I. CHESTER COUNTY COMMUNITY FOUNDATION
GRANT PROPOSAL SUMMARY SHEET

Date 6/28/19

Contact Information
Organization Name: Help Hope Live, Inc
Address: Two Radnor Corporate Center, Ste 100
100 Matsonford Rd, Radnor, PA 19087
Phone: 800-642-8399
Website: www.helphopelive.org
Year Incorporated: 1983
FEIN: 52-1322317

Executive Director/CEO Name: Kelly L. Green
Executive Director E-mail: info@helphopelive.org
Board of Directors Chair Name: James Madden
Primary Contact Name: Andrew Deiner
Primary Contact E-mail: adeiner@helphopelive.org

Has your nonprofit ever applied to the Community Foundation? Yes ___ No X
Has your nonprofit ever received funding from the Community Foundation? Yes ___ No X

Field/s of Interest:
___ Arts, Culture & Humanities ___ Environment/Animal Welfare ___ Education
X ___ Health ___ Human Services ___ Religion

Organization Information:
Geographic Area Served (If not all of Chester County, specify primary Chester County regions served):
We serve clients in all 50 states and have been based in the Philadelphia suburbs since 1983

Describe Population Served and Annual Number of People Served:
We serve clients in a variety of demographics. Our clients face serious financial hurdles due to the
unexpected costs of their illness or injury. We focus on clients who are struggling with unmet medical
and related expenses due to cell and organ transplants or catastrophic injuries or illnesses. Though the
number of clients we serve varies, in Fiscal Year 2018 we served nearly 3,900 clients.

Mission:
As 501(c)(3) national nonprofit, Help Hope Live’s mission is to support community-based fundraising for
people with unmet medical and related expenses due to cell and organ transplants or catastrophic
injuries and illnesses.

Proposal Summary:
Help Hope Live requests a grant of $7,500 to support our general operating budget, with a specific
focus on our fundraising program.

Annual Budget $ $8,103,848
87.2 ___% of budget for program expenses ___14 ___% of Full-Time Equivalent Paid Staff
5.2 ___% of budget for administrative expenses ___7282 ___% of Board Volunteers
7.6 ___% of budget for fundraising expenses ___100 ___% total

Top 3-5 funding sources:
The Boston Foundation
Claire and Raymond Hippele
The Glenmede Trust

Grant Amount Requested from the Community Foundation: $ $7,500

2-2019
THE HISTORY
Help Hope Live was founded in 1983, and while the name has changed and our list of services has grown over the years, we are just as committed to helping our clients recover and regain their independence as we were when Dr. Jack Kolff, a transplant surgeon at Temple University Hospital, and his wife Patricia founded the organization. We have focused on transplant candidates since our founding and, for the past 18 years, have also served clients affected by catastrophic injuries and illnesses. Since our founding we have provided more than $135 million in financial support to our clients to cover necessities such as insurance deductibles, medications, medical equipment, home health care, and modifications to homes and vehicles to allow for handicap accessibility.

THE DIFFERENCE
One in four Americans say they have turned to private online crowdsourcing to help cover their medical expenses, but the IRS treats those donations as income. This can jeopardize access to asset-based programs. Our model is unique. Funds are raised and held by Help Hope Live and when a bill comes to the client, it is then forwarded to us. All funds raised are under the control of Help Hope Live and are the assets of the organization. This allows our clients to worry less about their bills and focus more on their recovery, and we’re proud to be involved in the process of getting our clients back on the road to recovery.

In 2018, for the fifteenth consecutive year, Help Hope Live earned a four-star rating from Charity Navigator, the nation’s premier independent charity evaluator. That puts us in the top one percent of non-profits rated by Charity Navigator. Our clients and our supporters know that by working with us they are supporting a transparent and accountable non-profit.

THE PROGRAM
Our Fundraising Program is at the core of what we do at Help Hope Live. When a client is diagnosed with a serious illness or experiences a traumatic injury, the hospital social workers and financial coordinators help the individual and their family understand the associated costs. This often means fundraising, especially in the case of a transplant. Once a client or caregiver contacts our office and has the initial screening call, a Client Services Coordinator is paired with our client to help them through the entire fundraising process. Many of our clients are new to fundraising, so the first step is to craft an appeal letter for potential contributors. From there, the coordinator and the client create a customized fundraising plan based on the client, their support network, and their community. Each client is unique, and so is each fundraising plan. Help Hope Live coordinates everything from neighborhood yard sales to rodeos to bowling tournaments. We design a flier, set up online registration and contribution pages, and assist with event planning. Help Hope Live holds the funds raised, and when a bill comes to the client, it is reviewed and paid by the organization. To ensure accountability and proper oversight, our Board of Directors meets on a quarterly basis to evaluate our program.

THE NEED
There are approximately 113,000 people currently waiting for an organ transplant and 291,000 people in the United States living with a spinal cord injury. In 2014, the most recent year for which data is available, more than 2.87 million Americans sustained a traumatic injury or illness. We currently help more than 3,800 clients a year, and we know there are even more individuals who would benefit from working with Help Hope Live.
Many Americans believe that, even as medical bills skyrocket, their insurance will cover most of the cost. Unfortunately, patients are responsible for 49% of the average medical bill. Even those with good insurance still face thousands of dollars in co-pays, deductibles, and other medical and related expenses. A grant will help our clients get on the road toward recovery and regaining their independence.

THE URGENCY
Ten years after the passage of the Affordable Care Act, millions of Americans still struggle to access basic medical care. According to the Census Bureau, over 91% of Americans had health insurance for part of or all of 2017. In fact, a majority of our clients do have health insurance. However, the out-of-pocket medical costs for people in need of a transplant or living with a catastrophic injury or illness can be astronomical. A recent US study found that the average out-of-pocket medications costs for MS patients were $2,238 over the first two years after diagnosis, but some were responsible for as much as $9,855. Patients were responsible for an average of $246 to $661 in out-of-pocket medication expenses per month.

For the past 35 years, Help Hope Live has been working to make sure that Americans who would otherwise delay or never receive care are able to cover their unmet medical and related expenses and focus on regaining their health and independence. We have served thousands of clients throughout our history, and helped nearly 3,900 individuals in Fiscal Year 2018 alone. All of our clients are facing life-altering and life-threatening medical diagnoses, and without funding many of them may never receive transplants, accessible transportation, or the ability to walk again.

THE METRICS
Help Hope Live, working in conjunction with our clients and their support systems, strives to fill in the gap between what insurance covers and what lifesaving care costs. The success of our fundraising program is thus measured by how many clients we assist and how much money is disbursed. In Fiscal Year 2018, Help Hope Live:

- Launched 380 new campaigns and managed 3,867;
- Raised more than $6.5 million from 21,327 donors;
- Paid $6.2 million to cover the unmet medical needs of 1,700 clients and their families.

Transplant patients are expected to cover $5,000 per month in out-of-pocket medication co-pays, and the yearly cost for someone with a spinal cord injury can top $110,000. There are more than 113,000 people currently waiting for an organ transplant and approximately 291,000 people living with a spinal cord injury. A successful program would use this grant to devote even more energy to helping them.