

## CHESTER COUNTY COMMUNITY FOUNDATION GRANT PROPOSAL SUMMARY SHEET

**One page only.** This page will be shared electronically with Grant Panel Members & Fund Advisors.

Note: If Philanthropy Network's Common Grant Application is used, CCCF's **Summary Sheet MUST accompany application.**

To obtain an electronic version of this application, visit [www.chescocf.org](http://www.chescocf.org)

**Date**  
**09/08/2021**

### Contact Information

Organization Name: Help Hope Live  
Address: 2 Radnor Corporate Center, Suite 100  
100 Matsonford Rd, Radnor, PA 19087  
Phone: 800-642-6399  
Website: www.helphopelive.org  
Year Incorporated: 1983  
FEIN: 52-1322317

ED/CEO Name: Kelly Green  
  
ED/CEO E-mail: kgreen@helphopelive.org  
Board Chair Name: James F. Madden  
Board Chair Approval (check here):   
Primary Contact Name: Brook Schostak  
Primary Contact E-mail:  
bschostak@helphopelive.org

### Organization Information:

#### Field/s of Interest:

Arts, Culture & Humanities     
  Environment/Animal Welfare     
  Education  
 Health     
  Human Services     
  Religion

#### **Mission:**

As a 501(c)(3) national nonprofit, Help Hope Live's mission is to support community-based fundraising for people with unmet medical and related expenses due to cell and organ transplants or catastrophic injuries and illnesses.

#### **Geographic Area Served** (If not all of Chester County, specify primary Chester County regions served):

Help Hope Live has clients in Chester County, PA and nationwide. Specifically, we have clients in Berwyn, Coatesville, Devon, Kennett Square, Paoli, Spring City, and West Chester.

#### **Describe Population Served & Annual Number of People Served:**

Help Hope Live serves people diagnosed with a serious illness or traumatic injury in need of medical expenses not covered by insurance. Last year, we served 3,000 clients who from across the nation.

<b>Annual Budget</b> \$ <u>    </u> \$7,450,130	<u>    </u> 20 <u>    </u> # of Full-Time Equivalent Paid Staff
<u>    </u> 81 <u>    </u> % of budget for program expenses	<u>    </u> 13 <u>    </u> # of Board Volunteers
<u>    </u> 9 <u>    </u> % of budget for administrative expenses	<u>    </u> 75 <u>    </u> # of Active Non-Board Volunteers
<u>    </u> 10 <u>    </u> % of budget for fundraising expenses	<u>    </u> 100 <u>    </u> # of Volunteer Hours
<small>100 % total</small>	

#### **Top 3-5 funding sources:**

Amount: \$327,792.27  
2-2020

Purpose: Help Hope Live General Operating Fund

Funder: The Neal And Patricia O'Neill 2010 Trust

Amount: \$100,000.00

Purpose: In honor of Christopher R Davis, restricted for client medical expenses.

Funder: Selsset Family Revocable Trust

Amount: \$50,000.00

Purpose: In honor of Jim Cohen, restricted for client medical expenses.

Funder: Kenneth Wolf

**Is this grant proposal for:** Capacity Building \_\_\_ or General Operating X\_\_\_

**If Capacity Building Proposal, the focus is:**

\_\_\_ Mission, Vision & Strategy \_\_\_ Governance & Leadership \_\_\_ Partnerships & Collaborations

\_\_\_ Fundraising, Development & Marketing \_\_\_ Technology Other: \_\_\_\_\_ N/A \_\_\_\_\_

**Grant Amount Requested from the Community Foundation:** \$5,000 \_\_\_\_\_

**Proposal Summary:**

Help Hope Live (HHL) assists individuals in fundraising to cover the associated costs that comes with a diagnosis for a serious illness or injury. Even those with good insurance still face thousands of dollars in co-pays, deductibles, and other medical and related expenses. Our contacts in hospitals from social workers to financial coordinators help the individual and their family understand the associated costs and the need for fundraising. Help Hope Live works with clients on developing a fundraising plan, including community events. Help Hope Live holds the funds raised, and when a bill comes to the client, it is reviewed and paid by the organization. For many in Chester County and beyond, we provide hope for a brighter future free of cumbersome medical debt.



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## **Chester County Community Foundation**

### **Grant Proposal**

Help Hope Live respectfully requests \$5,000 to help continue making a positive impact in the lives of those made vulnerable by their medical needs and uncovered expenses.

#### **Mission**

As a 501(c)(3) national nonprofit, Help Hope Live's mission is to support community-based fundraising for people with unmet medical and related expenses due to cell and organ transplants or catastrophic injuries and illnesses.

Help Hope Live has a 36-year history of serving at-risk communities. We were founded in 1983 and have grown into a national organization based in the Philadelphia region. While the name has changed and our list of services has grown over the years, we are just as committed to helping our clients recover and regain their independence as we were when Dr. Jack Kolff, a transplant surgeon at Temple University Hospital, and his wife Patricia, founded the organization. We have focused on transplant candidates since our founding and, for the past 18 years, have also served clients affected by catastrophic injuries and illnesses. Since our founding, we have provided more than \$135 million in financial support to our clients to cover necessities such as insurance deductibles, medications, medical equipment, home health care, and modifications to homes and vehicles to allow for handicap accessibility.

#### **Nonprofit Goals**

Help Hope Live's goals as an organization always stem from our mission to cover the unmet medical needs of individuals with cell and organ transplants or catastrophic injuries and illnesses. Such goals include expanding our impact to help more people eliminate their medical debt, which prevents them from living their lives to the fullest extent. We also aim to increase our reach and visibility by increasing our medical contacts who refer clients as well as increasing the visibility of our mission by recruiting more ambassadors across the nation. In the future, we hope we can do even more for our clients experiencing medical and financial crises.

#### **Key Achievements**

Last year, we served approximately 3,000 clients with life-changing financial assistance, covering over \$4.4M in medical expenses. This was used to assist individuals and families to buy wheelchair accessible vans, get life-altering physical therapy, receive their organ transplant, and so much more.

For the past 17 years, Help Hope Live has received a 4-star Charity Navigator rating, the highest possible rating, demonstrating that we exceed industry standards and outperform most charities in our area of work, exemplifying trustworthiness to the public.

#### **Distinctiveness**

Help Hope Live provides one-on-one fundraising guidance to individuals who need it most. Many of our clients are economically disadvantaged to the point where they may have to delay or never receive



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treatment without fundraising help. Typical crowdfunding sites like GoFundMe lack the one-one-one consulting, strategizing, and trustworthiness that the funds will go directly toward the client and their needs. Additionally, gifts made to a client through GoFundMe are taxable income and may affect a person's Medicaid status. Gifts made to GoFundMe are not tax-deductible, whereas Help Hope Live's nonprofit status allows this.

In addition, Help Hope Live maintains discretion over funds raised, which shouldn't jeopardize eligibility for asset-based assistance programs like Medicaid. Once an individual starts fundraising for Help Hope Live, they become eligible to submit Fund Request Forms to cover unmet medical needs.

### **Key Initiatives**

Help Hope Live's main function is our fundraising initiative. When a client is diagnosed with a serious illness or catastrophic injury, the out-of-pocket costs can be overwhelming. The hospital social workers and financial coordinators help the individual and their families understand the associated cost and the need for fundraising. That is when Help Hope Live is contacted for an initial screening call. We assign a Client Services Coordinator to the client to assist them through the entire fundraising process.

Our clients often face hundreds of thousands of dollars in medical expenses ranging from one-time home modifications or relocation fees for a transplant to lifetime monthly expenses such as medication or physical therapy. We work with our clients every step of the way to ensure success in their fundraising efforts. After crafting an appeal letter for potential contributors, the coordinator and client create a customized fundraising plan based on the client, their support network, and their community. Because each client is unique, so too is each fundraising plan.

We coordinate fundraising events of all kinds, including neighborhood yard sales, rodeos, and bowling tournaments. We design fliers, set up online registration and contribution pages, and assist with event planning. During the pandemic, we have also been successful with virtual events, utilizing social media when appropriate.

All funds raised on behalf of our clients are designated to Help Hope Live. We then work with the client to pay for bills or reimburse them for bills and expenses that they have already incurred. This process ensures peace of mind for our client, and transparency for our donors that every dollar raised is going toward the client's expenses. Donations made to Help Hope Live are tax-deductible to the fullest extent of the law.

Our main objective is showing clients and families how to bring a network of relatives, friends, and neighbors in fundraising efforts to help cover the cost of uncovered medical expenses.

Besides fundraising for clients, we also run a free webinar series called Hope Talks, where we disseminate resources and information from industry leaders, influencers, and fellow patients, to our HHL clients and non-HHL individuals alike. These talks cover a variety of topics to educate and inform the community - from a [Fund Request tutorial](#), to the [Stages of a Transplant](#), to [Adaptive Parenting Products](#) - Hope Talks extend our mission, which helps garner support.

### **Needs to be Addressed**



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Traditional insurance coverage leaves our clients owing tens of thousands of dollars in unmet medically related expenses, such as copays, prescriptions, and more. Even for patients who have health insurance, a medical crisis often becomes a financial crisis. In the United States currently, there are approximately 113,000 people currently waiting for an organ transplant and 294,000 people living with a spinal cord injury. Transplant patients regularly have to cover \$5,000 per month in out-of-pocket medication copays. Yearly costs for someone with a severe spinal cord injury can top \$110,000. Most families cannot afford the out-of-pocket costs alone. Help Hope Live's fundraising assistance helps our clients onto a path toward recovery and regaining their independence.

This is equally true for our Chester County clients. After a fateful car crash, Coatesville man [Jeremiah Wilson](#) sustained a spinal cord injury that would change the course of his life. Grateful to have survived the devastating crash, Jeremiah keeps an optimistic and positive outlook. While he has been approved for Medicaid, the rehabilitation hospital informed him and his family that a great many of his medical expenses will not be covered. In addition, his needs include \$100,000 for a wheelchair accessible van to transport him to appointments and other places, as well as expensive renovations to his apartment to make it fully wheelchair accessible. Thankfully, Jeremiah has started to fundraise through holding events with the assistance of Help Hope Live and is on his way to meeting his goal.

### **Why Now**

The need is always urgent for those experiencing the ongoing aftermath of a critical illness or injury, as bills pile up that insurance does not cover. These needs are only exacerbated by the pandemic, which has left many of our clients struggling with lost income due to missed work and unpaid medical expenses. Many of our clients are considered "high risk" or immunocompromised, leaving them more vulnerable. What was once a decreased and strained income prior to COVID-19 has become non-existent in some cases.

Our clients rely on community fundraisers to make ends meet and survive. When public gatherings are not permitted or limited, and previous donors are also facing economic uncertainty, our clients rely on our support more than ever before. In-person fundraisers have been cancelled or postponed, which has strained our clients further. Help Hope Live has seen a large increase in the amount of requests and the amount of funds requested since the pandemic started, and the recovery from this fallout is far from over.

The importance of Help Hope Live has never been clearer than right now as many face piling medical debt with less ability to cover it on their own.

### **Impact and Results**

Help Hope Live will assist in covering the unmet medical needs of our clients in Chester County and across the nation. As we serve 3,000 clients per year, we expect to expand this number next year and to raise \$4.5 million or more through fundraisers.