

**CHESTER COUNTY COMMUNITY FOUNDATION
GRANT PROPOSAL SUMMARY SHEET**

One page only. This page will be shared electronically with Grant Committee Members & Fund Advisors.
Note: If Philanthropy Network Greater Philadelphia's Common Grant Application is used, the CCCF's Summary Sheet **MUST** accompany application. To obtain an electronic version of this application, visit www.chescocf.org

Date: 9/9/14

Contact Information:

Organization Name: Good Neighbors Inc
Address: 205 E. State Street, Kennett, PA 19348

Phone: 610-444-1860
Website: <http://www.goodneighborshomerepair.org/home.html>

Contact Name: Rob Ellis
Contact Title: Executive Director
Contact E-mail: rwe@comcast.net
Fax: 610-444-1961
Year Incorporated: 2008

Has your nonprofit ever applied to the Community Foundation? Yes No Not Sure
Has your nonprofit ever received funding from the Community Foundation? Yes No Not Sure
 Donor Advised Fund(s) Fund for Chester County Don't know/Not sure

Field/s of Interest:

Arts, Culture & Humanities Environment/Animal Welfare Education
 Health Human Services Religion

Organization Information:

Geographic Area Served (If not all of Chester County, specify primary Chester County regions served):

Southern Chester County: Townships include: Pennsbury, Kennett, New Garden, London Britain, Franklin, New London, Elk, East and West Nottingham, Lower Oxford, Penn, Upper Oxford and East & West Marlboro.

Describe Population Served and Annual Number of People Served:

GN serves vulnerable, at-risk homeowners including single parent families, seniors, and multi-generational families who meet Chester County low-income guidelines. In 2013, we served 92 families that included 218 individuals.

Mission:

Our mission is to make homes warmer, safer, drier and healthier for low-income homeowners living in southern Chester County, PA.

Proposal Summary:

Our request is for a \$5,000 grant for general operating expenses to be used for purchasing building supplies and materials, and to cover the costs of hiring professional contractors when needed. *Because volunteers provide most of our labor, we can typically turn \$100 of repair expenses into \$300 - \$500 of home improvements for our low-income families.*

If Capacity Building Proposal:

Mission, Vision & Strategy Governance & Leadership Strategic Relationships
 Fundraising & Development Operations Other: _____

| | | |
|---|--------|---------------------------------|
| Annual 2014 Budget: \$357,000 | 1.5 | Full-Time Equivalent Paid Staff |
| + 84 % of budget for program expenses | 8 | Board Volunteers |
| + 6 % of budget for administrative expenses | 250+ | Active Non-Board Volunteers |
| + 9 % of budget for fundraising expenses | 8,000+ | Volunteer hours annually |
| 100 % TOTAL | | |

Top 3-5 funding sources: Chester County Department of Community Development, Annual Fundraising Banquet, Share-The-Warmth funds (CCUW), Southern Chester County United Way, WW Smith Charitable Trust

Grant Amount Requested from CCCF: \$5,000

II. CHESTER COUNTY COMMUNITY FOUNDATION GRANT PROPOSAL NARRATIVE

Provide clear, concise information. 3 pages maximum.

1. Organization's history, goals, key achievements and distinctiveness

History: Good Neighbors, Inc. (GN), is a nonprofit organization founded in June 1992. We became our own 501(c)(3) in April 2008. Prior to that time, Good Neighbors operated as a nonprofit under the umbrella of Koinonia Christian Ministries. A passion that began with one man, a vision, and a few friends, has been growing for 20 years, and now includes 250+ volunteers. Initially serving only Kennett Square, GN has expanded to now cover all of southern Chester County, PA.

Goal: Our goal is to eliminate sub-standard housing in Southern Chester County.

Key achievements: Good Neighbors partners with more than 20 local churches, more than 30 service and social agencies and over 70 local businesses and contractors that provide free and or discounted services and supplies. Repaired homes enable families to remain in their homes, raising property values and enhancing neighborhoods. In the process, we also help restore human hope and dignity. *Our extensive use of volunteers enables GN to provide from \$3 to \$5 of home repairs for every repair dollar spent.*

Distinctiveness: Good Neighbors is the only agency in southern Chester County that provides year round needed home repairs for at-risk, low-income vulnerable families who meet the Chester County low-income guidelines. GN serves approximately 95 families annually. We also run a Summer Work Camp for youth that serves approximately 50 middle- and high school students. The students work in teams on multiple home improvement projects, under the supervision of our staff and volunteers, learning valuable home repair skills and experiencing the joy of volunteer service. During the 2014 camp 4,140 volunteer hours were contributed by youth and adults.

2. Funding request:

A. Description of key initiatives

Good Neighbors Home Repair serves low income, at-risk homeowners in southern Chester County. We serve families who cannot afford to repair or maintain their homes as well as those who are physically unable to make repairs, such as frail older adults or those with disabilities. Services are provided to qualified home owners regardless of race, religion, creed or national origin. Our aim is to repair homes and also restore human dignity by respecting and supporting those we serve. Additionally, many of the safety improvements we provide, such as wheelchair ramps, flooring and bathroom grab bars help prevent accidents and foster more independent living.

In addition to having limited financial resources, many of our clients are elderly, single parents, or disabled. To qualify for our free services, applicants must meet the Chester County low-income guidelines and fully document home ownership. In 2013 we broadened our eligibility criteria to include homeowners with annual incomes up to 80% of Chester County's low-income threshold (for example, for a family of 4, this figure is \$63,350); previously this guideline was 60%. As a result, more people are now eligible for assistance, and our waiting list is growing. An application specialist helps homeowners complete all required paperwork by visiting their home. Our goal is to assist as many families as our finances allow. Recognizing that families who need Good Neighbor services often have needs beyond home repairs, we also proactively connect our clients with other local community services with whom we maintain collaborative relationships.

B. Specific needs and issues to be addressed

The last several years have been busy at Good Neighbors. Typically we have 6-12 homes on a waiting list for repairs, often because we need to obtain funds to purchase the materials or hire a qualified contractor to do more extensive repairs. With the expansion of our program in Oxford and more newspaper coverage of our program, more homeowners are seeking assistance with their home repairs than ever before. The economy is also a major factor as more vulnerable homeowners are having difficulty paying for repairs due to unemployment or underemployment issues. As a result, the repairs that are needed are often more extensive because they may have been delayed for several years.

Each year we are unable to complete all of the needed repairs for our qualified homeowners due to funding constraints. Many times we patch a roof that should be replaced, or repair the concrete steps rather than replace them, or repair the most severely deteriorated windows in the house when all the windows need to be replaced. One of the issues we frequently face is that once a homeowner contacts us, we discover that the repairs are often much more extensive than the homeowner realized, frequently as the result of long-term neglect from leaking roofs and/or plumbing problems.

One senior citizen's home that we recently repaired is an example of this:

Due to the extreme poverty of the family, the home's roof had been leaking for years, rotting the underlying rafters. Eventually the roof in the living room collapsed during a blizzard. Although the family lived not too far from Kennett, they were extremely socially isolated. They continued to live in the home, and ultimately the electricity was turned off due to unsafe conditions. Neighbors finally contacted a Chester County public health nurse, who visited the family and then reached out to Good Neighbors. Although the family had homeowners' insurance, they had not contacted the company. Good Neighbors helped them file a claim, which ultimately paid for rebuilding the home. Good Neighbors partnered with several major contractors and mold remediation specialists to fix the mold and water damage that had occurred over the years, which was not covered by the home insurance.

We believe there are many similar needy and isolated homeowners living throughout our neighborhoods who either don't know about Good Neighbors or are reluctant to seek our services. The slow economy also continues to be a challenge for many, and this affects people who have only been able to obtain part-time employment. Increasing utility and materials costs are making it even harder for low-income people, especially those on fixed incomes, to maintain and repair their homes, and as a result we expect the demand for our services will continue to increase in the coming years.

C. Organizational impact if initiative is undertaken

One of the unique partnerships Good Neighbors has built over the years is partnerships with approximately 18-24 vendors/contractors that provide deeply discounted cost/services and occasionally donate a major item such as a new roof or a new furnace. For example, Horizon Heating donates 1-2 complete heating systems with free installation (estimated value \$10,000-\$12,000) each year to our needy clients. Our roofing contractor charges only for materials and significantly reduced labor costs (no profits). We also benefit from the volunteer services of a local master plumber who recently retired and partners with Good Neighbors to provide plumbing repairs. ***As noted above, due to these partnerships and our extensive corps of volunteers, a \$5,000 grant from the Chester County Community Foundation would leverage approximately \$15,000 - \$25,000 worth of home repairs.***

We have recently expanded our services to include mobile home repairs, because mobile homes are the least expensive type of home a low-income resident can own. Mobile homes tend to be more expensive to repair than traditional housing, as the average materials and fixtures used in houses, such as replacement windows, doors, cabinets, etc., do not fit mobile homes; more expensive supplies sold by the manufacturer must be used. As a result our focus is on providing safety and health-related repairs, such as plumbing and electrical repairs, repairing heaters, roofs and floors, and providing handicapped accessibility for disabled or elderly mobile home owners.

D. Activities to implement the initiative.

To qualify, homeowners must meet Chester County low income guidelines; show a valid deed; provide proof that mortgage and property taxes are current, and live in their southern Chester County home. We receive referrals directly from home owners and from friends, family and neighbors who are aware of families in need. Other referral sources include Chester County Office of Aging caseworkers, Public Health nurses and other caregivers who personally visit with needy families in their home environments. Working with numerous local volunteers we offer these services at no cost to our homeowners, 6 days per week, year around. In 2013, we recruited over 250 volunteers who donated over 7,000 hours to complete 120 repair projects at 91 homes in southern Chester County.

E. Why it is important to fund this now

Each year more homeowners apply for repairs than Good Neighbors is able to complete due to staffing and funding limitations, and thus we typically maintain a waiting list of 6-12 homeowners who are waiting for assistance. Because Good Neighbors does not charge families for the home repairs, nor could they afford them if we did, fund raising will always be necessary to sustain our programs. We have been working diligently in the last few years to strengthen our fund raising initiatives with very positive results, increasing the number of donors supporting Good Neighbors and garnering additional dollars. However, fund raising continues to be a challenge in this economic climate. As a result, funding from organizations such as the Chester County Community Foundation is essential to continue this vital work.

3. How impact and results will be demonstrated

GN informally evaluates its programs through conversations with homeowners, volunteers, and partner organizations using a formal evaluation process. For each project we develop a scope of work checklist with specific tasks to be completed. At the end of the project, we compare completed tasks with homeowner expectations. Throughout each project, GN staff seeks homeowner feedback on progress and/or concerns. We then share feedback with the project team, and make appropriate adjustments. At the completion of the project we conduct a final homeowner interview and share this information with project volunteers and staff.