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**Chester County Nonprofit
Innovation & Resiliency Fund
Grant Request Form**

Contact Information

Nonprofit Org Name: Barclay Friends	ED/CEO Name: Linda Sterthous
Address: 700 North Franklin Street	ED/CEO E-mail: lsterthous@bf.kendal.org
City, State Zip: West Chester, PA 19380	Board Chair Name: John Braceland
Phone: 610-696-5211	Grant Proposal Contact Name: Lee Ann Sullivan
Website: bf.kendal.org	Grant Proposal Contact E-mail: lsullivan@bf.kendal.org
EIN: 23-2088476	Grant \$ Amount Requested: \$25,000
Year Founded: 1893	

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: Linda M. Sterthous 	Date: 11/4/2020
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Nonprofit Field/s of Interest

Arts, Culture & Historic Preservation	Education	<input checked="" type="checkbox"/>	Health
Community Development	Environment & Animal Welfare		Human Services

Figures	Current	PRE-COVID (as of 1/1/20)
Annual Operating Budget	\$13,194,872*	\$13,194,872
Full-Time Equivalent Paid Staff	109	109
# Board Volunteers	15	14
# Committee Volunteers	16	15
# Active Direct Service Volunteers	84 (volunteer nursing students only)	120
Annual Volunteer Hours	636 (estimate)	690 (estimate)

***We are working from our original budget. In addition to our original annual budget, we have also separately projected COVID-19 related expenses to date and COVID-19 related funding that has been received through the Payroll Protection Program as well as federal sources of funding (CARES Act).**

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.

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

Narrative: In a few concise paragraphs, please explain:

1. Mission

Founded on Quaker values, Barclay Friends is a non-profit senior living community located in West Chester. Our mission is to continuously improve care of the aging across the continuum of services we provide. We aspire to the highest professional and humanitarian standards while providing care and services in a supportive, homelike, and compassionate atmosphere.

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

Residents who live at Barclay Friends as well as family members of residents are typically from the Greater West Chester area, but we welcome older adults from all over Chester County. In addition, we also have many family members of residents who live locally.

3. What population is served? How have your service numbers been impacted by COVID?

In our community, the average age of residents is 88 years. In the skilled nursing part of our community, our capacity is 96 total beds, which includes 12 beds for short-term acute rehab guests. We currently have about 75 long term skilled nursing residents and short-term rehab guests with us. Construction of our new personal care and memory care building was completed in July 2020 and includes 60 suites with 40 for residential and personal care and 20 for memory care. Twelve residents have moved into personal care and memory care since opening in August 2020. COVID-19 has impacted the number of residents in our care. Fewer people are willing to move into long-term care during COVID-19, especially due to the rules for quarantine upon entry.

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

The impact of COVID-19 for Barclay Friends was extremely challenging on many levels. We expended enormous resources to acquire an adequate supply of personal protective equipment. Despite an excellent record of infection control practices, in early spring, our direct care staff heroically cared for COVID-19 positive residents. Some staff members also became stricken with the virus. We continue to follow all federal, state, and local infection control protocols as they are put into place to ensure the safety and protection of residents in our care.

From the onset of the pandemic, we have met the impact to residents, their families and our staff as best we can. Please see our attachment which details the various steps we have put in place. At Barclay Friends, we face the possibility that if one resident or staff member contracts COVID-19, we will be required to shut down our recreation program and family visiting program. We remain ever vigilant with many protections in place to ensure as best we can that we keep the virus from our community. We are now testing all staff weekly for COVID-19.

5. 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?

Our request will help us redesign and reconceive our two annual fundraising events until we can resume the events safely in 2021. We seek \$12,500 to help us with the Caring Fund which goes directly to offset health care costs for residents on Medicaid, and \$10,000 to help us bridge the funding gap for our horticulture therapy program. We will also use a small portion of the grant (\$2,500) to purchase access to an online auction tool for use in our 2021 special event planning.

Both of our 2020 signature annual fundraising events were cancelled due to the pandemic. Our 18th Annual Golf Classic scheduled for June had to be cancelled. In a typical year, the event nets roughly \$40,000 in support of the Caring Fund for Resident Assistance. This year, we were able to collect \$27,750 due to early sponsors

graciously allowing us to convert the funds to a full donation. Our event committee has resumed meeting, and the date has been set for the 2021 event at Whitford Country Club. The event will most likely proceed differently than it has in the past, with the many new safety precautions in place. We plan to use the online auction software purchased with this grant to help raise additional funds to support our residents in need of financial support.

Our annual Secret Gardens of West Chester Tour held each fall helps us raise funds for our gardening and horticulture therapy program for residents. This year, in place of the event, we sent out a special appeal and increased our foundation grant appeals raising \$12,000. This is less than the more typical \$22,000 raised each year through the event. Our event planning committee will resume planning for the event in January 2021. Barring any unforeseen events in the latter part of 2021, we intend to move ahead with the Secret Gardens event with safety precautions in place. The proper safety precautions may include having more virtual aspects of the event, limiting tickets, and staggering times for garden tours. Precautions as well as the best way to move forward will be decided by the planning committee.

6. How much funding is sought? How does this compare to your annual operating budget and this year's projected deficit? What is the expected timeframe for use of funds?

Barclay Friends requests a grant totaling \$25,000 to help us recover lost proceeds of our two fundraising special events until we can reconceive and resume events safely in 2021. The grant will be split as follows: \$12,500 in support of the Caring Fund, \$10,000 in support of horticultural therapy, and \$2,500 in support of an online giving platform to enable on-line auctions. This grant represents .18% of our original organizational budget.

We entered 2020 with a projected deficit in our organizational budget because we were opening our new personal care and memory care building. Prior to COVID, our financial models projected that full occupancy in the new building would take a year to accomplish. Now, the pandemic is expected to slow those occupancy projections, because of the reluctance of prospective residents to consider a move at this time.

In addition, COVID-19 has made the projected deficit larger due to the increased costs of gear and staffing to protect against the virus. We were fortunate to receive philanthropic support in the spring from local funders including Chester County Community Foundation, the Chester County Fund for Women and Girls, and the United Way of Chester County. These funders helped offset a portion of the costs we incurred. We have also received some CARES Act funding that is helping to offset the cost of COVID-19 supplies as well as lost revenues. In addition, we received a Payroll Protection Program loan that helped us offset a portion of the cost of our heroes pay in early spring. We are working through the process to see how much of the loan will be forgiven. After receipt of these revenues, we still project an operating deficit in 2020 of about \$2.5 million. This grant request represents 1% of the projected deficit.

For this grant request, we would expend all of funds in the year that the grant is received.