



**THE BLIND
& VISUALLY
IMPAIRED
CENTER**
OF MONTEREY COUNTY INC.

ENVISIONING INDEPENDENCE

November 27, 2017

Transportation Agency for Monterey County
55-b Plaza Circle
Salinas, CA 93901

Dear TAMC:

On behalf of the Blind & Visually Impaired Center's Board of Directors we are pleased to submit a request to your Measure X Senior & Disabled Transportation Program, grant funding program. Our request of \$97,200 over multiple years, will support the hiring of a full-time Certified Orientation & Mobility Specialist who will provide Orientation and Mobility training to people living with vision loss. Orientation & Mobility training is used to help people with vision loss maintain travel independence.

Should you have any questions or need additional information concerning this proposal, please contact Diana Trapani, Executive Director at 831-649-3505 or by email at diana@blindandlowvision.org. Thank you for your consideration.

Sincerely yours,

Dr. Ken Hunter
President, Board of Directors

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Measure X - Senior & Disabled Transportation Services Program Application

Organization: The Blind & Visually Impaired Center of Monterey County, Inc	Date Submitted: Nov. 29, 2017
Project Title: Orientation & Mobility Training	Brief Project Summary: Provide Orientation & Mobility training, which is used to help people with vision loss maintain travel independence.
Total Project Cost: \$247050	Funds Requested: \$178550

Required Contents

Applications are due via email to **Virginia Murillo**, program coordinator, (virginia@tamcmonterey.org) on **December 1, 2017 at 12:00 P.M. PST**. The application must be submitted in a PDF format and include:

- Signed cover letter
- Completed application sections 1-4
- Project implementation timeline
- Project budget

Additional information such as letters or support, testimonials, maps, photographs and additional information about the organization is not required, but if included should be limited to ten (10) pages.

1. Applicant Information

Score Criteria #1: Applicant Experience (20 points)

Is the applicant a 501(c)(3) tax exempt organization?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
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 fiscal sponsor may be a 501(c)(3) organization. The applicant must complete the following information about the fiscal sponsor.	
Fiscal Sponsor or Applicant Information:	
Name	The Blind & Visually Impaired Center of Mry CO
Address	225 Laurel Ave, Pacific Grove, CA 93950
Tax ID #	23-7221588
Contact Name	Diana Trapani
Telephone Number	649-3505
Email Address	diana@blindandlowvision.org
Fax Number	649-4057
Organization Year Established	1971
Years Operating in Monterey County	46
Organization Mission Statement	
BVIC's vision is to be <i>the go to place</i> for information, education and services for the visually impaired in Monterey County.	

Description of Organization: Describe your organization's scope of services, communities served, experience serving seniors and/or people with disabilities. Describe your organization's experience providing or coordinating transportation services for seniors and/or people with disabilities.

The Blind & Visually Impaired Center of Monterey County (BVIC) 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 BVIC 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 BVIC with a lease for one dollar a year. By 1988 the BVIC'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/Resource Area, offices, and a Community Building.

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/or 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.

Number of Employees	6
Number of Volunteers	30
<p>Board of Directors: Describe the composition of your Board of Directors. BVIC's bylaws allows up to 13 board members with a majority being visually impaired. Currently, BVIC has 9 board members, 5 of whom are visually impaired. One member is Hispanic; one is a retired teacher of the visually impaired, one is retired higher administrator; two are retired physicians, one is a local business owner; others are retired from various fields; ages range from 50's - 80's.</p> <p>There are 4 open positions, 2 sighted and 2 visually impaired. A new governance committee is responsible for identifying desired attributes and a pool of candidates. They are also currently developing new documentation related to serving on the board (criteria, job descriptions, responsibilities and expectations, etc)</p> <p>Dr. Celia Barberena Pacific Grove, CA 93950-4251 Retired Higher Education Administrator</p> <p>Tom Gardner (Treasurer) Salinas, CA 93906 Retired Sales</p>	

Russell Hatch (Vice-President)
Carmel Valley 93924
Owner, MCSI Water Systems

Dr. Ken Hunter (President)
Pacific Grove, CA 93950
Retired Dermatologist

Robert Johnson
Pacific Grove, CA 93950
Retired Farmer

Steve Kane
Pacific Grove, CA 93950
Retired Radio

Marty Lipp
Pacific Grove, CA 93950
Retired Physician

Mona Schoenwisner
Pacific Grove, CA 93950
Retired Plumbing Business

Becky Stewart (Secretary)
Soquel, CA 95073
Retired Teacher of the Visually Impaired

2. Project Description and Project Implementation Timeline

- **Score Criteria #2: Project Feasibility and Readiness (20 points)**

Project Name	Orientation & Mobility Training
Funding Request Amount	\$178550
Other Funding Sources Allocated to this Project	\$68500
Total Project Cost	\$247050
Funding Request Type	<input type="checkbox"/> One-time request <input checked="" type="checkbox"/> Multi-year request
If multi-year, which fiscal years is this funding request for?	<input checked="" type="checkbox"/> 2017/18 <input checked="" type="checkbox"/> 2018/19 <input checked="" type="checkbox"/> 2019/20



Project Type	<input type="checkbox"/> Capital <input checked="" type="checkbox"/> Operating
Brief Project Description: (100 words max)	
<p>A Certified Orientation & Mobility Specialist (COMS) teaches the necessary 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, a 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 1:1 at no charge to the client.</p>	
Project Area Served: Describe the communities that will be served by the project.	
<p>Services are provided to residents throughout Monterey County who are disabled, living with a visual impairment. A majority of clients live on the Monterey Peninsula (59%) or the Salinas Valley (31%). The COMS 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.</p>	
Measure X Project Goals: Indicate which of the Measure X program goals the project will address.	<input type="checkbox"/> Give seniors more transportation options <input checked="" type="checkbox"/> Support independent travel by people with disabilities <input type="checkbox"/> Provide safer and more reliable transportation services for seniors and/or people with disabilities
Project Implementation Timeline	Develop an implementation timeline that identifies key tasks, milestones and corresponding due dates. Include this as an attachment to the application.

3. Project Benefits and Communities Served

- Score Criteria #3: Project Need and Relative Level of Urgency (20 points)
- Score Criteria #4: Geographic Equity (15 points)

Project Need (200 words max)

Orientation & Mobility (O&M) training is one of the primary services provided to people with vision loss. O&M 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 app's are also taught, as they assist in travel.

Having served about 70 clients/year, the .75FTE COMS retired in 2015. At that time, we were unable to recruit a replacement, so we have utilized to part-time COMS who serve about 15 clients/year total. Demand for O&M services has increased and we have a growing waiting list for O&M services. We can no longer meet client needs without a full-time COMS. With the growth of baby boomers into seniors, we are especially experiencing a growth in this age group.

Since each client has unique needs, services are provided 1:1 where the client need to travel, such as in their home, school or work, or to access shopping, medical, and other public facilities.

Project Goals (200 words max)

The project goals are to:

1. Recruit and hire a full-time COMS by early 2018 (position posted since Oct. 2017; applications received for review)
2. COMS meets individually with at least 70 clients per year and provides: assessment, sets goals, and works with client toward goal completion
3. Once client goals are met, conduct an evaluation of services with client input for program improvement.

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

Communities Served: Describe the communities that will benefit from this project. Describe the percentage of seniors and/or people with disabilities that are eligible to benefit or will be served.

Services are provided to residents of Monterey County who are disabled, living with a visual impairment. Although we provide services to any age, currently 89% of clients are seniors age 55+ experiencing vision loss; about 55% report being low, very low, or extremely low income; a majority are white (72%) or Hispanic (17%) and a majority live on the peninsula (59%) or in the Salinas Valley (31%). Approximately 67% are female and 33% male. The age and gender percentages are in line with national averages for people living with vision loss.

Project Scope of Work: Describe the main tasks of the project.

A certified Orientation & 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.

O&M 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

An emphasis is placed on safety in travel, including accessing and utilizing various modes of transportation, including public busses, para-transit, 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 COMS 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.

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. A client wishing to obtain a guide dog is provided a referral and updated O&M training, which is a requirement for guide dog placement.

We have a first cane free policy, whereby we provide each client receiving O&M training with a free cane and tip for their needs. Typically, we also provide free or reduced cost replacement canes or tips to low, very low and extremely low income clients.

Client information, assessment, goals and progress are tracked using a secure client management software program. Overall, O&M training ensures safe and independent travel for the visually impaired.

Expected Project Outcomes: *Example – Service hours will expand by ##% to serve ## more passengers per month/year.*

1. Successful hire a FTE COMS by early 2018
2. Service hours will increase by 1300% (from avg 2 hours direct instruction/week to 28 hours direct instruction/week) to provide services to 55 more clients per year (avg 70 total per year)
3. New clients will experience 75% increased level of confidence in safe travel and in access and utilize various modes of transportation
4. Returning clients will experience 75% level of satisfaction in services received

Project Evaluation: Describe how you will measure the project outcomes and track your progress towards achieving the project goals.

Project outcomes will be tracked in the following ways.

- Documentation of new hire and set-up of office
- Documentation of program equipment purchase and usage
- Client information, assessment, goals and progress, as well as client comments, are tracked using a secure client management software program
- A client satisfaction survey is administered at end of service provision. We are currently working with a professor and group of students at CSUMB to create and administer a new client satisfaction survey.

4. Project Budget

- **Score Criteria # 5: Cost Effectiveness (15 points)**

Develop a project budget that identifies the cost of each key task, with capital and operating costs called out separately. If this funding request will leverage other funds, identify which phases of the project will be funded by each funding source.

**Transportation Agency for Monterey County
Measure X - Senior & Disabled Transportation Program
Fiscal Year 2017-18 to 2019-20**

PROJECT BUDGET

Organization: The Blind & Visually Impaired Center of
Project Name: Orientation & Mobility Training
Project Dates: Jan 2018-June 2020

Total Project Budget: \$247,050
Measure X Request: \$178,550
Funding Leverage: 0.277271807

Income	Measure X	Other Proposals	Committed Funds/Existing Operational Budget	Program Revenue	TOTAL	Actual (Leave this column blank until the final grant report)
Measure X	\$178,550				\$178,550	
DOR OIB			\$30,000		\$30,000	
Harden Foundation		\$12,000			\$12,000	
CFMC		\$12,000			\$12,000	
Annual fundraising event		\$1,500			\$1,500	
Individual donations		\$13,000			\$13,000	
	\$178,550	\$38,500	\$30,000	\$0	\$247,050	

Expenses	Measure X	Other Proposals	Committed Funds	Program Revenue	TOTAL	Actual Measure X Grant Expense (Leave this column blank until the final grant report)	Actual TOTAL (Leave this column blank until the final grant report)
Salary Program Manager	\$116,000	\$20,000	\$30,000		\$166,000		
Language Translator	\$7,500	\$1,500			\$9,000		
Salary Part-time staff 2					\$0		
Taxes and Benefits	\$38,000	\$7,000			\$45,000		
Consultant					\$0		
Professional Services (Evaluation)					\$0		
Office Supplies/IT equip/support	\$4,050	\$3,500			\$7,550		
Travel (mileage reimbursement)	\$5,000	\$4,000			\$9,000		
Publications/Postage					\$0		
Rent and Utilities					\$0		
Staff training	\$4,000	\$1,100			\$5,100		
Program Equipmment	\$4,000	\$1,400			\$5,400		
					\$0		
					\$0		
	\$178,550	\$38,500	\$30,000	\$0	\$247,050		

