



### Proposal Signature Page

If selected for funding, the information contained in this application will become the foundation of the **Funding Agreement** with TAMC. To the best of my knowledge, all information contained in this application is true and correct.

**Signed:**

**Print Name:**

Steven Macias

**Title:**

Executive Director

**Date:**

November 30, 2022

### Applicant Information

**Implementing Organization's Name:**

The Blind and Visually Impaired Center of Monterey County

**Grant Amount Request:**

\$ 189,716.18

**Contact (name and title):**

Steven Macias, Executive Director

**Contact Email:**

steven@blindandlowvision.org

**Contact Phone Number:**

831-649-3505 ext. 103

If the applicant is not a 501(c)(3) organization, then the applicant must partner with an organization that is and can serve as a fiscal sponsor. The applicant must complete the following information about the fiscal sponsor.

**Name of Fiscal Sponsor:**

N/A

**Contact (name and title):**

N/A

**Contact Email:**

N/A

**Contact Phone Number:**

N/A

**Tax ID #:**

N/A

FISCAL YEARS 2023/24, 2024/25, AND 2025/26.

# Measure X Senior & Disabled Transportation Program

Program Application

## Required Contents

Applications are due via email to Aaron Hernandez, program coordinator,  
([aaron@tamcmonterey.org](mailto:aaron@tamcmonterey.org)) on **Thursday, December 1, 2022 at 12:00 P.M. PST.**

The application must be submitted in the format noted below and include:

- Proposal Signature Page (PDF format)
- Program Application (Word Document)
- Project Budget (Excel Spreadsheet)
- Project Timeline (Word Document)

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## Program Application

### Project Title

*Provide a brief project title.*

Orientation and Mobility Trainings

### Organization's History

*Provide a brief description of your organization's history providing services to seniors and/or people with disabilities in Monterey County.*

The Blind and Visually Impaired Center of Monterey County was incorporated in 1971, originally as a recreational and educational organization for the blind. It began with a small group of concerned citizens who met at the local senior center. In 1973 the Center moved to its current Pacific Grove facility. The property, owned by the Lions Building for the Blind, a consortium of local Lions Clubs, supports the Center with a lease for one dollar a year. By 1988 the Center's vision had grown to include comprehensive rehabilitation services for the visually impaired establishing the county's premier low vision clinic. Its outreach program spanned the entire county. A remodel and addition of the building was completed in 1994. In 2006 a major renovation was completed with the naming of the Marjorie R. McNeely Low Vision Clinic, an Assistive Technology Center, a Library, a Resource Area, offices, and a Community Building. In 2021, the Center expanded to a second office in the heart of Oldtown Salinas, as part of Alliance on Aging's HUB project. This new office allowed for additional support groups, braille classes, and trainings.

Services are available to Monterey County residents with all levels of vision loss which prevents them, even with best corrected vision, from safely and independently engaging in everyday tasks such as accessing transportation, cooking, self-care, cleaning, working, attending school, and leisure activities.

Clients include those with no light perception (totally blind), low vision and legally blind. Services are available regardless of ethnicity, sexual orientation, gender, race, income, or disability. The leading causes of vision loss for this target group are macular degeneration,

glaucoma, cataracts, and diabetic retinopathy, which is highly prevalent among Latino clients. Other causes of low vision include stroke, tumor, trauma, optic atrophy, or retinitis pigmentosa, among many other causes.

Services include support and rehabilitation services, orientation and mobility training, low vision services in the Low Vision Clinic and Assistive Technology Center, loan or low-cost rental of devices, audio library, support group, social activities, and community outreach.

### **Project Summary and Need (1,000 words max.)**

*Describe the project to be funded, including the main services provided and any expected project deliverables. Explain the transportation need that the project is addressing.*

Orientation and Mobility training is one of the primary services provided to people with vision loss. Orientation and Mobility is used to help these people maintain travel independence. Clients learn the necessary physical and communication skills to safely and confidently access and utilize transportation, which aids in maintaining overall independence. Assistive devices, such as a long white cane and sighted guide are used as part of safe traveling. Other devices, such as magnifiers, sun shields, talking software, special directional phone apps are also taught, as they assist in travel.

From October 1, 2021 to October 1, 2022, our Certified Orientation and Mobility Specialist has worked with 73 unique clients within that timeframe. Demand for Orientation and Mobility services has increased and we have a growing waiting list for these services. With the growth of baby boomers into seniors, we are especially experiencing a growth in this age group. Overall, 75% of our clients are 65 years of age and older.

Since each client has unique needs, services are provided one-on-one where the client needs to travel, such as in their home, school, work, or to access shopping, medical, and other public facilities.

The project goals are to:

1. Have the Certified Orientation and Mobility Specialist meet individually with at least 90 clients per year and provide assessment, set goals, and work with client toward goal completion
2. Once client goals are met, conduct an evaluation of services with client input for program improvement.
3. Create travel independence for our Orientation and Mobility clients.
4. Hire an additional Orientation and Mobility Specialist as client needs increase.

The overarching goal of all services provided at The Blind and Visually Impaired Center are to ensure clients can safely and confidently engage in travel and everyday activities which maintain independence and quality of life.

Project outcomes are to:

1. Successful engage with more clients through Orientation and Mobility outreach in Salinas and South County.
2. Service hours will increase by 171% (from avg 20 hours direct client time/week to 30 hours direct client time/week) to provide services to more clients.
3. New clients will experience 97% increased level of confidence to safely access and utilize various modes of transportation as outlined in past client satisfaction surveys.
4. Continue support of our Salinas office as a training location for Orientation and Mobility.
5. Open an additional office location in Soledad or surrounding area for Orientation and Mobility trainings and support groups and classes.
6. Hire an additional Orientation and Mobility specialist as client needs grow.

*How many part-time, full-time staff and/or volunteers will be involved in implementing the proposal?*

This proposal will be implemented via the Executive Director serving as the supervisor to the Certified Orientation and Mobility Specialist. One volunteer translator would be needed to assist with non-English speaking clients. Both the Executive Director and the Certified Orientation and Mobility Specialist are 1.0 FTE employees.

## **Project Questions**

Applicants must answer the following questions, **as applicable**. If a question does not apply to the project, indicate “not applicable” **with a brief explanation**. Do not leave blank fields. *Answers are limited to 500 words for each question.*

## Program Purpose & Goals – 25 points

1. Explain how your organization currently supports the transportation needs of seniors and/or people with disabilities. (500 words max.)

Our Certified Orientation and Mobility Specialist works directly with clients one-on-one to provide safe and effective travel instruction to our clients, where 94% of our clients are age 55 and older. A Certified Orientation and Mobility Specialist teaches the physical and communication skills required to travel independently, safely, gracefully, and confidently through one's environments. Orientation is being aware of where you are and where you want to go. Mobility refers to being able to move safely and effectively. Clients are taught to travel safely using indoor and outdoor protective techniques, long cane skills, sighted guide, orientation skills, street crossing skills, and how to access and safely utilize various transportation modes including public transportation and para-transit. Instruction is provided one-on-one at no charge to the client.

Staff at the Blind and Visually Impaired Center assist in preparation of applications for Independent Transportation Network, MST RIDES, and other private transportation companies such as Uber and Lyft.

2. Does your organization provide transportation or purchase transportation from others? Explain. (500 words max.)

Currently, The Blind and Visually Impaired Center does not provide direct transportation of clients. However, The Blind and Visually Impaired Center purchases MST RIDES tickets for client use. These tickets are provided directly to attendees of our Tuesday support groups in Pacific Grove, our Thursday support groups in Salinas, and our Tuesday braille class attendees in Pacific Grove and Salinas. Clients do not pay for these MST RIDES tickets.

3. Explain how the project coordinates with, and avoids duplication of, other efforts in the county to increase (provide new or alternate) transportation services to seniors and/or people with disabilities. (500 words max.)

Currently, The Blind and Visually Impaired Center of Monterey County serves as the only public low vision clinic in the County. The only other organization that provides low vision exams is the Veteran's Affairs clinic in Marina, which only serves Veteran's. However, the Veteran's Affairs clinic only provides eye exams, and outsources any Orientation and Mobility trainings to Palo Alto. Because many of their clients are local to Monterey County,

they come to us for training purposes. Therefore, based off the uniqueness of our organization as a blind and visually impaired center working primarily with seniors, no other organization can provide the same services we offer. This will not lead to a duplication of work in educating and training the blind and visually impaired to gain independence for travelling.

## Program Benefits – 30 points

4. Explain how the Measure X grant funding will increase (provide new or alternate) transportation services to:

a. Give seniors more transportation options. *(500 words max.)*

The Blind and Visually Impaired Center of Monterey County works with primarily individuals age 55 and older, who are visually impaired, to educate and train them how to maintain and gain independence. On staff, our Certified Orientation and Mobility Specialist works with our clients to teach them how to safely and effectively navigate, including transportation through the use of MST RIDES, Independent Transportation Network, Lyft, Uber, or walking with use of either a long cane or guide dog. Because clients gain their travel independence, many can access and use the above-mentioned transportation networks to run errands, go to doctor appointments, visit family and friends, or even visit the Monterey Recreation Trail for a brisk walk. Because the clients are no longer limited to waiting for a family member or friend to transport them, they can travel at their own leisure. This, in turn, opens many new transportation options for our clients.

b. Support independent travel by people with disabilities. *(500 words max.)*

A Certified Orientation and Mobility Specialist teaches the physical and communication skills required to travel independently, safely, gracefully and confidently through one's environments. Orientation is being aware of where you are and where you want to go. Mobility refers to being able to move safely and effectively. We have a first cane free policy, whereby we provide each client receiving Orientation and Mobility training with a free cane and tip for their needs.

Orientation and Mobility instruction is a sequential process in which visually impaired individuals are taught to utilize their remaining senses to determine their position within their environment and negotiate safe movement from one place to another. The skills involved include, but are not limited to:

- Concept development, which includes body image, spatial, temporal, positional, directional and environmental concepts
- Motor development, including motor skills needed for balance, posture and gait
- Sensory development, which includes visual, auditory, vestibular, kinesthetic, tactile, olfactory, and proprioceptive senses and the interrelationships of these systems
- Residual vision stimulation and training
- Human guide technique
- Upper and lower protective techniques
- Locating dropped objects
- Training
- Squaring-off
- Cane techniques
- Soliciting/declining assistance
- Following directions
- Utilizing landmarks
- Search patterns
- Compass directions
- Route planning
- Analysis and identification of intersections and traffic patterns
- The of traffic control devices
- Techniques for crossing streets
- Techniques for travel in indoor, outdoor, small and large districts, mall travel, and rural areas
- Problem solving
- Use of public transportation
- Evaluation of sun filters for glare reduction
- Self-advocacy
- Instructional use of low vision devices

Since each client is a unique individual with different needs and skill levels, instruction is provided one-on-one. A new client receiving first time services typically receives 6-12 sessions to master basic techniques. A returning client seeking assistance for learning a new transportation route may only need 2-3 sessions.

Client information, assessment, goals and progress are tracked using a secure client management software program.

- c. Provide safer and more reliable senior transportation services. (500 words max.)

At The Blind and Visually Impaired Center, an emphasis is placed on safety in travel, including accessing and utilizing various modes of transportation, including public busses, para-transit, Independent Transportation Network (ITN), and taxi services. This includes referral and linkage to transportation sources; RIDES tickets and/or money management and identification for payment; entering and exiting vehicles; locating bus stops; transportation phone numbers/websites; self-advocacy, and other related skills. Additionally, the Certified Orientation and Mobility Specialist is available to provide training to drivers and staff at other organizations. This cross-training helps ensure best access, use and care of visually impaired riders.

### Feasibility – 15 points

5. Are there any actions required by other organizations to implement the proposed project? (500 words max.)

Not applicable - there are no actions required by other organizations for this proposed project.

6. What will happen to the proposed project if Measure X grant funding is not awarded (e.g. loss of matching funds, impacts on overall project vision, project momentum, timing difficulties, etc.)? (500 words max.)

If funding through Measure X is not awarded to The Blind and Visually Impaired Center, it would lead to a loss in the number of clients to be seen who are waiting for mobility and travel trainings. Funding for this grant would lead to an increase in the number of clients our Certified Orientation and Mobility Specialist could see as well as directly lessen the number of clients waiting to be seen. If demand increases, The Blind and Visually Impaired Center would use a portion of these funds to hire another Orientation and Mobility Specialist to assist with the increased workload.

### Geographic Equity – 15 points

7. Identify which sub-area of Monterey County (North Monterey County, Greater Salinas Area, Monterey Peninsula, South Monterey County, Big Sur Coast) this project will benefit. (500 words max.)

Services are provided to residents throughout all of Monterey County who are disabled, living with a visual impairment. Most clients live on the Monterey Peninsula (56%) or the Salinas Valley (38%). The Certified Orientation and Mobility Specialist travels to the location where the client needs services, typically their home, work, school, or public places (medical offices, post office, shopping, parks, museums, etc). This way the client learns the safest routes to access transportation and needed services.

Because our mission is to provide independence, The Blind and Visually Impaired Center works with Monterey-Salinas Transit to educate and train the visually impaired to safely navigate bus routes and gain confidence in travelling on their own. Once a client feels confident enough to travel, they can take any bus route throughout Monterey County, allowing them to perhaps travel from King City to Big Sur, or Salinas to Monterey, all on their own.

8. Identify which sub-areas (North Monterey County, Greater Salinas Area, Monterey Peninsula, South Monterey County, Big Sur Coast) the proposed project will provide trips. (500 words max.)

Not Applicable – The Blind and Visually Impaired Center does not provide trips.

9. Describe partnerships with other entities and their corresponding roles (if any) in the proposed project. (500 words max.)

Not necessarily a partner, but The Blind and Visually Impaired Center of Monterey County currently works on some transportation trainings at the Mobility Services Center provided by Monterey-Salinas Transit. Because of our expansion into Salinas and the Salinas Valley and with our increase in clients, we expect to use this Center more often.

### **Cost Effectiveness – 15 points**

10. Explain how your organization's services are provided:

a. Number of trips and average cost per trip. (500 words max.)

Not Applicable. The Blind and Visually Impaired Center does not provide trips.

- b. Number of non-trip mobility services provided and average cost per non-trip mobility service provided. (500 words max.)

Not Applicable. The Blind and Visually Impaired Center does not provide trips.

11. Submit a completed Project Budget.

*The project budget provides a cost estimate reflecting all costs associated with the project by fiscal year. Identify costs to be funded by the Measure X grant and costs covered by other funding sources (see **Appendix A** of the Program Guidelines for a sample Project Budget template).*

## Project Budget

Name of Organization: The Blind and Visually Impaired Center of Monterey County

<b>EXPENSES</b>	<b>TOTAL Measure X Budget</b>	<b>FY 23/24</b>	<b>FY 24/25</b>	<b>FY 25/26</b>	<b>TOTAL Matching Funds</b>	<b>TOTAL Project Cost</b>
<b>Personel Expenses</b>						
Executive Director - Supervisor (1/9)	\$ 19,047.18	\$ 6,041.93	\$ 6,344.02	\$ 6,661.23	\$ 15,000.00	\$ 34,047.18
Cert. Orientation and Mobility Spec.	\$ 119,909.40	\$ 38,036.30	\$ 39,938.10	\$ 41,935.00	\$ 45,000.00	\$ 164,909.40
Taxes and Benefits (24%)	\$ 23,829.59	\$ 1,058.78	\$ 11,107.71	\$ 11,663.10	\$ 10,000.00	\$ 33,829.59
<b>Total Personel Expenses</b>	<b>\$ 162,786.17</b>	<b>\$ 45,137.01</b>	<b>\$ 57,389.83</b>	<b>\$ 60,259.33</b>	<b>\$ 70,000.00</b>	<b>\$ 232,786.17</b>
<b>Other Expenses</b>						
IT/Computer/Software (1/9)	\$ 2,250.00	\$ 750.00	\$ 750.00	\$ 750.00	\$ 500.00	\$ 2,750.00
Utilities/Phone (1/9)	\$ 2,450.01	\$ 816.67	\$ 816.67	\$ 816.67	\$ 1,000.00	\$ 3,450.01
Workers Comp Insurance (1/9)	\$ 630.00	\$ 210.00	\$ 210.00	\$ 210.00	\$ 30,000.00	\$ 30,630.00
Office Supplies (Paper, Envelopes) (1/9)	\$ 750.00	\$ 250.00	\$ 250.00	\$ 250.00	\$ 100.00	\$ 850.00
Travel (Mileage) (1/9)	\$ 3,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 3,000.00	\$ 6,000.00
Staff Training	\$ 2,250.00	\$ 750.00	\$ 750.00	\$ 750.00	\$ 500.00	\$ 2,750.00
Program Equipment	\$ 7,500.00	\$ 2,500.00	\$ 2,500.00	\$ 2,500.00	\$ 2,000.00	\$ 9,500.00
Rent (Salinas Office)	\$ 8,100.00	\$ 2,700.00	\$ 2,700.00	\$ 2,700.00	\$ 6,750.00	\$ 14,850.00
<b>Total Other Expenses</b>	<b>\$ 26,930.01</b>	<b>\$ 3,776.67</b>	<b>\$ 3,776.67</b>	<b>\$ 3,776.67</b>	<b>\$ 35,100.00</b>	<b>\$ 46,430.01</b>
<b>TOTAL GRANT REQUEST</b>	<b>\$ 189,716.18</b>	<b>\$ 48,913.68</b>	<b>\$ 61,166.50</b>	<b>\$ 64,036.00</b>	<b>\$ 105,100.00</b>	<b>\$ 294,816.18</b>

Please note the (1/9) is the one Orientation and Mobility Specialist over the total of nine staff members. Thus, the number presented in the budget is what the one Orientation and Mobility Specialist would be

FISCAL YEARS 2023/24, 2024/25, AND 2025/26.

# Measure X Senior & Disabled Transportation Program

Project Timeline

## Required Contents

The project timeline must outline the main tasks needed to implement the project and include a timeline to complete each task. Sample project tasks are provided below.

## Name of Organization: The Blind and Visually Impaired Center of Monterey County

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### Project Tasks

#### 1. Project Initiation

##### Task 1.1 Identify Areas of Improvement with Orientation and Mobility Specialist

- **Brief Task Description:** *Work directly with the Certified Orientation and Mobility Specialist to define areas of improvement, including but not limited to route improvement, arranging clients by geographical location, and removing non-Orientation and Mobility service work (i.e., assisting with support groups).*
- **Project Deliverable:** *Identify areas of improvement to increase efficiency to increase number of clients seen. This will reduce client wait times.*
- **Expected Completion Date:** *August 2023*

##### Task 1.2 Secure Translation Service for Non-English Clients

- **Brief Task Description:** *As we expand into Salinas and South County, we have seen an increase in the number of non-English speaking clients. Because our current Certified Orientation and Mobility Specialist is monolingual in English, we need to secure bilingual volunteers to travel with her several days a week. At the moment, staff is assisting with translation services.*
- **Project Deliverable:** *Expand on number of non-English speaking clients to target additional clients served while allowing other staff who are bilingual to continue with their work.*
- **Expected Completion Date:** *September 2023*

### Task 1.3 Follow-Up on Clients who have Abandoned Goals

- **Brief Task Description:** *Periodically, clients of The Blind and Visually Impaired Center will abandon their goals or relocate to a different part of Monterey County and think we do not provide service their area. It has been our experience that when we reach out to these clients, they have digressed in their progress, thus limiting their mobility and transportation. The clients, however, do not want to be seen despite having digressed in this progress.*
- **Project Deliverable:** *Outreach to clients and encourage them to resume Orientation and Mobility trainings. By doing so, we can effectively target those clients who have abandoned their goals for family, medical or personal reasons to resume trainings so that they can effectively and safely travel throughout the County. Schedule of clients would be an ongoing need.*
- **Expected Completion Date:** *December 2023*

### Task 1.4 Identify Number of Waitlisted Clients to Triage with Other Staff

- **Brief Task Description:** *Some clients may believe they need Orientation and Mobility training from our Certified Orientation and Mobility Specialist. However, if the need of the client is within the expertise of another certified staff member, that staff member can directly assist that client.*
- **Project Deliverable:** *Go through waitlist and see which clients are awaiting what service. Then, if the client need or want is within the expertise of another staff member, that staff member can assist to minimize waitlist times.*
- **Expected Completion Date:** *December 2023*

## 2. Public Outreach

### Task 2.1 Identify Additional Clients in Salinas and South County

- **Brief Task Description:** *As we continue to expand our operations through Monterey County, our goal is to host a support group, braille class, and a Orientation and Mobility*

*training site within a 30-minute drive time of almost anywhere in Monterey County. The first step is to identify where the strongest client needs are in South County (i.e., Greenfield, King City, Soledad) and open a third location where the greatest demand is.*

- **Project Deliverable:** *By servicing more clients in South County, we can help them create travel independence and gain overall independence.*
- **Expected Completion Date:** *February 2024*

## Task 2.2 Promote Awareness of The Blind and Visually Impaired Center

- **Brief Task Description:** *An increase in awareness of our services will lead to an increase in the overall number of clients seen. This year, we ran our first ever television commercial, which led to an amplified number of calls, emails, and clients.*
- **Project Deliverable:** *By seeing more clients directly, we can create more independent lives for individuals who are blind and visually impaired in Monterey County. Through outreach and promotion, we can heavily promote having a support group and training area in the Soledad to King City area, as many clients in that region are deterred from seeking our services given the location and MST transit drive time to our Pacific Grove or Salinas office.*
- **Expected Completion Date:** *March 2024*

## 3. Transportation Service

### Task 3.1 Continue Serving Clients and Training on Travel Needs

- **Brief Task Description:** *Schedule appointments with clients; set goals; schedule and document progress.*
- **Project Deliverable:** *Increase independence of clients through education and training to navigate safely and effectively. This could include walking city streets, travelling to the nearest grocery store via MST RIDES, or travelling to the next town via MST transit.*
- **Expected Completion Date:** *Ongoing*

### Task 3.2 Schedule Travel Trainings at MST Mobility Services Center

- **Brief Task Description:** *Work with clients at the MST Mobility Services Center to increase independence when using MST and MST RIDES.*
- **Project Deliverable:** *By working with clients at the MST Mobility Services Center, we can create scenarios with clients using MST. Using the MST Mobility Services Center, clients can gain the confidence and skillset needed to safely navigate and travel throughout Monterey County on public transportation.*
- **Expected Completion Date:** *Ongoing*

### Task 3.3 Hire an Additional Orientation and Mobility Specialist as Needed

- **Brief Task Description:** *As the workload and demand for Orientation and Mobility Services increases, The Blind and Visually Impaired Center would seek an additional Orientation and Mobility Specialist on either a full-time or part-time basis, depending on needs, to assist.*
- **Project Deliverable:** *Having an additional Orientation and Mobility Specialist would allow The Blind and Visually Impaired Center to provide trainings and support to more clients seeking travel independence.*
- **Expected Completion Date:** *June 2024*

### Task 3.4 Schedule Staff Training Sessions

- **Brief Task Description:** *By keeping abreast of the newest techniques for Orientation and Mobility trainings, our Certified Orientation and Mobility Specialist can provide the most beneficial support to clients*
- **Project Deliverable:** *With on-site and off-site trainings and conferences, the Certified Orientation and Mobility Specialist can best support clients with the latest techniques. Also, the Certified Orientation and Mobility Specialist can learn what new assistive devices are being created to help clients make the best use of their remaining vision.*

- **Expected Completion Date:** *Ongoing*

### Task 3.4 Service Evaluations

- **Brief Task Description:** *On closeout of the client, either by completion or abandonment, conduct a service evaluation on the Certified Orientation and Mobility Specialist.*
- **Project Deliverable:** *By having service evaluations performed by the client directed toward the Certified Orientation and Mobility Specialist, The Blind and Visually Impaired Center can gauge what techniques were effective and if our Certified Orientation and Mobility Specialist was successful in completing the goals and objectives of the client.*
- **Expected Completion Date:** *Ongoing*

## 4. Fiscal Management

### Task 4.1 Grant Invoicing

- **Brief Task Description:** *Invoice Documents to TAMC quarterly.*
- **Project Deliverable:** *Receive reimbursement for identified expenses.*
- **Expected Completion Date:** *Quarterly basis if approved for TAMC Measure X Funding*