



JONAS C., MARIAN D., & ROBERT H. ERB CHARITABLE FUND REQUEST FOR GRANT PROPOSALS

The Chester County Community Foundation accepts applications from selected nonprofit charitable causes for the **Jonas C., Marian D., & Robert H. Erb Charitable Fund**, a fund of the Chester County Community Foundation.

Proposals are due by Friday, March 14, 2025. Upon review of the initial proposals, a site visit may be conducted of the finalists. Grants will be awarded in the fall. Grant awards typically range from \$50,000 - \$100,000.

Please use the attached Grant Proposal Format to apply for a grant.

Grant applications should be submitted electronically by Friday, March 14, 2025 to grants@chescofc.org. The e-mail heading should read: Grant Proposal Submission- Erb Charitable Fund

Please note that all grant applications will be available electronically on the Chester County Community Foundation's website for additional consideration for grant funding by the Community Foundation's Donor Advised Fund Advisors.

Questions? Please contact:
Stephenie Stevens, Grants Director & Outreach Officer
Chester County Community Foundation
28 West Market Street
West Chester, PA 19382
www.chesdcocf.org
Steph@chescofc.org
(610) 696-8211





JONAS C., MARIAN D., & ROBERT H. ERB CHARITABLE FUND REQUEST FOR PROPOSALS

I. SUMMARY SHEET

(One page only. This page will be shared with Grant Committee Members.)

Date: 2/26/2025

Contact Information:

Organization Name: Manna on Main Street
Address: 606 E. Main St., Lansdale, PA 19446

Contact Name: Sheldon Good
Contact Title: Director of Development
Contact E-mail: development@
mannaonmain.org

Phone: 215-855-5454 ext. 24

Fax: N/A

Web Address: www.mannaonmain.org

Year Incorporated: 1981

Has your nonprofit previously applied to the Community Foundation: Yes No

Field/s of Interest:

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

Organizational Information:

Geographic Area Served: *Montgomery County, PA*

Annual # of Clients & Description of Population Served: 6,000 clients served annually. All Manna's Market clients live at less than 300% of the Federal poverty level, and most Market clients receive SNAP benefits. We don't require intake for Manna's Kitchen, but kitchen guests represent a wide range of individuals and families living in our community—from low-income seniors to employees of our YMCA neighbor to homeless individuals to folks simply in the midst of a tough season of life. A free meal for individuals and families, served with no questions asked, provides a spark of hope. Similarly, our Common Grounds trainees are food insecure, with backgrounds of economic instability, physical and behavioral health issues, incarceration and more.

Mission Statement: Manna on Main Street is committed to ending hunger in the North Penn region by providing food, fulfilling social service and education needs, and conducting community outreach. Through a food pantry and soup kitchen, emergency financial aid, counseling and referrals, and education opportunities, we serve those in need with the hope “that everyone might be fed.”

Organization Description: Manna on Main Street (Manna) was founded in 1981 by compassionate volunteers dedicated to feeding and caring for people facing hunger. Currently, an inclusive soup kitchen, choice-model food pantry, and foodservice workforce development program. In FYE 2023 and again in FYE 2024, Manna has set records for amounts of food distributed and number of people served, as more and more households rely on Manna for food and services and support, amid the rising cost of food, housing, and other essentials.



Annual Budget \$3,384,568 29 # of Full-Time Equivalent Paid Staff
 ___95___ % of budget for program expenses ___11___ # of Board Volunteers
 ___2___ % of budget for administrative expenses ___1,500___ # of Active Non-Board Volunteers
 ___3___ % of budget for fundraising expenses ___25,000 hours annually___ # of Volunteer Hours
 100 % total

Top 3-5 funding sources: \$90,000 Capital One; \$50,000 Merck; and \$50,000 United Way of Greater Philadelphia and Southern New Jersey

Proposal Information:

Grant Amount Requested: \$_____ \$100,000_____

Summary Description of Grant Purpose: This grant would support the General Operations at Manna on Main Street, including our three core programs: Manna’s Kitchen (inclusive soup kitchen), Manna’s Market (choice-model food pantry), Manna’s Common Grounds Training Program (foodservice workforce development program).

Manna's Kitchen: inclusive soup kitchen open 7 days/week that in FYE 2024 served 151,627 meals, which feed over 300-350 people on average every day (a 39% in meals served from FYE 2023).

Manna's Market: choice-model food pantry that in FYE 2024 distributed 691,254 pounds of groceries to 1,794 households comprised of 5,215 individuals, including 1,551 children and 1,391 seniors, via 14,873 market visits (a 14% increase in Market visits from FYE 2023).

Manna’s Common Grounds Training Program: award-winning, free, 2-month foodservice, work and life skills training program that in FYE 2024 enrolled 23 trainees, with 18 graduating, and 16 of the graduates employed upon graduation (Common Grounds trainees and Manna’s Culinary Staff worked together to prepare and provide over 156,234 Meals on Wheels and other contract meals in FYE 2024).

Manna currently has a staff comprised of 27 full-time and 3 part-time employees.

Additionally, in FYE 2024, Manna had 1,580 unduplicated volunteers who served 24,799 hours, the equivalent of 12 full-time positions. Manna’s volunteers exemplify the generosity and commitment that the North Penn community has for ending hunger for individuals and families in need.





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II. GRANT PROPOSAL NARRATIVE

*Please provide the following information clearly and concisely.
Proposals of 1 or 2 pages are strongly encouraged.*

1. Organization's history, goals, key achievements and distinctiveness

Manna on Main Street (Manna) was founded in 1981 by compassionate volunteers dedicated to feeding and caring for people facing hunger in the North Penn region. In fall 2016, we moved into our current location on the campus of North Penn Commons, a pioneering project and vibrant public center that co-locates services from four respected nonprofit partners: Manna on Main Street, Advanced Living Communities, North Penn YMCA, and The PEAK Center. In September 2024, we opened Manna's Online Market Hub, in the heart of Lansdale, marking a dramatic expansion of our services and the first time in our 43-year history that we are serving people out of two locations.

In FYE 2023 and again in FYE 2024, Manna has set records for amounts of food distributed and number of people served, as more and more households rely on Manna for food and other services and support. The impact of soaring housing costs, skyrocketing food prices, and the rollback of pandemic-era benefits has led to dramatically increased demand for food from community-based organizations like Manna. In fact, according to the USDA, more people are at risk of hunger right now than at any time in the last decade.

In recognition of our work, Philabundance awarded Manna with its distinguished 2023 Hunger Hero Award "for being an all-around outstanding partner and creating a holistic approach to fighting food insecurity by providing more than food to the community."

2. Funding request:

A. Specific Montgomery County needs and issues addressed

Montgomery County is the second wealthiest county in Pennsylvania. However, as of 2022 an estimated 8.6% of Montgomery County's population—about 73,850 people, including thousands of children and seniors—lived with food insecurity, defined as lacking consistent access to enough food to live an active, healthy life. Meanwhile, in the North Penn region alone—Manna's primary service area—over 4,800 people live in poverty, one of the main causes of food insecurity, as of 2021. Many of these individuals and families rely on Manna on Main Street for services and support.

B. Organizational impact (for general operating proposals) or project impact (for project proposals)

Manna's Kitchen: Clients can access to-go meals or sit-down meals, depending on their needs. Many clients greatly appreciate to-go meals, which allow households to take as many meals home as they need and does not require them to bring their entire family to Manna to eat. At the same time, we have many clients who enjoy a hot meal served at Manna in a community setting. Manna is currently



preparing and serving over 14,000 meals every month (to-go meals and sit-down meals combined). This is nearly triple the amount of meals we were providing in spring 2022, due to increased demand.

Manna's Market: Households can shop for groceries twice per calendar month via in-person shopping or via Manna's SmartChoice online ordering system, both of which allow for full choice of grocery items, including fresh fruit and vegetables, dairy, meat and other household essentials. Online shopping sets our food pantry apart, and we have invested substantially in our SmartChoice software, which translates our grocery inventory into the 7 preferred languages of our diverse clientele in addition to English. In September 2024, we opened Manna's Online Market Hub (the Hub), in the heart of Lansdale, marking a dramatic expansion of our grocery services, allowing us to: Expand fulfillment of online orders of groceries (clients can now order 24/7 and pick up five days per week); Increase in-person grocery shopping hours at Manna's Market (coming in 2025); and Scale our delivery of groceries directly to homes in the greater North Penn region (coming in 2025).

Manna's Common Grounds Training Program: This is Manna's free 2-month foodservice training program designed to move people living in economic instability to sustainable employment, which has been awarded the prestigious Model Member status from the national Catalyst Kitchens network. In support of Manna's Kitchen, Common Grounds trainees learn back-of-house skills and techniques in a commercial kitchen while working alongside Manna's culinary staff to prepare over 700 daily contract meals benefitting 350 seniors through Meals on Wheels (Manna provided over 140,000 Meals on Wheels and other contract meals in FYE 2023). In service to Manna's Common Grounds Café, a social enterprise that serves the general public, the trainees learn baking, customer service and how to operate a Point-of-Sale system. About 70% of individuals who start in Common Grounds end up graduating, and 80% of graduates are employed at the time they graduate.

C. Overall strategies to implement the organization's mission (or project)

Manna has several strategic partnerships that help us advance our mission as far as possible. Here are three examples you may find interesting.

Manna is a founding member of MAHN—the Montgomery County Anti-Hunger Network—and is a sitting member of MAHN's Board of Directors. Manna joins MAHN in creating systems change within the emergency food pantry network. And through MAHN, Manna in FYE 2023 shared 34,202 pounds of food (worth approximately \$65,667) with more than 19 other organizations in Montgomery County as a way of supporting their work to end hunger regionally.

Higher education students in the U.S. face a basic needs crisis, with 44% unable to afford balanced meals, 42% reporting housing insecurity, and 43% experiencing generalized anxiety disorder often due to these insecurities (Trellis Strategies, 2024). Resilient Students Network (RSN) aims to help under-resourced college and trade students meet basic needs to achieve their academic goals and improve their life outcomes. Manna on Main Street's partnership with RSN is critical as a thought leader in ending hunger and one of RSN's core food providers for the students at Montgomery County Community College-Blue Bell and Gwynedd Mercy University. Manna is working with RSN to grow its capacity to include more students from current and additional campuses.



Since August 2022, Manna has been strengthening its partnership with North Penn School District like never before. Families in NPSD speak 80 languages and have roots that stretch around the world. Manna and the School District are working together to provide information about Manna's services to families through school counselors, faculty, and the School District's summer meal website and distribution sites; Manna has begun piloting the provision of food directly to School District counselors and administrators for distribution to students and families they have identified are in need; and Manna is working on providing alternative detention opportunities through volunteerism at Manna. Since August 2022, thanks to this partnership, 46 unique households shopped 219 times in Manna's Market, benefitting 163 individuals.

D. Why it is important to fund this now

According to the USDA, 1 in every 7 people is at risk of hunger — that's 44 million people, including 1 in every 5 children — meaning that more people are facing hunger right now than at any point in the last decade. While grocery prices have somewhat stabilized after several years of food inflation, higher food prices are likely here to stay, and food spending as a share of households' disposable income is at the highest level in 30 years, according to the USDA.

3. Timetable, with anticipated outcomes and their relevance to the nonprofit's mission

Because this is a General Operating request, a grant would fund our ongoing operations, which have brought on additional expenses for salaries and food as demand for our services has soared.

4. How impact and results will be demonstrated

We typically gather, compile and analyze as much data as we can get. For Manna's Kitchen—our inclusive Kitchen where no personal information is required and where all are welcome—this simply means tracking the number of meals provided. We track the number of children, adults and seniors who receive meals, and whether they received meat, pork or vegetarian meals. We typically conduct a soup kitchen survey once a year. Manna's Market utilizes SmartChoice digital pantry system, as well as ClientTrack for client case management. SmartChoice allows us to run reports detailing client shopping habits, including quantities and healthy choices. ClientTrack helps us track demographic information for all households, including both individuals and families. We typically conduct a food pantry survey once a year. We track Common Grounds trainee information from application through graduation, and even beyond. This includes specific demographic information, which can be used to disaggregate outcomes based on race and ethnicity. This allows us to view outcomes through a racial equity lens and plan for more equitable program delivery and trainee support.

III. ATTACHMENTS

Please attach the following 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 and financial statement, audited if available
4. Itemized organizational operating budget with actual results for prior fiscal year and current fiscal year to date
5. Itemized project budget (if applying for project-specific grant)



Note: The Philanthropy Network's Grant Application may be submitted with CCCF Summary Sheet. Please visit our website at www.chescocf.org to obtain an electronic version of this application. E-mail applications are strongly encouraged.

Please e-mail completed applications to:
Stephenie Stevens, Grants Director & Outreach Officer
Chester County Community Foundation
28 West Market Street
West Chester, PA 19382
grants@chescocf.org www.chescocf.org
(610) 696-8211

THANK YOU!





JONAS C., MARIAN D., & ROBERT H. ERB CHARITABLE FUND

Mission...

Charitable purpose limited to education, especially those involving reading, writing and speech, with an emphasis on attending Montgomery County Community College, or similar credited institution in Chester, Montgomery, or Delaware Counties in Pennsylvania, through direct scholarships or to provide assistance to such colleges through their programs and activities, which in the discretion of the Founding Fund Advisors, make a significant impact on learning enhancement and learning skills.

About Robert H. Erb...

Robert H. Erb joined the Montgomery County Community College (MCCC) faculty in 1970 as a librarian, just 6 years after the College's founding. He often worked evenings and enjoyed helping adult students, assisting them with their research, listening to their stories, and providing encouragement. His service in the library continued for 45 years until his retirement in 2015. However, Mr. Erb's commitment to MCCC did not end with his tenure. As a passionate learner and an avid steward of his community, Mr. Erb was always looking to improve and learn more each day, and he wanted to help MCCC students do the same. He was passionate about the community college mission and equitable access to education and information for all. Simply put, Mr. Erb "wanted Montco to be a 'reflection of the community.'" That is one of the many reasons he continued his partnership with the College as a philanthropist both during and after his employment.

Unfortunately, in July of 2021, Mr. Erb passed away. Described as a gentle, friendly, and caring person, who always lived by the motto, "Simple beginnings with great endings," Mr. Erb will be missed as a physical presence on campus, but his effect on students, both through his giving as an employee and a donor, live on through the community at large in perpetuity.