

The Chester County Nonprofit Innovation & Resiliency Fund

Administered by the Chester County Community Foundation

In cooperation with regional funders, donors, united funds and County government departments

Recognizing the importance of the nonprofit sector to the high quality of life throughout Chester County, the Chester County Commissioners have allocated \$3.5M to help nonprofits recover with innovation and resiliency. This funding is from the federal Coronavirus Aid, Relief, and Economic Security (CARES) Act.

Per the CARES Act, grants must cover unforeseen financial needs and risks created by the COVID-19 public health emergency. **This includes grants to implement and publicize the safe resumption of programs and services.** The Community Foundation seeks proposals to support innovative, resilient COVID recovery needs, such as:

- Program and service redesign, in light of social distancing and public safety requirements
- Innovative technology to support virtual, mobile and/or pop-up programs and services
- Redesigned and reconceived marketing, fundraising and special events
- Strategic planning pivoting, refinement and revisions in light of COVID-19
- Partnership, merger, consolidation and/or acquisition activities due to COVID-19 impacts
- Infrastructure improvements due to COVID, including plexiglass dividers, technology upgrades, etc.
- Higher operating costs related to cleaning and social distancing requirements
- Other one-time or increased expenses incurred related to COVID-19.

This is a competitive, time-sensitive grants process. **Grant decisions will be made weekly, on an ongoing basis.** **Only electronic grant applications** are accepted by e-mail. No paper applications are accepted.

Eligibility

- Nonprofit 501 (c) (3) organization formed and active in 2017 or earlier
- Nonprofit must be located and providing services in Chester County

Priority Preference for Grant Funding

- Nonprofits that provide clear evidence of how they aim to/are reshaping their programs, services, administration, marketing and fundraising, to safely provide services and thrive in light of COVID impacts
- Nonprofits with substantial costs to comply with COVID public health requirements
- Nonprofits that serve a diverse constituency, and are governed and managed by diverse leadership

Ineligible Entities

- Nonprofits NOT located in Chester County, PA
- Nonprofits NOT delivering services in Chester County
- Nonprofits that did NOT experience revenue loss due to the coronavirus pandemic and/or nonprofits that have no additional costs associated with the coronavirus pandemic
- Nonprofits that were NOT operational as of December 30, 2017
- Government or government-owned or controlled entities
- Churches or religious organizations with respect to their primarily religious activities and/or their activities which limit participation to members of the church or religious organization. Religious entities with social & human service outreach programs must provide 501 (c) (3).
- For-profit businesses
- Private clubs/organizations that limit membership for reasons other than capacity
- Nonprofits primarily engaged in lobbying or political activities
- Nonprofits NOT compliant with all federal, state, & local laws, including taxation
- Nonprofits NOT compliant with current public health guidelines, including coronavirus pandemic phased reopening restrictions ###





Contact Information

Nonprofit Org Name: Daemion Counseling Center	ED/CEO Name: Margaret O. Magee
Address: 95 Howellville Road	ED/CEO E-mail: margaret@daemioncounseling.org
City, State Zip: Berwyn, PA 19312	Board Chair Name: Kenneth Chen
Phone: 610-647-1431 (cell) 610-730-0853	Grant Proposal Contact Name:
Website: www.daemioncounseling.org	Grant Proposal Contact E-mail:
EIN: 231733365	Grant \$ Amount Requested: \$35,000
Year Founded: 1970	

In filing this application, the nonprofit certifies that it complies with all federal, state & local laws, including taxation; complies with current public health guidelines; and complies with coronavirus pandemic phased reopening restrictions.

Agreed by: Margaret O. Magee	Date: October 27, 2020
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Nonprofit Field/s of Interest

Arts, Culture & Historic Preservation	Education	Health X
Community Development	Environment & Animal Welfare	Human Services

Figures	Current	PRE-COVID (as of 1/1/20)
Annual Operating Budget	188,546.70	\$219,000.00
Full-Time Equivalent Paid Staff	2	# 2
# Board Volunteers	10	# 10
# Committee Volunteers	12	# 10
# Active Direct Service Volunteers	3	# 1
Annual Volunteer Hours	591	# 1900 +

Funding: Please indicate if your nonprofit has received funding from any of these regional sources over the past few years. We will invite them to review this funding request.

ChesCo Comm Fdn		Brandywine Health Fdn		United Way ChesCo	ChesCo Dept Comm Devel
ChesCo Fund/W&Girls	X	Phoenixville Comm Health Fdn		United Way S ChesCo	ChesCo Dept Health
Other significant funders:	X	Philadelphia Foundation Covid Fund			ChesCo Dept Human Svcs

Narrative: In a few concise paragraphs, please explain:

- Mission:** Daemion Counseling Center offers professional mental health counseling focused on helping community residents navigate life's many transitions, by providing expert yet affordable care.
- What geographic area is served?** All of Chester County, with focus on Phoenixville and Berwyn.
- What population is served?** The uninsured, or poorly insured client who is unable to afford traditional mental health counseling fees.

4. How have your service numbers been impacted by COVID?

Since March 13, 2020 we have seen an 34.99% increase in client session hours,36% of our clients fall below the federal poverty guidelines. Many have lost their jobs, their businesses, cannot pay their mortgage or rent, and are unable to work because of children at home requiring care and schooling.

What has been the impact of COVID-19, and how has your nonprofit responded?

Impact

COVID-19 created an “imperfect storm” that threatens Daemion’s future after 50 years of continuous support to the local community. Within [a couple of weeks], the pandemic and shelter-in-place orders significantly increased clients with urgent needs, requiring Daemion to immediately [change how we served clients] [pivot from in-person to virtual counseling]. It also crushed our planned in-person fundraisers -- and constricted our long-term ability to serve those with lack of access to professional, affordable mental health care.

As expected, client numbers continue to grow as community members are feeling “COVID-fatigue” with no certain end in sight – resulting in an increasing sense of hopelessness and inability to cope. COVID-19 has taken its toll on the economy, caused job loss and extended furloughs, and added pressures of managing work from home while supporting children’s virtual learning. Collectively these have brought about a sense of isolation, increased drug and alcohol use, anger management court cases, depression and anxiety, and grief and loss. Our counselors provide support for all of the related mental health issues.

Our response

On March 13, Daemion closed its office doors to face-to-face counseling in compliance with Pennsylvania’s Stay-at-Home order, and, as an essential service, immediately began using telehealth, phone sessions, and Zoom meetings to keep scheduled appointments with clients. As soon as possible, we transitioned to Microsoft Teams for HIPAA compliance and set up technology to receive payments and donations in the most cost-effective way. We cancelled our in-person fundraisers and re-scheduled our 50th Anniversary Hope Gala to 2021. We changed to virtual communication with staff, clients, board members and constituents.

We have added two Practicum students to help with the increasing client demand and have been providing support to front line workers at Orion Communities, Crime Victims Center of Chester County, Maternal Child & Health Consortium and plan to work with other organizations and their front-line staff. We have presented free virtual outreach sessions on “How to Thrive during COVID-19” to the Rotary Clubs of the Upper Main Line and Paoli and Malvern-Berwyn, and we are conducting **Cope and Connect** community outreach event on November 7, with Trinity Presbyterian Church, who is hosting the event. Please join us: <https://zoom.us/j/95162420697>

Through it all and continuing now, we did not skip a beat. No one is turned away.

5. What would this funding be used for?

Funding will be used to provide direct clinical counseling, including non-reimbursable counseling hours, for those unable to pay for therapy, as well as to pay LPCs for supervision of our Practicum students as required by contract. We will provide continued community outreach/education events, brief online videos featuring the Practicum students giving Covid-coping tips, social media campaign dedicated to COVID-coping and mindful meditation, and Microsoft Teams technical training for all staff.

We will also purchase PPE supplies, including face shields (mental health counseling requires a deep level of communication that may not be expressed while using a mask), Plexiglass barriers for desks and counseling areas, specialized cleaning supplies, air purifiers for each counseling office, hand sanitizer, thermometers, and disposable masks for when we are able to safely return to the office. Our plan is to begin these renovations now so we are ready to re-open when medical and government authorities indicate it is safe to do so.

How does this demonstrate innovation and resiliency in dealing with COVID impacts?

Innovation is something fresh (new, original, or improved) that creates value. Client engagement using telehealth is new and improved for Daemion Counseling Center. It requires staff to conduct their sessions and develop trust and confidence through a screen, providing value for the client. Our outreach and social media campaigns will feature improved techniques and content resonating with people who are interested in learning that their sports heroes, actors and local celebrities may suffer from the same feelings of anxiety and depression as they do. We will explore social media opportunities with the Philadelphia Eagles players to see if we can pursue some of the concepts to promote mental health counseling and COVID-coping tips. Resiliency is implementing these new techniques and strategies while continuing to provide high-quality mental health counseling, engaging the community in outreach and education opportunities, offering front-line workers respite during challenging and desperate times.

We believe that we have demonstrated resiliency throughout the pandemic by staying open and responding to the needs of our clients, continuing to run the day-to-day activities of the organization, writing grants, re-grouping with our board to revise our budget, and increasing our marketing and social media outreach. We pivoted to an innovative method of providing these services by using technology and tele-health techniques to provide mental health counseling. We have expanded our inventory of computer and technology equipment to allow this new approach.

Why is it important to fund this now?

Daemion was unable to hold any of its planned fundraisers in January to June 2020 for a loss of \$71,000 of budgeted income. We applied for and received a PPP loan of \$25,947 which enabled us to keep our staff working. Without this funding, we will need to reduce the number of clients served until we can access other funding and donations. The Finance Committee has reviewed our reserves, we have set-up a line of credit, as a last resort, if we are unable to receive enough funding to keep our doors open.

What would be the community impact of this anticipated funding?

The community impact of this funding is ultimately to ensure a healthy and functioning community. In order to achieve this goal, Daemion will continue to provide supportive mental health counseling to those most in need, the uninsured, poorly insured and unemployed. Our Licensed Professional counselors will offer strategies to manage the stressors of what we now recognize as a prolonged battle with COVID-19.

6. How much funding is sought?

Daemion Counseling Center is seeking \$35,000 to provide direct client services and to provide a safe working environment for our clients and staff. Thirty-five thousand dollars (\$35,000) represents less than 50% of our projected deficit, which will grow if we are unable to generate enough revenue from virtual fundraisers. We have three *volunteer* licensed professional counselors stepping in to help, and we have cut any unnecessary expense so we may continue serving the community as we celebrate (virtually) our 50th anniversary of serving Chester County.

7. How does this compare to your annual operating budget and this years’ projected deficit?

\$35,000 represents 18.56% of our revised COVID-19 budget.

8. What is the expected timeframe for use of funds?

We currently have funding to meet our expenses through mid-December. (note: Daemion is on a fiscal year July to June budget. Daemion recently changed from a calendar year budget to a fiscal year budget. This is our first fiscal year.)

Our monthly draw has been approximately \$16,000. This funding would provide approximately 3 more months of funding. If clients are in a position to contribute anything financially, it will extend available funding.

Please e-mail all materials as a word.doc and/or pdf to grants@chescofc.org:

This Innovation & Resiliency Fund Grant Request cover sheet & brief narrative
Current annual operating budget & most recent audit
501c3 determination letter
Current strategic plan. If none, explain why your nonprofit doesn’t have a plan.
Support materials that strengthen the urgency of this funding request + indicate that your nonprofit is innovative and resilient (i.e.: COVID best practice research findings, consultant proposal/s, bids for COVID-related materials & equipment, etc.)

- Proposals will only be accepted by e-mail, on this grant form available at <https://chescofc.org/covidgrant/>
 - Receipt of grant proposals will be confirmed by e-mail.
 - Grant proposals will be posted on the Community Foundation’s website, in order to share with fund advisors, donors, grant panelists, and other funding sources.
 - Grant proposals will be reviewed weekly.
 - We estimate grants awards will range from \$5,000 to \$50,000.
- For awarded grants, a written report on use and impact of this funding will be due within 6 months.

Please direct questions about **ChesCo Nonprofit Innovation & Resiliency Grants** to
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