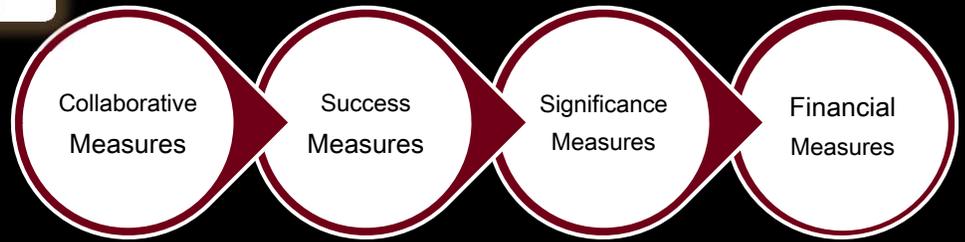




**Ohio**  
**Local Government**  
 Innovation Fund



## Round 7: Application Form

Step One: Fill out this Application Form in its entirety.

Step Two: Fill out the online submission form and submit your application materials. All supplemental application materials should be combined into one file for submission.

### LGIF: Applicant Profile

|   |  |
|---|--|
| Lead Agency   |  |
| Project Name  |  |
| Type of Request   |  |
| Request Amount  |  |
| <a href="#">JobsOhio Region</a>   |  |
| Political Subdivision Type<br><small>Choose one that best describes your organization</small> |  |
| Project Type  |  |
| Project Approach  |  |



**Development  
 Services Agency**

Website: [http://development.ohio.gov/cs/cs\\_localgovfund.htm](http://development.ohio.gov/cs/cs_localgovfund.htm)

E-mail: [LGIF@development.ohio.gov](mailto:LGIF@development.ohio.gov)

Phone: 614 | 995 2292

|                       |  |                        |  |
|-----------------------|--|------------------------|--|
| <b>Lead Applicant</b> |  | <b>Round 7</b>         |  |
| <b>Project Name</b>   |  | <b>Type of Request</b> |  |

**Instructions**

- Make sure to answer each question appropriately in the space provided, not exceeding the space allowed by the answer box.
- Examples of completed applications are available on the LGIF website, found here:  
[http://development.ohio.gov/cs/cs\\_localgovfund.htm](http://development.ohio.gov/cs/cs_localgovfund.htm)

| Lead Agency  |                                       |                                      |                                       |
|--|---------------------------------------|--------------------------------------|---------------------------------------|
| Mailing<br>Address:  | Name:                                 |                                      |                                       |
|  | Street Address:                       |                                      |                                       |
|  | City:                                 |                                      |                                       |
|  | Zip:                                  |                                      |                                       |
| In what county is the lead agency located?   |                                       |                                      |                                       |
| <table border="1" style="width: 100%;"> <tr> <td style="width: 50%;"><a href="#">Ohio House District:</a></td> <td style="width: 50%;"><a href="#">Ohio Senate District:</a></td> </tr> </table> |                                       | <a href="#">Ohio House District:</a> | <a href="#">Ohio Senate District:</a> |
| <a href="#">Ohio House District:</a>   | <a href="#">Ohio Senate District:</a> |                                      |                                       |

Section 1  
Contacts

| Project Contact   |                 |               |
|---|-----------------|---------------|
| Please provide information about the individual who should be contacted regarding this application. |                 |               |
| Mailing<br>Address:   | Name:           | Title:        |
|   | Street Address: |               |
|   | City:           |               |
|   | Zip:            |               |
| Email Address:  |                 | Phone Number: |

| Fiscal Agency:  |                 |               |
|---|-----------------|---------------|
| Please provide information for the entity and individual serving as the fiscal agent for the project. |                 |               |
| Mailing<br>Address:   | Fiscal Agency:  |               |
|   | Fiscal Officer: | Title:        |
|   | Street Address: |               |
|   | City:           |               |
|   | Zip:            |               |
| Email Address:  |                 | Phone Number: |

| Population   |             |    |
|--|-------------|----|
| Does the applicant (or collaborative partner) represent a city, township or village with a population of less than 20,000 residents? | Yes         | No |
|  | List Entity |    |
| Does the applicant (or collaborative partner) represent a county with a population of fewer than 235,000 residents?                  | Yes         | No |
|  | List Entity |    |

| Single Applicant                                  |     |    |
|---|-----|----|
| Is your organization applying as a single entity? | Yes | No |

|                       |  |                        |  |
|-----------------------|--|------------------------|--|
| <b>Lead Applicant</b> |  | <b>Round 7</b>         |  |
| <b>Project Name</b>   |  | <b>Type of Request</b> |  |

**Collaborative Partners**

|   |     |    |
|---|-----|----|
| Does the proposal include collaborative partners? | Yes | No |
|---|-----|----|

Applicants applying with collaborative partners are required to show proof of the partnership with a signed partnership agreement and a resolution of support from each of the partner's governing entities. If the collaborative partner does not have a governing entity, a letter of support from the partnering organization is sufficient. These documents must be received by the end of the cure period in order for each entity to count as a collaborative partner for the purposes of this application.

**Nature of the Partnership**

As agreed upon in the signed partnership agreement, please identify the nature of the partnership with an explanation of how the lead agency and collaborative partners will work together on the proposed project.

Section 2  
Collaborative Partners

|                |  |                 |
|----------------|--|-----------------|
| Lead Applicant |  | Round 7         |
|                |  | Type of Request |

**List of Partners**

Please use the following space to list each collaborative partner who is participating in the project and is providing BOTH a resolution of support for the Local Government Innovation Fund application and has signed the partnership agreement.

| Collaborative Partner # 1 |                 |
|---------------------------|-----------------|
| Mailing Address:          | Name:           |
|                           | Street Address: |
|                           | City:           |
|                           | Zip:            |

| Collaborative Partner # 2 |                 |
|---------------------------|-----------------|
| Mailing Address:          | Name:           |
|                           | Street Address: |
|                           | City:           |
|                           | Zip:            |

| Collaborative Partner # 3 |                 |
|---------------------------|-----------------|
| Mailing Address:          | Name:           |
|                           | Street Address: |
|                           | City:           |
|                           | Zip:            |

| Collaborative Partner # 4 |                 |
|---------------------------|-----------------|
| Mailing Address:          | Name:           |
|                           | Street Address: |
|                           | City:           |
|                           | Zip:            |

| Collaborative Partner # 5 |                 |
|---------------------------|-----------------|
| Mailing Address:          | Name:           |
|                           | Street Address: |
|                           | City:           |
|                           | Zip:            |

| Collaborative Partner # 6 |                 |
|---------------------------|-----------------|
| Mailing Address:          | Name:           |
|                           | Street Address: |
|                           | City:           |
|                           | Zip:            |

Section 2 Collaborative Partners

|                       |  |                        |  |
|-----------------------|--|------------------------|--|
| <b>Lead Applicant</b> |  | <b>Round 7</b>         |  |
| <b>Project Name</b>   |  | <b>Type of Request</b> |  |

| Collaborative Partner # 7 |                 |
|---------------------------|-----------------|
| Mailing<br>Address:       | Name:           |
|                           | Street Address: |
|                           | City:           |
|                           | Zip:            |

| Collaborative Partner # 8 |                 |
|---------------------------|-----------------|
| Mailing<br>Address:       | Name:           |
|                           | Street Address: |
|                           | City:           |
|                           | Zip:            |

| Collaborative Partner # 9 |                 |
|---------------------------|-----------------|
| Mailing<br>Address:       | Name:           |
|                           | Street Address: |
|                           | City:           |
|                           | Zip:            |

| Collaborative Partner # 10 |                 |
|----------------------------|-----------------|
| Mailing<br>Address:        | Name:           |
|                            | Street Address: |
|                            | City:           |
|                            | Zip:            |

| Collaborative Partner # 11 |                 |
|----------------------------|-----------------|
| Mailing<br>Address:        | Name:           |
|                            | Street Address: |
|                            | City:           |
|                            | Zip:            |

| Collaborative Partner # 12 |                 |
|----------------------------|-----------------|
| Mailing<br>Address:        | Name:           |
|                            | Street Address: |
|                            | City:           |
|                            | Zip:            |

| Collaborative Partner # 13 |                 |
|----------------------------|-----------------|
| Mailing<br>Address:        | Name:           |
|                            | Street Address: |
|                            | City:           |
|                            | Zip:            |

Section 2 Collaborative Partners

|                       |  |                        |  |
|-----------------------|--|------------------------|--|
| <b>Lead Applicant</b> |  | <b>Round 7</b>         |  |
| <b>Project Name</b>   |  | <b>Type of Request</b> |  |

**Project Information**

Provide a general description of the project, including a description of the final work product derived from the grant study or loan implementation project. This information may be used for council briefings, program and marketing materials.

Section 3

Project Information

|                       |  |                        |  |
|-----------------------|--|------------------------|--|
| <b>Lead Applicant</b> |  | <b>Round 7</b>         |  |
| <b>Project Name</b>   |  | <b>Type of Request</b> |  |

| Project Information  |     |    |
|--|-----|----|
| Has this project been submitted for consideration in previous LGIF rounds? | Yes | No |
| If yes, in which round(s)?   |     |    |
| What was the project name?   |     |    |
| What entity was the lead applicant?  |     |    |

| Past Success  |     |    |
|---|-----|----|
| Provide a summary of past efforts to implement a project to improve efficiency, implement shared services, coproduction or a merger (5 points). |     |    |
|   |     |    |
| Applicant demonstrates Past Success   | Yes | No |

Section 3  
Project Information

| Scalable  |     |    |
|---|-----|----|
| Provide a summary of how the applicant's proposal can be scaled for the inclusion of other entities (5 points). |     |    |
|   |     |    |
| Applicant demonstrates a Scalable project   | Yes | No |

|                |  |                 |  |
|----------------|--|-----------------|--|
| Lead Applicant |  | Round 7         |  |
|                |  | Type of Request |  |

| Replicable  |     |    |
|---|-----|----|
| Provide a summary of how the applicant's proposal can be replicated by other entities. A replicable project should include a component that another entity could use as a tool to implement a similar project (5 points). |     |    |
|   |     |    |
| Applicant demonstrates a Replicable project   | Yes | No |

Section 3  
Project Information

| Probability of Success  |     |    |
|---|-----|----|
| Provide a summary of the likelihood of the grant study recommendations being implemented. Applicants requesting an implementation loan should provide a summary of the probability of savings from the loan request (5 points). |     |    |
|   |     |    |
| Applicant demonstrates Probability of Success   | Yes | No |

|                       |  |                        |  |
|-----------------------|--|------------------------|--|
| <b>Lead Applicant</b> |  | <b>Round 7</b>         |  |
| <b>Project Name</b>   |  | <b>Type of Request</b> |  |

| <b>Performance Audit/Cost Benchmarking</b>  |     |    |
|---|-----|----|
| <p>If the project is the result of recommendations from a prior performance audit provided by the Auditor of State under Chapter 117 of the Ohio Revised Code, or is informed by a previous cost benchmarking study, please attach a copy with the supporting documents. In the section below, provide a summary of the performance audit findings or cost benchmarking study results (5 points).</p> |     |    |
|   |     |    |
| Prior Performance Audit or Cost Benchmarking  | Yes | No |

Section 3  
Project Information

| <b>Economic Impact</b>   |     |    |
|--|-----|----|
| <p>Provide a summary of how the proposal will promote a business environment through a private sector partner (5 points) and/or provide for community attraction (3 points).</p> |     |    |
|  |     |    |
| Applicant demonstrates Economic Impact   | Yes | No |

|                |  |                 |  |
|----------------|--|-----------------|--|
| Lead Applicant |  |                 |  |
|                |  | Type of Request |  |

| Response to Economic Demand  |     |    |
|--|-----|----|
| Provide a summary of how the project responds to substantial changes in economic demand for local or regional government services. The narrative should include a description of the current and future expected service level needs (5 points). |     |    |
|  |     |    |
| Applicant demonstrates Response to Economic Demand   | Yes | No |

Section 3  
Project Information

## Budget Information

### General Instructions

- Both the Project Budget and Program Budgets are required to be filled out in this form.
- Consolidate budget information to fit in the form. Additional budget details may be provided in the budget narrative.

#### Project Budget:

- The Project Budget should detail expenses related to the grant or loan project.
- The Project Budget justification must be explained in the Project Budget Narrative section of the application. This section is also used to explain the reasoning behind any items on the budget that are not self explanatory, and provide additional detail about project expenses.
- The Project Budget should be for the period that covers the entire project. The look-back period for in-kind contributions is two years. These contributions are considered a part of the total project costs.
- For the Project Budget, indicate which entity and revenue source will be used to fund each expense. This information will be used to help determine eligible project expenses.
- Total Sources must equal Total Uses. Include staff time and other in-kind matches in the Total Uses section of the budget.

#### Program Budget

- Use the Program Budget to outline the costs associated with the implementation of the program in your community.
- Six years of Program Budgets should be provided. The standard submission should include three years previous budgets (actual) and three years of projections including implementation of the proposed project. A second set of three years of projections (one set including implementation of this program and one set where no shared services occurred) may be provided in lieu of three years previous if this does not apply to the proposed project.
- Please use the Program Budget Narrative section to explain changes in expenses and revenues, and to defend the budget projections. If the budget requires the combining of costs on the budget template, please explain this in the narrative.

#### Return on Investment:

- A Return on Investment (ROI) calculation is required, and should reference cost savings, cost avoidance and/or increased revenues indicated in Program Budget sections of the application. The ROI should be calculated over a three-year period. Use the space designated for narrative to justify this calculation, using references when appropriate.

#### For Loan Applications only:

- Using the space provided, outline a loan repayment structure.
- Attach three years of prior financial documents related to the financial health of the lead applicant (balance sheet, income statement and a statement of cash flows).

|                |  |                 |  |
|----------------|--|-----------------|--|
| Lead Applicant |  | Round 7         |  |
| Project Name   |  | Type of Request |  |

**Project Budget**

Use this space to outline all sources of funds and the uses of those funds. Both sections should include all funds related to the project, including in-kind match contributions. Use the project budget narrative on the next page to justify the project budget. Indicate the line items for which the grant will be used.

Sources of Funds

LGIF Request:

Cash Match (List Sources Below):

|         |                      |
|---------|----------------------|
| Source: | <input type="text"/> |

In-Kind Match (List Sources Below):

|         |                      |
|---------|----------------------|
| Source: | <input type="text"/> |
| Source: | <input type="text"/> |
| Source: | <input type="text"/> |

Total Match:

Total Sources:

Uses of Funds

|                  | Amount               | Revenue Source       |
|------------------|----------------------|----------------------|
| Consultant Fees: | <input type="text"/> | <input type="text"/> |
| Legal Fees:      | <input type="text"/> | <input type="text"/> |
| Other: _____     | <input type="text"/> | <input type="text"/> |
| Other: _____     | <input type="text"/> | <input type="text"/> |
| Other: _____     | <input type="text"/> | <input type="text"/> |
| Other: _____     | <input type="text"/> | <input type="text"/> |
| Other: _____     | <input type="text"/> | <input type="text"/> |
| Other: _____     | <input type="text"/> | <input type="text"/> |
| Other: _____     | <input type="text"/> | <input type="text"/> |
| Other: _____     | <input type="text"/> | <input type="text"/> |

Total Uses:

Local Match Percentage:

\* Please note that this match percentage will be included in your grant/loan agreement and cannot be changed after awards are made.

Local Match Percentage = (Match Amount/Project Cost) \* 100 (10% match required)  
 10-39.99% (1 point)      40-69.99% (3 points)      70% or greater (5 points)

Section 4  
Financial Information

|                |  |                 |  |
|----------------|--|-----------------|--|
| Lead Applicant |  | Round 7         |  |
| Project Name   |  | Type of Request |  |

Project Budget Narrative: Use this space to justify any expenses that are not self-explanatory.

Section 4  
Financial Information

|                |  |                 |  |
|----------------|--|-----------------|--|
| Lead Applicant |  | Round 7         |  |
| Project Name   |  | Type of Request |  |

**Program Budget**

| Actual ___ Projected ___                      | FY _____               | FY _____               | FY _____               |
|---|------------------------|------------------------|------------------------|
| Expenses                                      | Total Program Expenses | Total Program Expenses | Total Program Expenses |
| Salary and Benefits                           |                        |                        |                        |
| Contract Services                             |                        |                        |                        |
| Occupancy (rent, utilities, maintenance)      |                        |                        |                        |
| Training & Professional Development           |                        |                        |                        |
| Insurance                                     |                        |                        |                        |
| Travel  |                        |                        |                        |
| Capital & Equipment Expenses                  |                        |                        |                        |
| Supplies, Printing, Copying & Postage         |                        |                        |                        |
| Evaluation                                    |                        |                        |                        |
| Marketing                                     |                        |                        |                        |
| Conferences, meetings, etc.                   |                        |                        |                        |
| Administration                                |                        |                        |                        |
| *Other - _____                                |                        |                        |                        |
| *Other - _____                                |                        |                        |                        |
| *Other - _____                                |                        |                        |                        |
| <b>TOTAL EXPENSES</b>                         |                        |                        |                        |
| Revenues                                      | Revenues               | Revenues               | Revenues               |
| Contributions, Gifts, Grants & Earned Revenue |                        |                        |                        |
| Local Government: _____                       |                        |                        |                        |
| Local Government: _____                       |                        |                        |                        |
| Local Government: _____                       |                        |                        |                        |
| State Government                              |                        |                        |                        |
| Federal Government                            |                        |                        |                        |
| *Other - _____                                |                        |                        |                        |
| *Other - _____                                |                        |                        |                        |
| *Other - _____                                |                        |                        |                        |
| Membership Income                             |                        |                        |                        |
| Program Service Fees                          |                        |                        |                        |
| Investment Income                             |                        |                        |                        |
| <b>TOTAL REVENUES</b>                         |                        |                        |                        |

|                |  |                 |  |
|----------------|--|-----------------|--|
| Lead Applicant |  | Round 7         |  |
| Project Name   |  | Type of Request |  |

**Program Budget**

| Actual ___ Projected ___                      | FY _____               | FY _____               | FY _____               |
|---|------------------------|------------------------|------------------------|
| Expenses                                      | Total Program Expenses | Total Program Expenses | Total Program Expenses |
| Salary and Benefits                           |                        |                        |                        |
| Contract Services                             |                        |                        |                        |
| Occupancy (rent, utilities, maintenance)      |                        |                        |                        |
| Training & Professional Development           |                        |                        |                        |
| Insurance                                     |                        |                        |                        |
| Travel  |                        |                        |                        |
| Capital & Equipment Expenses                  |                        |                        |                        |
| Supplies, Printing, Copying & Postage         |                        |                        |                        |
| Evaluation                                    |                        |                        |                        |
| Marketing                                     |                        |                        |                        |
| Conferences, meetings, etc.                   |                        |                        |                        |
| Administration                                |                        |                        |                        |
| *Other - _____                                |                        |                        |                        |
| *Other - _____                                |                        |                        |                        |
| *Other - _____                                |                        |                        |                        |
| <b>TOTAL EXPENSES</b>                         |                        |                        |                        |
| Revenues                                      | Revenues               | Revenues               | Revenues               |
| Contributions, Gifts, Grants & Earned Revenue |                        |                        |                        |
| <i>Local Government:</i> _____                |                        |                        |                        |
| <i>Local Government:</i> _____                |                        |                        |                        |
| <i>Local Government:</i> _____                |                        |                        |                        |
| <i>State Government</i>                       |                        |                        |                        |
| <i>Federal Government</i>                     |                        |                        |                        |
| *Other - _____                                |                        |                        |                        |
| *Other - _____                                |                        |                        |                        |
| *Other - _____                                |                        |                        |                        |
| <i>Membership Income</i>                      |                        |                        |                        |
| <i>Program Service Fees</i>                   |                        |                        |                        |
| <i>Investment Income</i>                      |                        |                        |                        |
| <b>TOTAL REVENUES</b>                         |                        |                        |                        |

|                |  |                 |
|----------------|--|-----------------|
| Lead Applicant |  | Round 7         |
| Project Name   |  | Type of Request |

**Program Budget**

Use this space to justify your program budget and/or explain any assumptions used for the budget projections. These projections should be based on research, case studies or industry standards and include a thoughtful justification.

**Section 4: Financial Information Scoring**

(5 points) Applicant provided complete and accurate budget information and narrative justification for a total of six fiscal years.

(3 points) Applicant provided complete and accurate budget information for at least three fiscal years.

(1 point) Applicant provided complete and accurate budget information for less than three fiscal years.

|                |  |                 |  |
|----------------|--|-----------------|--|
| Lead Applicant |  | Round 7         |  |
| Project Name   |  | Type of Request |  |

## Return On Investment

Return on Investment (ROI) is a performance measure used to evaluate the efficiency of an investment. To derive the expected ROI, divide the net gains of the project by the net costs (for a three-year period). For these calculations, please use the implementation gains and costs, NOT the project costs (the cost of the feasibility, planning or management study)--unless the results of this study will lead to direct savings without additional implementation costs.

### Return on Investment Formulas:

Consider the following questions when determining the appropriate ROI formula for your project. Check the box of the formula that you are using to determine your ROI. These numbers should refer to savings/revenues illustrated in projected program budgets, and should reflect a three-year period.

Do you expect cost savings from efficiency from your project?

Use this formula: 
$$\frac{\text{Total \$ Saved}}{\text{Total Program Costs}} * 100 = \text{ROI}$$

Do you expect cost avoidance from the implementation of your project/program?

Use this formula: 
$$\frac{\text{Total Cost Avoided}}{\text{Total Program Costs}} * 100 = \text{ROI}$$

Do you expect increased revenues as a result of your project/program?

Use this formula: 
$$\frac{\text{Total New Revenue}}{\text{Total Program Costs}} * 100 = \text{ROI}$$

Do you expect some combination of savings, cost avoidance or increased revenue as a result of your project/program? (Total Gains combines \$ Saved, Costs Avoided and New Revenue)

Use this formula: 
$$\frac{\text{Total Gains}}{\text{Total Program Costs}} * 100 = \text{ROI}$$

Expected Return on Investment = \_\_\_\_\_ \* 100 =

Expected Return on Investment is:

|                          |                     |                              |
|--------------------------|---------------------|------------------------------|
| Less than 25% (5 points) | 25%-75% (10 points) | Greater than 75% (15 points) |
|--------------------------|---------------------|------------------------------|

Questions about how to calculate ROI? Please contact the Office of Redevelopment at 614-995-2292 or [lgif@development.ohio.gov](mailto:lgif@development.ohio.gov)

Section 4  
Financial Information

|                |  |         |  |
|----------------|--|---------|--|
| Lead Applicant |  | Round 7 |  |
|                |  |         |  |

Return on Investment Justification Narrative: In the space below, describe the nature of the expected ROI calculation providing justification for the numbers presented in the ROI calculation. This calculation should be based on the savings, cost avoidance or increased revenues shown in the program budgets on the preceding pages. Use references when appropriate to justify assumptions used for cost projections.

Section 4  
Financial Information

|                       |  |                        |  |
|-----------------------|--|------------------------|--|
| <b>Lead Applicant</b> |  | <b>Round 7</b>         |  |
| <b>Project Name</b>   |  | <b>Type of Request</b> |  |

**Magnitude of Project**

If the project has an expected ROI of 74.99 percent or less, complete the following calculation. Projects with a Magnitude Factor of 50 or above score (5 points.)

$$\frac{\text{ROI}\%}{1000} \times \text{Savings Amt} = \text{Magnitude Factor}$$

Project has a Magnitude Factor of 50 or above Yes No

**Cost Savings**

This project will decrease specific line items in the existing budget. The specific line items should be evidenced by an expected decrease in specific line items for the next three years. In the space below please list the specific line item in the Program Budget section and the total dollar amount saved in the next three years (5 points).

Applicant demonstrates Cost Savings Yes No

**Core Services**

Does the project affect core services in your community? Explain how this project meets the basic needs of your community by providing services for which the lead applicant is primarily responsible (5 points).

Project affects Core Services of the Lead Applicant Yes No

Section 4  
Financial Information

|                |  |                 |  |
|----------------|--|-----------------|--|
| Lead Applicant |  | Round 7         |  |
| Project Name   |  | Type of Request |  |

**Loan Repayment Structure**

Please outline your preferred loan repayment structure. At a minimum, please include the following: the entities responsible for repayment of the loan, all parties responsible for providing match amounts and an alternative funding source (in lieu of collateral). Applicants will have two years to complete their project upon execution of the loan agreement, and the repayment period will begin upon the final disbursement of the loan funds. A description of expected savings over the term of the loan may be used as a repayment source.

Section 4  
Financial Information

Applicant demonstrates a viable repayment source to support loan award. Secondary source can be in the form of a debt reserve, bank participation, a guarantee from a local entity or other collateral (i.e. emergency, rainy day or contingency fund, etc).

|  |   |
|--|---|
| Applicant clearly demonstrates a secondary repayment source (5 points) | Applicant does not have a secondary repayment source (0 points) |
|--|---|

|                |  |                 |  |
|----------------|--|-----------------|--|
| Lead Applicant |  | Round 7         |  |
| Project Name   |  | Type of Request |  |

## Scoring Overview

### Section 1: Collaborative Measures

| Collaborative Measures        | Description   | Max Points |  | Self Score |
|-------------------------------|---|------------|--|------------|
| <b>Population</b>             | Applicant's population (or the population of the area(s) served) falls within one of the listed categories as determined by the U.S. Census Bureau. Population scoring will be determined by the <b>smallest</b> population listed in the application. Applications from (or collaborating with) small communities are preferred. | 5          |  |            |
| <b>Participating Entities</b> | Applicant has executed partnership agreements outlining all collaborative partners and participation agreements and has resolutions of support.   | 5          |  |            |

### Section 2: Success Measures

|                               |   |   |  |  |
|-------------------------------|---|---|--|--|
| <b>Past Success</b>           | Applicant has successfully implemented, or is following project guidance from a shared services model, for an efficiency, shared service, coproduction or merger project in the past. | 5 |  |  |
| <b>Scalable</b>               | Applicant's proposal can be scaled for the inclusion of other entities.   | 5 |  |  |
| <b>Replicable</b>             | Applicant's proposal can be replicated by other local governments.  | 5 |  |  |
| <b>Probability of Success</b> | Applicant provides a documented need for the project and clearly outlines the likelihood of the need being met.   | 5 |  |  |

### Section 3: Significance Measures

|   |  |   |  |  |
|---|--|---|--|--|
| <b>Performance Audit Implementation/Cost Benchmarking</b> | The project implements a single recommendation from a performance audit provided by the Auditor of State under Chapter 117 of the Ohio Revised Code or is informed by cost benchmarking. | 5 |  |  |
| <b>Economic Impact</b>                                    | Applicant demonstrates the project will promote a business environment and will provide for community attraction.  | 5 |  |  |
| <b>Response to Economic Demand</b>                        | The project responds to current substantial changes in economic demand for local or regional government services.  | 5 |  |  |

### Section 4: Financial Measures

|  |   |    |  |  |
|--|---|----|--|--|
| <b>Financial Information</b>           | Applicant includes financial information (i.e., service related operating budgets) for the most recent three years and the three-year period following the project.                           | 5  |  |  |
| <b>Local Match</b>                     | Percentage of local matching funds being contributed to the project. This may include in-kind contributions.  | 5  |  |  |
| <b>Expected Return</b>                 | Applicant demonstrates as a percentage of savings (i.e., actual savings, increased revenue or cost avoidance) an expected return. The return must be derived from the applicant's cost basis. | 15 |  |  |
| <b>Magnitude Factor</b>                | Applicant demonstrates a magnitude factor of 50 or above, based on the ROI percentage and the dollar amount of project gains estimated in the ROI calculation.                                | 5  |  |  |
| <b>Cost Savings</b>                    | Applicant demonstrates specific line items in the current budget that will decrease as a result of this project.  | 5  |  |  |
| <b>Core Services</b>                   | Applicant demonstrates that the project affects core services provided in their community.  | 5  |  |  |
| <b>Repayment Structure (Loan Only)</b> | Applicant demonstrates a viable repayment source to support loan award.   | 5  |  |  |

|                     |  |  |  |  |
|---------------------|--|--|--|--|
| <b>Total Points</b> |  |  |  |  |
|---------------------|--|--|--|--|



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# LAKEWOOD CITY SCHOOLS

August 27, 2012

Local Government Innovation Fund  
Office of Redevelopment  
77 South High Street  
P.O. Box 1001  
Columbus, Ohio 43216-1001

Dear Local Government Innovation Fund Council Members:

On behalf of Lakewood City Schools, I strongly support the grant application for the planning and creation of a Northeast Ohio career pathways high-school engagement strategy based on the successful INTERalliance model in Greater Cincinnati. This strategy will be developed in partnership with the Northeast Ohio Regional Information Technology Engagement (RITE) Board and Network which includes West Shore Career Technical District. RITE is an award-winning collaboration that champions IT careers, proactively develops industry-synchronized educational programs, develops and attracts talent, and facilitates the fulfillment of IT jobs.

INTERalliance is a powerful facilitated community engagement framework that addresses specific shortfalls in the workforce readiness and talent attraction/retention efforts of a local community. INTERalliance will find a ready network in RITE to create the framework for a robust portfolio of highly desired programs that make an immediate, sustained impact on Northeast Ohio, especially in high tech fields like information technology, information management, and specialty engineering and sciences.

Through funds received from regional employers, the State of Ohio, the Northeast Ohio Fund for Economic Future and in-kind services provided by Lorain County Community College, RITE boasts a growing network of employers, colleges, universities, high school administrators, nonprofit organizations, economic development actors, workforce agencies, and other government entities and has a proven model for IT talent development in the region. This project aligns with the aims of this network, this model and RITE's 2013 Business Plan as it allows Northeast Ohio to replicate a highly successful high school-to-IT career program throughout the Cleveland, Akron and Canton areas.

The West Shore Career-Technical District is a public secondary educational institution that prepares students for college and careers in NE Ohio. By partnering with colleges, business and other agencies to align our curriculum with college, while preparing students for 21<sup>st</sup> century jobs; we will together meet the needs of employers. Through collaboration we can identify skill gaps and make a difference in educating and retaining a trained workforce in NE Ohio.

We look forward to working with INTERalliance and our Northeast Ohio partners on this project. I hope that you will be a part of our continued success.

Sincerely,

Jeffrey W. Patterson  
Superintendent  
Lakewood City Schools

**Jeffrey W. Patterson**  
Superintendent  
(216) 529-4092  
(216) 228-8327-Fax

**Executive Offices**  
1470 Warren Road  
Lakewood, Ohio  
44107-3997

# LAKWOOD HIGH SCHOOL

14100 FRANKLIN BOULEVARD LAKEWOOD, OH 44107

VOICE: (216) 529-4028 FAX: (216) 529-4459

WEB: [www.lakewoodcityschools.org](http://www.lakewoodcityschools.org)



*Dr. William W. Wagner, Principal*

September 8, 2013

Local Government Innovation Fund  
Office of Redevelopment  
77 South High Street  
P.O. Box 1001  
Columbus, OH 43216-1001

Dear Local Government Innovation Fund Council Members:

*On behalf of the INTERalliance of Greater Cincinnati, I strongly support the grant application for the planning and creation of a Northeast Ohio career pathways high-school engagement strategy based on the INTERalliance model for engagement we have successfully developed and deployed in the Greater Cincinnati region.*

*We are eager to support this effort that will design an INTERalliance Program Office in Northeast Ohio and support the launch of the "Get I.T. Here!" Network in partnership with the R.I.T.E. Board.*

*We look forward to active participation of our students and faculty in what promises to be an effective strategy to connect our students to employers throughout Northeast Ohio. I am fully endorsing the engagement of our students and staff in this program, and hope you will support its funding via the Local Government Innovation Fund grant.*

Sincerely,

A handwritten signature in black ink that reads "Keith Ahearn". The signature is fluid and cursive, written over a light blue horizontal line.

Mr. Keith Ahearn

Principal

Lakewood High School

KA/blr



EVERY PERIOD EVERY DAY...

**Student Achievement • Student Support • Communication**

*A Community of Learners – Committed to Excellence*



LINDA E. THAYER, COORDINATOR  
14100 FRANKLIN BOULEVARD  
LAKEWOOD, OHIO 44107  
PHONE 216-529-4155  
linda.thayer@lakewood.k12.oh.us

*Serving Bay Village, Lakewood, Rocky River and Westlake Schools*

September 8, 2013

Local Government Innovation Fund  
Office of Redevelopment  
77 South High Street  
P.O. Box 1001  
Columbus, OH 43216-1001

Dear Local Government Innovation Fund Council Members:

*On behalf of the INTERalliance of Greater Cincinnati, I strongly support the grant application for the planning and creation of a Northeast Ohio career pathways high-school engagement strategy based on the INTERalliance model for engagement we have successfully developed and deployed in the Greater Cincinnati region.*

*We are eager to support this effort that will design an INTERalliance Program Office in Northeast Ohio and support the launch of the "Get I.T. Here!" Network in partnership with the R.I.T.E. Board.*

*We look forward to active participation of our students and faculty in what promises to be an effective strategy to connect our students to employers throughout Northeast Ohio. I am fully endorsing the engagement of our students and staff in this program, and hope you will support its funding via the Local Government Innovation Fund grant.*

Sincerely,

Linda E. Thayer  
Coordinator, West Shore Career-Technical Educational District  
Serving Bay Village, Lakewood, Rocky River and Westlake



August 31, 2012

Local Government Innovation Fund  
Office of Redevelopment  
77 South High Street  
P.O. Box 1001  
Columbus, Ohio 43216-1001

Dear Local Government Innovation Fund Council Members:

On behalf of the Northeast Ohio Regional Information Technology Engagement (RITE) Board, I strongly support the grant application for the planning and creation of a Northeast Ohio career pathways high-school engagement strategy based on the successful INTERalliance model in Greater Cincinnati. This strategy will be developed in partnership with the RITE Board and its network which includes its key partner, the West Shore Career Technical District. RITE champions IT careers, proactively develops industry-synchronized educational programs, and facilitates the fulfillment of IT jobs.

Through funds received from regional employers, the State of Ohio, the Northeast Ohio Fund for Economic Future and in-kind services provided by Lorain County Community College, RITE boasts a growing network of employers, colleges, universities, high schools, nonprofit organizations, economic and workforce development agencies, and other government entities. RITE has a proven model for IT talent development in the region. This project aligns with the aims of this network, this model and RITE's 2013 Business Plan as it allows Northeast Ohio to replicate INTERalliance's highly successful community engagement methodology and programs throughout the Greater Cleveland area.

RITE recognizes that INTERalliance can help NEO to assertively address local education and career pathway shortfalls for high school, college-bound students. INTERalliance will find a region ready to adapt and deliver a robust portfolio of highly desired high-school to college and career programs. These programs will make an immediate and sustained impact on Northeast Ohio, especially in high tech fields like information technology, information management, and specialty engineering and sciences.

We look forward to working with INTERalliance, West Shore Career Technical District and others throughout Northeast Ohio on this project. I hope that you will be a part of our continued success.

Sincerely,

Bill Blausey  
Sr. Vice President and Chief Information Officer, Eaton  
Chairman, RITE Board



**Eric S. Gordon**  
Chief Executive Officer

1111 Superior Avenue, Cleveland, OH 44114 • Office: 216.838.0020 • Fax: 216.436.5144

**Chief Executive Officer**  
Eric S. Gordon

**Board of Education**  
Denise W. Link  
*Board Chair*

Louise P. Dempsey  
*Vice Chair*

Patricia Crutchfield  
Robert M. Heard, Sr.  
Willetta A. Milam  
Shaletha T. Mitchell  
Stephanie Morales  
Dr. Lisa Thomas  
Eric L. Wobser

**Ex Officio Members**  
Dr. Ronald M. Berkman  
Dr. Alex Johnson

September 6, 2013

Local Government Innovation Fund  
Office of Redevelopment  
77 South High Street  
P.O. Box 1001  
Columbus, OH 43216-1001

Dear Local Government Innovation Fund Council Members:

The Cleveland Metropolitan School District (CMSD) strongly supports the grant application submitted by the INTERalliance of Greater Cincinnati, for the planning and creation of a Northeast Ohio career pathways high-school engagement strategy based on the INTERalliance model for engagement they have successfully developed and deployed in the Greater Cincinnati region.

We are eager to support this effort that will design an INTERalliance Program Office in Northeast Ohio and support the launch of the "Get I.T. Here!" Network, in partnership with the Regional Information Technology Engagement Board.

We look forward to active participation of our students and faculty in what promises to be an effective strategy to connect our students to employers throughout Northeast Ohio. I am fully endorsing the engagement of our students and staff in this program, and hope you will support its funding via the Local Government Innovation Fund grant.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Eric S. Gordon', with a stylized flourish at the end.

Eric S. Gordon  
Chief Executive Officer

August 31, 2012

Local Government Innovation Fund  
Office of Redevelopment  
77 South High Street  
P.O. Box 1001  
Columbus, Ohio 43216-1001

Dear Local Government Innovation Fund Council Members:

On behalf of the INTERAlliance of Greater Cincinnati, I strongly support the grant application for the planning and creation of a Northeast Ohio career pathways high-school engagement strategy based on the INTERAlliance model for engagement we have successfully developed and deployed in the Greater Cincinnati region.

We intend to deploy this proven INTERAlliance strategy in coordination and partnership with the RITE Board and its key partner – West Shore Career Technical District. The creation of a Northeast Ohio INTERAlliance Program Office, using a highly leverage shared services model, will bring to the already extraordinary work being done by the RITE Board and its partners the critical addition of a pipeline of enhanced connections to the young people in high schools around the Northeast Ohio region.

The INTERAlliance of Greater Cincinnati has cultivated its model of community engagement throughout the Greater Cincinnati region since 2005, engaging to date more than 73 high schools, 4 universities, and over 75 employers in a collaborative effort to cultivate STEM career pathways. The model has been built as a best practices-based methodology that we are eager to utilize to support and enhance the efforts in Northeast Ohio, as well as other regions around the State of Ohio. The shared mission is to collaboratively address the mission-critical shortfall in students pursuing STEM career pathways in our State and around the nation.

We look forward to working with West Shore Career Technical District, the RITE Board, and other collaborative partners in Northeast Ohio, and hope that you will be a part of our continued success.

Sincerely,



Doug Arthur  
Executive Director  
The INTERAlliance of Greater Cincinnati



## Memorandum of Understanding

Whereas the INTERalliance of Greater Cincinnati ("INTERalliance"), a 501(c)(3) non-profit delivering community engagement programming to stimulate STEM career pathway for high school students in the Greater Cincinnati/Northern Kentucky region, is interested in bringing its successful community engagement model to several cities in Ohio, and

Whereas INTERalliance has established a Central Office in Cincinnati that can deliver cost-effective program design, community engagement facilitation, administration, training and support in a shared services model to many school districts across several cities at the same time, and

Whereas the Ohio Department of Development is offering Local Government Innovation Fund (LGIF) grants of up to \$100,000 for two years to provide fiscal assistance to Ohio political subdivisions for planning and implementing projects that are projected to create more efficient and effective service delivery within a specific discipline of government services for one or more entities, and

Whereas the shared services planning and deployment of the INTERalliance community engagement model concurrently in several regions, servicing many school districts within each serviced region, meets the criteria for LGIF grants in those regions, and

Whereas West Shore Career Technical District, the RITE Board, and the INTERalliance are collectively interested in bringing the INTERalliance model to Northeast Ohio (NEO) in order to serve and benefit the local high school students at the schools served by West Shore Career Technical District and other schools around the NEO region, and

Whereas West Shore Career Technical District, the RITE Board, and the INTERalliance are interested in applying for an LGIF grant in order to fund the planning of a NEO INTERalliance Program Office and related INTERalliance programming for the NEO region as part of Round 3 of the LGIF program of the Ohio Department of Development,

THEREFORE,

The parties agree to apply for an LGIF grant and, if notified of award of such grant, create upon award a formal agreement ("Agreement") between the West Shore Career Technical District and INTERalliance that allows the West Shore Career Technical District on behalf of the Lakewood City School District and the other schools served by West Shore Career Technical to receive and administrate this grant. The Agreement will stipulate the appropriate use of grant funds, benchmarks for progress, processes for distribution and release of funds, and other practices the parties agree are prudent for the responsible governing of the grant and achievement of its stipulations and expectations.

The purpose of the grant will be to contract with the INTERalliance, who will facilitate the planning, design and establishment of a "Northeast Ohio INTERalliance Program Office", as described in the LGIF Grant Application, such that this organization and its related programs will be able to sustain and continue on their own merit and with its own funding after the two-year grant period of the LGIF program has expired.

INTERalliance will, as part of planning and deployment activities, establish the NEO INTERalliance Program Office in cooperation with the RITE Board and West School Career Technical District, for the purpose of administrating and overseeing the programs designed and deployed to benefit the students of Lakewood High School and other schools served by West Shore Career Tech. INTERalliance will provide management, training, program materials, and organizational oversight of all activities of the Northeast Ohio INTERalliance Program Office.

In that the LGIF grant requires a minimum ten (10%) percent matching contribution from the collaborating partners or other sources, if for any reason the projects and programs initiated by the Northeast Ohio INTERalliance Program Office over the two years of the grant do not generate the minimum matching funds required to be compliant with the terms of the grant, the INTERalliance will guarantee and underwrite this minimum contribution to the program on behalf of the partners collaborating for the Northeast Ohio initiative.

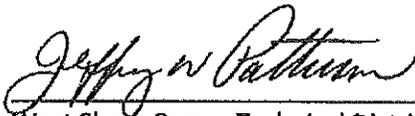
AGREED TO AND ACCEPTED:



Doug Arthur, Executive Director  
The INTERalliance of Greater Cincinnati

8/31/12

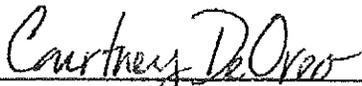
Date



West Shore Career Technical District

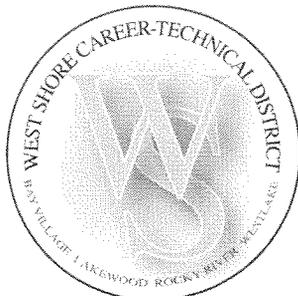
8/31/12

Date



Courtney DeOreo  
Administrator, RITE Board

8/31/12



*Serving Day Village, Lakewood, Rocky River and Westlake Schools*

LINDA E. THAYER, COORDINATOR  
14100 FRANKLIN BOULEVARD

LAKWOOD, OHIO 44107

PHONE 216-529-4155

[linda.thayer@lakewoodcityschools.org](mailto:linda.thayer@lakewoodcityschools.org)

November 4, 2013

Thea J. Walsh  
Deputy Chief, Office of Redevelopment  
Ohio Department of Redevelopment  
77 South High Street  
P.O. Box 1001  
Columbus, OH 43216-1001

Subject: Cure – Get I.T. Here High School Integration Project -- Feasibility Study  
Application No. G07-015

Dear Ms. Walsh and LGIF colleagues:

On behalf of our team that includes Lakewood City Schools, the RITE Board, West Shore Career Technical District, consultants from the INTERalliance, and Cleveland Metropolitan School District, I am pleased to provide this response to Application Cure Letter from the Office of Redevelopment regarding our Round 7 grant application to the Local Government Innovation Fund program.

For your convenience, I have copied into this letter response below the specific items for which the agency has requested clarification. For further clarification, we offer the following important information that we believe we help you to understand the basis of and rationale for our grant request:

1. This our third submittal to the LGIF requesting funding for this initiative. We submitted unsuccessful grant requests in Round 3 and Round 5 of the LGIF program using the project name "INTERalliance of Northeast Ohio". We have changed the project name for Round 7 to the "Get I.T. Here High School Integration Project", because:

- We have initiated our work on this feasibility study while awaiting a successful LGIF application, and have formally branded our pilot organization as the “Get I.T Here Network.” We are looking to the LGIF program to provide funding that will help us underwrite this exciting study, whose continuation is at risk due to limited available funding from the current participants.
  - Since we began this process for Round 3 in August 2012, our principal consultant from the INTERalliance of Greater Cincinnati – Mr. Doug Arthur -- has stepped down as executive director of that organization. He is now consulting to the grant request on behalf of TiER1 Performance Solutions, and brings to the Lakewood team formal permission to utilize the intellectual property of the INTERalliance of Greater Cincinnati in our efforts, by means of that organization’s continued partnership on this grant.
2. While we named our Round 7 grant the “Get I.T. Here High School Integration Project”, it is, in reality, a feasibility study in order to determine if and how the best practices implemented successfully in southwest Ohio (Greater Cincinnati region) can be modified to align with the priorities, needs, and culture of the stakeholders in Northeast Ohio, and deliver the same or even better results.
  3. The two-year feasibility study will engage local stakeholders in Northeast Ohio to determine the best ways to integrate high school participation into the already successful collaborative efforts among several of the key universities and colleges in Northeast Ohio and the local employers in this region. Expansion of this ongoing effort, overseen by the Regional Information Technology Engagement (RITE) Board who is a partner on this grant, will be studied to determine how to best include local high school students in these efforts for the maximum impact.
  4. To create sustainability, the efforts during the two-year feasibility study will include building a corporate stakeholder community. These local employers are scheduled to contribute to the study during the first two years, and to fund the deployment of the programs of the “Get I.T. Here Network” at sufficient level to launch the self-sustaining phase of this initiative after the two-year grant expires.

While we are confident that many of the best practices we can adopt from Cincinnati will help mitigate risks and ensure our success, we are eager to study the feasibility of this model in Northeast Ohio, and determine how it can best serve our community, both in the education and the business sector.

Our specific responses to “cure” items are provided below.

1. *Request*

*Eligibility concerns. May not meet LGIF program guidelines.*

We have discussed ODSA’s concerns about the eligibility of our grant request, and have received verbal concurrence from the agency that our program does, in fact, meet eligibility

requirements. Referenced during our discussions with ODSA is the text from our Round 7 submittal under Project Information, page 6, in which we stated:

“The final work product derived from the grant will be a portfolio of planning documents, including a regional master plan, road map, governance model, and detailed implementation plan for delivering programs that make an immediate, sustained impact on the community, municipality, and region. High school and college internships, career camps, 1:1 mentoring programs, tutoring programs, college and career conferences, employer/university advisories, and community service initiatives will be designed that enhance the ability of a local community business ecosystem to attract local talent in order to fill its specialized open employment requisitions, especially in high tech fields like information technology, information management, and specialty engineering and sciences.”

2. *Project Budget*

*Hyland Software does not have a partnership agreement and resolution of support (must be included by the end of the cure period to make budget acceptable). Please explain how each of the line items were calculated (other than the Admin Student Intern) and what these expense will be used for. Additionally, there is a 10% cap (\$5505) on the amount of hard costs that the LGIF program will pay for. Please adjust the following categories: travel, school bus rental, food service, materials, printing.*

Hyland Software will be a local corporate participant/stakeholder in the feasibility study, but they will not be a contributing partner, and thus a partnership agreement and resolution of support are not required for this grant request.

The revised Project Budget, with explanations for how each of the line items were calculated is provided below. Expenses from the grant were limited to an allowable percentage of the transportation costs, with the remaining expenses covered by the RITE Board, one of the grant partners.

| <b>Sources of Funds</b>             |          | Assumption                               |                                  |
|-------------------------------------|----------|--|----------------------------------|
| LGIF Request:                       | \$55,050 |  |                                  |
| Cash Match (List Sources Below):    | \$0      |  |                                  |
| In-Kind Match (List Sources Below): |          |  |                                  |
| Source: West Shore CTD              | \$7,200  | Admin oversight at 5 hours/week          |                                  |
| Source: RITE Board:                 | \$360    | Internet hosting, 24 months @ \$15/month |                                  |
| Source: RITE Board:                 | \$12,000 | Management Oversight at 5 hours/week     |                                  |
|                                     |          |  |                                  |
| Total Match:                        | \$19,560 |  |                                  |
| Total Sources:                      | \$74,610 |  |                                  |
|                                     |          |  |                                  |
| <b>Uses of Funds</b>                |          |  |                                  |
|                                     | Amount   | Revenue Source                           | Assumption                       |
| Consultant Fees:                    | \$20,000 | LGIF Grant                               | \$10k/year x 2 years             |
| Other: Travel - Consultant          | \$6,000  | RITE Board                               | 1 trip /mo x 24 mos x \$250/trip |

|                                 |          |             |                                    |
|---------------------------------|----------|-------------|------------------------------------|
| Other: Management Oversight     | \$12,000 | RITE Board  | 24 mos x 20 hrs/mo x \$25/hr       |
| Other: Administrative Oversight | \$7,200  | West Shore  | 24 mos x 20 hrs/mo x \$15/hr       |
| Other: Admin Student Intern     | \$9,600  | Lakewood HS | 24 mos x 40 hrs/mo x \$10/hr       |
| Other: School bus rental        | \$5,500  | LGIF Grant  | 2 buses/mo x 11 mos x \$250/rental |
| Other: School bus rental        | \$6,500  | RITE Board  | 2 buses/mo x 13 mos x \$250/rental |
| Other: Food service - meetings  | \$2,400  | RITE Board  | 24 meetings x \$100/meeting        |
| Other: Materials/Supplies       | \$2,400  | RITE Board  | 24 meeting x \$100/meeting         |
|                                 |          |             |                                    |
| Other: Postage                  | \$150    | LGIF Grant  | 100 mailings x \$1.50/mailing      |
| Other: Printing                 | \$2,500  | RITE Board  | Budget – printing                  |
| Other: Internet Hosting         | \$360    | RITE Board  | 24 months x \$15/month             |
|                                 |          |             |                                    |
| Total Uses:                     | \$74,610 |             |                                    |
| Local Match Percentage:         | 26.2%    |             |                                    |

3. *Program Budget. Please provide three years of Program Budgets for the cost of each partner implementing the program separately. Then explain how the proposed project would avoid costs, increase revenues, or see an increase in total gains for the project partners (political subdivisions).*

The Get I.T. Here Network and related High School Integration initiative are true collaborative efforts that only can exist if each of the stakeholders contributes in its own unique way to the consolidated program. It would not be reasonable or feasible for any one of the stakeholders to attempt this initiative without the collaborative participation of the other partners, in that each contributes its own unique portion to the whole. Therefore, the costs of each partner implementing the program separately is not possible to calculate.

In that the Get I.T. Here High School Integration initiative has not existed in Northeast Ohio prior to this feasibility study, there are no actuals to be reported for 2010, 2011, or 2012. In lieu of these figures, we are providing the actual 2010-2012 revenue and expenses experienced by the INTERalliance of Greater Cincinnati, a non-profit collaborative which is being utilized as a model for this study.

The INTERalliance revenue and expenses reflect actual financials as reported in that organization's annual reports each year, and represent operating years 5, 6, and 7 for that organization. These are reasonable goals/projections that the Get I.T. Here Network in Northeast Ohio might seek to achieve in 2018, 2019, and 2020, should this feasibility study yield the information to support growing the programs.

The program budget for the Get I.T. Here High School Integration initiative includes both the feasibility study expenses for which funding is requested by this grant and the pilot prototyping of the student leadership council, internship program, career camp program, and inter-school technology competitions that the feasibility study will examine and evaluate. Should the study

deem one or more of the programs successful for full deployment, Lakewood City Schools, West Shore Career Technical District, the RITE Board and other local stakeholders will launch these programs fully in the year after the grant expires.

The feasibility study proposed will specifically identify those programs and strategies best aligned with the goals of the local employers in Northeast Ohio and the career pathways they are willing to support and fund for local students. In this way, the Get I.T. Here High School Integration project will facilitate the generation of significant revenues to support such programs that would not otherwise be available to the region. If the experience in Cincinnati is any indicator, the \$213k in revenues projected for the year after the grant should be able to be doubled in two years and continue to grow as the Northeast Ohio region settles into programs to engage high school students in career pathways that best fit its own vision for the region.

Revised program budgets are presented below.

|  | ACTUALS - Cincinnati                       |                |                | Projected for Northeast Ohio                   |                |                | Assumptions  |
|--|--|----------------|----------------|--|----------------|----------------|--|
|  | FY 2010                                    | FY 2011        | FY 2012        | FY 2013  | FY 2014        | FY 2015        |  |
| <b>Expenses</b>                                | <i>INTERalliance of Greater Cincinnati</i> |                |                | <i>Get I.T. Here Network Feasibility Study</i> |                |                |  |
| Salary & Benefits, incl. summer internships    | 163,179                                    | 206,460        | 283,050        | -  | 49,200         | 115,800        | 2014: 10 summer interns, 2015: 25 interns + 1 admin intern   |
| Contract Services                              | 25,350                                     | 25,950         | 26,700         | 10,000   | 10,180         | 10,180         | INTERalliance consultant + Internet  |
| Occupancy (rent, utilities, maintenance)       | -  | 334            | 420            | -  | -              | -              |  |
| Training & Professional Development            | -  | -              | -              | -  | -              | -              |  |
| Insurance                                      | 4,700                                      | 4,801          | 4,955          | -  | -              | -              |  |
| Travel   | 2,125                                      | 2,125          | 2,450          | -  | 9,000          | 9,000          | Consultant + bus   |
| Capital & Equipment Expenses                   | -  | -              | -              | -  | -              | -              |  |
| Supplies, Printing, Copying & Postage          | 51,517                                     | 4,500          | 4,900          | -  | 3,725          | 3,725          | Food, materials, postage, printing   |
| Evaluation                                     | -  | -              | -              | -  | -              | -              |  |
| Marketing                                      | 1,500                                      | 2,573          | 1,750          | -  | -              | -              |  |
| Conferences, meetings, etc.                    | 194,350                                    | 80,348         | 135,247        | 5,000  | 35,000         | 65,000         | \$5k from RITE in 2013, \$10k from sponsors in 2014, \$15k in 2015, plus \$25k per 1-wk career camp: 1 in 2014, 2 in 2015. |
| Administration                                 | 47,316                                     | 48,041         | 47,316         | -  | 9,600          | 9,600          | In-kind admin oversight @ \$15/hr, mgmt oversight @ \$25/hr  |
| <b>Total Expenses</b>                          | <b>490,037</b>                             | <b>375,132</b> | <b>506,788</b> | <b>15,000</b>                                  | <b>116,705</b> | <b>213,305</b> |  |
| <b>Revenues</b>                                |  |                |                |  |                |                |  |
| Contributions, Gifts, Grants, & Earned Revenue |  |                |                |  |                |                |  |
| Local Government: LGIF                         | -  | -              | -              | -  | 27,525         | 27,525         |  |
| State Government                               | -  | -              | -              | -  | -              | -              |  |
| Federal Government                             | -  | -              | -              | -  | -              | -              |  |
| Other - Corporate donations/ sponsorships      | 168,996                                    | 85,045         | 82,748         | -  | 32,000         | 59,000         | 2014: \$10k Summit sponsors + \$22k career camp sponsors; 2015: \$15k Summit sponsors + \$44k career camp sponsors         |
| Other - Summer internships @ \$13.50/hr        | 243,000                                    | 251,100        | 344,250        | -  | 54,000         | 135,000        | 2014: 10 interns, 2015: 25 interns   |
| Other - RITE Board/LCCC                        | -  | -              | -              | 10,000   | -              | -              |  |
| Other - RITE Board in-kind                     | -  | -              | -              | 2,500  | 6,180          | 6,180          | 2014/2015: \$6k in-kind oversight + \$180 internet hosting   |
| Other - West Shore CTD in-kind                 | -  | -              | -              | 2,500  | 3,600          | 3,600          | 2014/2015: \$3600 in-kind oversight  |
| Other - Cash carried forward from prior year   | 45,040                                     | 38,366         | 30,145         | -  | -              | -              |  |
| Membership Income                              | -  | -              | -              | -  | -              | -              |  |
| Program Service Fees                           | 35,437                                     | 30,448         | 76,570         | -  | 6,000          | 12,000         | Career camps: 20 students x \$300/student x 1 session in 2014, 2 sessions in 2015  |
| Investment Income                              | 25   | 318            | -              | -  | -              | -              |  |
| <b>Total Revenues</b>                          | <b>492,498</b>                             | <b>405,277</b> | <b>533,713</b> | <b>15,000</b>                                  | <b>129,305</b> | <b>243,305</b> |  |

4. *Return on Investment. Please utilize figures based on the program costs, revenue, and total gains from this unique set of partners, not project management costs from other regions that may not be comparable due to differences in project partners and demographics.*

The revenue to be realized in Northeast Ohio by this study and the resulting programs piloted/prototyped in Years 1 and 2 during the grant, and implemented in full in Year 3 after this study is complete, represents new revenue that would not otherwise be generated.

Using the “increased revenues as a result of this project/program” as the basis for ROI, the following calculation is offered:

Three years new program revenue = \$15,000 + \$129,305 + \$243,305 = \$387,610

Three years program costs = \$15,000 + \$116,705 + \$213,305 = \$345,010

$387,610 / 345,010 \times 100 = 112.3\% \text{ ROI}$

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We appreciate the opportunity to provide these cure responses to ODSA, and welcome any further questions you may have about our grant request. The partners assembled to launch the feasibility study are excited at the prospects this study will yield for Northeast Ohio, its high school students, colleges and universities, and employers.

We look forward to your response and are hopeful that you will consider this grant request worthy of the LGIF program and its funding support.

Sincerely,

Linda Thayer  
Coordinator – Career Technical Education  
West Shore Career-Technical District

cc: C.DeOreo  
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