



New Business Ideas Grant Opportunity

INNOVATION POWERED BY KENCREST!

Introduction

NBI Video 2022

KENCREST PAST IDEAS

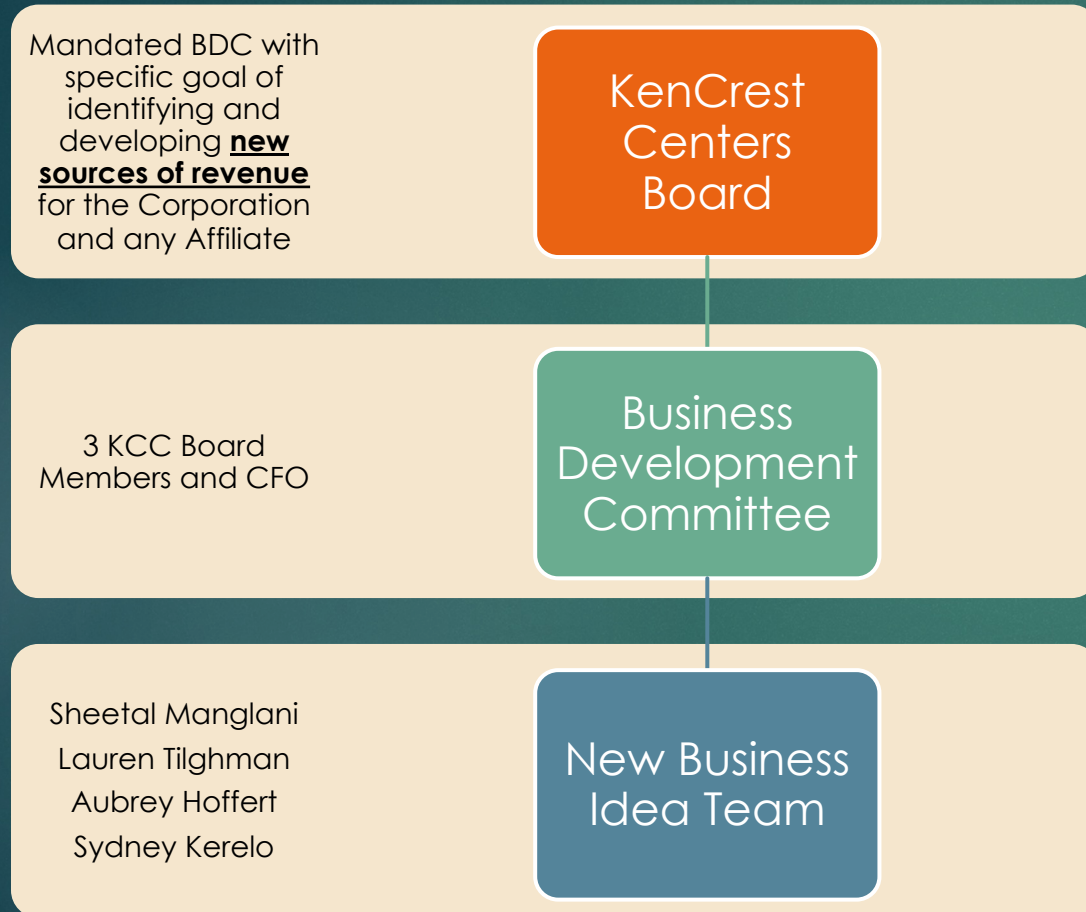
NEW BUSINESS IDEAS

Watch later Share

Watch on YouTube

The video player features a central play button over a black and white photograph of three women in a professional setting. The photo is framed by two large, blue, diagonal lines that create a stylized 'K' shape. The background of the player is a light, textured grey. In the top right corner, there are icons for 'Watch later' (a clock) and 'Share' (a right-pointing arrow). In the bottom left corner, there is a dark grey bar with the text 'Watch on' and the YouTube logo.

Overview – KenCrest Vision for NBI



WHAT: Supporting initiatives that support new business development and benefit the Agency and those we serve.

HOW: By developing processes and templates for idea submissions, for screening, communication, and evaluation.

WHY: KenCrest wants to be a thought-leader and promote a culture of innovation that furthers our mission.

What We're Offering

KenCrest Centers Board of Directors has approved \$500,000 to invest into NEW business ideas, processes, and technology for the 2022-23 fiscal year

Grant Focus Areas

- ▶ Providing support to the community development of KenCrest by:
 - ▶ Exploring Possibilities
 - ▶ Mobilizing Resources
 - ▶ Empowering Dreams

To support initiatives that create new business development that will in turn benefit KenCrest and the people we serve



Examples of Ideas

▶ Business Idea

- A new model of service delivery that increases customer independence

▶ Process Example

- Developing a process to improve efficiency like a paperless way to collect billing information

▶ Technology Example

- Creating/utilizing a new device that helps those with limited mobility feel more comfortable when sitting or standing without the support of a wheelchair

Process Details: Who Can Apply?

EVERYONE!

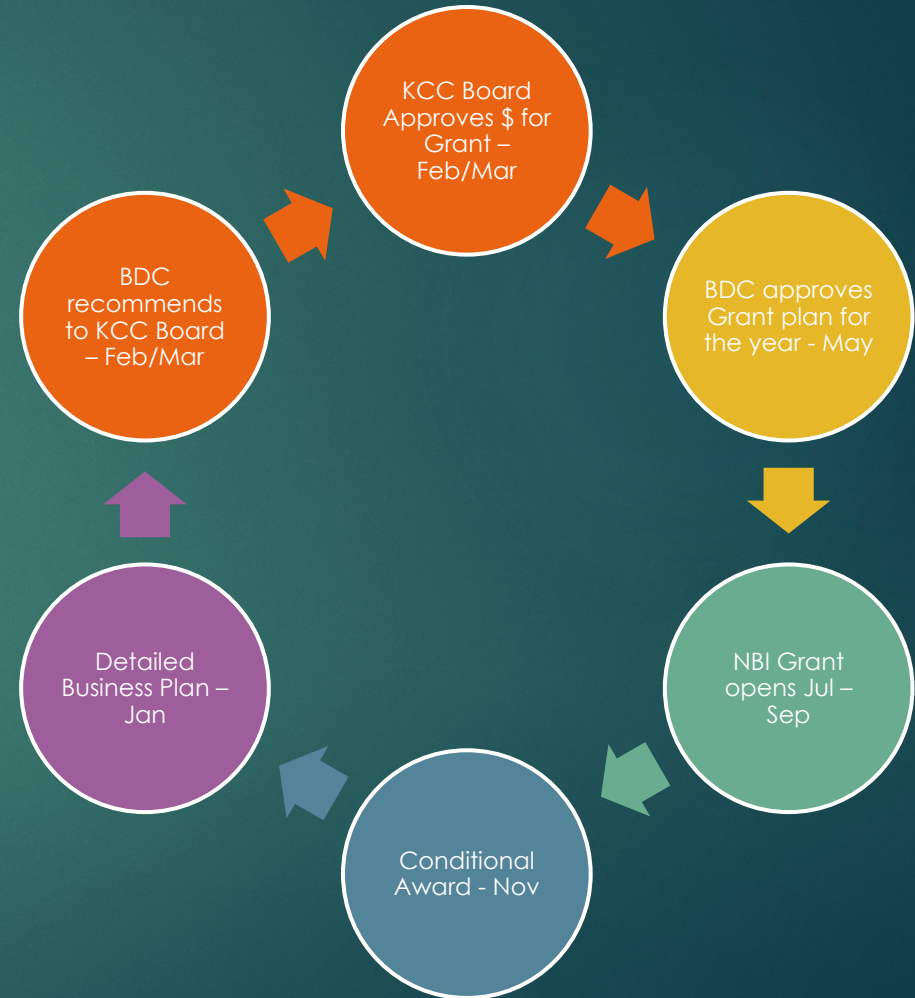
- ▶ KenCrest staff
- ▶ Volunteers
- ▶ Consultants
- ▶ Community Partners
- ▶ Those invested in improving the lives of children and those with Intellectual Disabilities



Process Details - Important Dates

- ▶ Letter of Intent (LOI) opens on July 1st and closes on September 30th
- ▶ Phase 1 - Conditional award notifications will be disseminated on November 15, 2022
- ▶ Phase 2 - Business plan* submission is due by January 17, 2023
- ▶ Final awards approved KenCrest Centers Board by February 2022 (Date TBD)

**Based on your need, we might be able to help you develop a business plan.*



Selection Process – Phase 1

- ▶ Letter of Intent (LOI) is solicited July- September
- ▶ BDC creates a Screening Panel
 - ▶ BDC Members (3 Board Members + CFO)
 - ▶ 1-2 Agency Officers
 - ▶ 1 External participant (Consultants)
- ▶ Screening panel **scores** the LOIs via a Screening Tool
- ▶ Ideas are ranked, conversation, selection

Phase 1 – LOI Details

To apply, you must submit a Letter of Intent (LOI) which should include:

- ▶ Name of Business/Project
- ▶ Contact information
- ▶ Entity information
- ▶ Project Sponsor (if Internal Applicant)
- ▶ Summary
- ▶ Alignment with KenCrest's mission and/or strategic plan
- ▶ Need Statement
- ▶ Criteria (discussed on next slide)
- ▶ Timeline
- ▶ Measurement
- ▶ Budget Summary
- ▶ Other sources of funds



How Will Your LOI be Evaluated?

Criteria for LOI evaluation (Red compulsory; others as many as apt)

- ▶ **In line with KC Strategic Theme**
- ▶ **In line with KC Mission**
- ▶ Valid need for the project
- ▶ Provide opportunity for community engagement (interaction, health benefits, or increased independence)
- ▶ Enhance skills and core competencies of consumers and/or staff
- ▶ Improve effectiveness and/or efficiency of KenCrest service delivery or response time
- ▶ Commercial viability & scalability
- ▶ Number of people impacted
- ▶ Leveraging other funders



Year 1 - 3 Updates

	Year 1	Year 2	Year 3
Grant \$ available	\$423,663	\$500,000	\$500,000
LOIs received (Phase 1)	20	10	8
Non-KenCrest Employee LOI	2	1	1
Ideas that moved into Phase 2	4	6	5
Number of plans that received funding	3	5	3

- ▶ Kinds of ideas approved
 - ▶ Tech oriented
 - ▶ New Revenue Streams
 - ▶ Innovative – using new resources to address current issues
 - ▶ Meets the Mission and Strategic vision of KenCrest (Check with your sponsor)
 - ▶ Resource: MyODP – Everyday Lives - [Everyday Lives: Values In Action \(c_241391\).pdf \(pa.gov\)](#)

FY 2021-22 Grant Recipients

▶ **Stepping Stones**

- ▶ Transitional Housing Support Program model for supported individuals who have expressed an interest or may have the ability to move in to a more independent living setting. Residents in Community Living Residential programs and their families may only know about living in a 24-hour program and have a fear of what may happen to their loved one if they are on their own. As a result, they tend to shut out independent community living arrangements. This program will provide a 'training ground' in preparation for eventually moving into their own apartment. They will repurpose identified and approved vacant homes into residential quarters for identified individuals with staff in close vicinity.

▶ **Memories in the Making**

Current Government regulations make Community Participation Services more challenging than in the past. KenCrest Community Participation needs a community liaison to facilitate relationships with the community. This proposed community liaison will make strong connections with the local community to allow the individuals get what they need when they are out all day. They need a safe location, with a friendly face, where the owners of the location expect them. The liaison could establish a location for us to do a craft, make cards to donate, or pack donation bags. As staff at the locations change, troubleshooting relationships would be an ongoing, essential job function.

▶ **Enterprise Content Management**

This idea focusses on efficient and effective business processes. As we embrace person centered care and planning, we are often faced with portions of client files residing in multiple physical and electronic locations, and not necessarily easily accessible by those that are providing a more holistic care. Also, at times outdated versions of forms are completed. For example, if a consent form has been modified to reflect current needs, the signed version may be an outdated consent form. Having a standardized master form to be completed, routed to the proper individuals, and centrally filed will increase accuracy and add efficiencies. The Business Process Automation portion provides an opportunity for KenCrest to optimize our business workflows to increase productivity, provide standardization, and build in approval checkpoints, which will allow staff to focus more on the care of the individuals we serve.

FY 2020-21 Grant Recipients

▶ Remote Possibilities

The Remote Possibilities business plan proposes to advance utilization of enabling technologies as remote supports for KenCrest consumers by piloting implementation at ten homes in PA Community Collaborative Services. This plan intends to use enabling technologies consisting of smart home sensors, video calling devices, medication dispensers, and smart device applications that can remotely support the completion of daily routines by proactively alerting caregivers by text, email, or phone call if assistance is required. This will reduce direct support needs and respect the capability and dignity of those we support.

▶ Day Sharing

Day Sharing will be a new approach to filling the needs of the people we support. Rather than use direct support staff (facing a severe workforce shortage), this plan will recruit individuals (most likely retirees or empty nesters) to simply share the day or a few hours of their day with the people we support. As an independent contractor, these individuals will be matched on common interests and supported to enjoy a meaningful life experience together. We believe that some of the relationships built in Day Sharing may evolve into Lifesharing matches, organic community involvement, and lifelong friendships.

▶ Meaningful Life

Working with Delaware's Division of Developmental Disabilities Services (DDDS), KenCrest will create, provide, and encourage safe and engaging community opportunities to post-employment individuals living in KenCrest Community Homes and/or participating in our Community Participation Program. The new model will draw upon the principles and philosophies of the Meaningful Day and Charting the LifeCourse Frame Work, and activities will meet each individual's vision of a meaningful life while supporting his/her ISP goals.

FY 2020-21 Grant Recipients – Cont.

▶ **Self-Employment**

KenCrest's Employment Programs team plans to provide self-employment planning and support as a service option to job seekers. With self-employment, job seekers would become independent entrepreneurs managing their own businesses and their own financial success. By leveraging the knowledge and expertise in career planning, job development, and discovery & customized employment strategies, the Employment team is well positioned to add this service to their menu of supports. Griffin-Hammis, a professional partner, has agreed to provide KenCrest with the self-employment training (10-20 staff) we will need to be able to provide these supports successfully.

▶ **Mentor Program**

The Peer Mentor Plan sees a need to help people transition from settings where they never lived independently before or were living independently without appropriate supports to more independent settings. The plan is to hire a peer mentor coordinator to connect new admissions with someone that has been achieving success in the Supported Independent Living program. This would increase connection with members of our program, increase socialization, and decrease feelings of loneliness during the transition process. Besides one-on-one mentoring, the group would also be sponsoring activities in the community to get to meet more participants and also encourage more community engagement with the potential to make relationships beyond the program and services KenCrest offers.

FY 2019-20 Grant Recipients

▶ Ticket to Work

Sustaining and growing KenCrest's Employment program is one of the Agency's top priorities. Through the *Ticket to Work* initiative, a new billing service and approach to employment services will be cultivated over an 18-month period. The new project complements KenCrest's desire to organize for outcomes, and will introduce new work incentives to clients, and new software to the Employment program staff. This initiative will increase research and the development of projects and activities that are beneficial to individuals seeking employment and self-sufficiency; cultivate stronger partnerships between employment providers; and help clientele establish a greater sense of independence and self-reliance.

▶ Childcare Swift Support

Through Child Care Swift Support services KenCrest will meet a critical need in supporting inclusion for children with developmental delays. The Swift Support Service is ensuring that children with developmental delays (birth to 3-years-old) are successful when attending their neighborhood childcare center. This service will increase the availability of support and instruction for teachers; and decrease the number of children with challenging behaviors/developmental delays from being expelled or isolated in classroom settings. Childcare Swift Support complements the KenCrest vision of greater social responsibility, innovation, economic accountability, inclusion, and enables a higher level of strategic growth due to an increase in service referrals.

FY 2019-20 Grant Recipients

▶ Smarter Living Homes (Tech Homes)

Smarter Living Homes (Tech Homes) will lay the groundwork for KenCrest to become an accredited, Technology First Provider. Creating environments and communities that enhance opportunities for inclusion and independence, are at the heart of KenCrest's mission. A Smarter Living Demo Home will be created to provide those the Agency supports with a unique hands-on experience. Technology assessments for individuals will be conducted, along with personalized skill development. The *Smarter Living Homes (Tech Homes)* will help both staff and individuals to hone new skillsets and provide alternative support options that could lead to more cost-effective and more competitive programming and service offerings. The grant award will launch the program in an impactful way and empower more of the individuals that KenCrest supports to become visionaries of their own, more independent lives.

Letter of Intent – How to Submit

- NBI Webpage : [New Business Ideas - KenCrest](#)
- LOI are available on website
- Forms and instructions available for download
- Submission via online form (preferred mode) or email LOI Form – both will be available on website
 - [KenCrest - New Business Ideas - Letter of Intent](#)



Questions??

Please email NewIdeas@kencrest.org
with any additional questions.