reviewed through regular Program Quality Surveys conducted by the Colorado Division for Intellectual and Developmental Disabilities. Six Points continues to receive very favorable reviews through all of these program reports. In addition, we are very pleased with the feedback we get from clients, family, natural supports, and other community members with respect to the care and support that we provide.

As for vocational training, we will measure the success of our program by looking at client outcomes in employment. In our partnership with the Division of Vocational Rehabilitation (DVR), we track all job placements and successful closures. Each client at Six Points has specific, individualized vocational goals within his or her Service Plan and we regularly assess their progress in achieving these goals. Finally, the biggest measure of our success with respect to the vocational training we provide is to measure each individual's ability to secure and maintain successful employment within the county.

Finally, with your support of our waste management operations, we will be able to continue to recycle as much as possible, to deliver unsalable merchandise to needy populations and to continue to keep our grounds as neat as possible through regular trash pick-ups. The best measurement of our waste management success will be to reduce this budget line item expense and be good neighbors.

With respect to existing County services, without Six Points' county-based living supports and training program, many of the individuals we serve would not be able to live independently in Gunnison County and would have to move to more institutional settings in urban areas. This aligns directly with the County's strategic measure to "Promote Prosperous, Collaborative and Healthy Communities" by "promoting optimal community and family health, safety and wellbeing" while sustaining essential health and human services. Six Points has been providing "optimal community and family health, safety and wellbeing" for adults with developmental disabilities in our county for over 40 years now in an efficient, professional, compassionate, and resourceful manner. As is the mission of Gunnison County Department of Health and Human Services, Six Points, too, provides prevention, protection, advocacy and support services for our Gunnison and Hinsdale County-area clients and their families across their life spectrum so they can have an improved quality of life. During the COVID-19 pandemic all Six Points clients have remained healthy and well, thanks in part to the services that they receive. However, providing these essential services during the pandemic has come at a greatly increased cost. Six Points must now provide PPE and one-on-one services, which are more expensive to provide than group activities. There was also a significant reduction in revenue due to less billable hours to Medicaid and decreased Thrift Store income (because of the necessity of closing our Day Program and the Thrift Store for an extended period).

In addition to these specific correlations with County services, we at Six Points believe that from a social perspective, our clients add vibrance and diversity to our county's population and show visitors and potential residents that Gunnison County promotes acceptance of all individuals, regardless of disabilities or other potential barriers.

Finally, with respect to economic development, the Six Points Thrift Store serves as a crucial retail outlet for many low-income residents of our county who rely on our inexpensive household merchandise to sustain their lifestyle. Six Points partners with the Department of Health and Human Services to provide in-kind donations of basic household necessities and clothing to low-income community members. In addition, Six Points provides jobs for 34 employees, including 7 client employees, and supports 6 clients who work in the community of Gunnison. All of these individuals add to the tax rolls of Gunnison County.

4. Please attach the following two documents to this application:

a) Names and addresses of all Board members including designation of officers

b) Budget detail for 2020 and 2021 with reasonable detail for income and expenses for the agency as a whole (if you are requesting funding for a specific event or project, please provide the event or project budget as well)

c) 2020 Funding Report

Completed Application should be submitted to:

Electronic Submittal:	**Mailed Submittal:**
Adobe PDF Format	Gunnison County Finance
Kelly Weak, Accountant	Attn: Kelly Weak
kweak@gunnisoncounty.org	200 E. Virginia Ave.
	Gunnison, CO 81230

Submittal Deadline:

November 10, 2020

Annual Budget 2020/2021

Six Points Evaluation & Training, Inc.

Account	Annual Budget 2020/2021
Income	
Fee revenue	$430,000.00
Grant revenue	$40,000.00
Thrift store revenue	$315,000.00
Public support-donations	$25,000.00
Fundraising income	$15,000.00
Other revenue and in-kind	$50,000.00
Total Income	**$875,000.00**
Gross Profit	**$875,000.00**
Operating Expenses	
Thrift store expenses	$16,000.00
Advertising	$5,000.00
Fundraising expenses	$5,000.00
Office utilities	$33,800.00
Office supplies	$11,000.00
Equipment contracts and repairs	$7,176.00
Vehicle expenses	$22,000.00
Property improvements/maintenance	$3,500.00
Professional fees	$7,926.00
Recreation/gifts	$7,000.00
Client welfare	$300.00
Per diem meals and mileage	$700.00
Insurance	$45,000.00
Operating expenses - other	$4,000.00
RES food, custodial, medical & other	$27,264.00
RES rent and utilities	$24,780.00
Payroll expenses	$641,609.00
Reporting and filing expenses	$252.00
Office events and staff appreciation	$1,000.00
Art activities and supplies	$700.00
Travel expenses	$500.00
Total Operating Expenses	**$864,507.00**
Operating Income	**$864,507.00**
Net Income	**$10,493.00**

Six Points Evaluation and Training, Inc. - Board of Directors – 2020

NAME	ELECTED	TERM ENDS	ADDRESS	PHONE	EMAIL
Robin Cash **President** Retired: Higher Education Executive Committee Chair; Board Policy & Affairs Committee Chair	March 2017	March 2021	PO Box 1455 Crested Butte, CO 81224	740-398-1455 (c)	robingcash@gmail.com
Laura Arciniegas **Vice President** Intellectual Property Attorney Grants Committee Chair	Sept 2018	Sept 2020	43 Vista Court Crested Butte, CO 81224	303-906-4109 (c)	lbarciniegas@gmail.com
Mike Gierut **Secretary** Sales	Sept 2017	Sept 2021		719-235-5031 (c)	gierut@gmail.com
Amanda Brackett **Treasurer** Business & HR Manager & CPA Finance & Audit Committee Chair	Sept 2017	Sept 2021	223 Rio Grande Avenue Gunnison, CO 81230	209-8272 (c)	asbrackett@gmail.com
Traci Busse Restaurant Owner Thrift Store Committee Chair Fundraising Committee Chair	Dec 2020	Dec 2022	414 South Taylor Street Gunnison, CO 81230	641-2992 (h) 596-0646 (c)	traci@beesrustlust.com
Ricky Glatiotis Six Points Client & Thrift Store Processing Clerk Building & Property Committee Chair	Dec 2016	Dec 2020	Willows Assisted Living 300 North 3rd Street #8 Gunnison, CO 81230	971-413-9475 (c) 641-3031 (Willows)	
Kathy Norgard P/T Psychologist, licensed in AZ Nominating Committee Chair	Dec 2015	Dec 2021	PO Box 2614 Crested Butte, CO 81224	349-6223 (h) Preferred 520-325-6240 (c)	knorgard@gmail.com
Valerie Stahl Retired: Speech Language Pathology	June 2019	June 2021	134 Alpine Ct Crested Butte, CO 81224	349-2650 (c)	vjstahl55@gmail.com
David Windsor Six Points Client & Vet Tech, Pet Sitter	March 2019	March 2021	208 Third Street PO Box 1132 Crested Butte, CO 81224	417-7634 (c)	cbhdc@hotmail.com
Nancy Gruber-Meier Retired – Teacher and Social Worker	April 2020	April 2022	Crested Butte, CO 81224	(303) 589-3709	Nancygrubermeier@gmail.com
Scott Cohn Higher Education-Psychology	May 2020	May 2022	601 N. 14th St. Gunnison, CO 8230	(202)907-6129	drscottcohn@gmail.com
Sue Gross Real Estate Agent Program Committee Chair	August 2020	August 2022	P.O. Box 4075 Crested Butte, CO 81224	781-697-5686	suegross@signaturepropertiescb.com

SIX POINTS EVALUATION AND TRAINING INC.
2020 Program Services Summary
For Gunnison County – 2020 Contract for Service Agreement Final Report

Six Points Evaluation and Training, Inc. (Six Points) currently serves 20 adults with developmental disabilities in Gunnison County. The Gunnison County Board of Commissioners agreed to provide a total of $12,000 in funding assistance in 2020, which was utilized as follows:

(A) A total of $5,000 was allocated for assistance with Vocational Services.
Six Points provides vocational and day program services for 19 adult clients. Vocational services include day program assistance, activities, and supported employment. Five of these clients have full or part time employment with businesses in the Gunnison Valley. These clients receive supported employment assistance to ensure that they are able to execute their jobs in the community successfully. Six clients are employed at the Six Points Thrift Store and receive training and assistance for their jobs of processing and selling donated merchandise. Five clients continue to have successful entrepreneurial businesses, which they started with Six Points' assistance. As of August 31, 2020, Six Points had billed for $10,759.69 for day program services and $33,675.66 for Supported Employment. Due to the COVID-19 pandemic, there were no unbillable hours because we were only able to provide the most essential services for much of 2020. However, in 2019 we incurred $8,149.20 of vocational training expenses in the first half of the year, which we were not able to bill for through Medicaid due primarily to caps on clients' service plans. We expect our unbillable hours to increase to previous levels or even higher if cuts are made to Medicaid funding. Therefore, this funding from the County helps us sustain vital vocational training necessary to help our clients stay productively employed.

(B) A total of $6,000 was allocated for assistance with Residential Comprehensive and SLS Services.
Six Points provides residential comprehensive services to seven adult clients. All seven clients live in residences integrated within the community. Two of these clients live in a duplex owned by Six Points. One client resides in a mobile home donated to Six Points. Also, one client lives in a rental unit in town, one client lives in an apartment owned by his mother, one client lives in a house owned by his mother, and one client is paying off a mortgage. Six Points provides financial assistance to all residential clients in order for them to be able to live and thrive in Gunnison County. If it weren't for this assistance, including this funding from the County, most clients would not be able to stay in Gunnison County and would have to move to more institutional settings in larger urban areas to receive services and therefore, would not have the quality of life we have here in Gunnison County. In addition to our financial assistance, Six Points also provides residential services for these clients including assessment of physical and mental health, evaluation and training in financial management, domestic skills, social and recreational activities, accessing community services, transportation and the overall responsibility of monitoring and insuring the safety and welfare of the clients served. Overnight supervision and assistance are also available, and one client needs overnight supervision every night. As of August 2020, Six Points has expended a total of $34,040.76 on room, board, and housing expenses for our residential clients. This does not include payroll expenses for staff providing these services.

(C) A total of $1,000 was allocated for Landfill and Trash Services.
As of August 31, 2020, Six Points has spent $5,033.38 in waste management and recycling. Unfortunately, after hours, we still often find donations dumped behind the building in spite of our increased signage and continued efforts to educate the public about only bringing quality, clean donations in working order during regular business hours. We continued to reduce our waste management expenses by finding other organizations that help with recycling donations that do not sell. In January 2019, Six Points contracted with a recycling company, New Horizons, out of Pueblo, which pays us $0.05 per pound to purchase our unsalable clothing, shoes, and books. After Donovan Moss passed away, we have been unable to find any outlet for scrap metal recycling. Scrap metal now goes into the waste stream and adds to our expense. We continue to research other avenues to reduce our waste; however, our budget for trash removal is still very high.

In addition to the services outlined above, Six Points also provides a crucial resource of affordable merchandise for the entire Gunnison Valley through the operation of the Thrift Store. The Thrift Store continues to serve as a valuable outlet in the reuse philosophy of our environment helping to reduce amounts dumped into our local landfill. It also provides an essential source of clothing and merchandise for low income families in our county. Plus, Six Points collaborates with many other nonprofit and human service organizations in our county to provide free merchandise as needed and never turns away individuals or families who have a need for free clothing or household goods. Comparing the first half of the year to 2019, Thrift Store revenues decreased by 23.2%, or $40,633. Unfortunately, COVID-19 has impacted our revenue stream this year as the Thrift Store had to remain closed for 7 weeks in the spring to follow Public Health orders. We were also unable to use the box truck to pick up items in Crested Butte due to the risk of potentially infected items.

Annual Budget 2019/2020

Six Points Evaluation & Training, Inc.

Account	Annual Budget 2019/2020
Income	
Fee Revenue	486,726.50
Grant Revenue	41,975.00
Thrift Store Revenue	387,000.00
Public Support - Donations	36,950.00
Fundraising Income	37,000.00
Other Revenue & In-Kind	54,385.00
Total Income	**1,044,036.50**
Gross Profit	**1,044,036.50**
Operating Expenses	
Thrift Store Expense	13,380.00
Advertising	4,585.00
Fundraising Expenses	11,650.00
Office Utilities	28,800.00
Office Supplies	7,699.00
Equipment Contracts & Repairs	7,176.00
Vehicle Expenses	19,675.00
Property Improvements / Maintenance	3,700.00
Professional Fees	26,000.00
Recreation/Gifts	9,500.00
Client Welfare	300.00
Per Diem Meals & Mileage	700.00
Insurance	43,050.00
Operating Expenses - Other	5,375.00
RES Food, Custodial, Medical & Other	30,860.00
RES Rent & Utilities	32,580.00
Payroll Expenses	788,086.90
Reporting & Filing Expenses	250.00
Total Operating Expenses	**1,033,366.90**
Operating Income	**1,033,366.90**
Net Income	**10,669.60**