



28 W. Market Street, Lincoln Biography Building
West Chester, PA 19382
610.696.8211 www.chescofc.org



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

Contact Information

Nonprofit Org Name: The Salvation Army-Coatesville	ED/CEO Name: Lt. Colonel Larry Ashcraft
Address: 669 East Lincoln Hwy, Coatesville, PA 19320	ED/CEO E-mail: epadivisionalcommander@use.salvationarmy.org
City, State Zip: Coatesville, PA 19320	Board Authorized Signatory: Michael J. Southwick, Secretary
Phone: (610) 384-2954	Grant Proposal Contact Name: Lt. Lilia Soria
Website: https://pendel.salvationarmy.org/easternpa/coatesville	Grant Proposal Contact E-mail: lilia.soria@use.salvationarmy.org
EIN: 13-5562351	Grant \$ Amount Requested: \$13,333
Year Founded: 1865	

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: Michael J. Southwick, Secretary	Date: 11-18-2020
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Nonprofit Field/s of Interest

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

Figures	Current	PRE-COVID (as of 1/1/20)
Annual Operating Budget	\$594,350	\$559,895
Full-Time Equivalent Paid Staff	# 2	# 2
# Board Volunteers	# 2	# 1
# Committee Volunteers	# 0	# 0
# Active Direct Service Volunteers	# 12	# 18
Annual Volunteer Hours	# 1,325	# 3,025

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	United Way ChesCo	ChesCo Dept Comm Devel
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:

Mission

The Salvation Army, an international movement, is an evangelical part of the universal Christian church. Its message is based on the Bible. Its ministry is motivated by the love of God. Its mission is to preach the gospel of Jesus Christ and to meet human needs in His name without discrimination.

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

The Salvation Army in Coatesville serves specific areas in Chester County. Those locations are Caln Township, City of Coatesville, East Fallowfield Township, Modena, Sadsbury Township, South Coatesville, Valley Township, West Brandywine Township, and West CalnTownship area.

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

The population The Salvation Army - Coatesville serves is very diverse and disproportionately impacted by poverty. All the clients we serve are disadvantaged individuals and families. As Coatesville's poverty percentage increases each year, residents in Chester County continue to suffer from its effects, including food insecurity and lack of resources to pay for rent and utilities. The COVID-19 pandemic has only served to heighten poverty levels.

The Salvation Army is serving those in the community who are hungry and vulnerable through our feeding programs and rental/utility assistance program. COVID-19 has significantly impacted the number of individuals and families coming to our facility for food and social service assistance. Prior to the pandemic, The Salvation Army distributed food boxes every Thursday to those in need in the Coatesville community. With the help of donations from our community partners - the Chester County Food Bank, BJ's, Walmart, Wegmans, and Wawa - we were able to distribute an average of 55 food boxes each week. During the peak of the pandemic, we distributed an average of 85 food boxes each week.

Our emergency food pantry was open three days a week and served between 20 to 25 families a month before the onset of the pandemic. Currently, we have expanded hours for our emergency food pantry, which is now open four days a week and serves an average of 35 families each month. Before the pandemic, our Friday hot lunch was served once a month to an average of 45 individuals. Currently, we are serving hot lunches every Friday to an average of 70 individuals. We anticipate the large volume of requests we are receiving daily to continue throughout this crisis.

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

The COVID-19 pandemic has had a major impact on The Salvation Army and those we serve in the Coatesville community. Our officers and staff have been providing essential services since the pandemic began, working diligently to help those affected by this health crisis. The distribution of food to hungry families has always been a high priority for The Salvation Army; however, during this pandemic we have seen unprecedented demand. Officers and staff have spent countless hours packing and unloading food boxes, ordering and distributing PPE equipment, and distributing meals directly to families and individuals in need.

The pandemic has changed the way we distribute food to those in need. The normal food distribution out of our emergency pantry has transitioned to a "Corps at the Door" approach which provides food items in boxes or bags that clients either: a) pick up outside of our facilities, or b) have our workers place into their car trunks while wearing gloves and practicing social distancing. When the COVID-19 pandemic hit and unemployment numbers soared, we saw unparalleled numbers of people coming to our corps seeking food. The Corps has ramped up its food distribution to meet that need.

Now that the federal pandemic unemployment assistance has expired, families and individuals are struggling to keep up with their bills. Requests for utility assistance have increased, and we anticipate receiving many more calls than usual as unemployment remains high in the Coatesville region. To limit the spread of the virus, we have been conducting social service interviews by phone. Currently, we have a waiting list for social services interviews and have appointments booked for the next month.

The Salvation Army's ability to raise vital funds to serve those in need is at risk this year due to the impact of COVID-19. The pandemic is drastically changing the way we can engage with donors this season, putting our beloved kettle campaign at risk. In fact, we are anticipating a 50% drop in donations at our Red Kettles this season. Disruptions to our normal fundraising and revenue streams have left us significantly impacted. Although these challenges are unprecedented, The Salvation Army is committed to providing hope to those who need it this Christmas and beyond.

In anticipation of the dramatically increased need for assistance, The Salvation Army has launched a recovery initiative to address the short and long-term needs of the communities we serve. As the community rebuilds and individuals' needs change, we will adjust to a long-term recovery plan to help ensure that our services continue to meet the community's greatest needs.

1. 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 purchase a walk-in freezer and to pay the chef who prepares the meals during our Friday hot lunch program.

Prior to the pandemic, our Friday hot lunch program was open one Friday a month. Responding to the increased need brought on by COVID-19, the program now operates weekly. The chef comes to the building on Thursday, plans the menu based on what food was

received in donations that week, and begins to prepare the meals. On Friday, he completes the meal preparation. All are welcome to pick up a hot meal-to-go that includes a main dish, sides, and dessert. Additionally, each client is provided with two frozen lunches for the weekend to heat up. Since increasing our chef's hours is an unbudgeted expense, funding is needed to continue offering the Friday hot lunch program every week.

By expanding on our existing service of providing a hot meal once a month to a once a week offering, thereby increasing the value of this service to the Coatesville community, The Salvation Army is demonstrating **innovation**. Our hot meals are packaged to-go, an innovation that allows clients to enjoy a delicious and nutritious prepared meal in the safety of their homes.

The Salvation Army – Coatesville is in great need of more freezer space. Currently, there are times when we receive an overflowing amount of frozen donations but end up having to give it away because we have no room to accommodate it. With the holidays approaching, we anticipate receiving even more donations of frozen food. Having a walk-in freezer would strengthen our capability to accept, safely store, and distribute a higher than usual volume of food to those in the community who are struggling to secure life's basic essentials. Installing a walk-in freezer will ensure that more Coatesville community members have access to nutritious, healthy food during this very challenging time.

The Salvation Army is adapting to the adversity caused by the COVID-19 pandemic by meeting the community's immediate recovery needs through food assistance, demonstrating **resilience**. We have been proactive in our approach to respond and adapt during this challenging health crisis. By changing our delivery of service to ensure the safety of clients, volunteers, and staff, our resilient approach supports individuals and families in need.

This funding is needed **now** for the many that are experiencing increased economic instability in the Coatesville community, having little or no income to support themselves and their families. The urgent need brought on by this health crisis and the resultant economic turmoil makes funding for The Salvation Army's emergency food assistance program now more critical than ever. By partnering with the Chester County Community Foundation, we can significantly impact the well-being of food-insecure individuals and families in Coatesville now and in the future, providing them with food so they can put their money towards other vital expenses such as rent and utilities.

2. 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?

The Salvation Army respectfully requests \$13,333 in funding to cover the chef's salary and the cost of the purchase and installation of a walk-in freezer. This total represents just under 2.25% of our annual operating budget. All funds would be used within the 12-month grant period.

The breakdown in projected expenses is as follows:

Purchase and installation of walk-in freezer:	\$10,000
Chef's salary (\$50/week x 40 weeks):	\$ 2,000
Administrative expenses (10%):	<u>\$ 1,333</u>
Total	\$13,333

Funding from the Chester County Community Foundation will help support The Salvation Army during a particularly trying time as we continue to serve the large volume of requests for food and other assistance. We truly appreciate your consideration of our request, which would allow us to better serve the community as we strive to "Do the Most Good," for the most people, in the most need.

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 Attached
501c3 determination letter Attached
Current strategic plan. If none, explain why your nonprofit doesn't have a plan. Attached
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. This grant form is available at <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.
 - 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

Chester County Community Foundation
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