Community Connector Pilot Program

RFP for Coronavirus State and Local Fiscal Recovery Funds

Asheville Area Chamber of Commerce

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Application Form

Question Group

Buncombe County requests proposals for projects to help the community recover from and respond to COVID-19 and its negative economic impacts.

Buncombe County has been awarded \$50,733,290 in Coronavirus State and Local Fiscal Recovery Funds (Recovery Funding)i, as part of the American Rescue Plan Act. This infusion of federal resources is intended to help turn the tide on the pandemic, address its economic fallout, and lay the foundation for a strong and equitable recovery.

Buncombe County is committed to investing these funds in projects that:

- Align to county strategic plan and community priorities
- Support equitable outcomes for most impacted populations
- Leverage and align with other governmental funding sources
- Make best use of this one-time infusion of resources
- Have a lasting impact

Proposals shall be submitted in accordance with the terms and conditions of this RFP and any addenda issued hereto.

Click here for the full terms and conditions of the RFP

Coronavirus State and Local Fiscal Recovery Funds*

Name of Project.

Community Connector Pilot Program

Amount of Funds Requested*

\$610,000.00

Recovery Fund Eligible Category*

Please select one:

Aid to impacted industries

Brief Project Description*

Provide a short summary of your proposed project.

The Community Connector pilot program and communications campaign helps address the negative impacts of COVID-19 in the city's primary business districts. The project relies on cross-sector collaboration to reimagine public safety, support district stabilization, economic resiliency, and connect people in need to services.

COVID-19 impacted businesses through abrupt closures, health safety measures (e.g., social distancing, PPE, and capacity limits), and widespread unemployment. A sharp decline in tourism exacerbated these losses. Many businesses closed, and now numerous organizations, public and private, face staffing and service provision challenges.

COVID-19 also highlighted social inequities. The racial justice movement prompted cities across the country to reimagine public safety. Many people experiencing homelessness set up camps or slept in the streets.

This program addresses these varied issues through proactive services and a new community-driven approach to public safety.

Project Plan*

Explain how the project will be structured and implemented, including timeframe.

The Community Connector program uses a two-pronged approach: 1) provide direct services to support business districts, and 2) develop comprehensive communications to enhance effectiveness and awareness of the program and to develop other community-driven communications-based tools to support public safety. The program is informed by case studies and consultation with Chief of Police, David Zack and City Manager, Debra Campbell.

Community Connector Street Teams:

Form and coordinate with an advisory group of businesses and property owners as well as other strategic partners to review similar programs in other cities, develop the program's priorities, inform the scope of work and job descriptions for the Community Connector street teams and assist with the City-led RFP process to solicit proposals for service.

Reach out to strategic partners – public, private, nonprofit and business organizations – who could collaborate on related initiatives, like a low barrier shelter and community health workers, to support the success of the program. Utilize existing nonprofit networks to develop referral processes for the Community Connector street teams who encounter people in need/crisis, experiencing homelessness, and causing nuisance disturbances.

Work with the City of Asheville to hire a firm with expertise in supporting business districts to train and deploy Community Connector street teams Downtown, WAVL (Haywood Road), and other commercial districts as available. Teams will facilitate pro-active education and coordination to address key issues and concerns (e.g., sidewalk access concerns, litter issues, noise ordinance and busking concerns, prohibition on feeding programs in public parks, safety escorts by request, etc.), in collaboration with local organizations.

Launch this as a 3-year pilot program.

Work with the advisory group and the community to monitor the impact that the teams can have on improving the districts for residents, employees, and customers. Consider long-term strategies (beyond the 3-year program) for sustained funding and management based on the programs' outcomes.

Communications & Collaboration Campaign:

Develop a comprehensive communications campaign to encourage residents, business leaders, and customers to feel empowered to do their civic duty in keeping Asheville safe and welcoming. Ask community stakeholders to assist in particular aspects of the campaign and material distribution.

Examples of Tools and Strategies:

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Develop guides for citizens to support safety and security, including self-reporting options to enhance police follow-up efficiency.

Enhance or establish neighborhood watch initiatives.

Community organized clean ups in Pritchard Park in collaboration with the City to support beautification. District residents participate in a "leave it better than you found it" program for cleaning up and/or using the Asheville App to identify trash/graffiti as well as potential safety issues.

Statement of Need*

Describe the need that this project will address. Include data to demonstrate the need, and cite the source of the data.

Support economic recovery.

Buncombe County had the lowest unemployment rate in North Carolina for five years before the pandemic. Beginning with the shutdown in March 2020, thousands of people lost their jobs, placing the County amongst the highest unemployment rates in the state and decimating businesses in Downtown and other business districts.

COVID-19 impacted businesses directly, causing abrupt closures, requiring increased health safety measures (e.g., social distancing, PPE, and capacity limits), and forcing many people to exit the labor pool. It also caused a sharp decline in tourism, a consumer segment many businesses heavily rely on. Now, surveys show business owners are concerned about safety, nuisance issues, and beautification.

Stabilize business districts.

COVID-19 highlighted social inequities as well. The racial justice movement prompted cities across the country to reimagine public safety. The Asheville Police Department, like other departments nationwide, face record levels of resignations, leaving them understaffed. A reduction in services has left residents, business owners, employees, and customers with many questions and concerns.

People experiencing unsheltered homelessness increased from 65 to 116 leading to visible widespread camping. Trash became a major issue and the number of nuisance complaints increased. And, the use of needles by those suffering substance abuse created unsafe situations for campers and residents.

Downtown generates significant property tax revenue, the highest per-acre value of tax in the region. Downtown and WAVL have a unique mix of small, locally-owned restaurants and shops that depend on a customer base of both residents and visitors. They are also outsized sources of the sales tax that comes back to the City and County government. Restoring a sense of security for residents, businesses, employees, and customers through additional service provision is essential to rebuilding the County's economy.

Link to COVID-19*

Identify a health or economic harm resulting from or exacerbated by the public health emergency, describe the nature and extent of that harm, and explain how the use of this funding would address such harm.

The Buncombe County unemployment rate went from among the lowest in the state to the highest. Buncombe County shifted from tier 3 status to tier 2 because of an increase in unemployment.

The misery created by unemployment exacerbated substance abuse and caused many people to lose their homes. The number of people experiencing unsheltered homelessness increased, with reports that some individuals living in camps experienced crime and death. Property owners in business districts have had increases in property crime while stakeholders continue to express concerns about their safety.

Businesses in Downtown, WAVL and RAD suffered severe economic impacts. COVID-19 deeply impacted tourism; visitor spending dropped 32% statewide. Though local businesses are eager to re-capture tourism spending, an increase in visitors adds pressure on public services, stresses businesses with limited staff, and highlights the complexities of interactions with members of unsheltered populations. A well-coordinated Community Connector program can direct individuals to community services, prevent the need for enforcement and help proactively prevent illegal camping, littering, and other issues negatively impacting businesses.

A survey administered by the Asheville Downtown Association in February of 2021 indicated that COVID-19 led to a decrease of 261 full-time jobs, 216 part-time jobs, and more than 32 contract positions. More than 75% of businesses reported revenue losses during 2020.

The top services that respondents said they would like to see were: Outreach and resources for those experiencing homelessness Cleaning and pressure washing of sidewalks and public spaces Police presence

This program will aim to directly serve these underlying needs - exacerbated by the pandemic - and help support the economic viability and resiliency of our local business districts.

Population Served*

Define the population to be served by this project, including volume and demographic characteristics of those served.

Downtown has a population of 13,790, which swells to 142,799 during the daytime due to employees. In non-COVID years, the population is even higher due to those who come to eat in our restaurants, shop in our stores, and visit our attractions.

Asheville-Buncombe is the hub of a five-county Metropolitan Statistical Area of almost a half-million people. Workers commute in and out of the County daily from a 12-county labor shed, the center of a 22-county region. As such, it is imperative that the County rebound to robust economic health.

WAVL has a population of approximately 43,597 and is arguably the County's second-largest commercial center. WAVL also has a high rate of visitation which drives the success of small, locally-owned restaurants and shops.

Both Downtown and WAVL have concentrations of people experiencing homelessness, mental illness, and substance abuse. The situation is compounded in warmer months when those living "home-free" choose to come to town.

Results*

Describe the proposed impact of the project. List at least 3 performance measures that will be tracked and reported. If possible, include baselines and goals for each performance measure.

The Community Connector program envisions a way to restore confidence and self-determination amongst residents, property owners, employees, and customers of Downtown Asheville and WAVL.

The program, initiated as a pilot, could serve as "proof of concept" for the differences that such teams could make in the livability of both downtown and WAVL, making them worthy of a sustained source of funding, whether public, private or a combination of the two. The program provides our community with an ideal platform to explore funding and service models that adequately support the needs and resiliency of our business districts.

Key performance indicators could include:

- 1. A first-year survey could establish baseline data for sentiment surveys among business owners and residents in the service areas on issues such as safety, cleanliness, and improved quality of life. Surveys in the two subsequent years would provide comparative data to the baseline, with a proposed goal of an improved environment for living, working, and playing.
- 2. Data comparisons on interventions and referrals to partner organizations could measure the teams' success in responding to needs. Establishing benchmark data from the police department for both areas pre-COVID would be essential.
- 3. Comparisons of data related to property crime and nuisance issues pre-COVID and throughout the 3-year pilot could show whether there is a change in behaviors due to the teams' presence.
- 4. Annual reports on the teams' activities, with opportunities for community response to their work, could be held.
 - 5. Regular evaluation of progress from a community advisory body.
- 6. Measures to the number of social media posts, likes and shares can measure the impact of the communications aspect of the project. Column inches of coverage, minutes of air time and editorial support of the initiatives can also be measured.

Evaluation*

Describe the data collection, analysis, and quality assurance measures you will use to assure ongoing, effective tracking of contract requirements and outcomes.

Community Connectors will be the primary source of real-time data collection. The suggested firm currently uses a 'SMART' reporting system that will help collect data, track incidents and issues, and evaluate effectiveness. Any contract would ask Community Connectors to collect and evaluate data. Data points may include, but are not limited to:

Contact with vulnerable populations, visitors, merchants, and partner organizations; Items distributed (e.g., referral cards, care/agency guides, safety information, etc.)

The Asheville Chamber, Explore Asheville, West Asheville Business Association, and Asheville Downtown Association can collaborate on surveys to collect feedback on the program. Survey data combined with Community Collector 'SMART' data will evaluate opinions of the program, including:

Effectiveness, awareness, visibility, support of continuation, and extension of the program into other districts, the potential for program management by districts/private sector.

Case study research of cities currently using similar approaches could be made to determine best practices for evaluation. Benchmarking could provide metrics for future evaluation. All data could be communicated through annual meetings of the collaborators in the program, providing them with opportunities for sharing successes and improvements that need to be made in the program. Similarly, we

will ask the communications firm to include recommendations for reporting out progress and results of the Community Connector program.

Equity Impact*

How will this effort help build toward a just, equitable, and sustainable COVID-19 recovery? How are the root causes and/or disproportionate impacts of inequities addressed?

COVID-19 rapidly changed many lives and exacerbated existing inequities within our society. Within the business community, business owners of color faced extreme challenges. Black business ownership dropped by 41% in the first three months of the pandemic, the largest decline in any racial group. Additionally, the Black Lives Matter movement highlighted the growing need for changes in how communities address public safety.

At the April 2020 shutdown, over 36,000 people lost their jobs overnight. The most immediate and hardest-hit sectors were Leisure and Hospitality (L&H), comprising 15% of employment. However, many small businesses fall into the Retail Trade category, comprising 14% of employment.

EMSI is used by Riverbird Research to estimate Total Diversity percentage by industry (Hispanic, Black, American Indian, Asian, Native Hawaiian, and Two or More Races). L&H Total Diversity is estimated at 26%, Arts, Entertainment & Recreation is estimated at 14% and Retail Trade at 19%.

The Community Connector program supports the call to reimagine public safety while contributing to the social and economic stability needed for business and neighborhood stabilization post-COVID. This program provides a more equitable solution to supporting healthy business districts by providing a district approach instead of on an individual business basis.

The program can provide an equitable approach to behavior change in individuals causing disturbances through proactive engagement. Addressing concerns early through frequent touchpoints and proactive intervention can help individuals avoid fines prohibitive to unsheltered populations. It will also help identify individuals and connect them to services, avoiding justice involvement and supporting potential future employment and housing opportunities. While these are complex social issues with complex solutions, the identification of people in need of support and intervention makes these portions of our community safer for all.

Project Partners*

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Identify any subcontractors you intend to use for the proposed scope of work. For each subcontractor listed, indicate:

- 1.) What products and/or services are to be supplied by that subcontractor and;
- 2.) What percentage of the overall scope of work that subcontractor will perform.

Also, list non-funded key partners critical to project.

The program's advisory committee and partner organizations will inform a final description of products and services. Examples:

Community Connector Street Team Hiring & management by Block by Block (or similar) Service provision could include: Safety & Outreach Services (e.g., public engagement interaction & maximizing visibility, interacting with members of street & homeless population, reporting with 'SMART' technology, security escorts upon request)

Landscaping & grounds maintenance

Cleaning

Hospitality Services

Business and property owners to serve as advisory board

City to contract with firm, support with additional service provision (e.g., crime and public nuisance intervention-APD & trash/graffiti remediation-Public Works & Parks & Recreation) and community engagement as needed.

Homeless Intervention: Homeward Bound, ABCCM, WNC Rescue Mission, Sunset Community, Jordan Peer Recovery, BeLoved.

Mental Health Intervention: Buncombe County HHS, Community Health Workers.

Substance Abuse Intervention: Buncombe County HHS, Community Health Workers, Community Paramedic Program.

Strategic Communications Plan

Communications firm to develop a strategic communications plan, strategy, and materials. Rely on the City, area businesses, nonprofits, and other community organizations to assist with communication and distribution of materials.

Additional partners could include:

ABCCM

African American Business Alliance

Asheville Downtown Association

Asheville GreenWorks

Asheville Grown Business Alliance

Asheville Police Department

BeLoved

Buncombe County HHS

Buncombe County EMS

City of Asheville Public Works

City of Asheville Parks and Recreation

City of Asheville Homeless Services

Community Paramedic Program

Downtown Asheville Residential Neighbors

Explore Asheville

Homeward Bound

Jordan Peer Recovery

Sunrise Community

The Block Community Collaborative

The Haywood Street Congregation

West Asheville Business Association

WNC Rescue Mission

YMI Cultural Center

Capacity*

Describe the background, experience, and capabilities of your organization or department as it relates to capacity for delivering the proposed project and managing federal funds.

The Asheville Area Chamber of Commerce has experience working with teams of volunteers from the business community, regularly engaging 1,700+ members through activities like communications, events, and member surveys. These activities provide regular data and feedback on business needs, opportunities for

improvement, and the private sector perspective on service provision and strategies to collaborate with partners to address challenges.

Additionally, Riverbird Research and the Economic Development Coalition are housed under the Chamber, allowing for increased access to data, research, and understanding of the economic needs of the City and County.

The City of Asheville has expertise in public works, public safety, code enforcement, and community engagement. The City also has experience contracting with and managing service providers and coordinating across districts. We suggest a collaborative approach to this project, with the Chamber bringing together business representatives from the various areas to be served, and the City facilitating the company's hiring to manage the Community Connectors.

During the pandemic, communications officers from the public sector as well as private organizations joined together to support the distribution of public health messages. As part of this initiative, the amplification of ways that residents, businesses, employees and customers can enhance safety and security in the areas in which they live and work will be undertaken. Using the variety of communications systems each of the partners have at their disposal--social media, email distribution lists, distribution of fliers, posters and other collateral material--a message of our strength in numbers will be promoted. The campaign will build the confidence of our citizenry and empower them to impact their own destiny and that of their community.

Budget*

Provide a detailed project budget including all proposed project revenues and expenditures, including explanations and methodology. For all revenue sources, list the funder and denote whether funds are confirmed or pending. For project expenses, denote all capital vs. operating costs, and reflect which specific expenses are proposed to be funded with one-time Buncombe County Recovery Funds.

Download a copy of the budget form HERE. Complete the form, and upload it using the button below.

Recovery-Funds-budget-Community Connectors - Detailed Budget (1).pdf

Special Considerations*

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Provide any other information that might assist the County in its selection.

CommunityConnectors LettersofSupport.pdf

The cost of the Community Connectors program would be shared by the County, with matching dollars from the City of Asheville and the Tourism Development Authority. Just as the County must go through the grant making procedure, both entities would have to go through the processes to officially approve the expenditures.

However, we are confident that this approach of buttressing the safety and stewardship of our most prominent business districts will provide an excellent return to prosperity for our community, and thus a return on investment as well.

A successful Community Connectors program aligns with the county's priorities. It directly supports equitable outcomes for those who have been most impacted by the pandemic.

The combined funding leverages this one-time infusion of dollars at a moment when we most need it.

The program can have a lasting impact on these important centers of residency, employment and commerce by providing a model that can be replicated in other areas of the county, proving it worthy of financial support. The involvement of the advisory committee in establishing the priorities for the Community Connectors sets an excellent precedent for ongoing involvement.

Footnotes

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7Asheville Police Department. https://tinyurl.com/2u8fthth.

13Block by Block. https://tinyurl.com/yzz7wv8e.

2U.S. Bureau of Labor Statistics. https://tinyurl.com/45mn596s.

4Burgess, Joel. https://tinyurl.com/z944ux34.

12Small Business Committee. https://tinyurl.com/2hj23sb.

1, 5"Local Area Unemployment Statistics Map." https://tinyurl.com/r5d9h73h.

6"NC Commerce: County Distress Rankings." https://tinyurl.com/wn8v33hj.

9North Carolina Department of Commerce. https://tinyurl.com/4d7ard4a.

10U.S. Census Bureau. https://tinyurl.com/nkv7jvfh.

11Riverbird Research. https://tinyurl.com/yr5rsuuz.

3, 8 "State of Downtown Update - Asheville Downtown Association." https://tinyurl.com/vuhedy2m.

File Attachment Summary

Applicant File Uploads

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- Recovery-Funds-budget-Community Connectors Detailed Budget (1).pdf
- CommunityConnectors_LettersofSupport.pdf

Coronavirus State and Local Fiscal Recovery Funds Proposed Project Budget

Organization Name:	City of Asheville			
Project Name:	Community Connector's Program			
Amount Requested:	\$610,000			

Proposed Project Revenue Funder		Amount	Confirmed or Pending?	Notes
Proposed Buncombe COVID Recovery Funds	\$	610,000.00	Pending	Includes operating costs for 3 years
City of Asheville ARPA Funds	\$	610,000.00	Pending	Includes operating costs for 3 years
Tourism Development Authority	\$	610,000.00	Pending	Includes operating costs for 3 years
Total	\$	1,830,000.00		

	Proposed			Capital or Operating	
Proposed Project Expenses	Recovery Funds	Other Funds	Total	Expense?	Notes
Contracting with third party to provide staff that work					
as community connectors in Downtown, West					
Asheville and the River Arts District	\$ 610,000.00	\$ 1,200,000.00	\$1,810,000.00	Operational/Contracting	Based on estimates from vendors
Communications collatoral - artwork and printing	\$ 30,000.00		\$30,000.00	Operational/Contracting	Based on estimates from previous COVID-19 collateral/campaign
		Total	\$ 1,840,000.00		

West Asheville Business Association

444 Haywood Rd. Asheville, NC 28806

July 12, 2021

Kit Cramer
President & CEO
Asheville Area Chamber of Commerce
PO Box 1010
Asheville, NC 28801

RE: Community Connectors Proposal - Letter of Support

Dear Ms. Cramer:

On behalf of the West Asheville Business Association (WABA), please accept this letter of support to the Asheville Area Chamber of Commerce and the City of Asheville in their application to Buncombe County for the Community Connectors program. We strongly support this proposal and the focus on reimagining public safety through communications and Community Connectors in West Asheville and Downtown Asheville.

As an organization representing businesses in West Asheville, we provide a voice for the business interests, help them stay informed about public issues, promote West Asheville businesses, and support beautification, recreation, and business development.

We offer support of this initiative to partner with the Chamber to help alleviate some of the negative impacts of COVID-19 and be a partner in reimagining public safety. Through this letter, we acknowledge specific roles and opportunities we will fulfill in this partnership. In the event this proposal is funded, we would expect our role in the Community Connector program to include:

- Forming a genuine partnership to communicate ways in which the community can help to keep the area safe and welcoming;
- Spearhead a particular aspect of the communications campaign as needed; and
- Recommend members to participate in an advisory capacity for the Community Connector program and its priorities.

We look forward to working with you in keeping our community safe and welcoming as we work together to reimagine public safety in Asheville.

If you require more information about the West Asheville Business Association, please get in touch with us at www.west-asheville.com or secretary@west-asheville.com.

Sincerely,

S. Austin Walker IV - WABA President



On behalf of the Asheville Downtown Association, we offer this letter of support for the Asheville Area Chamber of Commerce and City of Asheville's proposal to Buncombe County for a Community Connectors and Communication initiative for Downtown and West Asheville.

As we reimagine public safety in our community, we believe this program can provide a layer of support for businesses and residents as recovery from Covid-19 continues. Community Connectors can help advance the business environment in downtown by creating a pro-active approach to public safety and improving access to important resources for people in need, while also providing hospitality and information to visitors.

In the event this proposal is funded, we would expect our role in the Community Connector program to include:

- Forming a genuine partnership to communicate ways in which the community can help to keep the area safe and welcoming;
- Support a particular aspect of the communications campaign as needed; and
- Recommend members to participate in an advisory capacity for the Community Connector program and its priorities.

Programs like these have seen success in other cities and we believe Asheville can develop program that best serves its citizens and businesses.

We hope that you'll give this proposal serious consideration and are happy to discuss it furtner.

Sincerely,

Meghan Rogers
Executive Director

M. Rogins

Kit Cramer President & CEO Asheville Area Chamber of Commerce PO Box 1010 Asheville, NC 28801

RE: Community Connectors Proposal - Letter of Support

Dear Ms. Cramer:

On behalf of Downtown Asheville Residential Neighbors (DARN), please accept this letter of support to the Asheville Area Chamber of Commerce and the City of Asheville in their application to Buncombe County for the Community Connectors program. We support the ideas of the proposal and the focus on reimagining public safety through a Community Connectors program in Downtown Asheville and West Asheville.

As an organization which represents downtown residents, DARN sponsors neighborhood social functions, communicates with City officials on topics of concern to its members, and works with other organizations to make living downtown a positive experience. We are committed to supporting a beautiful and livable downtown, which we have demonstrated through DARN's continued support to keep Pritchard Park viable for residents and tourists, our involvement in City policy such as the Noise Ordinance, support of the arts and art community in Asheville, and of course living downtown and supporting its many local businesses.

The Community Connectors program and its focus on proactive public safety has the potential to significantly improve the livability of downtown. This program will help build community capacity for collaboration and proactive problem-solving and we are excited by this possibility.

In the event this proposal is funded, we would expect our role in the Community Connector program to include:

- Forming a genuine partnership to communicate ways in which the community can help to keep the area safe and welcoming;
- Support a particular aspect of the communications campaign as needed; and
- Recommend members to participate in an advisory capacity for the Community Connector program and its priorities.

We look forward to working with you to keep downtown safe, welcoming and livable as we work together to reimagine public safety in Asheville.

Sincerely,

Diane Mooney, Bebe Landis, Jon Kemske DARN steering committee 75 Broadway Street Asheville, NC 28801



July 15, 2021

Kit Cramer, President & CEO Asheville Area Chamber of Commerce PO Box 1010 Asheville, NC 28801

Dear Kit:

Thank you for the opportunity to offer support from Explore Asheville and the Buncombe County TDA for the Asheville Area Chamber of Commerce and City of Asheville's proposal to Buncombe County for a Community Connectors & Communication initiative for downtown Asheville and West Asheville.

As our community reimagines public safety, we strongly believe this project will help restore Asheville's well-earned reputation as a safe and welcoming city for residents, employees, businesses and guests. In addition, as observed by the successes of other cities with similar initiatives, this pilot program will provide services and resources resulting in more customers for our community's businesses as they recover from the economic devastation caused by the global pandemic.

In the event this proposal is funded, we understand that the Community Connector program would approach the Buncombe County TDA for financial support, with the understanding that any application would be required to go through a formal review and approval process, as do all community grant requests.

Thank you for the continued opportunities and partnership with the Chamber, City, County, and local business and community leaders to help Asheville and Buncombe County thrive again.

Kindest regards,

Victoria Islen

Victoria Isley President & CEO

Explore Asheville Convention & Visitors Bureau

Buncombe County Tourism Development Authority