



Casa Esperanza Homeless Center

offering hope and help every day!

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May 1, 2014

Jim Armstrong
City Administrator
City of Santa Barbara
P.O. Box 1990
Santa Barbara CA.

Re: Casa Esperanza Homeless Center

Dear Jim:

Casa Esperanza Homeless Center ("Casa") believes it to be in the best interest of both the City of Santa Barbara (the "City") and Casa to propose a ten (10) year commitment to the City based on a fixed price annual contract.

Casa currently offers 48,000 bed nights/days per year for the residents of Santa Barbara County. We propose \$15.63 per bed night based on 48,000 annual bed nights which represents an annual cost of \$750,240 for 2014.

Casa Esperanza provides a vital service to the City of Santa Barbara however, based on our 14 year history of expenses and income we need to have a solid commitment from the City in order to effectively be able to offer our services including the new model of a 100 day, three (3) phase program directed at serving primarily Santa Barbara residents in a sobriety based program. Casa's new program will further assist the City in differentiating between homeless residents of Santa Barbara and the transients who take advantage of our City's resources.

Throughout the ten (10) year commitment the only increase in the City's cost will be according to a CPI factor that is mutually agreed upon. The contract will be based on a overlay where all contributions that go through the City will be deducted from the total so that the maximum cost to the City will be constant. This will allow both the City and Casa to budget correctly for a ten (10) year period and for services to continue without interruptions. If in any calendar year, the City receives an overage that will pass through to Casa.



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With our new model we have controlled our overhead and know what to expect from Foundations and private donors so that Casa can operate without an annual loss. Through our efforts and this contract our collective commitment will ensure the long-term stability for Santa Barbara's only 24/7 homeless shelter.

The homeless are a part of our community and the responsibility of each of us whom live within it. Through this proposal the City will achieve a cost effective long-term vehicle for addressing our homeless population. We look forward to the City's support in helping Casa Esperanza continue as the House of Hope for Santa Barbara.

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Richard Ring

Very truly yours,

Bob Bogle
Interim Executive Director

Board of Directors Emeritus

David Borgatello

Naomi Schwartz (Dec.)

Sandra Tripp-Jones

cc: Mark Asman