

GRANT PROPOSAL GUIDELINES

- The Chester County Community Foundation **connects people who care with the causes that matter**, so their philanthropy makes a difference **now & forever**.
- We are **a collection of Field of Interest & Donor Advised Funds** with **\$5M + granted annually** to nonprofits in Chester County & beyond.
- **99%** of our grants are made by our generous Fund Advisors, who make grant decisions all year.

Proposals submitted by nonprofits are considered for 2 types of grants:

Field of Interest & Donor Advised Funds (No Deadline)

- ◇ Grants **focus on Chester County** causes & issues, but are not limited to Chester County.
- ◇ Charitable nonprofits working **in all fields of interest** are considered for grant awards. (I.e. arts, culture, & humanities; education; community improvement; environment; religion; health; & human services)
- ◇ **General operating** grants are encouraged. Nonprofits should be specific about their mission, goals, & measurable outcomes.
- ◇ Proposals can be submitted **anytime all year**.
- ◇ Grant decisions are made **intermittently** all year, as Fund Advisors desire.
- ◇ Grant **awards** typically range from **\$500-\$7,500**.

Fund for Chester County Capacity Building Grants (Due 9/15)

- ◇ For eligibility in this grant program, nonprofits must be **located in & serve Chester County**.
- ◇ Nonprofits **budgets** must be **\$500,000 or less**.
- ◇ The goal of capacity building grantmaking is to **strengthen the effectiveness of NPO's serving the Chester County region**, in areas including:
 - Mission, Vision & Strategy
 - Governance & Leadership
 - Partnerships & Collaborations
 - Operations & Technology
 - Fundraising, Development & Marketing
- ◇ Proposals must be submitted by **September 15** to be eligible for consideration.
- ◇ Grant **awards** typically range from **\$500-\$5,000**, with monies distributed by **February**.

- Use this form @ www.chescocf.org to apply online for grants from all Community Foundation Funds.
- **Email proposals to grants@chescocf.org**
- Proposals are considered “complete” when CCCF has **confirmed** receipt of the **Grant Proposal Summary Sheet, Narrative & Attachments**.
- Proposals are shared electronically and online with Fund Advisors, Donors & Grant Panels.
- Per IRS Regulations, applicants **must be** charitable, tax exempt organizations with 501(c)(3) certification & **cannot** be individuals.

Please contact Grants Administrator **Kevin Baffa** at **(610)-698-8211** or grants@chescocf.org with any questions.

I. 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

Date: 9/16/22

Contact Information

Organization Name: Good Neighbors

Address: 224 E Street Road, Suite 2, Kennett Square, PA 19348

Phone: 610-444-1860

Website: goodneighborshomerepair.org

Year Incorporated: 2008

FEIN: 11-3839742

ED/CEO Name: Harold Naylor

ED/CEO E-mail:

harold.naylor@goodneighborshr.org

Board Chair Name: David Tideman

Board Chair Approval (check here): X

Primary Contact Name: Nina Groop

Primary Contact E-mail:

nina.groop@goodneighborshr.org

Organization Information:

Field/s of Interest:

Arts, Culture & Humanities

Environment/Animal Welfare

Education

Health

Human Services

Religion

Mission: Our vision is for all people in our communities to live in a warm, safe, dry, and healthy home. Our mission is to serve and care for people, to empower volunteers, and to build relationships, following Christ's command to love our neighbors.

Geographic Area Served (If not all of Chester County, specify primary Chester County regions served) :Southern Chester County, PA.

Describe Population Served & Annual Number of People Served: Good Neighbors serves low-income homeowners. The majority of our clients fall into one of these three groups: single-parent families, the elderly, and the disabled. In 2021 we served 335 individuals.

Annual Budget \$ 874,100 4.5 # of Full-Time Equivalent Paid Staff

79 % of budget for program expenses 9 # of Board Volunteers

11 % of budget for administrative expenses 300* # of Active Non-Board Volunteers

10 % of budget for fundraising expenses 3802* # of Volunteer Hours

100 % total

*in 2021

Top 3-5 funding sources: New Castle County (we also work in New Castle County, DE), Highmark, Chester County Department of Community Development, Pia Foundation, W.W. Smith Foundation

Is this grant proposal for: Capacity Building or General Operating ?

If Capacity Building Proposal, the focus is:

Mission, Vision & Strategy Governance & Leadership Partnerships & Collaborations

Fundraising, Development & Marketing Technology Other: _____

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

Proposal Summary: Our request is for a \$5,000 grant to provide general operating support to enable us to provide free critical home repairs to low-income homeowners. Grant funds would be used to purchase materials and supplies, to pay contractors who provide specialized services at discounted rates, and to pay our skilled and licensed project managers. We utilize volunteers from the community to make these repairs. The work typically consists of roof repairs/replacements, heater repairs/replacements, electrical and plumbing repairs, and wheelchair ramp installation. Not only do these repairs improve the safety and health for these families, they increase homeowner equity, solidify neighborhoods, reduce societal costs and prevent homelessness.

II. CHESTER COUNTY COMMUNITY FOUNDATION GRANT PROPOSAL NARRATIVE

Provide clear, concise information. 3 pages maximum.

Organization's history, goals, key achievements and distinctiveness

Good Neighbors Home Repair has been serving the southern Chester County community for 30 years. Our vision is to for all people in our community to have a warm, safe, dry, and healthy home. We repair homes for qualified low-income homeowners at no cost to them as an expression of our love for Jesus Christ. We do not discriminate when selecting homes, volunteers, or suppliers; homes are repaired based on need.

That vision got its start in 1992 when a few friends collaborated to repair a bathroom for an elderly neighbor. In 2008 Good Neighbors became an independent nonprofit organization. In 2016, we expanded our work into New Castle County, Delaware. Over the years, Good Neighbors has grown into a collaboration with hundreds of volunteers working together to help their low-income neighbors. To determine if a homeowner is low income, we follow the county's guidelines, which defines low-income as anyone who earns 60 percent or less of the median income.

The work we do and the way in which we have served needy individuals in southern Chester County and New Castle County, Delaware, has created a respected reputation in the community. We receive numerous client referrals from the county and other organizations that serve the community such as the County Office of Aging Caseworkers and Public Health nurses. In 2021 we repaired 150 homes; 70 of those were in southern Chester County, serving 190 individuals.

We are the only agency in southern Chester County that offers free home repair services to this population. To get the work done, we employ experienced project managers; they do much of our repair work, but they also manage hundreds of volunteers who join the project manager onsite to complete the repairs. In 2021, 302 volunteers contributed over 3,800 volunteer hours toward Good Neighbors' home repair work.

This summer and fall we have had three major initiatives. We hosted our annual Summer Teen Work Camp for 30 teens for a week in July. They learned new skills, teamwork and had a new appreciation for the needs of others. We conducted a volunteer program called Community Days. During that time we have had over 6 groups from businesses and churches volunteer on a Saturday to provide critical home repairs. Lastly we ran a corporate work week in Chester County involving 5 businesses who were able to replace a roof for a disabled man in Oxford.

Funding Request

We are requesting \$5,000 from the Donor-Advised Funds toward general operating expenses to repair 1-2 homes.

- **Description of key initiatives**—Good Neighbors' key initiative is providing free, critical home repairs to low-income homeowners. We can make these repairs at one-third to one-half the cost of the industry standard because we use volunteers on many of our repair sites. Additionally, we use donated materials or materials purchased at a discounted rate. We also pay our project managers a reduced rate. Typical Good Neighbors' projects are roof repairs or replacement, heater repair or replacement, window replacement, repairs to unsafe entryways or decks, installation of wheelchair ramps, siding replacement, and repairing water damages.

One major new initiative in 2022 has been to work with Highmark Insurance and Christiana Care to prevent falls for low-income seniors in Delaware. Once we have completed the 30 homes referred to us from Christiana Care, we plan to expand this effort into Chester Co in 2023.

We have also started this year a pilot program to determine if we should expand our repair efforts into southern Lancaster Co (Solanco). We have repaired 6 homes in the Solanco area and plan to increase this effort in 2023.

• **Specific needs and issues to be addressed**—The bulk of the homeowners we help are single mothers, the elderly, or the disabled. These homeowners cannot afford to repair unsafe conditions such as leaking roofs or broken stairs, unhealthy conditions from mold, or provide heat for their families by repairing their heating system. Their finances are committed to the necessities of life such as their mortgage payment, food, clothing, and medicine.

With nearly 30 years of experience doing this work, we have noticed that free critical home repairs have a profound impact on the following:

Blight/Foreclosure/Homelessness: According to the Housing Assistance Council, there are 57,148 inadequate housing units in Chester County. This number accounts for about 30 percent of the residents of Chester County. Inadequate housing is defined as homes that lack adequate kitchen and plumbing facilities, and the occupant is paying more than 30 percent of their monthly income to housing costs. Good Neighbors Home Repair offers free, critical home repairs to low-income homeowners who are experiencing these housing challenges. By offering these repairs at no cost to the homeowner, we empower low-income homeowners to remain in their homes and help them to reduce their housing challenges. Since repairs can be expensive, they often are deferred, causing even more severe problems like mold, which exacerbates asthma, or rotting support beams in the home. The result can be that families have to leave their homes because the home is no longer safe, increasing homelessness. Additionally, these repairs help to reduce the number of inadequate housing units in Chester County.

We have seen that repairing one home can spur on others nearby to make repairs, lifting the appearance of the whole neighborhood. Local realtor studies have shown that a repaired house has a 7% higher value than a fixer-upper. For a small, \$200,000 home, that is \$14,000 in increased equity and added generational wealth, well beyond the cost of the repairs.

Health: HUD's Healthy Housing Initiative found that the health and economic burden of housing-related hazards is substantial. Unintentional injury is the leading cause of death and disability among children under 15 years (over 2,800 child and adolescent deaths occur annually due to injuries in the home). The elderly are at elevated risk for residential injuries; each year, 35–40% of adults 65 and older fall at least once. It is estimated that falls account for 33% of injury-related medical expenditures and cost Americans more than \$38 billion annually. Research from 2017 showed that U.S. asthma cases linked to dampness and mold cost approximately \$3.5 billion annually. Indoor air pollution, excessive mold, and contaminants in old carpet may create or worsen respiratory conditions such as COPD and asthma. Research by the Robert Wood Johnson Foundation found that 40% of asthma diagnosed in childhood is caused by conditions in the home.

Kids: On average over 30 percent of the people we impact with repairs are children 18 and under. Recent studies by Johns Hopkins and others show that home repairs improve the health of families (as noted above, preventing injuries and impacting health conditions like asthma) and reduce medical costs. Less sickness improves kids' school attendance, and it allows adults to work more. Our repairs also alleviate significant stress for homeowners while increasing hope for the future, improving the emotional climate in the home. Homeowners report a greater willingness to invite people to their home after repairs, another benefit to kids. Good Neighbors is committed to helping low-income kids, and our goal is to help more kids each year.

Elderly: Almost 40 percent of the clients we serve are 65 and older. These homeowners are often on a fixed income and need assistance with home repairs to keep their home safe and livable. Fixing unsafe entryways and steps and installing grab bars in bathrooms helps to prevent falls. According to the CDC, one in four adults over 65

falls each year. One in five falls results in a serious injury, sending 3 million elderly individuals to emergency rooms each year. In 2015, falls cost Medicare and Medicaid over \$35 billion. Good Neighbors is committed to our low-income elderly neighbors, and we are pleased to be able to offer them free home repairs so that they can age in place safely.

Disabled: In 2021 we installed a chair lift for a family in West Grove after the father and primary breadwinner was diagnosed with a neurodegenerative disease. Before the chair lift installation, this man's teenage son had been carrying him up and down the steps. We also installed a handicap-accessible bathroom on the ground floor of an Oxford family's home. They have adopted multiple special needs children and needed a safe place to bathe them. Installing wheelchair ramps is a common service for us. Making homes safe for the disabled is an important part of our work here at Good Neighbors, alleviating stress and restoring hope for the disabled and their family members.

- **Why is it important to fund this now?**

Over the past four years, our repair inquiries have doubled. We presently have a waiting list of 75 homes, 30 in southern Chester County. The need is great, and our capacity, including funding, to meet these needs must grow.

- **How will impact and results be demonstrated?**

We measure success/impact by the number of homes that we make warmer, safer, drier, and healthier. Because the repair projects we undertake fit these criteria, every project we complete demonstrates these results.

At the end of a repair project, Good Neighbors provides homeowners with a questionnaire. We ask 10 questions, each with a 1–5 rating, to measure the homeowners' satisfaction with the process and the work performed. Here is how we are doing:

- 1) We continue to score a 4.9 out of 5 on client surveys.
- 2) On average, 89 percent of our homeowner's report that they feel more hopeful after receiving free, critical repairs.
- 3) Over 98 percent of our clients report having a more positive outlook on humanity after receiving repairs.
- 4) 89 percent of our homeowners reported that after repairs were made to their homes, they felt more positive about having guests to their home.

III. ATTACHMENTS

E-mail or mail this support information

1. Copy of 501 (c) (3) federal tax-exempt letter
2. List of Board of Directors, with their affiliations
3. Most recent annual report & financial statement, audited if available
4. Itemized organizational operating budget with actual results for prior fiscal year & current fiscal year to date
5. If capacity building initiative, itemized budget (including external consultant's proposal, if applicable)
6. Current strategic plan. If your nonprofit does not have a current strategic plan, explain why.

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