

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 11/18/24

Contact Information

Organization Name: Good Neighbors Home Repair
Address: 224 E. Street Rd, Ste 2, Kennett Square, PA 19348

Phone: 610-444-1860

Website: www.goodneighborshomerepair.org

Year Incorporated: 2008

FEIN: 113839742

ED/CEO Name: Harold Naylor

ED/CEO E-mail:

Harold.Naylor@goodneighborshr.org

Board Chair Name: Malcolm Kinnaird

Board Chair Approval (check here): YES

Primary Contact Name: Beth Dodson

Primary Contact E-mail:

Bethany.dodson@goodneighborshr.org

Organization Information:

Field/s of Interest:

Arts, Culture & Humanities

Environment/Animal Welfare

Education

Health

Human Services

Religion

Mission: Our mission is to serve and care for people in need by making their homes safer, healthier, and more livable, following Christ's teaching to love our neighbor.

Geographic Area Served (If not all of Chester County, specify primary Chester County regions served): Southern Chester County, Southern Lancaster County, and Northern New Castle County, Delaware

Describe Population Served & Annual Number of People Served: Good Neighbors provides critical home repairs to qualified, low-income homeowners at no cost to them. To be eligible for our services, the family must own and be living in the home. The total household income must be at or below 60% of the area median income for our Pennsylvania homeowners and below 50% of the area median income for our Delaware homeowners. Last year, we served 231 families, improving the daily living conditions of 389 people.

Annual Budget \$1,256,072

77 % of budget for program expenses

12 % of budget for administrative expenses

11 % of budget for fundraising expenses

100 % total

9 # of Full-Time Equivalent Paid Staff

10 # of Board Volunteers

200 # of Active Non-Board Volunteers

4,699 # of Volunteer Hours

Top 3-5 funding sources:

Chester County Whole Home Repair Program, New Castle County ARPA, PA PHARE, Christiana Care

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: _____

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

Proposal Summary:

Good Neighbors is requesting \$5,000 for general operating support that will help us continue to provide critical home repairs to low-income homeowners. Lack of affordable housing remains a national crisis, and we believe providing critical home repairs is an efficient and cost-effective way to address this issue. Grant funds will allow us to purchase supplies from local businesses, pay our skilled, in-house project managers, and pay contractors who provide specialized services at discounted rates. To keep our labor costs down, we utilize volunteers from the community to complete these repairs whenever possible. Some of our most common projects include roof repair/replacement, HVAC repair/replacement, electrical and plumbing repairs, and installation of wheelchair ramps, grab bars, and tub cut-outs. These repairs improve the health and safety of homeowners and their families, and they allow elderly and disabled homeowners to safely age-in-place. They also increase homeowner equity, solidify neighborhoods, reduce societal costs, and prevent homelessness. Finally, a home repair gives a family renewed hope for their future and shows them that their community cares for them.

II. CHESTER COUNTY COMMUNITY FOUNDATION GRANT PROPOSAL NARRATIVE

Provide clear, concise information. 3 pages maximum.

1. Nonprofit's history, goals, key achievements & distinctiveness

Good Neighbors provides critical home repairs to qualified, low-income families at no cost to them. When we started in 1992, a handful of homes in Kennett Square, PA were made safer and healthier by a small group of volunteers on a \$5,000 budget with some donated materials. In the past 14 years, Good Neighbors has rapidly grown in multiple ways, as the number of homes repaired and income received has increased four-fold. We expanded geographically for the first time in 2016 to northern New Castle County, DE and again in 2022 to southern Lancaster County. Our vision is for everyone in our community to live in a warm, safe, dry, and healthy home. Last year, Good Neighbors completed critical repairs on 231 homes, improving the daily living conditions of 389 people. Our volunteer workforce of 200 people completed nearly 4,700 hours of work, and our annual budget now exceeds \$1,250,000. Despite the critical nature of home repairs needed, Good Neighbors can complete most projects at one half to one third of the going market rate. We have in-house project managers who work at a reduced rate and utilize volunteers whenever possible to keep our labor costs down. We've also developed partnerships with local businesses who support our vision and provide us with materials and supplies at discounted rates. Last year, Good Neighbors, Good Works, and Chester County Habitat for Humanity jointly received a \$2.7M grant from the

Chester County Department of Community Development for the Whole Home Repair Program. Last month, the Coalition for Home Repair presented Good Neighbors with the Pinnacle of Excellence Award for demonstrating excellence in program management, homeowner services, operational efficiencies, communications, and volunteer engagement.

2. Funding Request

Good Neighbors is requesting \$5,000 for general operating support that will enable us to continue to provide critical home repairs to qualified low-income homeowners.

3. Description of Key Initiatives

Good Neighbors' primary goal is to provide critical home repairs to low-income homeowners. Typical projects we complete are roof repair/replacement, HVAC repair/replacement, deck and entryway repair, plumbing and electrical repairs, and installation of wheelchair ramps, grab bars and tub cut-outs. Our partnership with Christiana Care and Highmark Insurance in the state of Delaware led to the establishment of our Healthy Homes program, which seeks to help seniors age-in-place by making their homes safer and more accessible. This program has been very successful in reducing the risk of slips, trips, and falls, resulting in fewer trips to the ER and hospitalizations for seniors in Delaware.

Specific Needs & Issues to be Addressed

In addition to being low-income, many of our homeowners also represent historically marginalized groups. 70% of our homeowners are women—many of whom are single moms or grandmoms. Over half of the families we serve have at least one adult over the age of 60 living in the home, and nearly 40% of our homeowners are people of color. On a single income, or a fixed income, these homeowners endure living in unsafe or unhealthy conditions because their finances are committed to everyday necessities such as mortgage payments, food, medicine, and childcare.

Preventing Homelessness, Protecting Property Value —Since critical repairs can be expensive, they are often deferred. As a result, the home may continue to fall into disrepair, lose its value, and could eventually become unlivable, forcing the family into homelessness. By providing critical home repairs at no cost to the homeowner, we are significantly reducing the risk of homelessness, decreased property value, and neighborhood blight.

Breaking the Cycle of Poverty—Critical home repairs help low-income homeowners protect their future and continue to build generational wealth. Our average cost for a home repair is around \$4,000-\$5,000. Without a critical repair, such as a roof replacement, a home could sustain long-term water damage that could result in mold growth or rotted support beams that render the house unlivable. The homeowner's investment in their house, one of the most common ways to build generational wealth, could be lost. Additionally, local realtor studies have shown that a repaired house has a 7% higher value than a home in need of repairs. For a \$250,000 home, that is \$17,500 in increased equity, well beyond the cost of the repairs

Children/Adolescent 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). Research by the Robert Wood Johnson Foundation found that 40% of asthma diagnosed in childhood is caused by conditions in the home. On average, 25-30% of the people we help are under the age of 18. By completing repairs that make homes safer and healthier, we reduce the risk of chronic illnesses that lead to missed time from work or school, which can lead to further financial stress on the family and loss of educational opportunities for children.

Senior Health—Seniors 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. Indoor air pollution, excessive mold, and contaminants in old carpet may create or worsen respiratory conditions such as COPD and asthma. Last year, Good Neighbors completed repairs for 231 families. Over half of them had an adult over 60 living in the home.

Why It Is Important to Fund this Now

While Good Neighbors has steadily increased the number of homes repaired each year across the three counties we serve, we continue to face difficult challenges such as the increased demand for affordable housing, an aging housing stock, and an aging population in need of safer housing. Last year we repaired homes for 231 families. In 2022, we repaired homes for 200 families. The need is great and it is growing. In order to meet the needs of our community, Good Neighbors must increase in size and scope, including funding.

How Impact & Results Will Be Demonstrated

We measure success/impact by the number of homes we make warmer, safer, drier, and healthier. Because the repair projects we undertake fit these criteria, every project we complete demonstrates these results. Good Neighbors solicits feedback from homeowners after the projects have been completed to ensure they are satisfied with the work and to answer any remaining questions they may have. Per our strategic plan, we desire to increase the number of homes we serve each year by 10%. In previous years, questionnaires completed by homeowners after they received repairs indicated that 90% of our homeowners felt more hopeful after receiving free, critical repairs. And 89% reported that they felt more positive about having guests in their home after repairs were completed. Good Neighbors now conducts Client Care Visits, which is a follow-up visit to select homeowners several months after repairs are completed by one of our board members and a few trained volunteers. We provide care packages to the homeowners and offer additional support, if needed.