

Ashe County

Staff Report

10/13/2020

RE: Golden Leaf

Summary:

Attached to the summary sheet are 4 of the 6 letters of intent we have received so far for the Golden Leaf Grant. In order to make sure we put forward the best list of potential projects, we have given additional time to Ashe County Schools and the Partnership for Children. When these letters of intent are received, I will email them to the entire Board. I will also provide a recommendation, at the meeting, on the four projects and funding amounts for each.

Attachments:

Grant Projects, in order:

1. Ashe County – Industrial Park
2. Ashe County – Agriculture Center
3. Ashe Memorial – Community Paramedic
4. Lost Province Center for the Cultural Arts



Ashe County Administration
150 Government Cir, Suite 2400
Jefferson, NC 28640



301 North Winstead Avenue, Rocky Mount, NC 27804
Phone: 252-442-7474 Toll Free: 888-684-8404
www.goldenleaf.org

Golden LEAF Community-Based Grants Initiative LOI Certification and Signature Form

Please attach the signatures of two officials representing the applicant organization. **For 501(c)(3) organizations, one signature must be that of a member of the applicant's board of directors.**

AGREEMENT and CERTIFICATION

By signing below, we affirm that we are authorized representatives and have the authority to act on behalf of the organization applying for this Golden LEAF grant. We further agree and acknowledge the following: the information provided to Golden LEAF is correct and complete; the funds granted by Golden LEAF will be used exclusively for charitable, scientific, educational or other tax-exempt public purposes; and, we understand that requests for funding and all supporting information submitted to Golden LEAF are subject to the Public Records Act, and therefore available for public inspection.

For Ashe County, NC
Applicant Organization

Project Title: Ashe County Industrial Park Project

Total Project Cost:	<u>\$ 1,380,974</u>	Amount Requested from Golden LEAF:	<u>\$ 1,380,974</u>
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Signature _____ **Date** 10/19/2020

Name Todd McNeill
First Middle/Initial Last

Title Chairman, Ashe County Board of Commissioners

Signature _____ **Date** 10/19/2020

Name Adam Stumb
First Middle/Initial Last

Title County Manager, Ashe County NC

Community-Based Grants Initiative Letter of Inquiry

Please respond to all questions and fill in all blanks on this form. Limit answers to questions to the space provided. An incomplete Letter of Inquiry ("LOI") will be considered ineligible for review. Provide only the information that is requested in this form. Additional information will be required of the applicant if invited to submit a full application for further consideration. If you have questions regarding this form, please contact Golden LEAF staff Ted Lord (tlord@goldenleaf.org), Terri Bryant Adou-Dy (tbryant@goldenleaf.org), or Marily Chism (mchism@goldenleaf.org) by email or call 888-684-8404.

Organization

Applicant

Organization:

Ashe County, NC

Mailing Address:

150 Government Circle, Suite 2500, Jefferson NC 28640

Phone: (336)846-5501

Website:

www.ashecountygov.com

Executive

Director/President:

Todd McNeill, Chairman of the Ashe County Board of Commissioners

Applicant's Tax ID/EIN#:

56-6000274

Applicant

County:

Ashe

Applicant is a: Government
entity



or 501(c)(3) nonprofit



Contact Person:

Adam Stumb

Title:

County Manager

(The contact person is responsible for your grant request.)

Mailing Address:

150 Government Circle, Suite 2500, Jefferson NC 28640

(If different from organization's mailing address.)

Phone: (336)846-5501

E-mail address:

adam.stumb@ashecountygov.com

Project Title:

Ashe County Industrial Park Project

Total Project Cost:

\$ 1,380,974

Amount Requested

from Golden LEAF:

\$ 1,380,974

Community-Based Grants Initiative Letter of Inquiry

EXPECTED PROJECT OUTCOMES

Below, select **up to four** project outcomes that you will use to gauge the success of your proposed project.

Economic Development (Collaborate with EDPNC, NCDOC, and local governments and organizations to provide gap funding to assist with job creation. Support healthcare as an economic development engine in rural and economically distressed areas of NC.)

- ☒ Investment in publicly owned infrastructure
- ☐ Investment in privately owned property, plant, and equipment
- ☒ New full-time jobs created
- ☒ Average annual wage of new full-time jobs

Workforce Preparedness and Education (Increase the number of qualified individuals with skills aligned with current and future needs of NC businesses. Prepare students with the technical and life skills necessary to enter work.)

- ☐ Increase in students completing at least one curriculum program in the area funded
- ☐ Increase in students completing at least one continuing education course or program in the area funded
- ☐ Increase in students earning at least one industry/third-party credential certification, license, or other credential (non-academic) in the area funded
- ☐ Increase in students completing CTE pathways in the area funded
- ☐ Increase in students participating in work-based learning
- ☐ Industry credentials earned
- ☐ Increase in students receiving meaningful exposure and opportunities to explore local career opportunities

Agriculture (Support agriculture as a means of promoting economic development.)

- ☐ Number of participants at agricultural trainings
- ☐ New publications directed toward farmers
- ☐ Monthly use of agricultural facilities that benefit farmers

Community Vitality (Support other opportunities to promote economic development, typically in conjunction with other outcomes listed above.)

- ☐ Investment in public infrastructure
- ☐ Number of homes, businesses, and institutions served by new infrastructure
- ☐ New private jobs resulting from infrastructure improvements

Community-Based Grants Initiative Letter of Inquiry

Briefly describe the project: Explain what will be done, how much time will be needed to complete the project, what will be accomplished, and the area and population served. Describe how the project will benefit tobacco-dependent, economically distressed and/or rural communities and the people who live there. (Word limit 200)

The project will create a new 41.7-acre industrial park in Ashe County containing 5 sites ranging in size from 2.2 to 13 acres each. This project will attract new, high-quality manufacturing jobs to Ashe County, which is a rural mountain community with a population of 27,109. Construction will include an 1,100-foot publicly owned access road, approximately 1,150 linear feet of 6-inch water main, 1,120 linear feet of 8-inch gravity fed sewer main, 1,500 linear feet of gas line, and telecommunications infrastructure. Construction is estimated to cost \$1,380,974. The project location is 1.25 miles away from a 4-lane divided highway.

Ashe County purchased the property for \$950,000 in August 2020. Engineering due diligence found no barriers to development at the property. If funded, construction will begin in August 2021 and finish in February 2022. The County will retain ownership of all five sites at the new industrial park. Sites will be sold at fair market value. Ashe County has a full-time economic development professional who will develop a detailed marketing strategy for the industrial park. The North Carolina Department of Commerce has designated Ashe as a Tier 2 distressed county.

Describe how the project will meet the proposed outcomes checked in the *Expected Project Outcomes* section. How will progress and success be measured? What specific data or documentation will be used and/or collected to measure outcomes? (Word limit 150)

Ashe County currently has no suitable sites to market to prospective industrial companies. This absence of sites has artificially constrained industrial growth. Manufacturing is one of the few sectors in Ashe County's economy that offers residents a living wage. Data from the 2018 American Community Survey indicates that 52% of employed Ashe County residents work in a sector paying an annual median salary less than \$25,000. Significant manufacturing growth is needed, but recruitment has proven difficult without shovel-ready sites. This project will remedy that deficiency. The project's outcomes will be measured by the amount of private sector investment, the number of new jobs, and the average annual wage of jobs that the industrial park attracts. These outcomes will be easily measurable as companies locate at the park. A professionally developed economic impact analysis of the park estimated that it could create 322 new jobs and attract \$36,800,000 in construction investment.

Community-Based Grants Initiative Letter of Inquiry

Describe plans to sustain funding for the project beyond the grant. (Word limit 150)

Ashe County will own the new industrial park and market it to prospective companies. The County has a full-time economic developer on staff. Her primary focus will be marketing and recruitment for the industrial park. The Town of West Jefferson will assume long-term maintenance responsibility for the access road and new water and wastewater infrastructure at the industrial park. Piedmont Natural Gas will assume long-term maintenance responsibility for the new natural gas pipeline installed as part of the project. Golden LEAF funds will not be used to substantially grade or improve individual sites. Instead, funds will be used for public improvements that will serve the entire industrial park.

Organizational History – Briefly describe the applicant’s history, current programs and accomplishments. Include a short summary of its mission, goals and objectives and any examples of similar projects implemented by the applicant. (Word limit 150)

Project Title: Ashe County Industrial Park Project

[illegible]



Project Budget Form

301 North Winstead Avenue, Rocky Mount, NC 27804
Phone: 252-442-7474 Toll Free: 888-684-8404
www.goldenleaf.org

Budget Narrative Guidelines

The budget for this project is not complete without an accompanying **budget narrative**. The budget narrative should:

- ✓ Correspond with the dollar amounts and information on the budget form;
- ✓ Show how the amounts were derived and how the line item relates to project outcomes;
- ✓ Provide a brief description for each item that accurately characterizes how funds are to be used--whether to be funded by Golden LEAF or not -- please contact Golden LEAF staff for guidance on Golden LEAF-allowed expenses;
- ✓ Organize the information so that it is easy to follow and understand; and,
- ✓ Be mathematically correct.

Ashe County purchased the property for the industrial park in August 2020 following nearly a year of due diligence. The property cost \$950,000, which was paid for using cash reserves and loans from local non-profit partners. The County intends to pay back those loans via proceeds from the sale of individual sites at the new industrial park. WithersRavenel completed a preliminary engineering report for the project in July 2020. The budget on the preceding page is derived from their opinion of probable costs. Ashe County can provide a more detailed line item budget for the project upon request.

Ashe County has two pending funding proposals for the industrial park project in addition to this application. The County applied for \$300,000 in grant funding from the Appalachian Regional Commission (ARC) in July 2020. ARC should make an award decision by the end of the year. The other pending application is for \$1,300,000 to the local electric cooperative, Blue Ridge Energy, via the USDA REDLG program. The application is for \$1,000,000 in loans and \$300,000 in grant funding. USDA will consider the project during their spring 2021 funding cycle. A decision is expected around May 2021. Ashe County will encumber significant debt over the next several years for a handful of necessary capital improvement projects (primarily schools). As such, the viability of the Industrial Park project depends on securing as much grant funding as possible. Golden LEAF funding will make the industrial park project possible and allow the County to accelerate economic development without overextending local government resources.



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For Ashe County
Applicant Organization

Project Title: Regional Agricultural Center

Total Project Cost: \$2,300,000 Amount Requested from Golden LEAF: \$1,000,000

Signature _____ Date / /

Name Todd McNeill
First Middle/Initial Last

Title Chairman, Ashe County Board of Commissioners

Signature _____ Date / /

Name Adam Stumb
First Middle/Initial Last

Title Ashe County Manager

Community-Based Grants Initiative Letter of Inquiry

EXPECTED PROJECT OUTCOMES

Below, select **up to four** project outcomes that you will use to gauge the success of your proposed project.

Economic Development (Collaborate with EDPNC, NCDOC, and local governments and organizations to provide gap funding to assist with job creation. Support healthcare as an economic development engine in rural and economically distressed areas of NC.)

- ☐ Investment in publicly owned infrastructure
- ☐ Investment in privately owned property, plant, & equipment
- ☐ New full-time jobs created
- ☐ Average annual wage of new full-time jobs

Workforce Preparedness and Education (Increase the number of qualified individuals with skills aligned with current and future needs of NC businesses. Prepare students with the technical and life skills necessary to enter work.)

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- ☐ Industry credentials earned
- ☐ Increase in students receiving meaningful exposure and opportunities to explore local career opportunities

Agriculture (Support agriculture as a means of promoting economic development.)

- ☐ Number of participants at agricultural trainings
- ☐ New publications directed toward farmers
- ☐ Monthly use of agricultural facilities that benefit farmers

Community Vitality (Support other opportunities to promote economic development, typically in conjunction with other outcomes listed above.)

- ☐ Investment in public infrastructure
- ☐ Number of homes, businesses, and institutions served by new infrastructure
- ☐ New private jobs resulting from infrastructure improvements

Community-Based Grants Initiative Letter of Inquiry

Describe plans to sustain funding for the project beyond the grant. (Word limit 150)

The livestock center will be self-sustaining from a fee charged per head of cattle sold. This method is profitably used by all commercial livestock markets.

Currently, a readily accessible and unrestricted large space that can seat a large number of attendees does not exist in the four counties. The combination of a first class show ring, conference center, and handling facilities will give the center the ability to host events, educational workshops, demonstrations, etc. that would draw livestock producers, Christmas tree growers, and other farmers from an area much larger than the four-county region. While many events will be free, some will charge a registration/entrance fee, a portion of which can be applied to the use of the facility for utilities and upkeep.

Otherwise, being a County-owned center, the County budget will cover maintenance and expenses- which is not expected to be excessive- that rise above event income.

Organizational History – Briefly describe the applicant’s history, current programs and accomplishments. Include a short summary of its mission, goals and objectives and any examples of similar projects implemented by the applicant. (Word limit 150)

Ashe County government works to ensure the health, safety, and welfare of its citizens, provide economic opportunity, enhance the quality of life, support education, and protect property. Ashe offers services typical of county governments- law enforcement, solid waste disposal, building inspections, parks and recreation, etc. Ashe County has successfully overseen construction of numerous county and school buildings over the years, including a law enforcement center in 2010. The County recently finished construction of a fire training facility.

In 2017, Ashe County farmers began gathering informally to plan for the proposed facility, which was formalized in September 2019 when the commissioners formed an Agricultural Center Steering Committee. In 2018, grant applications were made to Goldenleaf, ADFPTF, and Tobacco Trust Fund. Goldenleaf invited a full application, while ADFPTF funded a feasibility study. Consequently, the Goldenleaf and Tobacco Trust Fund applications were withdrawn pending completion of the study.



Project Budget Form

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Land

Based on the layout of similar facilities, we estimate the ag center will require approximately 10 acres of land, considering space needed for the building, attendee parking, and turning/maneuvering of trucks. Within the past few months, the County paid \$23,000/acre for land to be used for an industrial park, which would be a reasonable land cost comparison for the proposed facility.

Site Development

Being in the mountains, most building sites require a significant amount of grading to level the topography. Costs up to \$100,000 are not uncommon.

Building

This line item encompasses the whole center- livestock facility and conference center. It includes electrical, plumbing, and HVAC. The cost was taken from the estimates in the feasibility study.

Parking

Estimate for a gravel parking lot and truck maneuvering space. Any savings in other budget line items will be used for paving- desirable, but not essential.

Equipment

A significant amount of equipment will be needed for the livestock facility- gates, panels, squeeze chute, and scales. This line item also includes non-structural features in the conference center- chairs, tables, kitchen equipment, A V equipment, and dry erase boards.



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For Ashe Memorial Hospital
Applicant Organization

Project Title: Community Paramedic Program

Total Project Cost:	<u>\$ 150,000</u>	Amount Requested from Golden LEAF:	<u>\$ 150,000</u>
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Signature _____ **Date** 10/06/2020

Name Melodie Gendron Richey Shepherd
First Middle/Initial Last

Title Grant Administrator/Director of Medical Staff Services

Signature _____ **Date** 10/06/2020

Name Brian Yates
First Middle/Initial Last

Title Chief Executive Officer

Community-Based Grants Initiative Letter of Inquiry

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Organization

Applicant

Organization: Ashe Memorial Hospital

Mailing Address: 200 Hospital Ave. Jefferson, NC 28640

Phone: (336)846-7101 **Website:** ashememorial.org

Executive

Director/President: Brian Yates, CEO

Applicant

Applicant's Tax ID/EIN#: 56 -0603900 **County:** Ashe County

Applicant is a: **Government** ☐ **or** **501(c)(3) nonprofit** ☒
entity

Contact Person: Melodie Richey Shepherd **Title:** Grant Administrator/Director of Medical Staff Services
(The contact person is responsible for your grant request.)

Mailing Address: _____
(If different from organization's mailing address.)

Phone: (336)846-0779 **E-mail address:** melodie.shepherd@ashememorial.org

Project Title: Community Paramedic Program

Total Project Cost: \$ 150,000 **Amount Requested from Golden LEAF:** \$ 150,000

Community-Based Grants Initiative Letter of Inquiry

EXPECTED PROJECT OUTCOMES

Below, select **up to four** project outcomes that you will use to gauge the success of your proposed project.

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Workforce Preparedness and Education (Increase the number of qualified individuals with skills aligned with current and future needs of NC businesses. Prepare students with the technical and life skills necessary to enter work.)

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Community-Based Grants Initiative Letter of Inquiry

Briefly describe the project: Explain what will be done, how much time will be needed to complete the project, what will be accomplished, and the area and population served. Describe how the project will benefit tobacco-dependent, economically distressed and/or rural communities and the people who live there. (Word limit 200)

The Ashe Community Paramedic Program delivers high quality primary care and preventive services for our medically vulnerable population. It does this by increasing access to healthcare services through the services of specially trained EMS personnel in an expanded role.

The services incorporate programs to improve preventable hospital stays such as chronic disease management, assessment and personalized approaches to fall prevention, integration of primary and behavioral health as well as culturally adopted health care education. The services provided include, as appropriate and guided by individual PCPs:

- Individual assessment of needs including physical, behavioral, educational, home safety, fall prevention, care coordination, social services and transportation.

- Direct healthcare services such as immunizations, diabetes care, lab work, monitoring of B/P and other vitals, EKG, Flu shots, medication reconciliation, medication administration, oxygen saturation monitoring, weight monitoring, wound care, and wellness screening.

Many of the patients are tobacco-dependent, economically distressed, and live in our rural community of Ashe County. The primary goal of any healthcare model is to put patients first and focus on their general and specific needs at no cost to the patient, since the program started in 2018 has been exactly what we have done.

Describe how the project will meet the proposed outcomes checked in the *Expected Project Outcomes* section. How will progress and success be measured? What specific data or documentation will be used and/or collected to measure outcomes? (Word limit 150)

Decreased A1C for 60% of referred diabetic patients. Base Line=0; Measure= # of referred diabetic patients with decreased A1C/100 % of Diabetes referred patients.

B/P within optimal range for 60% of referred hypertension patient. Base Line=0; Measure= # of referred patients reaching optimal range/100% of the hypertension referred patients.

Improved compliance with medication regime for 80% of referred behavioral health and chronic disease patients. Baseline=0; Measure= # of referred patients reaching optimal range/100% of referred patients.

Continued 5% reduction in admissions for ambulatory sensitive conditions due to improvement in care coordination. Baseline: Rate of 80- County Health Rankings; Target: Rate of 76; Measure: 2022 = rate/76

Outcomes reported at Advisory Committee Meetings quarterly, with annual reports to the Golden Leaf and long-term outcomes reported for Year 2021-2022. Data will be collected through HealthCall, hospital, and EMS reports.

(Note: base lines are zero most new/referred patients may be difficult to manage)



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Community-Based Grants Initiative Letter of Inquiry

Describe plans to sustain funding for the project beyond the grant. (Word limit 150)

Future fee for service reimbursement from Medicare, Medicaid and other 3rd party insurance coverage. This is under consideration at the present time. County Funding- like the School Based Health Center and the Ashe Medication Assistance Program are supported to make up deficit in budget. Additional Operational Grants: BREMCO, Ashe County Community Foundation, KBR, Office of Rural Health. Community Fund Raising

Organizational History – Briefly describe the applicant’s history, current programs and accomplishments. Include a short summary of its mission, goals and objectives and any examples of similar projects implemented by the applicant. (Word limit 150)

The CPP Mission is: “to improve quality of life and outcomes for patients by identifying and bridging gaps to optimum healthcare by highly trained paramedics in the outpatient setting.” Our goals were developed to improve the health of Ashe and bridge the healthcare gaps by choosing the top health issues in our County and decreasing the negative. To accomplish our mission we chose goals based on the top healthcare concerns/issues in the community. Our goals are as follows: Blood pressures reaching optimal range for 60% of hypertensive patients. Accomplish with 90% of enrolled patients. Improve medication compliance for 80% of referred patients. We have accomplished this with 88% of our patients. Reduce Hospital and ED admissions rates by 10%. We have a 72% reduction in hospital admissions rates and a 61% reduction for ED admissions for referred patients. 10% reduction in 911 calls for referred patients. (Not Yet Evaluated)

[illegible]



Project Budget Form

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Personnel	Paramedic Coordinator/Scheduler @ 40 hr., Week	\$48,546.78
	Benefit @ 28%	\$13,593.10
	Paramedic Part-time @ 20hr/week	\$22,066.72
	Benefit @ 28%	\$6,178.68
	Project Director AMH- 8 hr./week	\$15,464.36
	Benefit @ 28%	\$4,330.03
	AMH Accounting/ 2 hr/week	\$7,859.06
	Benefit @ 28%	\$2,200.54
	Salary	\$87,519.18
	Benefits @ 28% of salary	\$24,505.37
	Total Wages	\$120,239.27
Supplies	Medical supplies	\$2,000.00
	Lab Supplies Misc drawing supplies+ (Cartridges for Istat @ \$500 for 25 tests & A1CNow \$160 for 20 tests)	\$960.00
	Office Supplies/printing etc.	\$1,252.00
	Program Software 150 visits per month @ \$750/month for 24/7 support web based system.	\$9,000.00
	Total supplies	\$12,708.00
Travel	Vehicle Maintenance @ .58/mile * 18000 miles. Including insurance	\$10,440.00
	Conference Tuition @ 125 eachX4= \$500 and Certification Tuition @ 325 each X 4= 1300	\$2,040.00
	Lodging/Daily Sustenance @ 300+ Each + Taxes	\$900.00
	Mileage @ .58/mile 900 miles	\$522.00
	Total Travel	\$13,902.00
Capital Equipment	SUV	\$35,000.00
	Lettering, Lights, Radio, Communication System	\$5,000.00



Golden LEAF Community-Based Grants Initiative LOI Certification and Signature Form

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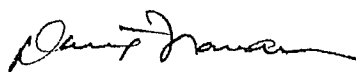
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For: Lost Province Center for the Cultural Arts
Applicant Organization

Project Title: Cultural Arts Apprenticeships: Education to Employment

Total Project Cost: \$485,250 Amount Requested from Golden LEAF: \$485,250

Signature  Date 10 / 11 / 2020

Name: David T. Norman
First Middle Last
Title: Board Chair & CEO

Signature  Date 10 / 11 / 2020

Name: Mara J. Burdick
First Middle Last
Title: Board Vice Chair & Vice President



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Organization

Applicant Organization: Lost Province Center for the Cultural Arts

Mailing Address: PO Box 224, Lansing, NC 28643

Phone: (336) 620-1107 **Website:** <https://lostprovincearts.org/>

Executive Director/President: David Norman

Applicant's Tax ID/EIN#: 82-5326511 **Applicant County:** Ashe

Applicant is a: Government entity or x 501(c)(3) nonprofit

Contact Person: David Norman **Title:** Board Chair & CEO
(The contact person is responsible for your grant request.)

Mailing Address: (If different from organization's mailing address.) 225 Joe Hampton Rd, Lansing, NC 28643

Phone: (336) 384-5796 **E-mail address:** dtnorman1@gmail.com

Project Title: Cultural Arts Apprenticeships: Education to Employment

Total Project Cost: \$ 485,250

Amount Requested from Golden LEAF: \$485,250



301 North Winstead Avenue, PAGE
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Community-Based Grants Initiative Letter of Inquiry

EXPECTED PROJECT OUTCOMES

Below, select **up to four** project outcomes that you will use to gauge the success of your proposed project.

Economic Development (Collaborate with EDPNC, NCDOC, and local governments and organizations to provide gap funding to assist with job creation. Support healthcare as an economic development engine in rural and economically distressed areas of NC.)

- ☐ Investment in publicly owned infrastructure
- ☐ Investment in privately owned property, plant, and equipment
- ☐ New full-time jobs created
- ☐ Average annual wage of new full-time jobs

Workforce Preparedness and Education (Increase the number of qualified individuals with skills aligned with current and future needs of NC businesses. Prepare students with the technical and life skills necessary to enter work.)

- ☐ Increase in students completing at least one curriculum program in the area funded
- ☐ Increase in students completing at least one continuing education course or program in the area funded
- ☒ Increase in students earning at least one industry/third-party credential certification, license, or other credential (non-academic) in the area funded
- ☐ Increase in students completing CTE pathways in the area funded
- ☒ Increase in students participating in work-based learning
- ☒ Industry credentials earned
- ☒ Increase in students receiving meaningful exposure and opportunities to explore local career opportunities

Agriculture (Support agriculture as a means of promoting economic development.)

- ☐ Number of participants at agricultural trainings
- ☐ New publications directed toward farmers
- ☐ Monthly use of agricultural facilities that benefit farmers

Community Vitality (Support other opportunities to promote economic development, typically in conjunction with other outcomes listed above.)

- ☐ Investment in public infrastructure
- ☐ Number of homes, businesses, and institutions served by new infrastructure
- ☐ New private jobs resulting from infrastructure improvements

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Briefly describe the project: Explain what will be done, how much time will be needed to complete the project, what will be accomplished, and the area and population served. Describe how the project will benefit tobacco-dependent, economically distressed and/or rural communities and the people who live there. (Word limit 200)

The Lost Province Center requests \$485,250 to establish three Apprenticeship Programs. Each program will provide work-based training, industry certification and a career track for skill acquisition and will provide students with career opportunities. Apprenticeships will be offered in Culinary Arts and Glassworks, Music (banjo, guitar, fiddle) and/or crafts (luthiery, metalworks, woodworking). Each Apprenticeship track will include business education.

The focus will be marketable, future-oriented, creative skills AI & machines cannot replicate, that support small business and industry, and that boost small business development, increasing the number of jobs retained and created in the County. Apprenticeships will be designed to increase earning power and opportunities.

We will design, build, market, and staff the programs, aligning the curriculum with industry certification requirements and meaningful career opportunities.

Lansing, a rural, economically disadvantaged community benefits. Lansing ranks significantly lower than the county and nation on several economic measures: 49.4% of Lansing residents live below the federal poverty level compared to 18% in Ashe County; the Median Household Income is 43% of the national rate; Income per Capita is \$17,076 (57% of the national rate); Unemployment at 49.4% is 2.7 times higher than the national rate; and only 69.2% graduate from high school.

Describe how the project will meet the proposed outcomes checked in the Expected Project Outcomes section. How will progress and success be measured? What specific data or documentation will be used and/or collected to measure outcomes? (Word limit 150)

We will track and document each skill set, credential, certification, or license earned from each apprenticeship or career track. Available data on students participating in work-based learning in Ashe County will be compared to the same data at the end of our three-year project.

We will gather data by industry for each apprenticeship area, logging certificates, licenses and industry certifications earned through our Apprenticeship program and comparing the increases with currently available data on credentials for the Ashe County/Lansing area from Apprenticeship NC.

We will log the number of students receiving meaningful exposure and opportunities to explore local career paths. We will look for an increase in income and employment by age group using census/bls data and we will use surveys of students who have completed the program three, six and twelve months after completion, to subjectively assess the program's effect on employment or other opportunities in the local community.

Describe plans to sustain funding for the project beyond the grant. (Word limit 150)

The Lost Province Center financial model includes four program areas: arts, crafts, music, and culinary, each providing marketable products and services. The financial model also has three lines of business: education, retail (a restaurant and gallery/gift shop), and hotelier (30 studio-type short-term rental units). Lost Province Arts will have multiple income streams from the above, including tuition and fees, room and board, short-term rental income, retail sales, restaurant income, and art supply and material sales. The historic Lansing school and the gallery will also serve as an event venue. And there will be ongoing fundraising, partnership events and performing arts events in support of the operation.

A feasibility study and market analysis will be performed by Virginia Tech in early 2021 to further refine the business plan and ensure a competitive business model to support ongoing operations.

Organizational History – Briefly describe the applicant’s history, current programs and accomplishments. Include a short summary of its mission, goals and objectives and any examples of similar projects implemented by the applicant. (Word limit 150)

The Lost Province Center was formed June 2018 by an experienced Board of Directors to revitalize the Lansing school, celebrate Southern Appalachian culture and support the local community through education, workforce development, and economic development. 2018 and 2019 were dedicated to planning and acquisition of the property which was acquired in July 2020. Engineering studies were funded and conducted.

Ongoing efforts include cleaning and stabilizing the structure, vacant for over 20 years, funding architectural services, funding a feasibility and marketing study, and beginning operations. The objective of this grant is to launch Apprenticeship programs, the cornerstone of our education program and the driver of multiple income streams, and to serve as an economic and rural development tool for Lansing. Apprenticeships will be designed by subject experts with apprenticeship design experience. (We recognize that some or all classes may need to be virtual during the pandemic and we are planning accordingly.)

Applicant Lost Province Center for
 Organization: Cultural Arts
 Project Title: Workforce Development

Budget Category	Total Project Budget	Golden LEAF	National Trust for Historic Preservation through Joanna Favrot (Rec'd)	LifeStore Community Foundation (Received)
Design Program 1	\$52,000	\$52,000		
Design Program 2	\$52,000	\$52,000		
Design Program 3	\$52,000	\$52,000		
Build Program 1	\$52,000	\$52,000		
Build Program 2	\$52,000	\$52,000		
Build Program 3	\$52,000	\$52,000		
Implement Human Resources	\$52,000	\$52,000		
Implement Marketing	\$52,000	\$52,000		
Apprenticeship Program Fees, year 1*	\$17,250	\$17,250		
Deliver Programs	\$31,200	\$31,200		\$6,000
Grant Administration	\$20,800	\$20,800		
Market Feasibility Study	\$36,227		\$7,500	
Architectural Studies	\$21,000			
Redevelopment Activities	\$75,000			
Operational Funding	\$25,000			
Predevelopment studies	\$1,999,187			
Total	\$2,641,664	\$485,250	\$7,500	\$6,000



Funding Proposals Pending with:	Amount Requested	Disposition Date
National Endowment for the Humanities	\$499,797	December 2020
NC State Employees Credit Union	\$1,499.39	January 2021
Joy W. Pope Memorial Grant	\$100,000	January 2021
Marion Stedman Covington Foundation	\$21,000	November 2020
Blue Ridge National Heritage Area	\$29,274	February 2021

InKind Contributor	InKind Value	InKind Description
Chef S. Craig	\$25,000	Culinary program design
Board of Directors	\$217,150	Mgt to date, FY 2020

Project Budget Form

Budget Narrative:

Implement the Design of each Program, max of 3, to include:

(Assumptions used - 1 FTE, 3 mos, 40 hours/weeks @ \$100/hour = \$52,000 per Program)

- Content
 - Expert guest lecturers
- Duration
- On-the-job/internship component development
- Staffing (credentials, number, levels)
- Determine equipment needs
- Determine number of adult students program can support
- Program evolution through conferences, subscriptions
- Identify opportunities to market student work (revenue)
- Strategy to market programs - where, how, etc

Implement the Build of each Program, max of 3, to include:

(Assumptions used - 1 FTE, 3 mos, 40 hours/weeks @ \$100/hour = \$52,000 per Program)

- Create/identify/purchase Learning Objectives, syllabus, class materials
- Identify, recruit expert guest lecturers
- Identify, recruit businesses for on-the-job component

Implement HR support needed to deliver Programs, max of 1, to include:

(Assumptions used - 1 FTE, 3 mos, 40 hours/week @ \$100/hr, = \$52,000)

- Build job descriptions
- Determine FT/PT status (W2 vs. 1099)
- Build Human Resource requirements & guidelines (policies, procedures, roles, responsibilities, hiring/firing process, performance management, payroll process)
- Recruit & hire staff
- Identify & purchase equipment

Implement Marketing support needed, max of 1, to include:

(Assumptions used - 1 FTE, 3 mos, 40 hours/week @ \$100/hr, = \$52,000)

- Recruit adult learners/students
- Identify/attend conferences of prestige in respective program area
- Identify/subscribe to industry groups of prestige in respective program area

Implement Delivery of Programs assumed at 10% of Design/Build cost to include:

- Submissions of programs for awards

Administer Grant assumed at 5% of total project cost



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LifeStore Community Fund has committed to a five year investment to support start-up operations and Program Delivery.

While not part of this project, pre-construction and construction projects to renovate the school buildings in order to hold classes will occur in tandem to this project to implement Apprenticeship Programs:

- The National Trust for Historic Preservation has awarded LPCCA a grant towards a feasibility study, 1 of many necessary pre-construction activities.

And we have grant applications submitted with the below Foundations towards these costs. Disposition dates for all of these are between 4Q20 and 1Q21:

- National Institute for the Humanities
- NC State Employees Credit Union Foundation
- The John William Pope Foundation
- Marion Stedman Covington Foundation
- Blue Ridge National Heritage Area