

## SECTION I: *Cover Sheet*

---

### APPLICANT INFORMATION

<b>Organization Name:</b>	Laramie Climb Wyoming
<b>Contact Person:</b>	Martha Doyle, Program Director
<b>Mailing Address:</b>	217 South 1 <sup>st</sup> Street, Laramie, WY 82070
<b>Phone:</b>	(307) 742-9346
<b>E-mail:</b>	marthad@climbwyoming.org
<b>Web:</b>	www.climbwyoming.org

<b>Type of Organization:</b>	
<input type="checkbox"/> Recreation/ Arts and Culture	<input type="checkbox"/> Civic/Quasi-Governmental
<input checked="" type="checkbox"/> Social Service	<input type="checkbox"/> Other _____

**Requested Amount for FY22/23: City \$15,000 County \$1,000**

<b>Will this amount be used to leverage additional funds either through grants or other means?</b>	
<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No
<b>If you marked YES, indicate the amount of additional funds that will be leveraged and note whether these are estimated or actual.</b>	
<b><u>\$16,000</u></b>	<input checked="" type="checkbox"/> Estimated <input type="checkbox"/> Actual

**Description of request:** Using the space below, *briefly* describe how your organization will use these funds and how the proposed program/project will benefit the community. A more detailed description is requested in Section III – Laramie Climb plans to work with over 120 families this year through connecting low-income single mothers to critical resources as she prepares for the program and employment; training that consists of life skills, mental health services, industry-specific skills, and job placement; and providing graduate services for success long-term with family and career. Besides securing a brighter future for themselves and their children, graduates are part of the workforce solution by filling critical local jobs with high employer demand.

<b>Declaration:</b> I hereby certify that the information give in this application for Community Partner funding is true and correct to the best of my knowledge.		
<b>Agency Director</b> 	Katie Hogarty	2/9/22
Signature	Print Name	Date
<b>Board President</b> <u>Please see attached signatory resolution</u>		
Signature	Print Name	Date

## **SECTION II: Organization History**

---

### **Organizational History and Mission**

Provide a mission statement and brief history of your organization in Laramie and/or Albany County, including services provided to area residents.

Climb Wyoming's mission is for low-income single mothers to discover self-sufficiency through career training and placement. Since 2005, Climb has been igniting the power and resilience of single moms in the City of Laramie and Albany County. As Climb receives national recognition for its strong outcomes, the number of local families helped has grown exponentially. Over 330 families and 615 children have been impacted through 36 different training programs. Climb's model is grounded in expertise in mental health, human-centered advocacy, and wrap-around services that transform lives, create self-sufficiency, and meet workforce needs in the community. Climb has received national attention for the dramatic increase in wages that participants experience. Working participants in the City of Laramie and Albany County, on average, earn \$1,032 per month at application. The graduate wage progression two years post program is \$2,041 per month, or 98%.

Laramie Climb aligns with the City of Laramie and Albany County objective to enhance the wellbeing of individuals and families within the community and provide programs designed to maintain human dignity, health, and overall welfare of vulnerable families. Climb plans to work with over 120 families this year through a) Pre-program stabilization including one-on-one work with a low-income single mother as she prepares for the Climb program and employment, b) Intensive training consisting of life skills, mental health services, industry-specific skills, and job placement, and c) Graduate services post-program including networking and support meetings or success long-term with family and career.

### **Organizational Structure**

List your officers and director(s), indicating their terms of office

Curtis Biggs, Board Member, September 2021 - September 2024  
Rosie Berger, Board Member, February 2019 - February 2022  
Wendy Curran, Board Member, September 2014 - September 2023  
Tyler Garrett, Board President, April 2016 - April 2022  
JJ Healy, Board Member, September 2020 - September 2023  
Carrie Kirkpatrick, Board Member, September 2016 - September 2022  
Laura Hewitt Ladd, Board Member, June 2016 - June 2022  
Beth Worthen, Board Member, February 2019 - February 2022

## **SECTION III. *Funding Request Justification***

---

**Briefly explain how these funds will be used and why public funds are necessary to accomplish this goal. Some discussion items to cover in this section may include:**

- *whether or not the funding request has increased from prior years;*
- *whether or not this is a one-time or on-going request;*
- *description of any large program or staff expansion occurring in this fiscal year;*
- *large equipment or other fixed assets that will be purchased fiscal year;*
- *how your project relates to city or county goals, or how it improves the overall quality, character or health of the community; and*
- *whether or not funding will be used to leverage additional monies for your organization either through grants or other means.*

Single mothers and their children, an underserved population, experience the highest rates of poverty among families in Wyoming. The average Climb participant at enrollment is living at only 30% of the Federal Poverty Level. This equates to an average wage of \$549 per month for a family of three. As the sole caregiver of their children working low-wage jobs, the already vulnerable individuals that Climb serves are disproportionately affected by the pandemic. Wyoming Survey and Analysis Center, in partnership with the Wyoming Community Foundation and the Wyoming Women's Foundation, found "Seventy-four percent of single mothers reported that school and day care closures had a 'moderate or severe' impact on daily life." The survey also revealed another trend that "large percentages of women don't know how to access resources that could help them find food, financial support, and mental health resources." (September 2020). During the pandemic, half of single moms didn't know how they would feed their kids (U.S. Census Bureau).

Climb will assist City of Laramie and Albany County candidates, participants, and graduates as they continue to navigate the challenges of the COVID-19 pandemic. These efforts include connecting City of Laramie and Albany County moms to resources such as rental reimbursement, food stamps, unemployment, and childcare. Providing stability for these mothers helps them engage in the program in the future. Climb is also working to grow staff members' skills in supporting single moms and teams in maintaining and affirming safe and inclusive environments. As Climb continues to serve families most in need, it is crucial that we adapt to meet an increasingly diverse population with inclusive strategies and practices.

Climb is committed to being a critical part of Wyoming's workforce solution during the pandemic by solidly researching programs to determine employer demand and providing career trainings in safe and responsible ways. As Climb's career training programs continue in the City of Laramie and Albany County, there has been an emphasis on essential jobs in healthcare and transportation. Climb staff are currently recruiting for another Certified Medical Assistant (CMA) and Certified Medical Administrative Assistant (CMAA) Program. The careers in this field are still high in demand with long-term opportunities available for graduating mothers. For example, 100% of the participants from the past CMA/CMAA training have been placed in full-time positions making an average monthly wage of almost \$3,000 per month. For this training, Climb will continue partnering with Laramie County Community College.

In the Fall 2022, staff hope to offer a Commercial Driver's License training. Commercial Driver's License is one of the nation's most in-demand job markets with high wages, local routes, and daytime schedules. Graduates can learn to drive school buses, commuter buses, construction trucks, passenger vans, delivery trucks, and more. The program will be a hybrid approach with practical components completed in person with safety in mind while other components are done virtually. Often, non-traditional careers lead to higher wages

and help moms reach self-sufficiency quicker. Not only will moms secure work ready skills, but they also help make the local workforce strong. A variety of trainings over the year can be helpful to attract participants with different interests and backgrounds.

Besides the technical programming, staff realize how critical therapeutic support is during these challenging times. The toxic stress of poverty - feeling scared, juggling hard decisions, being hungry - dramatically impacts how the brain functions. The single moms who come to Climb are under such high levels of stress that it has impacted their emotional regulation, planning, and decision-making abilities, which creates barriers to work readiness and success. If any of Climb's innovative technical and industry skills training has to be conducted online, staff have managed to continue providing critical model components such as life skills, individual and group therapeutic support, and case management. These services, along with appropriate referrals, allow participants to address personal barriers that are standing in their way of success, provide an avenue for participants to build healthy relationships with others, and support them in contributing successfully to their professional environment. Even online, moms have expressed that the connection and support of the group has been critical for participants during these challenging times. Climb's model, developed over the past 35 years, intentionally creates structure, support, and skill-building in times of crisis.

Laramie Climb is requesting the same funding level from the City of Laramie and Albany County as the prior year. Due to the economic uncertainty of federal funding and the pandemic affecting certain funding sources, Climb relies on local government and private community support to serve families. Receiving grants from a diversity of funders improves Climb's long-term sustainability to continue our work. The City of Laramie and Albany County grants leverage funding from the U.S. Department of Agriculture which requires private or local matching support. City and County funding also leverages other funding sources since they appreciate Climb's long-term partnership with local government. Some of these funders include James D. And Bess S. Polis Foundation, Newell B. Sargent Foundation, The Daniels Fund, U.S. Bank Foundation, Hughes Foundation, Etchepare Foundation, First Interstate Bank, Soroptimist International, Cross Charitable Foundation, Bank of the West, and State Farm Mutual Automobile among others.

Laramie Climb does not have any staff expansions planned or large equipment to be purchased and focuses on operating efficiently with centralized administration and scrutinized expenses.

**Section IV. Financial Information**—a current balance sheet can be submitted to satisfy this requirement

---

Balance Sheet as of September 30, 2021: Please see attached Climb Wyoming Balance Sheet

<i>Assets</i>	<i>Liabilities</i>	<i>Other Financial Information You Wish to Include:</i>
<b>Current:</b> Cash: CDs , etc.: Receivables:	<b>Current:</b> Payables: Withholding:  Long Term: Promissory Notes: Mortgage:	
<b>Fixed:</b> Equipment: Building: Less Depreciation:	     Owner's Equity:	

## **SECTION V. Fiscal Year Budget Information**

If your organization follows a different funding cycle (i.e. Calendar Year), indicate your budget cycle here:

Climb's budget cycle is on Climb's fiscal year, which runs October 1 – September 30.

### ***Revenue***

	<b>Amount</b>	<b>Secured or pending?</b>
City of Laramie, Community Partner	\$ 15,000	Pending
Albany County, Community Partner	\$ 1,000	Pending
United Way	\$ 0	N/A
Donors – Individuals, Foundations, Corporations	\$100,738	Partially Secured
Fundraisers	\$ 0	N/A
Interest	\$ 0	N/A
TANF CPI Funding (through Albany County)	\$ 26,262	Secured
TANF ESM and FBI Funding	\$230,000	Secured
USDA Funds – SNAP	\$ 97,000	Secured
<b>Total Estimated Revenue</b>	<b>\$470,000</b>	

### ***Expense***

	<b>Amount</b>	<b>Comments</b>
Salary, Director	\$ 70,000	Salary and Employer Taxes
Salary, Other(s)	\$ 60,000	Salary and Employer Taxes
Benefits	\$ 10,000	Health Insurance and Retirement
Rent	\$ 40,000	Space for Program Staff
Utilities	\$ 10,000	Telephone and IT
Client Service	\$180,800	Mental Health Providers, Professional Speakers, Tuition, Recognition Events, Graduate Services, Training Materials and Support, Work Experience Wages, Drug and Background Screening, Licensing and Certification
Client Aid	\$ 46,700	Incentives, Work Support and Clothing, Participant Travel, Computers for Moms
Equipment	\$ 2,500	Small Equipment
Other	\$ 15,000	Program Recruitment and Networking, Staff Training, Travel and Supplies
Other	\$ 35,000	Fundraising and Administration
<b>Total Estimated Expense</b>	<b>\$470,000</b>	

## Climb Wyoming Balance Sheet

As of Date: 09/30/2021 (Audit in process)

	Year To Date 09/30/2021
	Current Year Balance
<b>Assets</b>	
Current Assets	
Cash and Cash Equivalents	2,635,277.77
Accounts Receivable, Net	13,691.48
Grants Receivable	1,042,655.28
Pledges Receivable	499,954.49
Short Term Investments	1,979,798.61
Other Current Assets	49,674.72
Total Current Assets	6,221,052.35
Long-term Assets	
Property & Equipment	65,497.00
Total Long-term Assets	65,497.00
Investments	
Long Term Investments	1,080,645.49
Total Investments	1,080,645.49
<b>Total Assets</b>	<b>7,367,194.84</b>
<b>Liabilities and Net Assets</b>	
Liabilities	
Short-term Liabilities	
Accounts Payable	83,228.90
Accrued Liabilities	14,347.41
Accrued Taxes	57.92
Deferred Revenue	202,812.16
Total Short-term Liabilities	300,446.39
Long Term Liabilities	
Notes Payable - Long Term	500,000.00
Total Long Term Liabilities	500,000.00
Total Liabilities	800,446.39
Net Assets	6,566,748.45

The Balance Sheet represents the statewide Climb organization and not specifically the Laramie Climb site financials. Climb relies heavily on local community funding to serve families. The City of Laramie and Albany County grants are a critical piece to the ongoing success of the Climb program.

## Section VI: Interim Report for FY 2021/2022 Awardees Only

**Complete this section if your agency was awarded Community Partner Funding in Fiscal Year 2021/2022**

**Amount Awarded?** \$9,228.00

**Have you used all of the funds awarded?**  
 Yes  
 No

**If you have not used all of the funds awarded, please include *amount remaining and date* by which you intend to use those funds.** \$5,116.13  
Date: 6/30/22

**Briefly describe the impact that the FY 2021/2022 award has had on your program, project or organizational operations. Some discussion items to cover in this section may include:**

- *Number of persons served and demographics of persons served (income level, age, race, etc.)*
- *Describe the overall impact of these funds on your program, project or organization*
- *If your agency has not yet spent all of the awarded funds, please briefly describe your plans to expend the funds by the end of the fiscal year*
- *Did your agency use Community Partner funding to leverage additional funds, either through grants or other means?*

In Fall and Winter of 2021, the Laramie program partnered with Laramie County Community College – Albany Campus to offer the first Certified Medical Administrative Assistant program. This training offered dual certification in both Certified Medical Administrative Assistant (CMAA) and Certified Medical Assistant (CMA). Participants in this training gained the knowledge and skillset to make them successful in both medical and administrative fields. Eight of the nine (89%) participants from this program completed training and became certified. Furthermore, 100% of the participants have been placed in full-time positions making an average monthly wage of \$2,979. The high demand for CMAAs and CMAs coupled with the success of this training has led the Laramie Climb team to offer a similar training during Spring 2022.

The Laramie Climb team has equipped participants with the skills and technology necessary to conduct training virtually if needed. The flexibility and well executed transition on the team's part has allowed for great success within the Climb model over the past two years. The ability to transition to online training when needed decreases the odds of delayed training and therefore employment. Prioritizing group and individual counseling even when switching to a virtual setting allows participants to connect with one another and prioritize their own well-being while exploring new career paths.

All moms in Laramie's recent training are fulfilling personal goals to work in healthcare. The training included the unique opportunity to practice clinical skills at Nova Health Urgent Care, where many of the moms have now started job placements. Significant poverty was a difficult past barrier to overcome for this group, and

Climb's mental health services have been vital as they develop new tools to establish financial stability. Eighty hours of clinical work was required for participants in Laramie's CMAA Training. Besides licensing, training included COVID-19 vaccine administration, medical records, and patient scheduling. Current employers include Nova Health Urgent Care, Laramie Pediatrics, Iverson Memorial Hospital, and the Albany County Library and School District. Moms are filling critical healthcare positions during a time of high need in the community, with many already looking to advance their medical training with additional certifications.

Staff realize it is critical to continue offering Climb model components when staff shift to a hybrid or all online training due to COVID-19 challenges. Through programmatic strategic sessions and intense training, staff continued to provide life skills, individual and group counseling, and case management virtually. The core elements of Climb's model did not change, and participants continued to address past barriers to job success with licensed mental healthcare providers and experienced the power of working in groups to learn from and grow with each other. Climb focused on work readiness through online mock interviewing as well as life skills such as parenting, budgeting, and nutrition. Through virtual meetings, the participants built a sense of community and felt less alone. Moms who may have felt isolated during the pandemic found support and connection and remained dedicated to embarking on brave new career paths.

Climb also purchased laptops for low-income single mothers in all programs. Staff worked closely with moms to coordinate the appropriate technology for the online programming which included internet, software and access to computer training if needed. The laptops included built-in webcams for Zoom and Microsoft Office, an important software. With online programming, a reliable and working laptop is critical to the moms' success.

Climb will spend the remaining funds of \$5,116.13 before 6/30/2022 on the current Laramie Climb program. Since Climb runs two training programs per year, we are on target to spend the second half of funding on the Spring 2022 program. Laramie Climb is currently recruiting for another CMA/CMAA program to start soon.

"If you are willing to put in the work, the rewards speak for themselves. Climb is a life-altering organization," said Tessa, Laramie Graduate.



To Whom It May Concern:

I, Tyler Garrett, president of the Climb board of directors, hereby acknowledges that the resolution granted below through the September 9, 2021 board minutes shall be changed and in effect through my term of office. To confirm that I am the current president of Climb please see our website at [www.climbwyoming.org](http://www.climbwyoming.org).

**Approval of Signing Authority Resolution**

Board reviewed the following signing resolution to grant Climb Chief Executive Officer (CEO) signing authority:

WHEREAS, the Board of Directors desires to grant signing and authority to certain person(s) described hereunder.

RESOLVED, that the Board of Directors is hereby authorized and approved to grant signing and authority to conduct business to any one of the following person(s): Katie Hogarty, CEO, and members of the leadership team. The foregoing signing and authority granted shall include, but shall not be limited to, the execution of grants and contracts, leases, investment transactions, banking transactions, and all other transactions entered into by this Corporation. Katie Hogarty may authorize certain positions in the organization to enter into contracts that pertain specifically to their responsibilities at Climb. Examples of such contracts would include work agreements with employers, training agreements, mental health provider contracts, and life skills trainer agreements.

Motion made by Wendy Curran and seconded by Carrie Kirkpatrick, to approve the signing authority resolution. Motion carried.

Signed, 9A8B5EBCAAFA450...

Tyler Garrett, President