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. Electronic grant applications are only 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 headquartered and providing services in Chester County, as evidenced by legal address in Box C of IRS 990

**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 headquartered in Chester County, PA, as evidenced by the legal address in Box C of the IRS 990
- 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
- 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: YMCA of Greater Brandywine
ED/CEO Name: Denise Day
Address: One East Chestnut Street
City, State Zip: West Chester, PA 19380
Phone: 610-643-9622
Website: ymcagbw.org
EIN: 231365994
Year Founded: 1892

ED/CEO E-mail: dday@ymcagbw.org
Board Chair Name: Jim Horn
Grant Proposal Contact Name: Patricia Campbell
Grant Proposal Contact E-mail: pcampbell@ymcagbw.org
Grant $ Amount Requested: $50,000

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: Denise Day Date: 10/13/2020

Nonprofit Field/s of Interest

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

Figures

<table>
<thead>
<tr>
<th>Annual Operating Budget</th>
<th>Current</th>
<th>PRE-COVID (as of 1/1/20)</th>
</tr>
</thead>
<tbody>
<tr>
<td>$25,466,000</td>
<td>$44,696,000</td>
<td></td>
</tr>
<tr>
<td>Full-Time Equivalent Paid Staff</td>
<td>329</td>
<td>650</td>
</tr>
<tr>
<td># Board Volunteers</td>
<td>24</td>
<td>29</td>
</tr>
<tr>
<td># Committee Volunteers</td>
<td>79</td>
<td>111</td>
</tr>
<tr>
<td># Active Direct Service Volunteers</td>
<td>0</td>
<td>4,553</td>
</tr>
<tr>
<td>Annual Volunteer Hours</td>
<td>Less than 10,000</td>
<td>Over 61,000</td>
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</tbody>
</table>

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.

<table>
<thead>
<tr>
<th>X</th>
<th>ChesCo Comm Fdn</th>
<th>X</th>
<th>Brandywine Health Fdn</th>
<th>X</th>
<th>United Way ChesCo</th>
<th>ChesCo Dept Comm Devel</th>
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<tbody>
<tr>
<td></td>
<td>ChesCo Fund/W&amp;Girls</td>
<td>Phoenixville Comm Health Fdn</td>
<td>United Way S ChesCo</td>
<td>ChesCo Dept Health</td>
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<tr>
<td></td>
<td>Other significant funders: Marshall-Reynolds Foundation, Bill and Janet Lasko Family Foundation, Believe and Achieve Foundation, PA Dept. of Human Services</td>
<td></td>
<td></td>
<td>ChesCo Dept Human Svcs</td>
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Narrative: In a few concise paragraphs, please explain:

1. Mission

At the YMCA of Greater Brandywine (YGBW) our mission is “to put Christian principles into practice through programs that build healthy mind, body and spirit for all.”

2. What geographic area is served? (If not all of Chester County, specify primary Chester County regions served)

We are an association of 8 Y branches that serve communities across Chester County.

3. What population is served? How have your service numbers been impacted by COVID?
YGBW is the largest nonprofit organization serving Chester County. Under regular operating conditions, our eight branches serve more than 80,000 individuals and families each year. Since COVID restrictions were enacted in March, we have experienced a 50% reduction in membership dues and 20% decline in our membership base, which has significantly impacted our bottom line. Despite these reductions in membership, we have continued to identify and serve the most urgent needs in our communities. Our direct services, described in greater detail below, have impacted thousands of individuals and families across Chester County.

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

YGBW has experienced significant financial and programmatic impacts from COVID-19, including the following:
- anticipated $19 million decrease in revenue by the end of 2020;
- 50% reduction in membership dues and 20% decline in our membership base (membership dues are the largest part of our annual income);
- 50% reduction in staff through layoffs;
- 60% reduction in summer camp and childcare enrollment;
- ineligibility for funding through the CARES Act or Paycheck Protection Program due to our staff size prior to COVID;
- increased facility and operating costs due to added expense of safety and sanitization precautions/protocols.

YGBW understands that our communities, and especially our most vulnerable neighbors, are suffering tremendously and need us now more than ever. When Governor Wolf ordered a complete shut down in March, YGBW quickly pivoted to provide the following essential services:
- organized 9 blood drives at our branches across Chester County, collecting 730 donations that helped 2,190 local hospital patients;
- collected and distributed 21,000 pounds of food to over 500 families throughout the spring and summer;
- reopened child care and summer camp in June so that families could return to work (more than 1,000 children attended camp each week);
- provided our evidence-based summer learning loss prevention program, Power Scholars Academy, to 90 students both virtually and in-person;
- arranged phone calls, virtual coffee hours and additional outreach to seniors and those struggling with isolation;
- opened Y Learning Centers at 6 of our branches on August 31, to provide full-day care and learning support for children attending school remotely.

We are committed to addressing the unmet needs of our communities as they emerge and remain vigilant and ready to respond.

2. **What would this funding be used for? How does this demonstrate innovation and resiliency in dealing with COVID impacts? What would be the community impact of this anticipated funding? Why is it important to fund this now?**

Funding from the Chester County Nonprofit Innovation & Resiliency Fund would be used to offset the ongoing costs incurred for the purchase of necessary PPE, COVID-19 specific cleaning equipment, increased sanitizing efforts, technology upgrades and delivery of new educational and virtual programming.

While the COVID pandemic has significantly impacted YGBW’s bottom line and required substantial reductions in staff, we have continued to look for new ways to serve our community. During the mandated closure of our facilities we immediately began offering virtual activities for all ages that included health and wellness but also social and educational opportunities. We have grown those efforts to include the purchase and development of an in-house virtual studio were employees can stream and record fitness
classes, wellness activities, educational and social opportunities for our members and the community at-large. We had immediate and broad adoption from the community, so we invested in the equipment costs as well as the ongoing increased broadband necessary to offer a more robust catalog of experiences. We have also recently hired a staff person dedicated to creating and streaming this content.

In August, when most school districts announced they would be transitioning to virtual learning, we recognized the strain this would put on already struggling families, particularly those with low-paying, direct service jobs. With facilities throughout Chester County and staff trained in strict COVID-prevention protocols, we knew we could provide safe, high-quality care and academic support for these kids while they participated in remote schooling. We quickly modified our branch locations to accommodate multiple classrooms of 12 students (grades K-6), using the “stable groups” approach that proved so effective in preventing COVID transmission during our summer camps. This required additional cleaning, investments in supplies, and other improvements needed to upgrade gyms and studios to classrooms that were PA licensed space. This included $20,000 for technology upgrades across the association to establish internet access in all areas. We were ready when classes started at the beginning of September and since then our Learning Centers have been supporting 450 kids per week.

The needs of our communities will continue to evolve as we move through the current COVID pandemic. YGBW is committed to meeting those unmet needs and will continue to mobilize our resources (facilities, staff, expertise, and collaborative relationships) in service of our communities. We believe that as COVID-19 lingers on, and colder weather curtails outdoor activities, the YMCA will continue to be a strategic community resource, one that is agile enough to respond to the ongoing and emerging health, education and social needs of Chester County. It is urgent to fund this request now so that we are able to continue to provide programs without interruption. We have incurred unexpected expenses related to cleaning, equipment, program development and safety protocols without passing these costs on to our members. We cannot continue to spend scarce funding on unplanned expenses without a return on this investment or at least some subsidy of the costs.

3. **How much funding is sought? How does this compare to your annual operating budget and this years’ projected deficit? What is the expected timeframe for use of funds?**

YGBW seeks $50,000, which is less than 1% of our annual operating budget. Although this may seem like an insignificant amount compared to our overall organization size and budget, it will help to offset the unexpected but necessary costs related to COVID-19 compliance as well as unanticipated costs related to technology and the provision of new and innovative programming. Our organization has a projected deficit this year of $2.48M and a reduction of revenue of over $19M. Consequently, every dollar we receive directly impacts our employment and program delivery levels.

Please e-mail all materials as a word.doc and/or pdf to grants@chescocf.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 (ie: 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://chescocf.org/covidgrant/](https://chescocf.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.
YMCA of Greater Brandywine

Grant Request to
The Chester County Nonprofit Innovation & Resiliency Fund

October 2020

Application Attachments

- Annual Operating Budget
- Audited Financial Statement (attached separately)
- 501(c)3 Determination Letter
- Strategic Plan
- Supporting Materials
Internal Revenue Service  
P.O. Box 2508  
Cincinnati, OH 45201

Date: May 11, 2016

YOUNG MENS CHRISTIAN ASSOCIATION OF  
GREATER BRANDYWINE  
1 E CHESTNUT ST  
WEST CHESTER PA 19380-2661

Dear Sir or Madam:

This is in response to your October 22, 2014, request for information regarding your tax-exempt status.

Our records indicate you were recognized as exempt under section 501(c)(3) of the Internal Revenue Code in a determination letter issued in April 1945.

Our records also indicate you are not a private foundation within the meaning of section 509(a) of the Code because you are described in section 509(a)(2).

Donors may deduct contributions to you as provided in section 170 of the Code. Bequests, legacies, devises, transfers, or gifts to you or for your use are deductible for federal estate and gift tax purposes if they meet the applicable provisions of sections 2055, 2106, and 2522 of the Code.

Please refer to our website www.irs.gov/charities for information regarding filing requirements. Specifically, note that section 6033(l) of the Code automatically revokes the tax-exemption of any organization that fails to satisfy its filing requirement for three consecutive years. The automatic revocation of exemption is effective as of the due date of the third required annual filing or notice. The IRS maintains a list of organizations whose tax-exempt status was automatically revoked at IRS.gov.

If you have any questions, please call the phone number in the heading of this letter.

Sincerely,

Tamara Ripperda  
Director, Exempt Organizations