



I. GRANT PROPOSAL SUMMARY SHEET

Date 12/12/2025

Contact Information

Organization Name: Community Warehouse Project of Chester County

Address: P.O. Box 218, West Chester, PA 19380

Phone: 484-473-4360

Website: www.communitywarehouseproject.com

Year Incorporated: 2017

FEIN: 61-1658782

ED/CEO Name: Glenda Brion

ED/CEO E-mail:

gbrion@communitywarehouseproject.com

Board Chair Name: Mark Sammarone

Board Chair Approval (check here): X

Primary Contact Name: Glenda Brion

Primary Contact E-mail:

gbrion@communitywarehouseproject.com

Organization Information:

Field/s of Interest:

<input type="checkbox"/>	Arts, Culture, Heritage	<input type="checkbox"/>	Education, Library	<input type="checkbox"/>	Environment, Animals
<input type="checkbox"/>	Health	<input checked="" type="checkbox"/>	Human Services	<input type="checkbox"/>	Social Justice, Civic Engagement
<input type="checkbox"/>	Religion	<input type="checkbox"/>	If other, please describe:		

Mission: The mission of Community Warehouse Project (CWP) is to provide household goods and furniture to Chester County families and individuals in need – at no charge.

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

Chester County

Describe Population Served & Annual Number of People Served. (Include Chester County # &/or % served.)

CWP serves Chester County individuals, veterans, and families who have graduated from a housing program and are transitioning into permanent housing. Annually we serve over 1,000 individuals from over 450 households, including 500 children and 100 veterans. 100% of those we serve reside in Chester County

<u>Annual Budget</u> \$ <u>578,350</u>	<u>2.25</u>	# of Full-Time Equivalent Paid Staff
<u>79</u> % of budget for program expenses	<u>10</u>	# of Board Volunteers
<u>18</u> % of budget for administrative expenses	<u>140</u>	# of Active Non-Board Volunteers
<u>3</u> % of budget for fundraising expenses	<u>2,000</u>	# of Volunteer Hours

100% = total

Top 3-5 funding sources: Chester County Commissioners Fund (\$50,000), Foxwynd Foundation (\$50,000), Phillis Charities (\$40,000), W. W. Smith Charitable Trust (\$35,000), West Pharmaceuticals (\$25,000)

This grant proposal is for: ___ Direct Service Programs & General Operating &/or X Capacity Building

If Capacity Building Proposal, the focus is:

<input type="checkbox"/>	Contingency Planning	<input type="checkbox"/>	Partnerships, Collaborations	<input type="checkbox"/>	Merger, Closure
<input type="checkbox"/>	Mission, Vision, Strategy	<input type="checkbox"/>	Board Engagement & Leadership	<input type="checkbox"/>	Marketing, Communication
<input checked="" type="checkbox"/>	Resource Development	<input type="checkbox"/>	Operations	<input type="checkbox"/>	Technology
<input type="checkbox"/>	If other, please describe:				

Grant Amount Requested from the Community Foundation: \$ 10,000

Proposal Summary: CWP is eager to continue our partnership with the Chester County Community Foundation. Your \$10,000 investment will support a needed staffing expansion that will boost our sustainability.



Community Warehouse Project of CHESTER COUNTY

Proposal to Chester County Community Foundation, December 2025

ORGANIZATIONAL OVERVIEW In Chester County, PA, 40% of renters are cost burdened, leading to housing insecurity (Chester County Department of Community Development). In fact, eviction filings in Chester County are now higher than they were prior to the pandemic. At 6.5, Chester County's eviction filing rate is among the top 20 counties in the state (Housing Alliance of PA). Once homeless, it is nearly impossible to get back into the housing market. There are simply too few affordable housing options available. We expect worsening conditions as social safety net programs are reduced or eliminated.

Launched in 2017 to address homelessness and housing insecurity, Community Warehouse Project of Chester County (CWP) provides a cost-effective service that reduces the likelihood that individuals and families will experience a repeat episode of homelessness. Through a vast network of community partners and volunteers, CWP redistributes unwanted, yet high-quality furniture to completely furnish a new home, including beds, bedding, dressers, desks, couches, lamps, kitchen tables and chairs, dishes, pots and pans, utensils, glassware, and more. Approximately 250 tons of furniture and household goods are diverted from landfills annually in the process.

An established body of evidence indicates that individuals moving from homelessness to housing are 70% more likely to maintain their housing if the home is furnished. We are the only furniture bank in Chester County, and as the affordable housing crisis worsens, need and demand for our innovative program is growing. We typically complete 8-14 deliveries per week, up from 6-10 deliveries previously. In FY2026, we will support long-term housing stability for over 1,000 individuals.

Our exceptional work in the community is gaining recognition – we received the Community Service Award from Greater West Chester Chamber of Commerce in 2021 and the AAUW Gateway to Equity Award in 2023, which is presented annually to a group, organization or individual that has shown by action and philosophy the promotion of the AAUW mission to advance equity for women and girls through advocacy, education, philanthropy and research. In 2024 we received the Coatesville VA Medical Center "Coin of Service" award for our outstanding partnership with their Homeless Veteran care services; specifically, their HUD-Veterans Affairs Supportive Housing (HUD-VASH) program, that combines rental assistance for homeless veterans with case management and clinical services. We are grateful for your past support that has helped us achieve these important milestones.

FUNDING REQUEST CWP is eager to continue our partnership with the Chester County Community Foundation. Your \$10,000 investment will support a needed staffing expansion that will boost our sustainability.

Needs and Issues to be Addressed: Operating costs are increasing as need in our community grows. Meanwhile, funding sources are dwindling. CWP has diligently worked to diversify our funding base over the last two years. In addition to retaining the services of a professional grant writer, we also upgraded our website, with your generous support, so we can more easily capture online donations. We are fortunate to have well-connected and committed volunteers who are eager to support our efforts. As such,

we are building fundraising activities through small, volunteer-driven events that provide high return for little investment. Most recently, we raised \$36,000 through a volunteer-driven Dance Party event. We are also growing our individual giving program and incorporating social media driven campaigns.

The success of our fundraising activities is reflected in our need for additional staffing to support these efforts. Help is needed to process donations and expand communications, while managing administrative duties.

Project Description, Timeline, and Costs: Your funding will support a new part-time (10 hours/week) Administrative Assistant position. This position is responsible for coordinating direct mailings, processing all donations in a timely manner, including sending acknowledgements, entering data into Donor Perfect, and providing weekly status reports and board reports. In addition, the position is charged with maintaining consistent social media communications and producing a monthly e-newsletter. These communications are vital to our work at diversifying our donor base, especially through individuals and local businesses.

In April 2025, we hired Julie Kohn, MS, for this 10-hour/week position at a rate of \$20/hour. While a speech-language pathologist by training, Julie has routinely supplemented her professional work by providing executive and professional assistance. Most recently she provided support to a Cornell professor, including email communications, managing LinkedIn, and assistance with research. In her role at CWP, Julie performs basic administrative tasks, supports special projects, and assists all development and communications activities.

Impact and Measurement: With the help of Julie, we can capitalize on the reporting functionality built in to DonorPerfect to measure the success of our fundraising and communications activities. We are particularly interested in measuring individual giving datapoints: in particular, number of new individual donors, number and percent of returning donors, total revenue raised through individual gifts, average and median gift amount, number and percent of donors who increased their giving. We are also interested in measuring the number of social media followers and their level of engagement, as well as the number of donors and volunteers captured through small events.

The addition of our Administrative Assistant is already helping our Executive Director dedicate more of her time towards capacity building, including establishing new program partners and stewarding prospective donors. This work will contribute to our overall goal of mitigating the risks of homelessness by improving the likelihood that a newly housed family maintains housing. Your support will help us reach the following indicators of program success:

- Serve at least 1,000 individuals, including at least 500 children
- Provide all requested furnishings, including a new bed and bedding as needed
- Deliver furnishings and household goods within 2 days
- Clients report satisfaction
- Clients report being treated with dignity and respect by CWP staff and delivery staff
- Program partners report satisfaction with the service
- Contribute to county and state environmental sustainability goals.

Your investment will provide the start-up funding needed for this position that will help us generate revenue, ultimately sustaining the position.

CONCLUSION Chester County, PA, residents are burdened by an affordable housing crisis that is leading to an increase in homelessness and housing insecurity. Low-income households are literally being squeezed out of the market. This crisis is reflected in the uptick in demand we have experienced for our services. While the county has a network of support services, the lack of affordable housing keeps too many households from being able to maintain their stability. A 2022 article in *Journal of Community Psychology* supports previous studies on furnishings, reporting that furnished homes for families transitioning from homelessness to permanent housing contribute to improvements in mental, physical, and social health, as well as their ability to pursue and achieve goals that will lead to long-term economic self-sufficiency, including employment and academic pursuits. CWP fills an unmet, necessary need. Our program mitigates risk and improves the chances that individuals, families, and veterans will maintain stable housing and progress towards independent living and long-term self-sufficiency.

Since our launch, CWP has successfully raised funds from a diverse pool of philanthropic partners, including individuals, foundations, and county sources. We are grateful for your past support and eager to continue our partnership, along with other committed partners who support our mission, including W.W. Smith Charitable Trust, Chester County Commissioners, West Pharmaceuticals, and Justamere Foundation, among others. Our new part-time position is strengthening our fundraising and communications capacity leading to improved long-term sustainability.