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: The Salvation Army - West Chester
Address: 101 E. Market Street
City, State Zip: West Chester, PA 19380
Phone: (610) 696-8746
Website: https://pa.salvationarmy.org/westchester/
EIN: 13-5562351
Year Founded: 1865

ED/CEO Name: Lt. Colonel Larry Ashcraft, Divisional Commander
ED/CEO E-mail: epadivisionalcommander@use.salvationarmy.org
Board Authorized Signatory: Michael J. Southwick
Grant Proposal Contact Name: Captain Maria Corraliza, West Chester Corps Commanding Officer
Grant Proposal Contact E-mail: maria.corraliza@use.salvationarmy.org
Grant $ Amount Requested: $18,120

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: 11-16-2020

Nonprofit Field/s of Interest

<table>
<thead>
<tr>
<th>Arts, Culture &amp; Historic Preservation</th>
<th>Education</th>
<th>Health</th>
</tr>
</thead>
<tbody>
<tr>
<td>Community Development</td>
<td>Environment &amp; Animal Welfare</td>
<td>X Human Services</td>
</tr>
</tbody>
</table>

Figures

<table>
<thead>
<tr>
<th>Figures</th>
<th>Current</th>
<th>PRE-COVID (as of 1/1/20)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Annual Operating Budget</td>
<td>$643,100</td>
<td>$596,275</td>
</tr>
<tr>
<td>Full-Time Equivalent Paid Staff</td>
<td>1</td>
<td># 2</td>
</tr>
<tr>
<td># Board Volunteers</td>
<td>13</td>
<td># 15</td>
</tr>
<tr>
<td># Committee Volunteers</td>
<td>0</td>
<td># 8</td>
</tr>
<tr>
<td># Active Direct Service Volunteers</td>
<td>0</td>
<td># 10</td>
</tr>
<tr>
<td>Annual Volunteer Hours</td>
<td>0</td>
<td># 150</td>
</tr>
</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>Brandywine Health Fdn</th>
<th>X</th>
<th>United Way ChesCo</th>
<th>ChesCo Dept Comm Devel</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>ChesCo Fund/W&amp;Girls</td>
<td>Phoenixville Comm Health Fdn</td>
<td></td>
<td>United Way S ChesCo</td>
<td>ChesCo Dept Health</td>
</tr>
<tr>
<td></td>
<td>Other significant funders:</td>
<td></td>
<td></td>
<td></td>
<td>ChesCo Dept Human Svcs</td>
</tr>
</tbody>
</table>

Narrative: In a few concise paragraphs, please explain:

1. 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.

2. What geographic area is served? (If not all of Chester County, specify primary Chester County regions served)
The Salvation Army West Chester serves the following zip codes: West Chester (19380, 19381, 19382, 19388) and Westtown (19395)

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

The Salvation Army of West Chester is committed to serving all members of our community in need, especially those experiencing homelessness and others facing socio/economic hardships. Our goal is to meet people “where they are” whether on the streets, at their homes, or in their neighborhoods – and provide emergency assistance, programs, and services to help change their lives. We work to identify each individual’s and families’ needs to provide the most relevant assistance in order to build healthy, productive, and vibrant lives. The extension of service offered by The Salvation Army is important to the typically low-income communities served and indeed aids in making an impact on those identified.

We offer a variety of programs aimed to not only support but improve the lives of individuals that look to us in their most desperate circumstances. One of the key services continues to be food distribution. As the crisis persists, providing food to our community has been and will continue to be one of our top priorities. Since April 2020 we noticed a significant spike in individuals requesting assistance, by at least 50%. As the weather gets colder, we anticipate more people will need support as well.

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

This year, COVID-19 turned the world as we know it upside down. During this unprecedented time, The Salvation Army ramped up its efforts across all service areas to continue to serve those in need during the global pandemic.

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 and 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 supplying 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 from our emergency pantries have 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 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. 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 throughout this crisis and beyond. We are working hard to develop creative ways and partnerships that support the most vulnerable in our communities.

In West Chester, our Community Meals program serves breakfast four days a week and dinner six days a week. In a sit-down-cafeteria style, nutritious and filling hot meals are provided to vulnerable populations. As mentioned, we altered our service delivery to limit person to person contact to include social distancing practices, more frequent sanitizing, and adhering to CDC safety guidelines. Daily our team worked to supply “grab and go” bagged meals to those in need of food and this is the model we continue to use. Now, as we look to resume our sit-down-cafeteria program style, the safety of our visitors, volunteers, and staff is vital.

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?

In alignment with the CARES Act, we would get the following items to comply with social distancing and public safety requirements: automatic hand sanitizing stations, sanitizer refills, disposable barrier films, utensil dispenser, new
push-cup juice dispenser, steam table sneeze guards, masks, gloves, new dishwasher, disposable wipes, creamer and sugar dispenser, and a cereal dispenser.

The Salvation Army of West Chester works closely with the homeless and vulnerable populations. Because those who are homeless may bear a stronger risk of contracting COVID-19 due to crowded living conditions and stressed immune systems, maintaining the health of the population is a significant task. Purchasing these items will be vital for the safe service delivery to these groups in particular because they typically do not have the resources to afford sanitation items on their own or have a place of their own to prepare a meal or sleep. We are aiming to reshape the Corps Community Center to safely provide services to disadvantaged individuals we serve, so they can thrive in light of COVID impacts.

In addition to the threat of COVID-19, we are also concerned with the upcoming cold and bitter weather conditions that will impact us sooner than later. This poses another difficult barrier to overcome for these populations as well. It is important to order and properly install the necessary items required to reopen to the community members we serve before the weather becomes too harsh. Through this funding, we would be in a better position to accommodate the influx of people we usually serve that request assistance and now to include others who may have never needed assistance before.

6. 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 - West Chester respectfully request a $17,939 grant award to purchase items, detailed below, necessary to reopen our Corps Community Center to the public safely. This total represents just under 2.8% of our total operating budget. If awarded, we will make the necessary purchases and install as soon as possible – within three months.

<table>
<thead>
<tr>
<th>Quantity</th>
<th>Item</th>
<th>Price each</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>12</td>
<td>Hand Sanitizer Dispenser</td>
<td>$50.00</td>
<td>$600.00</td>
</tr>
<tr>
<td>40</td>
<td>Hand Sanitizer refill</td>
<td>$23.95</td>
<td>$958.00</td>
</tr>
<tr>
<td>2</td>
<td>Steam table sneeze guards</td>
<td>$450.00</td>
<td>$900.00</td>
</tr>
<tr>
<td>2</td>
<td>Pedal Activated hand Sanitizer dispenser for gallon</td>
<td>$250.00</td>
<td>$500.00</td>
</tr>
<tr>
<td>1</td>
<td>Dishwasher</td>
<td>$7,082.19 + 1,440.00 installation</td>
<td>$8,522.19</td>
</tr>
<tr>
<td>50</td>
<td>Disposable Wipes</td>
<td>$5.00 pack</td>
<td>$250.00</td>
</tr>
<tr>
<td>5 cases each</td>
<td>Mask, Gloves</td>
<td>$1,269.81</td>
<td></td>
</tr>
<tr>
<td>1</td>
<td>Juice Dispenser Machine</td>
<td>$2,000.00</td>
<td>$2,000.00</td>
</tr>
<tr>
<td>3</td>
<td>Utensils Dispenser</td>
<td>$60.00</td>
<td>$180.00</td>
</tr>
<tr>
<td>2</td>
<td>Cup Dispensers</td>
<td>$40.00</td>
<td>$80.00</td>
</tr>
<tr>
<td>2</td>
<td>Creamer and Sugar Dispenser</td>
<td>$190.00</td>
<td>$380.00</td>
</tr>
<tr>
<td>1</td>
<td>Cereal Dispenser</td>
<td>$668.00</td>
<td>$668.00</td>
</tr>
<tr>
<td></td>
<td>Administrative Expenses</td>
<td>10%</td>
<td>$1,812</td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td></td>
<td>$18,120</td>
</tr>
</tbody>
</table>
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.
  - 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
28 W. Market Street, The Lincoln Building
West Chester, PA 19382
www.chescocf.org
grants@chescocf.org 610.696.8211