



**Community Foundation**  
CENTRAL BLUE RIDGE

**2025**  
**Community Grants**  
**Program**

**Grant Proposals**  
**Category # 3**

*Providing Access to Basic Necessities*

***CONFIDENTIAL***

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## Introduction

*“Taking care of each other”*

The Community Foundation of the Central Blue Ridge is committed to its mission of enriching quality of life in our community. As part of this mission, the Foundation invites nonprofit organizations serving the independent cities of Staunton and Waynesboro, and the counties of Augusta, Highland and Nelson to apply for financial support from our Community Grants Program.

In 2024, the Foundation awarded 142 grants totaling \$550,993 through our Community Grants program. The average annual grant was \$3,880 per organization, and awards ranged from \$1,000 to \$10,000. This year, we have received 119 applications, which we have organized into ten categories for the review process. The funding for our Community Grants Program originates primarily from the annual distributions of our many Unrestricted and Field-of-Interest endowments, each established through the generosity of individual community members.

Once again, we are offering the option for each organization to request our consideration of a three-year grant commitment. If the organization requests this option, but is not selected to receive a multi-year commitment, the organization will still be eligible for a single-year 2025 grant.

While the Community Foundation does not have specific funding priorities for this grants program, we do favor those organizations that (1) address clearly-identified community issues and opportunities, and (2) seek to build organizational capacity and sustainability. The community grant application requires applicants to elaborate upon the community issue or opportunity upon which their organization is focused. To this end, we hope that as you review the applications within this booklet, you will appreciate learning more about these needs and opportunities and how the nonprofit community is responding.

If you have any questions about our Community Grants Program, specific grant proposals, or our endowments, please don't hesitate to contact us at 540-213-2150.

## **Disciples Kitchen**

WAYNESBORO

### **ORGANIZATION INFORMATION:**

**Founded in:** 2007

**Mission:**

To fight food insecurity by feeding the hungry in Waynesboro, Virginia.

**Primary activities and programs:**

Disciples' Kitchen provides a well-rounded lunch meal on Monday, Tuesday and Thursday and a breakfast on Saturday for people experiencing food insecurity. We also regularly distribute take-away meals and packaged food items to our clientele. We serve individuals from Waynesboro, Staunton, Augusta County, and Nelson County. Anyone who is in need of a meal is eligible for our services, no questions asked. We partner with teams from 30 churches, civic groups, and other organizations within the communities we serve to provide four meals every week. More than half of our community partners have served with us for over five years. We serve the three lunch meals at Second Presbyterian Church and the Saturday breakfast at Christ Tabernacle Church of God in Christ, both in Waynesboro.

We have an ongoing partnership with the Virginia Home Extension Agent which allows us to give out food from Blue Ridge Area Food Bank to the clients along with recipes and tips on how to prepare the items. This occurs for 4 weeks in October/November each year. While not a formal partnership, local farms often gift us with fresh produce during the growing season to share with our clients.

**Community need(s) your organization exists to address:**

In the 2022 Community Health Needs Assessment (CHNA) sponsored by Augusta Health, 25.9% of Waynesboro, 22.6% of Staunton, and 18.3% of Augusta County residents self-identified as food insecure, more than double the number of food insecure residents from the 2016 CHNA. 41.5% of low-income residents in our service area struggle to find affordable fresh produce. Through our services, residents experiencing food insecurity have access to quality meals which often include fresh produce. Our services also eliminate the barriers to good meals brought by the lack of access to proper food storage and/or cooking facilities. For the 3.4% of our community residents who experience homelessness, Disciples' Kitchen offers a critical food program.

Disciples' Kitchen also offers a unique space for fostering connections across socio-economic divides. Our board prioritizes informing and training our on-site volunteers that they may provide information and access to resources benefiting individuals who face food insecurity, homelessness, and other economic hardships. Informed by the CAPSAW 2024 Community Needs Assessment, we focus on housing, health, employment, education, childcare, and transportation resources.

**GRANT DETAILS:**

**Based on how you measure your organization's impact, please share with us the magnitude of your work.**

In 2024 we served approximately 9900 meals with our three lunches averaging 51 meals served per lunch and our Saturday breakfast averaging 30 meals served per week. Our site partners - Second Presbyterian Church and Christ Tabernacle Church of God in Christ - disbursed clothing and groceries throughout the year during our mealtimes. Other community organizations such as Strength in Peers and Augusta Health Community Clinic capitalized on our meal service and offered their services on site during mealtimes.

**What is the approximate percentage of your organization's work that benefits the communities of Staunton, Waynesboro, and/or the counties of Augusta, Highland and Nelson?**

100

**Please share your organization's goals and objectives for 2025, or if you prefer, your long-range goals and objectives.**

Grow in volunteer support to ensure continued service, encourage connections across socio-economic divides, and promote volunteerism in the SAW area.

- Continue our meal reimbursement initiative for all 2025
- Offer de-escalation training, prioritizing our kitchen monitors and other volunteers who serve several times a month.

Craft development plan in light of local giving and national trends

- Prioritize donor cultivation focusing on retention and acquisition
- Develop marketing plan including rebranding
- Support board through training on fundraising/development areas including workshops provided by CFCBR and community partner collaboration

**To the extent that other nonprofit organizations and agencies provide services in our region that are similar to your services, please share how you coordinate and/or differentiate your services.**

Disciples' Kitchen is the longest running meal program of its kind in Waynesboro and the cornerstone of providing good meals for our community. We are mindful of the possibilities and responsibilities that come with being a long-term trusted community partner. We keep an update-to-date calendar and resource list with information on other meals and food resources for our clientele. We reach out to other organizations to share our resource calendar and list and to ensure good stewardship of all our resources. We also make sure our clients have the Cold Weather WARM shelter schedule so they can be housed if necessary.

**If your organization received a 2024 Community Grant, what was the impact of that grant on how your organization serves the community?**

In 2023 we recognized the cost of food had become a barrier to serving for some of our community partners. Thanks to generous funding, including the 2024 Community Grant, we were able to offer \$100 per meal reimbursement toward the cost of groceries. From July to December, we disbursed \$2,854.01. Our community partners tell us that this initiative enabled them to continue serving and/or to serve more days than they previously were able.

**Tell us a story that best illustrates the impact your organization has on our community.**

In December 2024, we welcomed a client who had moved to the area two months previous for a job. She shared that not long after she arrived, her car broke down and now she was struggling financially. With her place of employment in Charlottesville and her apartment in Waynesboro, she had been relying on rideshare services like Uber to get to work. She came to Disciples' Kitchen because she had been told by neighbors that's where she could find a meal served with kindness.

By the time she left that afternoon, she had also received information on other food resources in the community, an introduction to area transportation services options, and assistance in mapping out a more financially sustainable transportation plan utilizing the BriteBus, Afton Express, and CAT.

**GRANT REQUEST**

**Are you requesting a single-year grant or three-year grant commitment?**

2025 Community Grant (single-year grant)

**What is the single-year grant amount you are requesting?**

\$ 2,849

**Do you wish to use this grant for General Operating purposes or a specific program or capital expenditure?**

General Operating purposes (no restrictions on its use)

**If your organization is awarded a 2025 Community Grant that is only a partial amount of the total funds you have requested from the Foundation this year, how will this impact your intended use of the funds?**

We have increased the amount requested over previous years with the hope of receiving \$2,000 toward grocery reimbursement and \$849 toward de-escalation training. We have identified "Homelessness Training" offered by Empathy Studios as our intended training resource. For \$849, we will receive a year's subscription to the core materials and training on handling specific situations and working with particular vulnerable populations. If we do not receive the full amount, we will prioritize reimbursing our serving groups. If we receive over \$2000 but not the full requested amount, we will pursue other funding to fully support our de-escalation training.

**Optional: Is there anything else you would like for us to understand about your organization, or how you would use a 2025 Community Grant that you have not yet covered in this application?**

**FINANCIAL INFORMATION**

**What is your total operating budget for your current fiscal year?**

\$ 23,775

**Optional Budget Narrative: Is there anything about your organization’s budget that you would like for us to know?**

Our operating budget has increased significantly this year due to several factors beyond increases in insurance/food costs/utilities.

1. The breakfast program is fully financed from the operating budget in 2025 after being funded primarily by designated funds in 2024.
2. We have incorporated the reimbursement initiative which began in second half of 2024 for the whole of 2025.
3. We have observed a sustained trend of a decrease in giving from church and other local organizations which have long been one of our primary funding sources. We recognize a need to reevaluate our funding structure and our development approach and have included support for fundraising/marketing in our budget as part of our work toward a revised development strategy.
4. We have included funds for the financial audit scheduled for the first quarter of 2025.

Previous prudent financial stewardship and current wisdom from our robust finance committee has provided reserve funds which allow us to keep our standard of services even as we invest in a more sustainable future.

**Optional: If applicable, is there anything about your program or capital expenditure budget that you would like for us to know?**

# APPROVED 2025 BUDGET



## DISCIPLES' KITCHEN

SERVICE, WITNESS, COMPASSION

CATEGORY	APPROVED 2025 BUDGET
<b>OPERATING INCOME:</b>	
1000 Operating Income	
1001 Churches	\$ 1,500.00
1002 Individuals	\$ 3,000.00
1003 Rebates	\$ 200.00
1004 Organizations	\$ 1,000.00
1005 CROP Walk (2024 Walk)	\$ 1,300.00
1006 Grants/Special Food Gifts	\$ 2,500.00
1007 Meals	\$ 100.00
1008 Miscellaneous	\$ -
1009 Funds to balance budget	\$ 14,175.00
<b>TOTAL OPERATING INCOME</b>	<b>\$ 23,775.00</b>

**OPERATING EXPENSES:**

11000 Meals Expense for Lunch Meals	
11001 Disposables	\$ 3,000.00
11002 Gloves	\$ 150.00
11003 Beverages & Condiments	\$ 900.00
11004 Cleaning Products	\$ 300.00
11005 Sanitizer Machine Products	\$ 300.00
11006 Meals (reimburse/provide meals)	\$ 3,600.00
<b>TOTAL MEALS EXPENSE-Lunch</b>	<b>\$ 8,250.00</b>

16000 Meals Expense for Breakfast Meals	
16001 Disposables	\$ 1,000.00
16002 Gloves	\$ 100.00
16003 Beverages & Condiments	\$ 300.00
16004 Cleaning Products	\$ 100.00
16005 Meals (reimburse/provide meals)	\$ 1,800.00
<b>TOTAL MEALS EXPENSE - Breakfast</b>	<b>\$ 3,300.00</b>

CATEGORY	APPROVED 2025 BUDGET
12000 Administrative Expenses	
12001 Liability Insurance	\$ 1,600.00
12002 Bank Fees	\$ 50.00

## APPROVED 2025 BUDGET

12003 Administrative Assistant	\$	-
12004 Honorariums and Memorials	\$	50.00
12005 Office Supplies	\$	150.00
12006 Postage	\$	150.00
12007 State and Federal Fees	\$	25.00
12008 Misc	\$	100.00
12009 Board Expenses (Background Check)	\$	150.00
12010 Publicity/Fund Raising	\$	500.00
12011 Financial Review/Audit	\$	1,000.00
12012 Legal Fees	\$	1,000.00
<b>TOTAL ADMINISTRATIVE EXPENSES</b>	<b>\$</b>	<b>4,775.00</b>
13000 Computer Hardware & Software		
13001 Computers	\$	1,000.00
13002 Computer Supplies	\$	150.00
13003 Website	\$	200.00
13004 Computer Software	\$	800.00
<b>TOTAL HARDWARE &amp; SOFTWARE</b>	<b>\$</b>	<b>2,150.00</b>
14000 General Operations		
14001 Appliances-Repairs	\$	500.00
14002 Floor Maintance	\$	-
14003 Pest Control	\$	-
<b>TOTAL GENERAL OPERATIONS</b>	<b>\$</b>	<b>500.00</b>
15000 Facility Usage		
15001 Lunch Program	\$	2,400.00
15002 Breakfast Program***	\$	2,400.00
<b>TOTAL FACILITY USAGE</b>	<b>\$</b>	<b>4,800.00</b>
<b>TOTAL OPERATING EXPENSES</b>	<b>\$</b>	<b>23,775.00</b>
<b>NET INCOME FOR 2025</b>	<b>\$</b>	<b>-</b>

\*Unbudgeted goal: designated funding for deseclation training - \$849.00



Feeding the Hungry in Waynesboro

## 2024 BUDGET

<b>INCOME</b>	
<b>1000 Operating Income</b>	
1001 Churches	3,000.00
1002 Individuals	3,000.00
1003 Rebates	100.00
1004 Organizations	1,000.00
1005 CROP Walk	1,300.00
1006 Grants	3,500.00
1007 Meals	200.00
1008 Miscellaneous	0.00
<b>TOTAL OPERATING INCOME</b>	<b>12,100.00</b>
<b>EXPENSES</b>	
	14,038.00
<b>11000 Meals Expense for Lunch Meals in 2023</b>	
11001 Disposables	4,000.00
11002 Gloves	200.00
11003 Beverages & Condiments	900.00
11004 Cleaning Products	400.00
11005 Sanitizer Machine Products	300.00
11006 Meals	500.00
<b>TOTAL MEALS EXPENSE</b>	<b>6,300.00</b>
<b>12000 Administrative Expenses</b>	
12001 Liability Insurance	1,000.00
12002 Bank Fees	80.00
12003 Administrative Assistant	400.00
12004 Honorariums and Memorials	50.00
12005 Office Supplies	50.00
12006 Postage	63.00
12007 State and Federal Fees	25.00
12008 Misc	100.00
<b>TOTAL ADMINISTRATIVE EXPENSES</b>	<b>1,768.00</b>

<b>13000 Computer Hardware &amp; Software</b>	
13001 Computers	500.00
13002 Computer Supplies	100.00
13003 Website	150.00
13004 Computer Software	400.00
<b>TOTAL HARDWARE &amp; SOFTWARE</b>	<b>1,150.00</b>
<b>14000 General Operations</b>	
14001 Appliances	500.00
14002 Floor Maintance	120.00
14003 Pest Control	200.00
<b>TOTAL GENERAL OPERATIONS</b>	<b>820.00</b>
<b>15000 Facility Usage</b>	
15001 Lunch Program	2,000.00
15002 Breakfast Program	2,000.00
<b>TOTAL FACILITY USAGE</b>	<b>4,000.00</b>
<b>TOTAL OPERATING EXPENSES</b>	<b>14,038.00</b>
<b>ANTICIPATED NEGATIVE OPERATING INCOME</b>	<b>-1,938.00</b>

# Embrace Centers for Community

Waynesboro

## ORGANIZATION INFORMATION:

**Founded in:** 2018

### **Mission:**

Bringing neighbors together to nurturing a stronger, more just and resilient community through the compassionate sharing of resources and experiences

### **Primary activities and programs:**

Embrace is a "Stone Soup" approach to building community. Like the fable, we bring people together to share their resources while gaining strength and nurturing each other. For the "pot," we contribute a building and city block, volunteers, administrative support, and visioning. Neighbors and partners add the ingredients. Volunteers stir the soup. Donors keep the fire burning. The result is an abundance of good things for the community. This model connects thousands of neighbors to care and community each year. In 2024, we gave area agencies and organizations more than 5,500 hours of free building use to extend their direct service provision. Augusta Health uses our facility 24 days a year for their Neighborhood Clinic. To support this, we recruit/coordinate 12-15 volunteers per clinic to provide language access services, a food pantry and clothing closet. The Central Shenandoah Health District uses our building five days a week for a Community Health Work office, three days each month for WIC clinics, and our community rooms for workshops and clinics. Valley Community Services Board offers monthly mental health classes. Hungry neighbors access fresh, organically grown produce from our zero-barrier community garden, staples from our pantry and food from an outdoor refrigerator through our partnership with Virginia Cooperative Extension and Blue Ridge Area Food Bank. We operate three clothing closets and distribute hygiene products from our basic needs pantry. Our Shelter Emergency closet supplies essentials for persons experiencing homelessness. We host recovery and small social groups. Our primary program, the Community Assistance Network, is a resource navigation help desk staff by case managers who connect persons in need with local resources while helping them create and navigate a plan to stability and resilience. Our 2025 goals include expansion of CAN to local businesses and public places and groundbreaking on permanent supportive housing community.

### **Community need(s) your organization exists to address:**

A recent United Way/SAW Point-in-Time study indicates that more than 1/3 of Waynesboro's residents (34%) are "asset-limited, income-constrained, employed" while 16% are living below the federal poverty limit. The median household income across Waynesboro was 42% of the state's median - meaning that our families earn \$42 dollars for every \$100 earned by families in other parts of the state. Half of our city's households can't afford basic necessities and are one missed paycheck away from disaster. The local rental vacancy rate hovers around 1%, with a median rental rate of \$1500. The typical buy-in for a rental property is first and last month's rent, one month rent as a security deposit, and a credit score above 650. Rarely are properties

available for less than \$1,000/month. Due to this critically tight housing market, hundreds of our neighbors are being pushed out of their homes each year, with more than 200 persons/families entering the eviction process each month across the SAW region. Cuts in SNAP, Medicare, and other benefits have pushed the percentage of people on the edge even higher, as evidenced by a dramatic uptick in assistance requests to Embrace's Community Assistance Network resource navigation program in the last few months. Data from Voices for Virginia Children indicates that one in five of Waynesboro's children are food insecure. We see this at Embrace, where neighborhood children daily clean out the outdoor refrigerator, come to our doors asking for meals, and, in growing season, glean from our community gardens on their way to and from school. At the same time, Waynesboro is growing faster than the rest of the nation while meager resources are stretched dangerously thin. A recent CAPSAW Community Needs Assessment found that "just under half of people seeking emergency assistance stated they were 'rarely' or 'never' able to find it. Access to healthcare, resources, and employment is dangerously hindered for our most vulnerable citizens due to a limited public transportation system. Many critical services require visits to offices in other communities. Navigating public transportation to reach these services can require a full day due to limited bus routes. More than 75 percent of the persons seeking service through Embrace Waynesboro are classified as Asset-Limited, Income-Constrained, Employed. 90% of those have identified housing insecurity as a primary or secondary concern. Approximately 40% of our client base is Caucasian, 40% Hispanic/Latino, 20% African American. Most of our clients are English or Spanish speakers, but we are seeing an increase in service provision among persons who speak Arabic. Approximately 70% of our clients are under the age of 55, with more than half of our clients being members of households with children. We are seeing a marked increase in assistance requests from persons who do not qualify for social safety net programs. And yet, our people feel the need to help others and build meaningful, transformative relationships. According to ACS Technologies, the Embrace community is filled with people eager to share what they have to lift up others.

### **GRANT DETAILS:**

**Based on how you measure your organization's impact, please share with us the magnitude of your work.**

Community Assistance Network resource navigation: 121 clients, 189 needs. Green Hanger Project clothing closets: 54 children, 92 teens, 166 adults served; 15,000+ items distributed valued at more than \$60,000. Food Pantry/Freedge/Community Garden: 2,500 visits, 24,000 pounds of non-perishable food and 5,600 pounds of fresh produce distributed. Volunteers: 160 persons, 3,500 hours at a value exceeding \$117,215. Supply Closets: \$40,000 worth of personal care products, feminine supplies, diapers, and basic essentials + \$10,000 in tents and other shelter essentials. Free Building Use: 5,500 hours to 31 organizations including Augusta Health Neighborhood clinic (1,000+ patient encounters), Central Shenandoah Health District (100 family participants in 32 WIC clinics, 1 Community Health Work office), Valley Community Services Board (4-16 hours of monthly mental health programming), AA/NA: (20 persons per

week), Just Neighbors immigration attorneys (100 clients). Combined, the financial impact of Embrace's programs and partnerships in 2024 totaled in excess of \$1 million.

**What is the approximate percentage of your organization's work that benefits the communities of Staunton, Waynesboro, and/or the counties of Augusta, Highland and Nelson?**

98%

**Please share your organization's goals and objectives for 2025, or if you prefer, your long-range goals and objectives.**

Embrace 2025 Goals 1. Nurture an environment of gratitude and positivity 2. Launch new website and weekly social media campaign 3. Increase uptake of CAN services across Waynesboro (a. Launch Mobile CAN Intake Program b. Expand some CAN intake sites to Staunton/ Augusta County) 4. Partner with Augusta Health and WARM to launch monthly WARM Embrace program to provide mental health counseling, aesthetic services, laundry support, and a nurturing community environment for our neighbors who are experiencing homelessness 5. Partner with Augusta Health and Murphy Deming College of Health Sciences to launch PT/OT Workshops for migrant workers 6. Partner with Virginia Cooperative Extension, Blue Ridge Area Food Bank, Project Grows, Church World Service, and others to increase educational opportunities through the Community Garden at Embrace, particularly for newcomers to the United States. 7. Strengthen relationships with existing partners 8. Cultivate at least 5 new partnerships, including United Way if reorganized 9. Launch ongoing Community Listening Initiative (a. Launch regular series of community engagement meals b. Recruit and train Community Listening team Report results to community partners/stakeholders c. Coordinate and support Action Teams based on CLI results) 10. Develop Annual Campaign and other fundraising events/opportunities 11. Break ground on The Village

**To the extent that other nonprofit organizations and agencies provide services in our region that are similar to your services, please share how you coordinate and/or differentiate your services.**

Because strong communities are only built in community, Embrace maintains vital partnerships with more than 3 dozen agencies and organizations who have a shared commitment to nurturing strength, resilience, and justice. We diligently avoid duplication of services and, instead, work with other agencies, organizations, and individuals to expand and strengthen their in-reach by sharing our space and resources for the benefit of our neighbors. When services are duplicated, we coordinate with other agencies to spread services across the community as efficiently as possible. As a result of these non-competitive trust-based relationships, other groups frequently come to us with ideas for ways to collaboratively love our neighbors well. With them, we are continually developing new programs and models that enhance our shared work and result in wiser use of existing resources, less stress, and better outcomes for everyone.

**If your organization received a 2024 Community Grant, what was the impact of that grant on how your organization serves the community?**

It cost approximately \$303/day in 2024 to keep Embrace's doors open, lights on, and water flowing to facilitate more than: 400 (20\*) hours of health/wellness instruction offered 600 (30\*) people provided with free medical care 250 (12.5\*) teen visits and 1,200 (60) adult visits to our clothing closets, with more than 15,000 (660\*) items of clothing and 1,500 (75) personal care items distributed 3,300 (165\*) visits to our Community Gardens and 30,000 (500\*) pounds of food distributed there, outdoor refrigerator, and crisis needs pantry with more than 160 community volunteers contributing in excess of 3,500 hours of compassionate care through more than 38 partnerships with local, regional, and state organizations, agencies, civic groups yielding in excess of \$1 million in positive economic impact The Community Foundation's investment in Embrace during 2025 provided approximately 5% of our annual funding, with a return of more than 700%. \*Amount funded by CF dollars.

**Tell us a story that best illustrates the impact your organization has on our community.**

Shortly after opening, Embrace Waynesboro's Community Assistance Network began working with a single mom of 7 children who became part of the Embrace family through our Green Hanger Project Teen Clothing Closet. She was living in a hotel with five of her children after leaving an abusive relationship. Two of her children had been relocated to live with their father in another county. Due to the high cost of childcare, she could not afford to work outside of the home. Case managers at CAN helped her work through the process to become a licensed caregiver for her elderly disabled mother and worked with her to file for WIC and other supportive services. This allowed her to further stretch her very limited income. With stable income, she was able to move from a hotel to a home, where her mother joined her. This further helped to stabilize the family. Embrace donors provided a vehicle for the family. Working with a CAN case manager, she was able to save enough money to purchase insurance for the vehicle and set aside enough for repairs. With stable housing and transportation, she was also able to regain custody of her remaining two children. The family has begun participating in social activities through Embrace, and the mom, grandmother, and one of the teens in the family are Embrace volunteers. This year, the mother plans to begin working toward earning her Community Health Worker certification with the goal of working for the Community Assistance Network. She will also be taking part in Mental Health Education Training offered by Valley Community Services Board at Embrace. The family's long-term goal is to launch a program to provide emotional and material support for other single moms and their children and, if it is successful, eventually start their own non-profit organization, which they hope will be hosted at an Embrace center. We fully support their dreams and look forward to walking with them toward making them a reality.

**GRANT REQUEST**

**Are you requesting a single-year grant or three-year grant commitment?**

Three-year Community Grant commitment (2025-2027)

**What is the annual amount of the three-year grant you are requesting?**

\$ 7,500

**Do you wish to use this grant for General Operating purposes or a specific program or capital expenditure?**

General Operating purposes (no restrictions on its use)

**If your organization is awarded a 2025 Community Grant that is only a partial amount of the total funds you have requested from the Foundation this year, how will this impact your intended use of the funds?**

With partial funding of the request, budget cuts may be necessary resulting in fewer hours of even hosting for our community partners, and fewer Embrace programming hours (to save on utility costs).

**Optional: Is there anything else you would like for us to understand about your organization, or how you would use a 2025 Community Grant that you have not yet covered in this application?**

Embrace is as a force expander, as we share our resources with community organizations so they can more effectively meet their goals in support of our neighbors. A recent study of Embrace's expenses showed a daily overhead cost of \$303 for utilities, internet and phone, supplies (like paper towels and toilet paper), janitorial fees and basic office/facilities support. All of these costs are essential to our mission. We cannot share our space if we cannot cover these costs. In 2025 we are requesting support from grant-awarding charitable organizations to offset some of this cost. Through this initiative, CFCBR will not only be supporting Embrace and our work in the community through our own programs but each organization that receives the gift of free program facilitation space and every person impacted by those programs. Your \$7,500 investment will cover nearly 25 days of operational support for the Embraced community.

## **FINANCIAL INFORMATION**

**What is your total operating budget for your current fiscal year?**

\$ 146,000

**Optional Budget Narrative: Is there anything about your organization's budget that you would like for us to know?**

**Optional: If applicable, is there anything about your program or capital expenditure budget that you would like for us to know?**

**EMBRACE 2025**

**Waynesboro/SAW Budget\***

<b>PROJECTED EXPENSES: \$145,994</b>		
<b>Staffing and Salary</b>		
Embrace SAW Executive Director Salary & Fringe (Base VAUMC FLP package)		<b>80,000</b>
<b>Rent</b> ( <i>use of space donated by Valley Ridge District/Virginia Conference UMC</i> )		0
<b>Utilities</b> ( <i>based on average of \$1,200/month</i> )		<b>14,400</b>
<b>Insurance and Fees</b>		<b>5,000</b>
<b>Facilities Management and Maintenance</b>		<b>20,000</b>
Mowing	4,000	
Cleaning	8,000	
General Repairs and Upkeep	8,000	
<b>Operations</b>		<b>12,044</b>
Internet	1,380	
Phones	1,380	
Microsoft 365 Business	1,584	
Video Conferencing	200	
Web Design, Maintenance, Hosting	1,500	
Internet Applications	500	
Facility and Office Supplies, Equipment	3,000	
Marketing and Promotion	2,500	
<b>Contingency</b>		<b>2,500</b>
<b>Basic Programming*</b> (Does not include Community Assistance Network)		<b>12,000</b>
Includes events and activities, food pantry, and clothing closets		
<b>PROJECTED RECEIPTS: \$173,500</b>		
<b>Individual Giving</b>		<b>20,000</b>
<b>Partner and Group Giving</b> (includes non-grant, non-apportionment congregational)		<b>20,000</b>
<b>Valley Ridge District UMC Apportionment Giving</b>		<b>44,000</b>
<b>Grants</b> (projected)		<b>56,000</b>
<b>Income</b>		<b>28,500</b>
Program Administration Fees	25,000	
Community Yard Sale	1,500	
Embrace 5K	2,000	
<b>PROJECTED CARRY-OVER/REINVESTMENT: \$22,556</b>		

**EMBRACE 2024**  
**Waynesboro/SAW Budget\***

<b>EXPENSES: \$134,000</b>		
<b>Staffing and Salary</b>		
Embrace SAW Executive Director Salary & Fringe (		<b>77,505</b>
<b>Rent</b> ( <i>use of space donated</i> )		0
<b>Utilities</b>		<b>13,000</b>
<b>Insurance and Fees</b>		<b>2,400</b>
<b>Facilities Management and Maintenance</b>		<b>14,500</b>
Mowing	4,000	
Cleaning	6,500	
General Repairs and Upkeep	4,000	
<b>Operations</b>		<b>12,044</b>
Internet	1,380	
Phones	1,380	
Microsoft 365 Business	1,584	
Video Conferencing	200	
Web Design, Maintenance, Hosting	1,500	
Internet Applications	500	
Facility and Office Supplies, Equipment	3,000	
Marketing and Promotion	2,500	
<b>Contingency</b>		
<b>Basic Programming*</b> (Does not include Community Assistance Network)		<b>14,500</b>
Includes events and activities, food pantry, and clothing closets		
<b>RECEIPTS: \$140,000</b>		
<b>Individual Giving</b>		<b>20,000</b>
<b>Partner and Group Giving</b>		<b>20,000</b>
<b>Valley Ridge District UMC</b>		<b>10,000</b>
<b>Grants</b>		<b>56,000</b>
<b>Income</b>		<b>34,000</b>
Program Administration Fees	25,000	
Sin Barreras Facility Use Fee	6,000	
<b>CARRY-OVER/REINVESTMENT: \$6,000</b>		

# HERO (Housing Emergency Relief Organization)

Waynesboro

## ORGANIZATION INFORMATION:

**Founded in:** 2023

### **Mission:**

Our mission is to support those in Waynesboro who are facing housing insecurity, regardless of race, religion, or identity. We believe that all people have the right to affordable housing. Our goal is to work to prevent individuals from becoming homeless because of eviction or utility cut-off through financial assistance from churches, organizations, and individuals.

### **Primary activities and programs:**

Our primary function is to provide emergency financial assistance for rent and utilities. In our interaction with clients, we also make an effort to recommend other pertinent resources in the community. We aspire to recruit the participation of additional churches and also partner with local civic organizations in our efforts to provide the assistance needed to prevent eviction and/or utility cutoff. We try to simplify and streamline the process of requesting this type of help to relieve the burden on church staff who are frequently asked to provide financial assistance.

Waynesboro residents who are experiencing financial hardships may complete our online request form and explain their situation. Our volunteers review the request along with the accompanying documentation. They contact the client and the debtor for additional details. Our criteria is to provide no more than \$300 unless the Board approves additional funds. Volunteers notify clients as soon as possible of the decision and then provide payment directly to the landlord/property manager or utility company. It is urgent that decisions be made and assistance provided quickly to avoid the eviction or utility cutoff.

### **Community need(s) your organization exists to address:**

There is a shortage of affordable housing in the area. Over 12,600 SAW households spend more than 30% of their gross income on rent/ mortgage and basic utilities. (Nearly 45% of those households are severely cost-burdened.) Earning 70-80% of SAW's Area's Median Income can only afford to purchase a \$158,000 home. It is critical that families be able to stay in their homes and avoid the problems that occur due to eviction or utility cutoff. When this happens, homelessness becomes a very real threat, even when financial issues resolve, a bad credit report can prevent them from securing another place to live. Initially, our objective was to provide \$300 each to 10 clients per month but we quickly learned that the level of need in Waynesboro is much greater than we anticipated. We are now receiving about 10 requests per week. Often the amount needed exceeds \$300. Our concern is that our funds will not be sufficient to help all of those in need.

Client Testimonials: "I am beyond blessed and relieved your organization was able to help lift that burden off my shoulders. Things have been very difficult for me as a single mom living

though this astronomical inflation. I appreciate the kindness and generosity that you have given me."

"I am extremely grateful for your assistance in my time of need and I sincerely hope that I will not need assistance again. Thank you again."

"I would really like to thank the HERO of Waynesboro program for all of their help. It is very hard at times to ask for help or to be in a position where you are uncertain of how things are gonna turn out for you when you are going through a tough time. From the very first step til the last it was amazing and I am so blessed for the help. It was so nice to talk to someone who did not judge and was genuinely happy to talk with me and do what she could to help. She even followed up to make sure I was ok and everything worked out. This program is amazing and truly helped my family in a time of need."

"Thank you so much. You've taken such a burden off of my shoulders. I don't know how to even begin to thank you. You went out of your way to help a stranger and I will be forever grateful to you and your board. You are such a blessing to me and my girls. I will one day pay it forward."

"Thank you so much! I really appreciate all the information and assistance that you have provided. I will forever be grateful. Enjoy your evening and have a happy Thanksgiving! God bless you and the work that you all do!"

### **GRANT DETAILS:**

**Based on how you measure your organization's impact, please share with us the magnitude of your work.**

In 2024, we provided emergency financial assistance to 195 households (535 individuals), totaling almost \$60,000, by paying their rent or utility bills. However, we also shared information, resources, and referrals with hundreds more who requested help but were not eligible for a variety of reasons. In quite a few cases, we assisted clients with registering for another program that resolved their issue. For example, if a client asked for help with an electric bill, we helped them apply for the Percentage of Income Payment Plan with Dominion Energy. In other cases, we were able to advocate for our clients to receive help from other community partners offering other types of assistance, such as help with child care or transportation. The compelling stories that our clients share with us continually remind us of the importance of our work.

**What is the approximate percentage of your organization's work that benefits the communities of Staunton, Waynesboro, and/or the counties of Augusta, Highland and Nelson?**

100%

**Please share your organization's goals and objectives for 2025, or if you prefer, your long-range goals and objectives.**

We are proud to have provided almost \$60,000 in financial assistance in 2024, and yet we know that the level of need in our community continues to increase with growing economic pressures and an extremely tight housing supply. The stakes are very high for these families, and being evicted or having their water or electricity cut off would be catastrophic. In 2025, we hope to serve even more households - at least 300 - and we expect to provide up to \$95,000 in emergency financial assistance. Of course, our overarching aim is preventing homelessness and promoting stability in our community. There are abundant examples of communities elsewhere that struggle with a growing homeless population, and there is extensive research showing how difficult it is for homeless persons to regain stability. Being homeless is also incredibly disruptive to children in school, making it difficult for them to be attentive and to absorb and retain content. We are glad to be a support to them in their time of need, and we will never know what might have happened to these families otherwise.

**To the extent that other nonprofit organizations and agencies provide services in our region that are similar to your services, please share how you coordinate and/or differentiate your services.**

Other community partners that work with us to meet our clients' needs include: The Salvation Army, Waynesboro Area Refuge Ministry, Valley Mission, Embrace, Lifeworks Project, Blue Ridge Area Food Bank, Valley Community Services Board, Waynesboro Public Schools, and Augusta Health. However, what makes us different is that we only serve Waynesboro residents, and that we provide financial assistance specifically with rent and utilities. We formed HERO precisely because our conversations with these partners revealed that this was a gap in the Waynesboro area. (SACRA provides comparable emergency financial assistance but only in Staunton and Augusta County.) We communicate frequently with these partners to help ensure that our clients' needs are met, and we refer our clients to these partners when appropriate. We also appreciate when these partners refer clients to us, as it assures us that they have already been screened by another entity.

**If your organization received a 2024 Community Grant, what was the impact of that grant on how your organization serves the community?**

NA

**Tell us a story that best illustrates the impact your organization has on our community.**

It is difficult to choose one story, as each of the clients we help has a compelling story. Most often, people reach out to us in a time of crisis or despair: their life circumstances have pushed them to the point of needing outside help. Many of them even say, "I never thought I'd have to ask for help like this." But whether the cause is an unexpected medical illness, or job loss, or a death in the family, or divorce, or a landlord suddenly deciding to sell their property, or an abrupt and significant increase in rent, our clients reach out because they have run out of options. One single mom reached out for help because her son was diagnosed with leukemia. He got very sick due to his chemotherapy drug poisoning and had been hospitalized for 2 months. Due to a lack of transportation between Waynesboro and Charlottesville, she had to rely on Uber rides to get back and forth. While she had gotten some assistance from the hospital and another charitable organization, she was behind on her rent. Her son's father died six years ago, and due to caring for her son, she couldn't hold a job. Our assistance gave her the peace of

mind to know that she wouldn't lose her apartment and could continue to focus on her son's care. There are so many families that are also struggling with unexpected hardships, families that usually are able to pay their bills. But due to increased costs of living and stagnant wages, they're not able to save up money and thus have no financial cushion for times like this. We are glad to be able to offer some comfort and stability to these families in their time of need, bridging a gap that allows them to stay in their homes.

## **GRANT REQUEST**

**Are you requesting a single-year grant or three-year grant commitment?**

2025 Community Grant (single-year grant)

**What is the single-year grant amount you are requesting?**

\$ 10,000

**Do you wish to use this grant for General Operating purposes or a specific program or capital expenditure?**

General Operating purposes (no restrictions on its use)

**If your organization is awarded a 2025 Community Grant that is only a partial amount of the total funds you have requested from the Foundation this year, how will this impact your intended use of the funds?**

Our grant funds would most go toward direct emergency financial assistance, so a reduced grant award would lessen the number of families that we could help. However, we are also planning to give 20-25% of our grant to the ARROW Project as part of a planned collaboration to support our clients. We have discussed with ARROW a three-part plan that would involve referring clients in crisis for counseling; developing a video library on mental health topics; and providing support for our volunteers in terms of trauma-informed communication strategies.

**Optional: Is there anything else you would like for us to understand about your organization, or how you would use a 2025 Community Grant that you have not yet covered in this application?**

We are very enthusiastic about partnering with the ARROW Project in 2025 as we know that our clients can benefit greatly from their expertise and services. We have observed some patterns in our first year of working with clients, and we are thrilled to collaborate with them in developing some short videos that will address common concerns, challenges, and circumstances. These videos would belong to ARROW and could subsequently be shared with anyone else, but we are glad to subsidize the cost of developing them and to be able to inform the topics that will be covered.

## FINANCIAL INFORMATION

**What is your total operating budget for your current fiscal year?**

\$ 100,000

**Optional Budget Narrative: Is there anything about your organization's budget that you would like for us to know?**

We are proud of our ability to keep our administrative costs so low due to our wonderful board and volunteers. Although our administrative costs will increase slightly in 2025 as our operations expand, they will not exceed 5% of our total budget, meaning that 95% of our budget goes to direct financial assistance. While we realize that at some point in the future we might need to hire a part-time staff person, we aspire to increase our revenue significantly before then.

**Optional: If applicable, is there anything about your program or capital expenditure budget that you would like for us to know?**

## **A Letter in Support of HERO's Community Grant Application**

To: Community Foundation of Central Blue Ridge

From: Pastor Paul Pingel, Grace Evangelical Lutheran Church

Date: February 3, 2025

As a pastor for 12-1/2 years in the community, a participant in the formation of Housing Emergency Relief Organization (HERO), and also a participant in ongoing conversations about housing in our area with many local organizations, it has become clear that there is a housing crisis in our area. Increased costs for, and a shortage of housing are putting significant pressure on low-income individuals and families seeking to remain in stable housing within this community.

In addition, there is a great need to offer mental health services to a population often critically stressed by the daily challenges of living close to the poverty line, paying bills, and struggling to remain in their homes.

This grant request would allow HERO to continue to offer emergency financial assistance, of which there is great and continuing need, and also reserve some of the funding for a proposed collaboration between the ARROW (Augusta Resources for Resilience, Opportunity and Wellness) Project and HERO.

Equipping clients not only with financial assistance, but also providing the tools to better negotiate the challenges of daily life models a biblical model of caring for the whole person. I wholeheartedly support this request for funds and the collaboration it would allow.

Sincerely,



Paul H. Pingel  
Pastor  
Grace Evangelical Lutheran Church  
500 S. Wayne Ave.  
Waynesboro, VA 22980  
pastorpingel@gmail.com

<b>Housing Emergency Relief Organization (HERO)</b>		
<b>INCOME</b>	<b>2024 ACTUAL</b>	<b>2025 BUDGET</b>
Donations from churches	\$28,637	\$30,000
Donations from individuals	\$19,350	\$27,000
Grants	\$26,919	\$39,000
Sponsorships	\$1,250	\$1,500
Special event income	\$600	\$1,000
Other income	\$907	\$1,000
Interest	\$523	\$500
<b>TOTAL INCOME</b>	<b>\$78,186</b>	<b>\$100,000</b>
<b>EXPENSES</b>	<b>2024 ACTUAL</b>	<b>2025 BUDGET</b>
Payroll / Personnel	\$0	\$0
Website	\$0	\$300
Fundraising	\$150	\$1,000
Google Workspace	\$72	\$100
PO Box	\$182	\$182
Office supplies (paper, ink, envelopes, checks, postage)	\$108	\$1,000
Insurance	\$0	\$500
Governmental fees	\$400	\$400
Pass-through expenses	\$1,210	\$1,518
Financial assistance	\$57,375	\$95,000
<b>TOTAL EXPENSES</b>	<b>\$59,497</b>	<b>\$100,000</b>

# Martha's Meals on Wheels

Staunton

## ORGANIZATION INFORMATION:

**Founded in:** 1973

### **Mission:**

Our mission in the city of Staunton is to provide daily hot lunches for our homebound neighbors or those who are unable to prepare their own meals regardless of age, gender, gender identity, race, religion, creed or economic status.

### **Primary activities and programs:**

A local restaurant prepares meals for us to deliver to clients. Volunteers get the meals between 10:30 and 11:00, Monday through Friday, and deliver the food to our clients in Staunton. Right now we have two routes and about 80 volunteers who serve faithfully. The daily meal delivery gives us the opportunity to have an informal "wellness check" on the clients. If issues arise, the Program Coordinator can call the client or an emergency contact for that client. We have an annual spaghetti dinner fund raiser each fall. That activity is now a drive-through event at the Moose Lodge in Verona.

### **Community need(s) your organization exists to address:**

In addition to receiving requests for services from individuals or their family members, we receive referrals from Hospice, Augusta Health, Valley Community Services Board, Social Services, and other local agencies. In 2019 we delivered 4,301 meals. In 2020 our numbers began to increase tremendously for various reasons and in 2024 we delivered 7,548 meals. We are currently serving as many as 35 meals a day.

## GRANT DETAILS:

### **Based on how you measure your organization's impact, please share with us the magnitude of your work.**

In 2024 we delivered approximately 7500 meals in the city of Staunton. We currently deliver 30-35 meals a day. The December count declined somewhat due to these circumstances: Deaths, relocation to senior living centers, Medical issues that temporarily discontinued meals, and the fact that some people were assisted more by family members. Since 2025 began, however, we have already received requests from 10 new clients.

### **What is the approximate percentage of your organization's work that benefits the communities of Staunton, Waynesboro, and/or the counties of Augusta, Highland and Nelson?**

100% all meetings, speaking engagements, and activities support our mission

**Please share your organization’s goals and objectives for 2025, or if you prefer, your long-range goals and objectives.**

We intend to continue our 25-year-old partnership with Armstrong's Restaurant. As the need arises, we intend to begin a third route. This will allow us to serve more citizens and will also allow volunteers to have more face-to-face time with clients because they will deliver fewer meals with a third route. We are discussing holding a volunteer appreciation open house for our faithful volunteers. Included in this application is a picture of two women who served Meals on Wheels since the organization began in 1973. Martha Wilkerson (the namesake for our program) served as volunteer and Program Coordinator until 2019. After she retired she continued to support MMOW. She passed away in 2024. Mary Perkins is the other lady. Ms. Perkins continues to be a faithful volunteer for 51 years!!!

**To the extent that other nonprofit organizations and agencies provide services in our region that are similar to your services, please share how you coordinate and/or differentiate your services.**

We are able to provide a daily hot meal, Monday through Friday. Some programs have more stringent income and age requirements and some clients do not qualify for their services. We can assist in these situations. We do not deliver meals if Staunton City Schools are closed for inclement weather. We deliver meals on all holidays except for Christmas Day.

**If your organization received a 2024 Community Grant, what was the impact of that grant on how your organization serves the community?**

We are very thankful for the 2024 grant for many reasons. One main reason is that the number of paying clients decreased this past year. We had a 2% decrease in the number of full-paying clients (\$4 a meal). We had a 14% decrease in the number of clients who make a partial payment (\$2.00 a meal). We had a 16% increase in the number of clients who could no longer pay any amount. Quite a few of our clients do not qualify for VPAS services and we assist them with our services.

**Tell us a story that best illustrates the impact your organization has on our community.**

In addition to providing warm meals to clients, the daily deliveries (Monday through Friday) give us the opportunity to have a face-to-face visit with the clients. On one occasion recently, the volunteers arrived at an apartment and heard the client calling out for help. He is a tall man with limited mobility and had fallen. He was not near his phone. The volunteers could not easily or safely help him. The client wanted them to call 911. The volunteers remained with the client until help arrived.

**GRANT REQUEST**

**Are you requesting a single-year grant or three-year grant commitment?**

Three-year Community Grant commitment (2025-2027)

**What is the annual amount of the three-year grant you are requesting?**

\$ 3,000

**Do you wish to use this grant for General Operating purposes or a specific program or capital expenditure?**

General Operating purposes (no restrictions on its use)

**If your organization is awarded a 2025 Community Grant that is only a partial amount of the total funds you have requested from the Foundation this year, how will this impact your intended use of the funds?**

We are grateful to the foundation for any amount that we receive. If we are awarded the full \$3,000 a year, we can more comfortably carry out our new goals. However, if we do not receive the full amount, we will attempt to conduct additional fund-raising events.

**Optional: Is there anything else you would like for us to understand about your organization, or how you would use a 2025 Community Grant that you have not yet covered in this application?**

### **FINANCIAL INFORMATION**

**What is your total operating budget for your current fiscal year?**

\$ 49,387

**Optional Budget Narrative: Is there anything about your organization's budget that you would like for us to know?**

The number of clients decreased some in December due to various reasons: Death, Relocation to retirement homes/ Assisted living, or other medical reasons. Through current time in February 2025 our request for services has already increased by 10 clients. We anticipate adding a third route in 2025 to enable us to expand services.

**Optional: If applicable, is there anything about your program or capital expenditure budget that you would like for us to know?**



United States  
of America

# Congressional Record

PROCEEDINGS AND DEBATES OF THE 118<sup>th</sup> CONGRESS, FIRST SESSION

Vol. 169

WASHINGTON, TUESDAY, SEPTEMBER 19, 2023

No. 151

## *House of Representatives*

### Recognizing Martha's Meals on Wheels

**Hon. Ben Cline**

OF VIRGINIA

IN THE HOUSE OF REPRESENTATIVES

Mr. Speaker, I rise to recognize Martha's Meals on Wheels in Staunton, Virginia for 50 years of service to our local community.

In 1973, Minister Jo Lotz, of the Emmanuel Episcopal Church, and Martha Wilkerson began preparing meals in the church to those in need for Staunton residents, and their efforts eventually became Martha's Meals on Wheels.

Five decades later, Martha's Meals on Wheels has gone from serving 20 people five days a week to now 30 to 35 people per day within the city limits with the help of Armstrongs's Restaurant in Verona, which has been preparing the meals for 20 years.

In 2019, the program fed 4,900 people and last year fed 7,700 people.

And with 60 – 80 dedicated volunteers today, the program is expected to feed 7,800 people this year.

Martha's Meals on Wheels's longevity stands as a testament to the civic spirit of the town and an example we should all follow: to always lend a helping hand to others.

I thank Martha's Meals on Wheels and the volunteers for their selfless service and wish them many years of success.

*Ben Cline*

BUDGET 2025				
	EXPENDITURES			2025
Armstrong's Restaurant				34,000
Coordinator's Salary				10,000
IRS				1530
Cell Phone				1,182
Stamps/PO Box				850
Office Supplies				200
Website Maintenance				500
Project Grows				550
Insurance				375
Misc				200
TOTAL				49,387
	INCOME			
Meals (payment by clients)				14,000
Spaghetti Dinner				3,000
Donations/Grants/Fundraisers				32,387
TOTAL				49,387

<b>Martha's Meals on Wheels</b>		
<b>OPERATING BUDGET</b>		
<b>2024</b>		
<b>Primary Income Categories</b>	<b>Budgeted</b>	<b>Explanation (if necessary)</b>
Charitable Contributions	\$ 40,232.44	Individual donations, fundraising events, and local grants.
Federal & State Grants	\$ -	(Names of grant programs)
Fees from Program Services	\$ -	
Other	\$ 12,865.00	Meal payments from clients
	\$ 328.01	DCCU Interest income
<b>Total Income:</b>	<b>\$ 53,425.45</b>	
<b>Primary Expenses Categories</b>	<b>Budgeted</b>	<b>Explanation (if necessary)</b>
Wages & Benefits	\$ 7,314.12	Program Coordinator's Salary
Utilities	\$ 1,384.09	Verizon Phone
Insurance	\$ 350.00	Liability Insurance Policy, Farm Bureau
Printing & Materials for Program Services	\$ 347.84	PO Box fee; Banner printing; Business Envelopes
Office Expenses	\$ 970.00	Stamps, copy paper, cartridges, website hosting
Cost of Meals	\$ 30,485.61	Armstrong's Restaurant Billing; Project Grows; Spaghetti Dinner Expense
Fee	\$ 1,624.70	IRS employee; Treasury of VA
Gift	\$ 80.00	Gift to Employees at Moose Lodge for Spaghetti Dinner
Certificate of Deposit	\$ 15,000.00	Transfer of funds to Edward Jones
<b>Total Expenses:</b>	<b>\$ 57,556.36</b>	
<b>Net Income (Loss):</b>	<b>\$ (4,130.91)</b>	

**INSTRUCTIONS:** Replace the items in **RED** with your organizations' information. Please use the income and expense categories that make the most sense for your organization. Consider including separate categories for specific income and expenses of \$10,000 or greater. Smaller categories of income and expenses can be

# Neighbor Bridge (The)

Fishersville

## ORGANIZATION INFORMATION:

**Founded in:** 2019

### **Mission:**

To provide FOOD, CLOTHING, and SUPPLIES to local families in need through projects connecting neighbors and community. We believe in 'Neighbors Helping Neighbors'. Our service area is Staunton, Waynesboro and Augusta County.

### **Primary activities and programs:**

We are dedicated to providing food, clothing, and essential supplies to local families in need. Through direct outreach and partnerships, we strive to support our community with dignity and care. Our Projects:

#### **1. Food**

The Little Grocery: A client-choice, healthy, and diabetic-friendly food pantry open weekly in Fishersville, serving the entire SAW region.

Little Free Food Pantries: Seven small, community-accessible cabinets offering emergency food for those in need and a way for others to give back.

Habitat for Humanity Partnership: Stocking pantries, fridges, and freezers in new Habitat homes with nutritious and culturally appropriate food.

#### **2. Clothing**

The Neighbors' Closet: A boutique-style, free clothing closet offering sizes for infants through adults. Open twice monthly, it provides guests with clothing for interviews, school, work, and social events in a dignified environment. We collaborate with organizations such as New Directions, WARM, Dept of Social Services, VCSB, and Network2Work.

Traveling Coat Closet: In partnership with the Office on Youth and Waynesboro Parks and Rec, this project delivers coats to those in need and operates a physical coat boutique by appointment or during open nights.

#### **3. Supplies**

Habitat for Humanity Partnership: Stocking new homes with toiletries, cleaning supplies, and essentials to make houses feel like homes.

The Little Grocery: Weekly distribution of diapers, hygiene products, cleaning supplies, and more.

Safe Sleep Project: Providing safe sleep spaces and education in partnership with the Central Shenandoah Health District.

Amazon Partnership: Supplying local organizations with essential items to support their missions. For example: supplies needs for the most recent Point In Time (PIT) count.

**Community need(s) your organization exists to address:**

At The Neighbor Bridge, we recognize that many families in our community face the daily challenge of meeting basic needs. In the Staunton, Augusta, and Waynesboro area, 3,515 children live in poverty, and 27.4% of Waynesboro City's population struggles below the poverty level. For families living paycheck to paycheck, necessities like food, clothing, and hygiene supplies are often out of reach. These struggles are not unique to our region.

A national study found that one in three low-income families cannot afford basic essentials, with nearly half reporting that their children's needs go unmet. The ongoing impacts of raising grocery prices and the housing crisis have only exacerbated these challenges, leaving many local families in increasingly precarious situations.

The Neighbor Bridge exists to address these critical needs through a grassroots, community-driven approach. Our mission is to ensure that families have access to food, warm clothing, and essential supplies like hygiene products and diapers. These are not luxuries – they are the building blocks of stability and dignity for our neighbors.

In addition to providing direct support, we collaborate with other organizations to help them secure the resources they need to fulfill their missions. By sharing supplies and strengthening partnerships, we expand the reach of support across the community, ensuring that no family is left behind. The Neighbor Bridge is built on the belief that when neighbors come together, they can create meaningful change. We strive to alleviate the burdens faced by families in need, empowering our community to thrive and grow stronger together.

Resources: Augusta Health Community Health Needs Assessment:

[https://www.augustahealth.com/wp-](https://www.augustahealth.com/wp-content/uploads/2022/12/AH_CommBenefitReport22_11-22_singleslo.pdf)

[content/uploads/2022/12/AH\\_CommBenefitReport22\\_11-22\\_singleslo.pdf](https://www.augustahealth.com/wp-content/uploads/2022/12/AH_CommBenefitReport22_11-22_singleslo.pdf) Feeding America:

<https://www.feedingamerica.org/about-us/press-room/new-study-reveals-many-american-families-struggle-to-afford-basic-personal-care-items-and-household-goods>

**GRANT DETAILS:**

**Based on how you measure your organization's impact, please share with us the magnitude of your work.**

- 755 unduplicated unique neighbors served in 2024 through the Little Grocery
  - includes 250 children
  - and 100 senior citizens
- 1,452 weekly groceries provided to neighbors through The Little Grocery
  - over 61,090 pounds of food provided

- We have seven Little Free Food Pantries that are stocked weekly by The Neighbor Bridge as well as community partners and organizations stocking on a rotating basis each week
- The Neighbors' Closet has served over 271 unique households
- The Traveling Coat Closet has provided over 600 jackets to the community year-to-date
- Our goal for 2024 was to grow our partnerships, and we surpassed that goal by adding over 20 new partners in 2024, providing essential needs to 17 partners for their clients/patients
- Point in Time Count supplies provided to Valley Community Services Board
  - 100 bookbags, gloves, hats, socks, & dog food
- 1 Habitat for Humanity house stocked
  - pantry and fridge stocked
  - new pots and pans
  - cleaning supplies
  - toiletries

**What is the approximate percentage of your organization’s work that benefits the communities of Staunton, Waynesboro, and/or the counties of Augusta, Highland and Nelson?**

100

**Please share your organization’s goals and objectives for 2025, or if you prefer, your long-range goals and objectives.**

In 2024, The Neighbor Bridge focused on growing partnerships, strengthening our projects, and deepening those partnerships into meaningful collaborations. We successfully expanded our network and enhanced our initiatives through these efforts.

For 2025, our primary goal is to continue this momentum by further expanding our partnerships and increasing our community reach. By doing so, we aim to strengthen our financial health and long-term stability. A key milestone in this effort is the ability to begin paying a small percentage of our project director's salary through grant funding, which marks an important step toward sustaining our leadership and operations for the future.

Our objectives for the year include:

- Expanding Partnerships: Building new collaborations with organizations, businesses, and stakeholders who align with our mission.
- Increasing Community Engagement: Reaching more individuals and families through outreach programs, services, and events.
- Strengthening Financial Stability: Diversifying our funding sources through grants, sponsorships, and fundraising initiatives.
- Sustaining Leadership & Operations: Continuing to secure funding to support key roles, ensuring the longevity of our work.

By focusing on these priorities, The Neighbor Bridge will continue to create lasting community impact and ensure that our work remains strong and effective for years to come.

**To the extent that other nonprofit organizations and agencies provide services in our region that are similar to your services, please share how you coordinate and/or differentiate your services.**

All of our projects are centered on the vision of Neighbors Helping Neighbors. For example, our Little Free Food Pantries are stocked by our team and partners, and give the opportunity for community members to also help their neighbors. The Neighbor Bridge also stands out by offering a health-focused, client-choice food pantry that prioritizes meal essentials, always providing fresh meat and produce while maintaining diabetic-friendly options. The food access problem in our community is not just having food, but access to nutritious food to nourish our communities. We supply both direct support to neighbors and resources to partner organizations to expand our reach. Healthcare providers refer patients to our food pantry specifically, reinforcing our role in community health. Beyond food, The Neighbors' Closet ensures immediate access to clothing for work, interviews, and daily life – without application or wait times. Our holistic approach meets urgent needs while promoting long-term well-being.

**If your organization received a 2024 Community Grant, what was the impact of that grant on how your organization serves the community?**

When The Neighbor Bridge applied for funding in 2024, The Little Grocery and Neighbors' Closet were less than a month old. We initially projected serving 30 families and 120 individuals weekly. By June, demand had doubled to 50 families regularly, prompting us to refine processes, recruit more volunteers, and invest in equipment – improving efficiency without losing the personal touch. Just in time, as numbers surged again, reaching 80 families in one night before stabilizing at 75 families weekly. Funding from The Community Foundation allowed us to meet these unexpected needs, ensuring continued support for our neighbors. Looking ahead, we have implemented scalable systems, expanded partnerships, and strengthened volunteer coordination to prepare for future growth. These steps ensure we can adapt to rising demand while maintaining our commitment to personalized, dignified service.

**Tell us a story that best illustrates the impact your organization has on our community.**

At The Neighbor Bridge, we strive to provide more than just food – we build relationships and offer holistic support to our community members. One such individual is a homeless man who regularly visits our pantry. He resides in a shed on his daughter's property, with no running water or plumbing. During the recent cold temperatures, which dropped into the single digits, he shared with us how he would wake up to find the water beside his bed frozen solid.

Through his visits to our pantry, we learned about his struggles, including his recent discovery of a dangerously high blood sugar level of over 500. He expressed fear and distrust toward doctors, which kept him from seeking medical care. Recognizing the urgency of his condition, we encouraged him to attend a Diabetes Day event we hosted in partnership with Augusta Health. He attended with his wife and received blood pressure devices, educational resources, and guidance from medical professionals. With consistent access to nutritious food from our pantry, he now reports that his blood sugar levels have dropped to the 200s. We continue working with him to build trust in healthcare providers and eliminate his fears about medical treatment.

However, his health journey isn't just about access to food and medical care – it's also about having a safe and warm place to sleep. One evening, we ran into him at a local Lowe's, where he shared that he was searching for a non-electric heater. He didn't want to burden his daughter with increased electricity costs. Understanding the dangers of extreme cold, especially for someone managing diabetes, we took action. Thanks to the generosity of our community, we were able to purchase a kerosene heater with safety protocols in place. The very next night, temperatures dropped to just 4 degrees, but he was warm and safe.

This story is a testament to the power of community support, relationship-building, and holistic care. Through food access, medical advocacy, and emergency assistance, we helped one man take significant steps toward improved health and well-being. And in the coldest moments, we ensured that he had the warmth he so desperately needed.

## **GRANT REQUEST**

**Are you requesting a single-year grant or three-year grant commitment?**

Three-year Community Grant commitment (2025-2027)

**What is the annual amount of the three-year grant you are requesting?**

\$ 10,000

**Do you wish to use this grant for General Operating purposes or a specific program or capital expenditure?**

A specific program or capital expenditure

**If applicable, please describe the specific program or capital expenditure for which you are seeking support and why it is important to our community.**

We are seeking funding specifically for the supply portion of our community support efforts, with a focus on essential household and hygiene products. While our organization provides food and clothing to families in need, this application is dedicated to securing financial resources to help us continue distributing crucial supplies. These supplies are an often overlooked but vital part of sustaining the well-being and dignity of families in our community. Each week, we serve over 70 families, providing them not only with food and clothing but also with essential household items. These items include laundry detergent, dish soap, shampoo, soap, feminine hygiene products, urinary continence products, oral hygiene products, toiletries, and household cleaning supplies. These items are indispensable for maintaining basic health, sanitation, and personal care, and without them, many families face additional hardships. The need for these supplies is even greater as we look to support our partner organizations. In addition to direct distribution to the families we serve, we provide toiletries, hygiene supplies, cleaning products, and health equipment to other local partners. These organizations rely on us to meet the needs of their clients, who are facing similar challenges. The impact of our work extends far beyond the families we directly serve, as we help equip other community groups with the resources they need to support their own clients. We are requesting operating funds specifically for the acquisition, storage, and distribution of these essential supplies. These funds will allow us to maintain and expand our

inventory, ensuring that we can continue meeting the growing demand for these items. With these resources, we can sustain our current efforts and respond more effectively to the increasing needs of the families and partners we serve. This funding is critical not only for the continuation of our mission but also for ensuring that families in our community can live with dignity and security. Access to basic hygiene products and cleaning supplies is a fundamental need, and the importance of meeting this need cannot be overstated. By securing the necessary operating funds, we can ensure that these families do not have to make difficult choices between necessities, such as paying for food or purchasing hygiene products. The ability to provide these essential supplies helps prevent families from falling into deeper hardship, contributing to their overall well-being and stability. This funding will enable us to continue our mission of providing essential support to those in need. It will also allow us to build stronger partnerships and collaborations with other organizations, ultimately strengthening our community and creating lasting positive change

**If applicable, what is this program or capital expenditure's total budget?**

\$ 77,000

**If your organization is awarded a 2025 Community Grant that is only a partial amount of the total funds you have requested from the Foundation this year, how will this impact your intended use of the funds?**

Our budget allocates funds for procurement, distribution, and personnel. If we receive partial funding, we will proceed with the project, albeit on a smaller scale. This could mean limiting the range of products we can secure for our neighbors, potentially reducing the impact we hoped to achieve. Additionally, we may be unable to distribute to as many partners, limiting the breadth of our outreach and the number of individuals we can serve. However, we would be deeply grateful for any amount of grant funding, as it is crucial to advancing our mission and making a meaningful difference in our community.

**Optional: Is there anything else you would like for us to understand about your organization, or how you would use a 2025 Community Grant that you have not yet covered in this application?**

Products we have for our neighbors and partners have included toiletries, cleaning products, cookware, diabetic shoes, aging in place equipment, baby cribs, carseats, vacuums, mops, diapers, wipes, clothing, bedding, mattresses, furniture, storage containers, and so much more! Our growing list of partners include:

\*partnerships that we support with our projects

- Amazon Distribution Center
- Augusta County Library\*
- Augusta County Schools\*
- Augusta Health\*
- Augusta Regional Dental Clinic\*
- Blue Ridge Area Food Bank

- Central Shenandoah Health Department\*
- Christ Tabernacle Church of God in Christ\*
- Fishersville Community Church\*
- Gospel Light Baptist Church\*
- Habitat For Humanity\* (stocking built homes once complete)
- Health Equipment Loan Program (HELP)\*
- KK Homes
- Love INC\*
- Molina Healthcare
- New Directions\*
- Office on Youth
- Renewing Homes of Greater Augusta\*
- Shenandoah Valley Social Services\*
- Staunton City Schools\*
- Staunton Public Library\*
- Valley Community Services Board\*
- Waynesboro Parks and Rec\*
- Waynesboro Public Schools\*

**FINANCIAL INFORMATION**

**What is your total operating budget for your current fiscal year?**

\$

**Optional Budget Narrative: Is there anything about your organization’s budget that you would like for us to know?**

The majority of our projects are made possible by in-kind donations, which are often substantial in value. These donations, such as essential supplies and resources, allow us to expand our impact without significant financial costs. For example, just this morning, we received 22 boxes of 200 Deterra drug deactivation systems, each unit valued at over \$20 – an in-kind contribution worth more than \$88,000. While these donations are crucial to our work, our reported financial figures may not fully capture their value. We are actively working on a system to track and reflect these contributions more accurately. However, the numbers presented in this application are correct, representing our financial resources rather than the total worth of in-kind support. These generous contributions directly enhance our ability to serve the community through our partnerships and outreach efforts.

**Optional: If applicable, is there anything about your program or capital expenditure budget that you would like for us to know?**



## Augusta Regional Dental Clinic

P.O. Box 153

Fishersville, VA 22939

Phone: (540)-221-6635 / Fax: (540)-221-6752

01/28/2025

To Whom It May Concern,

It is with great enthusiasm that we, at Augusta Regional Dental Clinic, write this letter of recommendation for our partnering organization, The Neighbor Bridge.

Our collaboration started in 2023 and has been an invaluable asset to both our charitable clinic and patients. Thanks to them, we have been able to open a food pantry within our walls to fight food insecurity and provide healthy food options to our patients. The pantry has been a terrific addition to our programming and a great benefit to our most vulnerable patients. Together we have provided over 2 tons of food to our patients in 2024.

The Neighbor Bridge team has also helped us provide hygiene and basic necessity items to patients experiencing life emergencies. In addition, they regularly assist us with our daily operations by providing consumables, food/snacks, etc. to our staff and volunteers. These donations have been invaluable in helping us stay within our operating budget and continue our mission to provide affordable dental care to our neighbors.

Outside of our clinic, we have witnessed firsthand The Neighbor Bridge's impact on our community. Their many programs (travelling coat closet, thanksgiving operation, little food pantries, etc.) exemplifies their ability to understand the needs around us and deliver solutions in a reliable, creative, flexible and timely manner.

We are grateful for the opportunity to collaborate with The Neighbor Bridge. Their consistent support has not only enhanced the well-being of our patients but has also strengthened the broader network of care within our community. Their work exemplifies the power of partnership and community-driven solutions. It is without hesitation that we commend The Neighbor Bridge for their contributions and encourage others to support and recognize the incredible work they do.

Sincerely,  
Sophie C. Parson  
Executive Director  
[director@augustaregionaldentalclinic.org](mailto:director@augustaregionaldentalclinic.org)

A handwritten signature in blue ink, appearing to read "Sophie C. Parson", is written over a horizontal line.

## Statement from Stefanie Bartley, Founder of HELP:

Health Equipment Loan Program (H.E.L.P.) is a non-profit 501(c)(3) founded in 2014. The organization provides durable medical equipment and disposable medical supplies free of charge to anyone in need. Since opening the doors in 2014, collectively 10,620 families have been served with 18,358 durable medical loans and 412 hospital beds.

In 2024, we began to tally and equate a monetary value to disposable goods. The community served by H.E.L.P. saved approximately \$56,150 through disposable products obtained free of charge. Our organization rarely needs to purchase durable equipment to maintain an inventory because of the generosity of individual donors and other non-profit organizations.

The Neighbor Bridge has been an integral partner with H.E.L.P. by providing durable medical equipment and disposable goods on an almost weekly basis. The supplies given by The Neighbor Bridge has greatly increased our inventory and filled large gaps. Often the demand is greater than the supply, and The Neighbor Bridge has been a lifeline to our organization to provide much needed equipment and disposable of our community. We looked forward to our continued partnership.

The Neighbor Bridge  
2025 Planned Budget



	January	February	March	April	May	June	July	August	September	October	November	December	Total
<b>Administrative Costs</b>	\$ (11,698.00)	\$ (11,878.00)	\$ (11,328.00)	\$ (11,478.00)	\$ (11,713.00)	\$ (11,328.00)	\$ (11,428.00)	\$ (11,628.00)	\$ (21,328.00)	\$ (11,628.00)	\$ (11,878.00)	\$ (11,328.00)	\$ (148,641.00)
Location Fees	\$ (2,725.00)	\$ (2,725.00)	\$ (2,725.00)	\$ (2,725.00)	\$ (2,725.00)	\$ (2,725.00)	\$ (2,725.00)	\$ (2,725.00)	\$ (2,725.00)	\$ (2,725.00)	\$ (2,725.00)	\$ (2,725.00)	\$ (32,700.00)
Payroll	\$ (8,473.00)	\$ (8,473.00)	\$ (8,473.00)	\$ (8,473.00)	\$ (8,473.00)	\$ (8,473.00)	\$ (8,473.00)	\$ (8,473.00)	\$ (8,473.00)	\$ (8,473.00)	\$ (8,473.00)	\$ (8,473.00)	\$ (101,676.00)
Taxes	\$ -	\$ (450.00)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (450.00)
Memberships					\$ (385.00)								\$ (385.00)
Marketing, Material and Website	\$ (300.00)	\$ (130.00)	\$ (30.00)	\$ (80.00)	\$ (30.00)	\$ (30.00)	\$ (30.00)	\$ (330.00)	\$ (30.00)	\$ (230.00)	\$ (130.00)	\$ (30.00)	\$ (1,380.00)
Business Line	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (150.00)	\$ -	\$ (150.00)
Fundraising Expenses									\$ (10,000.00)		\$ (300.00)		\$ (10,300.00)
Gas Mileage	\$ (100.00)	\$ (100.00)	\$ (100.00)	\$ (100.00)	\$ (100.00)	\$ (100.00)	\$ (100.00)	\$ (100.00)	\$ (100.00)	\$ (100.00)	\$ (100.00)	\$ (100.00)	\$ (1,200.00)
Office supplies	\$ (100.00)			\$ (100.00)			\$ (100.00)			\$ (100.00)			\$ (400.00)
<b>PROJECTS</b>	\$ (20,796.00)	\$ (20,796.00)	\$ (20,796.00)	\$ (20,796.00)	\$ (20,796.00)	\$ (20,796.00)	\$ (20,796.00)	\$ (20,796.00)	\$ (20,796.00)	\$ (20,796.00)	\$ (37,046.00)	\$ (20,696.00)	\$ (265,702.00)
Thanks-giving	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		\$ (10,000.00)		\$ (10,000.00)
Thanks-giving Coats, Diapers, Wipes											\$ (6,250.00)		\$ (6,250.00)
Little Free Food Pantries	\$ (3,033.00)	\$ (3,033.00)	\$ (3,033.00)	\$ (3,033.00)	\$ (3,033.00)	\$ (3,033.00)	\$ (3,033.00)	\$ (3,033.00)	\$ (3,033.00)	\$ (3,033.00)	\$ (3,033.00)	\$ (3,033.00)	\$ (36,396.00)
The Little Grocery	\$ (9,905.00)	\$ (9,905.00)	\$ (9,905.00)	\$ (9,905.00)	\$ (9,905.00)	\$ (9,905.00)	\$ (9,905.00)	\$ (9,905.00)	\$ (9,905.00)	\$ (9,905.00)	\$ (9,905.00)	\$ (9,905.00)	\$ (118,860.00)
The Neighbors' Closet	\$ (1,458.00)	\$ (1,458.00)	\$ (1,458.00)	\$ (1,458.00)	\$ (1,458.00)	\$ (1,458.00)	\$ (1,458.00)	\$ (1,458.00)	\$ (1,458.00)	\$ (1,458.00)	\$ (1,458.00)	\$ (1,458.00)	\$ (17,496.00)
Traveling Coat Closet	\$ (1,000.00)	\$ (1,000.00)	\$ (1,000.00)	\$ (1,000.00)	\$ (1,000.00)	\$ (1,000.00)	\$ (1,000.00)	\$ (1,000.00)	\$ (1,000.00)	\$ (1,000.00)	\$ (1,000.00)	\$ (1,000.00)	\$ (12,000.00)
Supply Distribution to Partners	\$ (5,000.00)	\$ (5,000.00)	\$ (5,000.00)	\$ (5,000.00)	\$ (5,000.00)	\$ (5,000.00)	\$ (5,000.00)	\$ (5,000.00)	\$ (5,000.00)	\$ (5,000.00)	\$ (5,000.00)	\$ (5,000.00)	\$ (60,000.00)
Storage	\$ (400.00)	\$ (400.00)	\$ (400.00)	\$ (400.00)	\$ (400.00)	\$ (400.00)	\$ (400.00)	\$ (400.00)	\$ (400.00)	\$ (400.00)	\$ (400.00)	\$ (300.00)	\$ (4,700.00)
<b>Projected Income</b>	\$ 53,805.00	\$ 24,155.00	\$ 25,620.00	\$ 23,955.00	\$ 43,560.00	\$ 23,955.00	\$ 32,555.00	\$ 23,955.00	\$ 34,770.00	\$ 53,955.00	\$ 37,855.00	\$ 44,305.00	\$ 426,945.00
E. Director / P. Director Vol. Sala	\$ 7,473.00	\$ 7,473.00	\$ 7,473.00	\$ 7,473.00	\$ 7,473.00	\$ 7,473.00	\$ 7,473.00	\$ 7,473.00	\$ 7,473.00	\$ 7,473.00	\$ 7,473.00	\$ 7,473.00	\$ 89,676.00
Location Donation	\$ 3,725.00	\$ 3,725.00	\$ 3,725.00	\$ 3,725.00	\$ 3,725.00	\$ 3,725.00	\$ 3,725.00	\$ 3,725.00	\$ 3,725.00	\$ 3,725.00	\$ 3,725.00	\$ 3,725.00	\$ 44,700.00
<b>Community Donations</b>	\$ 3,950.00	\$ 550.00	\$ 1,165.00	\$ 350.00	\$ 735.00	\$ 350.00	\$ 950.00	\$ 350.00	\$ 1,165.00	\$ 350.00	\$ 5,500.00	\$ 20,700.00	\$ 36,115.00
Community In-Kind Donations	\$ 1,408.00	\$ 1,408.00	\$ 1,408.00	\$ 1,408.00	\$ 1,408.00	\$ 1,408.00	\$ 1,408.00	\$ 1,408.00	\$ 1,408.00	\$ 1,408.00	\$ 1,408.00	\$ 1,408.00	\$ 16,896.00
TLG-Partnerships	\$ 3,466.00	\$ 3,466.00	\$ 3,466.00	\$ 3,466.00	\$ 3,466.00	\$ 3,466.00	\$ 3,466.00	\$ 3,466.00	\$ 3,466.00	\$ 3,466.00	\$ 3,466.00	\$ 3,466.00	\$ 41,592.00
<b>LFP Sponsorships</b>	\$ 3,033.00	\$ 3,033.00	\$ 3,033.00	\$ 3,033.00	\$ 3,033.00	\$ 3,033.00	\$ 3,033.00	\$ 3,033.00	\$ 3,033.00	\$ 3,033.00	\$ 3,033.00	\$ 3,033.00	\$ 36,396.00
Corporate Donations	\$ 4,500.00	\$ 4,500.00	\$ 4,500.00	\$ 4,500.00	\$ 4,500.00	\$ 4,500.00	\$ 4,500.00	\$ 4,500.00	\$ 4,500.00	\$ 4,500.00	\$ 4,500.00	\$ 4,500.00	\$ 54,000.00
<b>Charitable Corporate Donations</b>	\$ 5,750.00									\$ 10,000.00			\$ 15,750.00
Grants	\$ 25,000.00						\$ 8,000.00						\$ 33,000.00
Fundraising			\$ 850.00		\$ 19,220.00					\$ 20,000.00			\$ 40,070.00
Corporate Sponsorships									\$ 10,000.00		\$ 8,750.00		\$ 18,750.00
<b>MONTHLY TOTAL</b>	\$ 21,311.00	\$ (8,519.00)	\$ (6,504.00)	\$ (8,319.00)	\$ 11,051.00	\$ (8,169.00)	\$ 331.00	\$ (8,469.00)	\$ (7,354.00)	\$ 21,531.00	\$ (11,069.00)	\$ 12,281.00	\$ 12,602.00

The Neighbor Bridge  
**2024 Planned Budget**



	January	February	March	April	May	June	July	August	September	October	November	December	Total
<b>Administrative Costs</b>	\$ (9,318.29)	\$ (9,568.29)	\$ (9,118.29)	\$ (11,368.29)	\$ (9,118.29)	\$ (9,118.29)	\$ (9,318.29)	\$ (9,418.29)	\$ (9,318.29)	\$ (9,618.29)	\$ (9,368.29)	\$ (9,118.29)	\$ (113,769.52)
Payroll	\$ (9,038.29)	\$ (9,038.29)	\$ (9,038.29)	\$ (9,038.29)	\$ (9,038.29)	\$ (9,038.29)	\$ (9,038.29)	\$ (9,038.29)	\$ (9,038.29)	\$ (9,038.29)	\$ (9,038.29)	\$ (9,038.29)	\$ (108,459.52)
Taxes	\$ -	\$ (350.00)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (350.00)
Memberships	\$ (100.00)			\$ (100.00)			\$ (100.00)			\$ (200.00)			\$ (500.00)
Marketing, Material and Website	\$ (30.00)	\$ (130.00)	\$ (30.00)	\$ (80.00)	\$ (30.00)	\$ (30.00)	\$ (30.00)	\$ (330.00)	\$ (30.00)	\$ (230.00)	\$ (130.00)	\$ (30.00)	\$ (1,110.00)
Business Line	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (150.00)	\$ -	\$ (150.00)
Fundraising Expenses				\$ (2,000.00)					\$ (200.00)				\$ (2,200.00)
Gas Mileage	\$ (50.00)	\$ (50.00)	\$ (50.00)	\$ (50.00)	\$ (50.00)	\$ (50.00)	\$ (50.00)	\$ (50.00)	\$ (50.00)	\$ (50.00)	\$ (50.00)	\$ (50.00)	\$ (600.00)
Office supplies	\$ (100.00)			\$ (100.00)			\$ (100.00)			\$ (100.00)			\$ (400.00)
<b>PROJECTS</b>	\$ (11,885.00)	\$ (6,083.00)	\$ (6,083.00)	\$ (5,983.00)	\$ (5,983.00)	\$ (5,983.00)	\$ (5,983.00)	\$ (5,983.00)	\$ (6,483.00)	\$ (7,083.00)	\$ (19,083.00)	\$ (6,083.00)	\$ (92,698.00)
Thanks-gifting	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (1,000.00)	\$ (13,000.00)	\$ -	\$ (14,000.00)
Little Food Pantries	\$ (2,600.00)	\$ (2,600.00)	\$ (2,600.00)	\$ (2,600.00)	\$ (2,600.00)	\$ (2,600.00)	\$ (2,600.00)	\$ (2,600.00)	\$ (2,600.00)	\$ (2,600.00)	\$ (2,600.00)	\$ (2,600.00)	\$ (31,200.00)
LFP: Nutrition Access	\$ (650.00)	\$ (650.00)	\$ (650.00)	\$ (650.00)	\$ (650.00)	\$ (650.00)	\$ (650.00)	\$ (650.00)	\$ (650.00)	\$ (650.00)	\$ (650.00)	\$ (650.00)	\$ (7,800.00)
LFP: Hygiene	\$ (200.00)	\$ (200.00)	\$ (200.00)	\$ (200.00)	\$ (200.00)	\$ (200.00)	\$ (200.00)	\$ (200.00)	\$ (200.00)	\$ (200.00)	\$ (200.00)	\$ (200.00)	\$ (2,400.00)
Traveling Clothes Closet	\$ (100.00)	\$ (100.00)	\$ (100.00)						\$ (500.00)	\$ (100.00)	\$ (100.00)	\$ (100.00)	\$ (1,100.00)
The Little Grocery	\$ (1,000.00)	\$ (1,000.00)	\$ (1,000.00)	\$ (1,000.00)	\$ (1,000.00)	\$ (1,000.00)	\$ (1,000.00)	\$ (1,000.00)	\$ (1,000.00)	\$ (1,000.00)	\$ (1,000.00)	\$ (1,000.00)	\$ (12,000.00)
TLC: Hygiene	\$ (200.00)	\$ (200.00)	\$ (200.00)	\$ (200.00)	\$ (200.00)	\$ (200.00)	\$ (200.00)	\$ (200.00)	\$ (200.00)	\$ (200.00)	\$ (200.00)	\$ (200.00)	\$ (2,400.00)
The Neighbors' Closet	\$ (7,135.00)	\$ (1,333.00)	\$ (1,333.00)	\$ (1,333.00)	\$ (1,333.00)	\$ (1,333.00)	\$ (1,333.00)	\$ (1,333.00)	\$ (1,333.00)	\$ (1,333.00)	\$ (1,333.00)	\$ (1,333.00)	\$ (21,798.00)
<b>Projected Income</b>	\$ 27,136.29	\$ 13,538.29	\$ 14,538.29	\$ 25,938.29	\$ 14,538.29	\$ 16,838.29	\$ 16,638.29	\$ 15,538.29	\$ 17,438.29	\$ 18,038.29	\$ 16,038.29	\$ 13,538.29	\$ 209,757.52
E. Director / P. Director Vol. Salary	\$ 9,038.29	\$ 9,038.29	\$ 9,038.29	\$ 9,038.29	\$ 9,038.29	\$ 6,638.29	\$ 9,038.29	\$ 9,038.29	\$ 9,038.29	\$ 9,038.29	\$ 9,038.29	\$ 9,038.29	\$ 106,059.52
Community Donations	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 3,700.00	\$ 3,700.00	\$ 1,200.00	\$ 19,400.00
TNC In-Kind Donations	\$ 6,798.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 17,798.00
LFP In-Kind Sponsorships	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 14,400.00
Charitable Corporate Donations	\$ 7,900.00	\$ 100.00	\$ 1,100.00	\$ 2,500.00	\$ 1,100.00	\$ 4,800.00	\$ 1,200.00	\$ 100.00	\$ 1,000.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 20,100.00
Fundraising	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 11,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 2,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 23,000.00
Corporate Sponsorships						\$ 1,000.00	\$ 2,000.00	\$ 2,000.00	\$ 2,000.00	\$ 2,000.00			\$ 9,000.00
<b>MONTHLY TOTAL</b>	\$ 5,933.00	\$ (2,113.00)	\$ (663.00)	\$ 8,587.00	\$ (563.00)	\$ 1,737.00	\$ 1,337.00	\$ 137.00	\$ 1,637.00	\$ 1,337.00	\$ (12,413.00)	\$ (1,663.00)	\$ 3,290.00

<b>The Neighbor Bridge</b>		
<b>SPECIFIC PROGRAM/CAPITAL BUDGET</b>		
<b>Supplying Neighbors and Partners with Essential Supplies as part of our mission</b>		
<b>Primary Income Categories</b>	<b>Budgeted</b>	<b>Explanation (if necessary)</b>
Facility donation through partnership with FCC	\$ 32,700.00	Fishersville Community Church provides our space free of charge at this time.
Grant Funding	\$ 10,000.00	
Grant funding	\$ 10,000.00	
In-Kind Corporate Donations	\$ 54,000.00	
Community Donations	\$ 2,637.00	regular donors
<b>Total Income:</b>	<b>\$ 109,337.00</b>	
<b>Primary Expenses Categories</b>	<b>Budgeted</b>	<b>Explanation (if necessary)</b>
Facility Costs	\$ 32,700.00	Fishersville location for TLG, TNC and our distribution site to neighbors
Distribution Expenses	\$ 16,637.00	includes inventory and personel
Product and Supply Cost	\$ 60,000.00	
<b>Total Expenses:</b>	<b>\$ 109,337.00</b>	
Minus Facility Donation	\$ (32,700.00)	Taking out of expenses for this specific project as we use the facility for other projects as well, and not soley for our supplies portion.
Net Expenses:	\$ 76,637.00	reported on our grant application as project costs
<b>Net Income (Loss):</b>	<b>\$ -</b>	

# Piedmont Habitat for Humanity

Farmville

## ORGANIZATION INFORMATION:

**Founded in:** 1990

**Mission:**

Seeking to put God's love into action, Habitat for Humanity brings people together to build homes, communities, and hope.

**Primary activities and programs:**

Services include affordable homeownership through both new construction and affordable repairs for owner-occupied homes. We work with individuals and families meeting the following criteria: income is between 20%-80% of the area median income for the county they live in, have a demonstrated need for an improved housing solution, are able to pay an affordable mortgage or affordable repair loan, and are willing to partner with Habitat in the process.

**Community need(s) your organization exists to address:**

Currently, our nation and our local community are in the midst of an affordable housing crisis - a vast shortage of quality housing at reasonable prices. Because of this, many lower-income families are forced to make impossible decisions. Some choose to spend only what they can afford on housing, often resulting in renting substandard housing. Issues include leaking roofs resulting in mold, poor insulation that leads to outrageous utility bills, faulty electrical and plumbing systems, rotten floors, and overcrowding. For those families who choose to spend a greater amount of their income on decent housing, that may leave limited means for other important necessities, such as healthy foods, prescriptions, doctor's visits, clothes for work and school, car repairs, and emergency savings. Recently, the United Way embarked on a groundbreaking study to look at a Household Survival Budget, the bare minimum income a family needs to meet the basic necessities each month. In our local communities, many households are below this level. In Nelson County, 45% of households do not meet it. Using another data snapshot to establish need, according to the Census.gov, 38% of renter households spend more than 30% monthly on housing costs. This puts them in the category of housing cost-burdened. Here's where Habitat comes in- Since housing cost is one of the largest monthly expenses, affordable homeownership opportunities can drastically improve a family's daily living conditions and help create the solid foundation that allows a family to thrive. Regarding those that already own their home, there is a rising need for affordable repairs to preserve their housing. According to Census data, 29% of Nelson County residents are currently age 65 and over. According to HUD, 50 years is the average lifespan of a home that is not well maintained. Census data shows that at least 24% of homes in Nelson County are over 50 years old. An aging population and aging homes are creating an enormous need for affordable repairs, especially for seniors who own their home. We serve households with income between 20%-80% of the Area Median Income for the county.

**GRANT DETAILS:**

**Based on how you measure your organization’s impact, please share with us the magnitude of your work.**

Although we serve six counties (Buckingham, Charlotte, Cumberland, Nelson, Nottoway, Prince Edward), I will address impact solely on Nelson for purposes of this grant. In 2024, we completed the construction of a new home in Arrington. This home was in partnership with a single mom with multiple disabilities and her adult son who is her caregiver. The home was built in partnership with Nelson County High School and the Building Goodness Foundation (who provided a volunteer project manager). A partner family was selected for a second home being built in that development. The foundation is in on that home and construction is set to be complete in the summer of 2025. Our repair program was put on hold for all of 2024 due to construction staffing challenges, but we are currently taking applications for that position, in order to relaunch that program.

**What is the approximate percentage of your organization’s work that benefits the communities of Staunton, Waynesboro, and/or the counties of Augusta, Highland and Nelson?**

20%

**Please share your organization’s goals and objectives for 2025, or if you prefer, your long-range goals and objectives.**

Once again, I will answer this solely from the perspective of our Nelson work. Affordable homeownership- We will complete a new home in our Arrington development, the final home in that location. The foundation is in and the wall units, floor trusses, roof trusses, and siding have all been generously donated. Affordable repairs- Hire a new Director of Repairs, restart the program, and serve at least 1 household this year, realizing it will take a while to readvertise this program. Long term goals- The need for buildable land is the imperative. Awareness- Working with our local volunteer committee, we will continue to raise awareness of the repair program, as applications for this are welcomed on a continual basis.

**To the extent that other nonprofit organizations and agencies provide services in our region that are similar to your services, please share how you coordinate and/or differentiate your services.**

One of the hallmarks for how we can effectively work in multiple counties is our reliance on local volunteer committees, comprised of people who live and work in their respective county. Our Community Outreach Director works closely with each committee in carrying out the local work. Serving on our Nelson committee are representatives of other local organizations, which greatly helps in cooperation, including: Nelson County Community Development Foundation, Unity in Community, Nelson Heritage Center, and various local churches. When it comes to the need for affordable housing and affordable repairs, there is no shortage of need for more and more organizations to help. Working with various groups, we are able to refer people when appropriate to other groups that may be able to serve them.

**If your organization received a 2024 Community Grant, what was the impact of that grant on how your organization serves the community?**

n/a

**Tell us a story that best illustrates the impact your organization has on our community.**

The following is the story that was shared about the homeowner for the home we finished in 2024. This appeared in one of our newsletters prior to completion-As a standout high school softball player, Kylene tells the story of her foot breaking as she threw a pitch. Then she smiles and notes, "But, I struck the girl out!" This is true to the hopeful, full of life energy Kylene carries every day. Diagnosed at age 14 with Type 1 diabetes, her broken foot was a sign of things to come. Over time, Kylene has experienced the amputation of her right leg, has received multiple organ transplants, and is legally blind. Even so, her spirit still exudes joy. She goes to the gym four days a week and will not let her disability limit her from her goals. Having never lived on her own, Kylene dreams of having a place to call her own. In addition, this home has been designed to overcome the accessibility challenges she faces in her current home. Following selection as a Habitat partner family, she remains in shock. She visits the build site about once a week with her son Hunter, who she calls her other leg, reflecting the special bond they have and how much he helps her. There, she looks at their future home, imagining the wind chimes hanging on the porch and the smells of the kitchen. Affectionately known as the muffin lady, Kylene cooks and delivers fresh baked goods all around the village of Lovingston. With her love of cooking, she looks forward to making food for all the volunteers and builders that come out to lend her a hand. Reflecting on this journey toward a dream, Kylene projects positivity. "Don't give up. Keep pressing forward. Why not try?!"

## **GRANT REQUEST**

**Are you requesting a single-year grant or three-year grant commitment?**

Three-year Community Grant commitment (2025-2027)

**What is the annual amount of the three-year grant you are requesting?**

\$ 3,500

**Do you wish to use this grant for General Operating purposes or a specific program or capital expenditure?**

General Operating purposes (no restrictions on its use)

**If your organization is awarded a 2025 Community Grant that is only a partial amount of the total funds you have requested from the Foundation this year, how will this impact your intended use of the funds?**

Although we are requesting general operating, we will use this toward the salary of our Director of Family Services. If a partial amount, we will happily receive that with gratitude. We will apply whatever amount toward that staff position. This will not impact any programs and we will continue to fundraise for operational costs in our other traditional ways.

**Optional: Is there anything else you would like for us to understand about your organization, or how you would use a 2025 Community Grant that you have not yet covered in this application?**

The Director of Family Services works closely with individuals and families throughout the application process of seeking housing assistance with Habitat. Duties include the marketing and processing of all applications for both our homeownership program and our owner-occupied repair program. This requires adhering to all applicable mortgage, lending, and fair housing laws, assuring no barriers existed to equal opportunity for access to affordable housing for qualified applicants. During homeowner application cycles, this staff holds in person meetings in each county we serve to explain the program and answer questions of potential applicants. This staff works with the approved households throughout the repair or new home build, including working closely with USDA Rural Development in assisting the household in securing an affordable mortgage. They also ensure that homebuyer education courses are completed and that the required volunteer hours are being done in a timely manner. Afterward, they continue serving the family through the repayment process and assist with any issues that may arise. This staff is a certified Qualified Loan Originator.

## **FINANCIAL INFORMATION**

**What is your total operating budget for your current fiscal year?**

\$ 2,124,369

**Optional Budget Narrative: Is there anything about your organization's budget that you would like for us to know?**

The actuals for last year are a best approximation, as we have to combine multiple reports together to generate.

**Optional: If applicable, is there anything about your program or capital expenditure budget that you would like for us to know?**



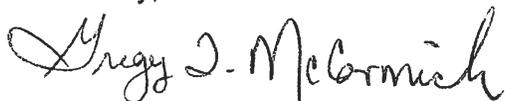
January 28, 2025

I have served as pastor of Woodland Church for over 14 years. Part of our God ordained responsibilities is to partner with others in our community to provide for the basic needs of our neighbors. Habitat for Humanity has provided an avenue for this vision. It has been an honor to partner with Habitat for numerous years.

I believe in the value of Habitat. I am in an ongoing conversation with Russell of Habitat as to renovation and project builds with which our members might be able to assist. Partnering with Habitat enables us to invest our financial resources as well as time and labor to make the greatest impact.

Any support which furthers the mission of Habitat for Humanity no doubt improves the well-being of our overall community.

Sincerely,

  
Gregory T. McCormick



THE WAREHOUSE CHURCH



(540) 447-0789



john@twcnelson.com



10460 Critzers Shop Rd. Afton, VA 22920



warehousechurchnelson.com

Hello! This is pastor John Parker at The Warehouse Church in Afton. Habitat for Humanity is a part of our church's local missions project here in Nelson County. At TWC, we do believe that giving people hope and a good roof over their head is a very worthwhile cause. Our church body has held fundraisers for this ministry. I also have been personally involved in some of the board meetings and the hands-on work at the Habitat house in Arrington. Through Habitat for Humanity, I have become a close friend of the recipient of this house, Kylene Cook. This relationship alone has made the partnership with Habitat worthwhile to me and to our church members. You cannot put a value on meeting needs, relationships, and teamwork. That is another benefit and good reason to support Habitat for Humanity in Nelson County. There is a great need for good affordable housing in Nelson County as the poverty rate is approximately twenty percent. So, I sincerely believe from personal experience that Habitat for Humanity in Nelson County is a wise investment for right now and for the future.

Sincerely,

John Parker

## BUDGET SUMMARY

<b>Income</b>	
Donations/contributions	<b>\$127,000.00</b>
Fundraising events	<b>\$33,500.00</b>
Grants	<b>\$1,204,090.99</b>
Home Sales	<b>\$1,867,958.00</b>
Mortgage payments	<b>\$70,000.00</b>
Repair payments	<b>\$5,702.00</b>
Other income	<b>\$5,850.00</b>
<b>TOTAL INCOME</b>	<b>\$3,314,100.99</b>
<b>Expenses</b>	
Operating	<b>\$135,027.00</b>
Fundraising	<b>\$18,000.00</b>
Salaries/wages (taxes, compensation)	<b>\$362,141.75</b>
Repair program	<b>\$12,500.00</b>
Home construction	<b>\$1,455,500.00</b>
Loan repayment	<b>\$141,200.00</b>
<b>TOTAL EXPENSE</b>	<b>\$2,124,368.75</b>
<b>*Home sales are more than home construction because we are selling four homes where much of the costs were in last fiscal year.</b>	

## BUDGET SUMMARY

<b>Income</b>	
Donations/contributions	\$83,831.40
Fundraising events	\$41,419.18
Grants	\$449,622.53
Home Sales	\$646,243.00
Mortgage payments	\$71,586.82
Repair payments	\$4,876.15
ReStore income	\$207,731.14
Other income	\$36,473.85
<b>TOTAL INCOME</b>	<b>\$1,541,784.07</b>
<b>Expenses</b>	
Operating	\$142,853.60
Fundraising	\$16,762.19
Salaries/wages (taxes, compensation)	\$341,093.91
Repair program	\$5,880.44
Home construction	\$392,087.00
Loan repayment and interest	\$552,329.58
ReStore expenses	\$107,259.14
<b>TOTAL EXPENSE</b>	<b>\$1,558,265.86</b>

# Renewing Homes Greater Augusta

Churchville

## ORGANIZATION INFORMATION:

**Founded in:** 2014

**Mission:**

To perform, at no-cost to the homeowner, critically needed repairs or modifications to the dwellings of low-income or disabled homeowners to ensure that they live in safe, warm, dry and accessible conditions.

**Primary activities and programs:**

RHGA's mission is to attempt to enable low-income homeowners, and their families, to sustain independent and safe home occupancy by providing the most critical repairs that are beyond their financial and physical abilities. We receive applications via our online portal. For those without computer access, we will take the information over the phone. Area social service and medical case workers often assist their clients in completing the application.

Homeowners must meet financial eligibility criteria of total household income at or below 200% of Federal Poverty Guidelines. They must be the property owner of record and plan to remain in that home for at least 18 months.

Critical home repair requests within our mission scope (safe, warm, dry and accessible) are assessed during a staff/board member visit with the homeowner. A report is presented to the full board for consideration. Approved projects are placed on our project list to be scheduled for when resources become available. Work is then scheduled & completed as directed by the RHGA Project Manager. Volunteer crews have traditionally come from church and civic organizations as well as high school and college student groups. These groups range in size from 4-20 per site depending on the scope of work required. Groups are supervised by 1-2 RHGA staff or board members.

Fundraising to provide for the cost of materials and worksite supports is done via grant applications, email/social media/direct mail solicitations, and annual fundraisers, the Lee Warren Queen City Century bike tour held each June and newly added Mardi Gras Gala.

**Community need(s) your organization exists to address:**

Renewing Homes of Greater Augusta serves the Staunton, Waynesboro and Augusta County area where there are significant critical home repair needs among our low-income homeowners. Particularly among the most vulnerable elderly and disabled homeowners, who make up roughly two-thirds of the individuals served by RHGA. Many of our applicants (~50%) live in mobile homes where unattended repair needs are resulting in deteriorating living conditions. They have no alternative housing so they must continue in these unsafe and unhealthy environments. RHGA's mission is to attempt to enable these homeowners, and their families, to sustain independent and safe home occupancy by providing the most critical repairs that are beyond the financial and physical ability of these vulnerable homeowners.

2021 U.S. Census data for Staunton, Augusta County, and Waynesboro shows that 28.75% or 33,264 individuals are living in households with income below 200% of the Federal Poverty Level. RHGA's applicants are within this group. Their biggest asset, their home, is losing value because of occupants' inability to afford routine home maintenance or significant repairs when the unexpected happens.

The 2022 Augusta Health Community Needs Assessment Report found that: 3% (AC) to 22.4%(W) of respondents did not "believe they could cover an unexpected expense of \$400 without going into debt", and 1% (AC) to 11.8% (S) reported living in unhealthy/unsafe conditions.

Recent housing data presented in June 2024 at the SAW Housing Summit-Next Steps impressed attendees with the severe shortage of affordable housing units in our region, long wait lists, and significant barriers to low-income households attempting to enter the first-time homebuyer or rental markets. One of the key recommendations from this study was the need to rehabilitate existing housing units to decrease the number of households at risk of facing loss of their home and being forced to join those already on waiting lists for affordable units. This recommendation points straight to the heart of RHGA's Critical Home Repair program. Led by our Project Manager, RHGA directly addresses this need to support low-income households in completing necessary repairs to create and maintain a healthy and safe living environment. Our Board-approved project list runs at 40-60 homes with an average of 3 new applications/week.

**GRANT DETAILS:**

**Based on how you measure your organization’s impact, please share with us the magnitude of your work.**

To monitor that we are effectively meeting our mission and to measure the impact of our critical home repair program we track unduplicated counts of individuals and homes served. In FY24, within 67 homes:

Number of low-income individuals (LII) who have improved health and safety due to home repair and accessibility improvements (135 individuals)

Number of LII with improved energy efficiency and/or energy burden reduction in their homes (45 Individuals)

Number of individuals with disabilities living in a home they can safely access (72 individuals)

Number of LII with improved financial stability due to cost-free CHRs (135 individuals)

Number of elderly (60+) LII able to continue living safely in their home (59 individuals)

These outcomes would not have been possible without the skillful leadership of our Project Manager, Jeff Kiser, hired in March 2023. Under his guidance, 161 unique volunteers contributed 3121 hours in support for RHGA mission.

**What is the approximate percentage of your organization’s work that benefits the communities of Staunton, Waynesboro, and/or the counties of Augusta, Highland and Nelson?**

100

**Please share your organization’s goals and objectives for 2025, or if you prefer, your long-range goals and objectives.**

Critical Home Repairs program will serve 120-140 individuals residing in 50-60 homes.

Succession and Strategic Planning: In January 2024, the RHGA hired a consultant, George Neighbors of x-Roads Advisory, to lead the Board in a year long organizational assessment and development process. Being a small, hands-on board of a volunteer-based organization, strengthening the capacity and agency of the Board is an imperative for sustainability. To move intentionally in that direction, a Board retreat in January identified four focus areas:

- Board Meetings: to improve board meeting efficiency to allow more generative and strategic discussions to bolster organizational sustainability and impact
- Board Development: to evaluate board functioning, identify gaps in membership and leadership, increase diversity, and develop board knowledge and capacity to assume a more appropriate role in organizational governance.
- Volunteer Engagement: a multi-focal approach for strengthening our volunteer workforce which is critical to the achievement of our mission.

- Fundraising: to increase Board and volunteer competency and confidence in various aspects of donor recruitment and retention. Work groups are meeting to develop specific goals, timelines and responsibilities.

Significant progress has been made in each area to create the foundation for formulating our 2026-30 Strategic Plan.

**To the extent that other nonprofit organizations and agencies provide services in our region that are similar to your services, please share how you coordinate and/or differentiate your services.**

RHGA Executive Director met with the SAW Habitat for Humanity (SAWHFH) staff and Board Chair last summer to discuss the impact of SAWHFH organizational changes, including a hold on critical home repairs.

RHGA agreed to receive SAWHFH homeowner and volunteer referrals while SAWHFH agreed to provide RHGA with access to the ReStore inventory for building materials at no cost. This has enabled us to save significant dollars on doors, windows, shower pans, sinks and cabinets for our homeowners.

We have met with several church and civic groups who express interest in similar home repair outreach activities, and recognize the benefits of teaming with RHGA to provide infrastructure and support. Rugged Hands at The Bridge Church has an established home repair program largely serving congregational elderly.

RHGA provides information and referral to inquiries from homeowners in surrounding counties to similar agencies, such as Rockbridge County HFH and Nelson County Community Development Fund.

**If your organization received a 2024 Community Grant, what was the impact of that grant on how your organization serves the community?**

RHGA received a three-year Community Grant in 2022. These funds were directly applied to purchasing home repair materials and supplies. The assurance of ongoing funding over the three-year span contributed to the growth in the number of individuals served.

	FY22	FY23	FY24
Individuals Served	95	117	135

**Tell us a story that best illustrates the impact your organization has on our community.**

Renewing Homes received an urgent request in April 2023 to help an elderly couple who had been forced out of their rental home of 18 years. Fortunately, they had friends who assisted them in purchasing a double-wide mobile home in Greenville. But this home was barely a roof over their heads.

- No electricity, plumbing, septic, or heating/cooling.
- Leaking roof, no insulation, holes in the floor, missing windows and doors.
- No interior walls, cabinets, or plumbing and electric fixtures.

This was not our typical Critical Home Repair project! We met with Debbie and Arthur to start taking stock of the work that would be needed to get them Safe, Warm and Dry (see photo#1 below). This was quite a list! But they had already taken action to get permits, collect salvaged building supplies, and had a strong faith that everything would work out. We would need a huge commitment from donors and volunteer workers to make this happen while still serving all our other approved families. Special thanks to the Community Foundation of Central Blue Ridge and Becky Kohler (former CEO of CFCBR) for their support in this fundraising effort, which raised \$23,785 of which \$22,500 has been spent on the below repairs.

Immediate needs met:

- Porta-John rental
- SVEC Meter Install & Connection
- Electric panel installed and inspection passed
- Outbuilding purchased to store household items during work
- Dumpster rental for demolition debris

Volunteers crews from multiple churches, universities, and mission groups assembled to:

- Replace the roof
- Clear belongings from inside to the outbuilding
- Remove damaged ceiling & insulation
- Build safe porches & steps at 3 entrances
- Replace the doors and locks
- Install metal skirting around trailer perimeter
- Install windows
- Clean & disinfect water cistern
- Connect water and septic systems for indoor plumbing
- Run wiring throughout
- Install water heater, stove, dishwasher, washer and dryer
- Insulate entire home ceilings and walls
- Complete the bedroom and bathroom (walls, ceilings, floors and bath fixtures); the kitchen and living room work continues.

Habitat for Humanity RESTORE opened their doors and donated "Whatever You Need":

- Patio door
- Sinks
- Shower pan
- Interior Doors
- Siding

This couple has worked alongside RHGA throughout to recruit family and friends to join in our work efforts. Despite both encountering serious health concerns over the past year, they have participated, to the best of their abilities, in preparing the home for volunteer crews, locating secondhand appliances and cabinets, and performing some of the work themselves. They have managed to acquire two pellet stoves and have reliable heating this winter. While this project far exceeds the scope of our typical outreach it demonstrates what a community can do to when it pulls together to create housing stability and prevent homelessness. We appreciate the support of CFCBR in raising awareness about RHGA's mission, and this particular project, during the first SAW Housing Summit. From that grew an acknowledgement, at the regional level, of the critical role that rehabilitating existing housing units must play in an overall Affordable Housing Strategy.

### **GRANT REQUEST**

**Are you requesting a single-year grant or three-year grant commitment?**

Three-year Community Grant commitment (2025-2027)

**What is the annual amount of the three-year grant you are requesting?**

\$ 8,000

**Do you wish to use this grant for General Operating purposes or a specific program or capital expenditure?**

General Operating purposes (no restrictions on its use)

**If your organization is awarded a 2025 Community Grant that is only a partial amount of the total funds you have requested from the Foundation this year, how will this impact your intended use of the funds?**

Our FY25 budget has over \$160,000 allocated to the purchase of home repair materials and services. CFCBR funding at any level would be applied to this direct program services costs (not to administrative overhead) such as: purchase of building materials, tools and supplies. For projects involving volunteer groups, we would use these funds to rent a portable toilet. RHGA has multiple approved projects ongoing at all times. Project scheduling and completion is on a rolling basis based upon the alignment of volunteer crew availability, urgency of repairs based upon household health and safety concerns, and funds available for purchasing the necessary materials. If our request is not fully funded, the RHGA Critical Home Repair program will continue at the rate supported by available resources. RHGA appreciates the commitment made by CFCBR to be an organizing force in our area's efforts to identify and address the many issues surrounding housing insecurity. We will be grateful for your support again this year as we partner to create housing stability and safety among those who require help to remain in their homes.

**Optional: Is there anything else you would like for us to understand about your organization, or how you would use a 2025 Community Grant that you have not yet covered in this application?**

We appreciate the support from CFCBR over the years and hope that we have demonstrated our good stewardship of your funding. Thank you for your consideration of our request this year.

## **FINANCIAL INFORMATION**

**What is your total operating budget for your current fiscal year?**

\$ 255,050

**Optional Budget Narrative: Is there anything about your organization’s budget that you would like for us to know?**

Grant Income: Reimbursement grant funding from the Cities of Staunton and Waynesboro (for the first time) is available for RHGA to access after we have paid licensed contractor invoices for services that are critical home repairs but are beyond the scope of volunteers. We must have adequate bank balances to pay these contractors then submit documentation for reimbursement. These CDBG funds are not currently available for Augusta County homes. We do assist homeowners in the County apply for USDA Rural Development repair grants. These however are only available to elderly or disabled and are capped at \$10k which may not be adequate to cover a metal roof replacement. We also refer homeowners to Community Housing Partners, the local provider for Dept of Housing and Community Development Essential Home and Accessibility Repair Program (EHARP) funds. For homes with significant costly needs, it is often necessary to blend funding from various sources. As is true for other local nonprofits, we have been impacted by the closing of the SAW United Way office. The final quarter of grant payments were not received last year, and United Way funding was not available for the current budget year. This is \$10k that must be made up in other funding. Last FY, we were recipients of an unexpected grant of \$60k from Navigate Gives Back. Although, we did not receive funding from them this year, last year's funding enabled us to grow our reserve funds. The Board voted to invest \$30K of this reserve in a Schwab account of 3-month T-bills which are accessible without penalty if needed.

Fundraising: The FY24 Year End report Fundraising Event income line includes a late deposit of \$7k from the 2023 bike event fundraiser, so actual FY24 event income is reduced by that amount. One of our Board members offered to spearhead a new fundraising event to reach a different segment of potential donors than those supporting our annual bike event fundraiser. Her efforts yielded nearly \$7500 of new fundraising revenue. The Board is supporting a repeat of the Mardi Gras Gala this coming March, in addition to the 10th Lee Warren Queen City Century in June.

Donor Management: RHGA has continued to subscribe to the Network for Good donor management system that we were introduced to via a Jump Start grant subsidized by CFCBR in 2022. Online donations via this platform increased from 43 online gifts at just over \$6k in FY23 to 112 online gifts for \$14k in FY24. The Board voted to continue the paid subscription of \$2400

based on a positive return on investment and more nimble access to and communication with donors and volunteers. This platform also enable event ticket sales.

Payroll expenses: The Board agreed to ED recommendation to report the Project Manager wages separately from the ED wages as his hours are 100% attributable to direct program expenses. The Board also voted to increase the Project Manager's payrate by 25% at his 1-yr anniversary as acknowledgement of the value he brings to our organization and outcomes.

**Optional: If applicable, is there anything about your program or capital expenditure budget that you would like for us to know?**



December 10, 2024

Mr. Dan Layman  
President and CEO  
Community Foundation of the Central Blue Ridge  
PO Box 815  
Staunton, Virginia 24402

Dear Mr. Layman,

I would like to express my hearty support of Renewing Homes of Greater Augusta (RHGA)'s application for the Community Foundation of the Central Blue Ridge's 2025 Community Grant Program. The mission of RHGA is to accomplish, at no cost to the homeowner, critical home repairs and modifications for low-income elderly, disabled, and disadvantaged homeowners. This organization provides the critical repairs and modifications that give vulnerable members of our community homes that are sounder, safer, and more accessible. RHGA enables many individuals and families in the Staunton-Augusta-Waynesboro area not only to stay in their homes but to improve their health and quality of life.

When repairs are made by RHGA to someone's house, the benefits impact the whole family living there, not just the person who owns the property. Having a sounder, safer, and more accessible home provides all members of the family the opportunity to become more resilient as individuals, and together as a family unit. The work of RHGA, provides members of our community the opportunity to be healthier physically and mentally by providing reliable, consistent shelter. A common phrase I often hear these days states, "Housing is Healthcare". RHGA is providing needed healthcare services.

RHGA is a worthwhile organization providing essential services for some of the most vulnerable members of our community. Thank you for your consideration of their funding request.

Sincerely,

A handwritten signature in blue ink that reads "Rebecca Joyce".

Rebecca Joyce  
Housing Planner and Grants Coordinator



PO Box 3188, Staunton, VA 24402-3188 Office: 818 Greenville Ave., Staunton 540-490-4204 sawhfh.org

August 27<sup>th</sup>, 2024

Dear Sharon Coplai:

Staunton Augusta Waynesboro Habitat for Humanity (SAW HFH) currently does not have the time, manpower or funds to do critical home repairs (CHR) for low-income homeowners in our area.

For the past year or so we have partnered with Renewing Homes by referring requests to them and supplying needed materials from our Restore free of charge for the projects.

We recognize the need to keep elderly or disabled people in their homes and not add to the housing shortage and care expenses. We hope to continue this relationship as your goals are similar to ours—to provide safe, healthy and affordable housing to our neighbors.

We at SAW HFH are proud to be a resource and support of the Renewing Homes mission. Please continue to let us assist you as we are able.

Sincerely,

A handwritten signature in cursive script that reads "Jennie Hill".

Jennie Hill  
SAW HFH Board Secretary  
540-649-2227

cc: SAW Habitat Board of Directors



Renewing Homes of Greater Augusta

FY24 Budget Report--1 July 2023 through 30 June 2024

Revenue		
Income	Budget	Actual FY24
Non Grant Gifts (Indiv, BOD, Bus, Church, Civic, Univ, Trusts)	46,800.00	73,239.22
Government Grants (CAPSAW)	20,000.00	20,000.00
Non-Govt Grants (CFCBR, Karis, SVEC, Trinity Cares, Houff, SFFBF, AH)	36,400.00	32,712.05
<b>Reimbursement Grants (VPAS, CDBG)</b>	70,000.00	52,214.59
Navigate Housing (Cal yr grant)	30,000.00	30,000.00
Workplace Giving (UWGA)	10,000.00	6,666.64
Fundraising Events	7,000.00	25,681.65
Investment Income (interest)	45.00	29.56
Misc (incl. refunds of purchase, product sales)	100.00	229.00

Inkind Donation 2,000.00

<b>TOTAL INCOME</b>	<b>\$ 220,345.00</b>	<b>\$ 240,772.71</b>
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Expenses		
Personnel (p/t ED & PM)	Budget	Actual FY24
Salary Expenses	60,075.00	40,643.17
Payroll Tax	12,616.00	14,003.06
<b>Direct Expenses</b>		
Audit/Financial Services/Consultants	1,500.00	6,305.00
Insurance	4,400.00	4,352.00
Project Related Supplies/Materials/Mileage	153,709.00	112,599.38
I-HOPE Project Materials, Supplies	10,000.00	6,203.34
Printing/Copying	500.00	
Postage, PO Box (145)	500.00	441.00
Fundraising (Other)	4,500.00	3,656.87
Miscellaneous (Other--Fees, Volr snacks/meals)	200.00	249.00
Trailer (Upkeep, prop tax)	45.00	32.42
Administrative (LGL, Wix, QB, SM)	1,800.00	1,564.44
Staff Training	25.22	335.00

<b>TOTAL EXPENSES</b>	<b>\$ 249,870.22</b>	<b>\$ 190,384.68</b>
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P&L \$ 50,388.03

## **Salvation Army (The) - Staunton**

Staunton

### **ORGANIZATION INFORMATION:**

**Founded in:** 1912

#### **Mission:**

The Salvation Army, an international movement, is an evangelical part of the universal Christian church. Its message is based on the Bible. Its ministry is motivated by the love of God. Its mission is to preach the gospel of Jesus Christ and to meet human needs in His name without discrimination.

#### **Primary activities and programs:**

The Salvation Army in Staunton provides important social services in order to accomplish its mission. The Emergency Social Services Program provides emergency financial assistance in times of crisis. The assistance includes help with food, clothes, rent, and utilities. As needs in the community change, The Salvation Army tries to meet those as well. Many families are just able to make ends meet when there is a sudden unexpected expense such as illness or loss of a job. The Pathway of Hope Program is an initiative meant to help families break the cycle of intergenerational poverty by addressing the root causes of poverty. Clients may participate in the intensive program for up to two years. There are also seasonal programs which assist with back to school expenses and Christmas programs that assist families with toys, clothes, and food. There are year-round youth programs at The Salvation Army in Staunton which include music and character building classes. During the summer, The Salvation Army hosts a residential summer camp for children who could not normally afford such an experience. This camp also includes a 6-week music conservatory for young people who show a deep interest in playing a brass or percussion instrument.

#### **Community need(s) your organization exists to address:**

According to US Census data, 12.6% of Staunton's population lives in poverty, slightly above the national average. Many of those in this population work, but do not make enough to make ends meet, so they are forced to seek help from The Salvation Army. The Salvation Army exists to meet basic human needs. The Salvation Army Emergency Social Services Program in Staunton strives to meet its mission of serving those in need without discrimination by providing rental assistance, utility assistance, food, clothing, support, counseling, and referrals every day. Helping families maintain their water and power services brings light in more ways than one. Given the added financial burdens that holidays and the changing seasons can bring, The Salvation Army seeks to help struggling families maintain basic amenities. The Salvation Army helps struggling families keep food on their table. Hungry people are also welcome to take advantage of the food pantry in Staunton. The program provides vouchers for free items to qualifying families in need of clothes and furniture to the Army's Thrift Store.

**GRANT DETAILS:**

**Based on how you measure your organization’s impact, please share with us the magnitude of your work.**

The Salvation Army in Staunton provides important basic services to individuals and families in need. In 2024, we assisted a total of 2,459 unduplicated men, women, and children through the Emergency Social Services Program, 256 families received rental assistance, 173 families received assistance with utility payments, and 2,114 households utilized our food pantry to obtain groceries. Additionally, we provided nearly 200 qualifying families with Christmas assistance in December 2024.

**What is the approximate percentage of your organization’s work that benefits the communities of Staunton, Waynesboro, and/or the counties of Augusta, Highland and Nelson?**

One hundred percent of the programs of The Salvation Army of Staunton benefit residents of the City of Staunton and western Augusta County.

**Please share your organization’s goals and objectives for 2025, or if you prefer, your long-range goals and objectives.**

In 2025, the goal of The Salvation Army in Staunton is to partner with other agencies to make sure the needs of the community members are met. We want to increase the number of local families we assist with rent and food.

Additionally, we continue to have the same goals as last year.

1. Prevent eviction and/or utility disconnection so that families can remain safely housed.
2. Serve more people in need and document that service.

**To the extent that other nonprofit organizations and agencies provide services in our region that are similar to your services, please share how you coordinate and/or differentiate your services.**

The Salvation Army in Staunton regularly collaborates with SACRA to make sure families are provided as much help as possible. When a client needs more financial assistance that the Army can provide, the case worker contacts SACRA or provides a referral. SACRA does the same thing with us. We also collaborate with The Salvation Army in Waynesboro to make sure clients in both areas are served.

**If your organization received a 2024 Community Grant, what was the impact of that grant on how your organization serves the community?**

The Salvation Army received a grant award of \$6000 in 2024. The entire \$6,000 was spent on rent assistance and utility assistance. Assistance was provided to qualifying women with children. Those qualifying families must always show eviction notices or utility cutoff notices.

**Tell us a story that best illustrates the impact your organization has on our community.**

The Salvation Army case worker had a single female with children come into the office in need of rental assistance. She had a 5-day notice to quit. The balance due was \$700.00. Due to loss of employment, the client only had \$100.00 to put towards the rent. We assisted her with \$300.00 using Community Foundation funds and contacted SACRA who also assisted her with \$300.00. With both agencies working together, we were able to avoid the eviction and the client was able to obtain new employment.

**GRANT REQUEST**

**Are you requesting a single-year grant or three-year grant commitment?**

2025 Community Grant (single-year grant)

**What is the single-year grant amount you are requesting?**

\$ 7,500

**Do you wish to use this grant for General Operating purposes or a specific program or capital expenditure?**

A specific program or capital expenditure

**If applicable, please describe the specific program or capital expenditure for which you are seeking support and why it is important to our community.**

The Salvation Army respectfully requests funding to be used for direct assistance with clients. This would include rent and utility assistance. In order for families to receive rent or utility assistance, they must have an eviction notice or cutoff notice. Once the notice is verified, payment is made directly to the landlord or utility company, on behalf of the family.

**If applicable, what is this program or capital expenditure's total budget?**

Emergency Social Services Program Budget - \$407, 839

**If your organization is awarded a 2025 Community Grant that is only a partial amount of the total funds you have requested from the Foundation this year, how will this impact your intended use of the funds?**

The Salvation Army is grateful for any amount of funding awarded through the Community Grant Program. Because the funding would provide direct assistance, partial funding will limit the number of families who can be helped with rent or utility assistance.

**Optional: Is there anything else you would like for us to understand about your organization, or how you would use a 2025 Community Grant that you have not yet covered in this application?**

Our partnership with the Community Foundation of the Central Blue Ridge is very important to us and we appreciate all past support. We share the belief that we should help as many vulnerable families as possible. We are currently working with other local agencies to make sure children in need continue to receive important child care and feeding program services. We will have more details later in 2025.

## **FINANCIAL INFORMATION**

**What is your total operating budget for your current fiscal year?**

\$

**Optional Budget Narrative: Is there anything about your organization's budget that you would like for us to know?**

Please focus on Column - Proposed budget 09/30/2025

Income: The Salvation Army's main sources of income are donations from individuals, foundations, and corporations, with direct marketing being our main form of fundraising.

Expenses: Most expenses are self-explanatory.

Line 9692 - Support Service is an expense paid to our Divisional Headquarters for Regional Fundraising Staff, Regional Accounting Services, Legal Services, and other supportive services provided to the local unit.

**Optional: If applicable, is there anything about your program or capital expenditure budget that you would like for us to know?**

We are requesting funds from CFCBR that would be designated to Specific Assistance to individuals.

**STAUNTON Corps**  
**2025 Annual Budget Proposal**

**Summary by Object Code**

		Actuals	Actuals	Actuals	Approved	Proposed	Proposed Budget vs	
		09/30/2021	09/30/2022	09/30/2023	Budget 09/30/2024	Budget 09/30/2025	Actuals 09/30/2023 \$ Change	% Change
4001	Donations - General (Local Deposit)	119,123	228,849	91,434	151,000	100,000	8,566	9%
4002	Donations - Appeals	266,719	206,125	206,309	220,000	208,400	2,091	1%
4003	Meeting Collections	2,740	4,953	4,016	4,500	4,200	184	5%
4004	Cartridges	15,370	16,966	11,434	16,000	11,800	366	3%
4005	World Services	3,862	4,361	3,655	4,500	4,100	445	12%
4012	Restricted Donations - Not Exempt (Local Deposit)	111,774	117,577	104,017	87,500	104,700	683	1%
4050	Gifts in Kind - Exempt	249,963	615,999	272,938	669,962	175,000	(97,938)	(36%)
4055	Contributed Services	15,000	0	0	0	0	0	0%
4201	Special Fund Raising Events	549	0	0	700	0	0	0%
4601	Family Store Appropriation-Welfare Orders	13,433	7,487	45,247	7,000	36,000	(9,247)	(20%)
4610	Grants from DHQ to Local Unit - Exempt	20,000	16,000	0	0	0	0	0%
4627	Appeals Appropriation - Exempt	0	0	675	0	0	(675)	(100%)
4628	Reserves Transfers from THQ - Not Exempt	127,974	676,484	766,010	511,696	625,000	(141,010)	(18%)
4677	THQ Grants to Local Units - Exempt	1,000	1,821	200	0	0	(200)	(100%)
4701	United Way Income	1,250	0	0	1,000	0	0	0%
5001	Government Grants/Fees - Not Exempt	63,405	41,541	9,849	28,000	10,000	151	2%
6001	Membership Dues	273	284	3	250	250	247	8233%
6201	Program Service Fees - Not Exempt	145	50	0	50	0	0	0%
6402	Corps Sales (Rummage)	0	0	0	0	0	0	0%
6801	Interest Income	(44)	13	14	0	20	6	47%
6901	Sundry Income	0	49	0	0	0	0	0%
	<b>Total Income</b>	<b>1,012,535</b>	<b>1,938,559</b>	<b>1,515,799</b>	<b>1,702,158</b>	<b>1,279,470</b>	<b>(236,329)</b>	<b>(16%)</b>
7001	Officers Allowance and Grants	70,354	76,543	92,829	40,256	35,286	(57,543)	(62%)
7002	Salaries - Exempt Employees	0	820	43,267	53,187	55,825	12,558	29%
7003	Salaries - Non-exempt Employees	109,047	106,306	132,891	146,392	158,942	26,051	20%
7004	Salaries - Temporary/Seasonal Employees	4,562	5,703	7,087	15,360	68,400	61,313	865%
7006	Officer Tax Grants	0	0	0	0	9,000	9,000	100%
7101	Officers' Life/Accident Insurance	220	220	220	236	222	2	1%
7102	Employee Life/Accident Insurance	216	216	144	312	219	75	52%
7103	Employee Medical Insurance Premiums	37,330	36,587	22,093	55,440	52,184	30,091	136%
7104	Pension - Employees	2,469	2,211	5,408	5,327	1,500	(3,908)	(72%)
7105	Employee Retirement Contribution SA Match	3,460	3,379	2,977	5,327	12,745	9,768	328%
7108	Officers' Health Care Provision Assessments	20,736	21,336	21,960	19,104	19,308	(2,652)	(12%)
7109	Officers' Retirement Assessments	8,280	8,520	8,760	9,198	9,294	534	6%
7112	Employee Disability Insurance	180	180	60	130	185	125	208%
7201	FICA - Salvation Army Portion	6,485	6,413	12,994	16,545	16,418	3,424	26%
7203	Workers' Compensation Insurance	1,708	1,676	1,337	4,002	524	(813)	(61%)
8001	Professional Fees	7,432	1,540	7,129	4,200	8,000	871	12%
8008	Audit Fees	389	403	419	500	0	(419)	(100%)
8009	Data Processing Fees (Accounting, Payroll)	1,388	708	2,354	710	2,800	446	19%
8101	Medical Supplies	0	0	0	0	0	0	0%
8102	Uniforms	2,099	6,015	3,350	5,800	2,000	(1,350)	(40%)
8103	Educational, Recreational, and Craft Supplies	5,281	9,783	9,228	14,239	13,000	3,772	41%
8104	Food and Beverages	2,759	4,932	5,128	6,250	12,250	7,122	139%
8105	Laundry, Linen and Housekeeping Supplies	141	687	725	700	0	(725)	(100%)
8106	Office Supplies	2,132	2,275	4,999	2,300	7,550	2,551	51%
8107	Duplicating and Printing Supplies	378	558	507	650	750	243	48%
8110	Kitchen, Dining Room Supplies	592	1,573	2,000	1,650	2,500	500	25%
8115	Fidelity Bond Insurance	0	0	39	0	247	208	527%
8120	Bank Fees	346	253	299	350	535	236	79%
8121	Credit Card Fees	1,183	1,074	476	1,150	0	(476)	(100%)
8201	Office Telephones	1,728	2,119	2,335	2,000	1,900	(435)	(19%)
8202	Cell Phone Charges	1,371	1,325	742	700	700	(42)	(6%)
8206	Internet Charges	2,963	2,753	1,835	2,500	2,500	665	36%
8301	Postage and Parcel Post	6,674	7,464	7,650	6,100	10,220	2,570	34%
8303	Messenger and Delivery Services	199	447	455	500	1,575	1,120	246%
8401	Facility Rent	1,700	0	0	2,500	0	0	0%
8403	Building and Equipment Insurance	6,846	6,947	7,609	5,661	17,041	9,432	124%
8405	Utilities - Electric	13,568	12,987	13,638	14,150	16,000	2,362	17%
8409	Property Upkeep and Repairs	20,318	50,976	202,576	17,881	23,800	(178,776)	(88%)
8410	Real Estate Taxes	57	57	0	0	300	300	100%
8411	General Liability Insurance	0	0	465	0	12,486	12,021	2584%
8413	Janitorial Supplies	1,800	3,087	1,736	3,150	3,650	1,914	110%
8501	Rentals of Furnishings and Equipment	1,836	2,361	3,190	1,836	4,250	1,060	33%
8502	Repairs and Maintenance - Furnishings and Equipment	175	2,697	79	0	770	691	874%
8503	Purchases of Non-Computer Furnishings and Equipment	10,790	44,957	22,226	5,910	9,300	(12,926)	(58%)
8505	Software, License Fees, and Intellectual Property	1,640	2,486	2,482	5,000	4,500	2,018	81%
8601	Printing and Other Media Preparation	24,953	27,057	27,503	28,200	39,650	12,147	44%
8606	Subscriptions	0	119	0	200	0	0	0%
8607	Non War Cry Publications Expense - Not Exempt	831	755	706	1,000	800	95	13%

**STAUNTON Corps**  
**2025 Annual Budget Proposal**

**Summary by Object Code**

		Actuals	Actuals	Actuals	Approved	Proposed	Proposed Budget vs	
		09/30/2021	09/30/2022	09/30/2023	Budget 09/30/2024	Budget 09/30/2025	Actuals 09/30/2023	
							\$ Change	% Change
8608	Advertising and Public Information Charges	15,486	100	(100)	6,800	0	100	100%
8701	Other Transportation and Meals	4,799	10,709	15,658	11,885	20,600	4,942	32%
8702	Salvation Army Vehicles - Fuel	12,759	20,869	11,481	11,000	32,005	20,524	179%
8704	Salvation Army Vehicles - Insurance	5,854	7,221	7,585	10,676	10,000	2,415	32%
8706	Leased Vehicles - Operating Costs	0	0	0	0	600	600	100%
8801	Conference Attendance	3,511	6,629	7,117	7,200	20,000	12,883	181%
8802	Out-of-Town Travel	468	1,342	2,257	1,550	0	(2,257)	(100%)
8906	Specific Assistance to Individuals	127,269	239,060	307,063	287,697	68,636	(238,427)	(78%)
8907	Specific Assistance to Individuals GIK	75,263	86,845	164,123	91,712	118,055	(46,068)	(28%)
8916	Specific Assistance - Seasonal/Disaster	35,472	38,210	45,347	45,000	76,000	30,653	68%
8917	Specific Assistance - Seasonal/Disaster GIK	174,700	535,140	145,000	530,000	104,450	(40,550)	(28%)
8920	Statewide and Interstate Payments Individual	13,985	25,616	23,692	20,134	23,500	(192)	(1%)
9001	Organization Dues	1,585	1,270	2,738	2,100	1,300	(1,438)	(53%)
9103	Scholarship Grants/Tuition Payments	0	0	0	0	0	0	0%
9104	Scholarship Grants/Tuition Payments for Officers	0	1,088	1,143	1,000	0	(1,143)	(100%)
9111	Christmas Remembrances	899	742	1,829	1,200	600	(1,229)	(67%)
9402	World Service - Goal	13,900	16,444	16,659	18,500	19,000	2,341	14%
9601	Family Store Appropriation-Welfare Orders	8,433	4,500	71,915	0	28,000	(43,915)	(61%)
9638	Intra Company Grants from Other Field Units - Exempt	12,500	16,542	13,458	17,000	2,000	(11,458)	(85%)
9692	Support Service	68,525	125,519	116,093	98,656	102,848	(13,245)	(11%)
9704	Furnishings and Equipment Depreciation	8,816	3,352	7,605	18,445	12,750	5,145	68%
	<b>Total Expense</b>	<b>970,841</b>	<b>1,609,705</b>	<b>1,644,570</b>	<b>1,687,158</b>	<b>1,279,470</b>	<b>(365,100)</b>	<b>(22%)</b>
	<b>Surplus/(Deficit)</b>	<b>41,693</b>	<b>328,854</b>	<b>(128,771)</b>	<b>15,000</b>	<b>0</b>	<b>128,771</b>	<b>100%</b>

**Staunton, Potomac Corps**  
**2024 Annual Budget Proposal - Printed: 10/27/23 09:48**  
**Full Account Detail**

	Account Number	Proposed Budget 09/30/2024
<b>Income Accounts</b>		
Donations - General (Local Deposit)	4001	151,000.00
Donations - Appeals	4002	220,000.00
Meeting Collections	4003	4,500.00
Cartridges	4004	16,000.00
World Services	4005	4,500.00
Restricted Donations - Not Exempt (Local Deposit)	4012	87,500.00
Gifts in Kind - Exempt	4050	669,962.00
Special Fund Raising Events	4201	700.00
Family Store Appropriation-Welfare Orders	4601	7,000.00
Reserves Transfers from THQ - Not Exempt	4628	511,696.00
Income From UW Unassociated Organizations	4701	1,000.00
Government Grants/Fees - Not Exempt	5001	28,000.00
Membership Dues	6001	250.00
Program Service Fees - Not Exempt	6201	50.00
<b>Total Income</b>		<b>1,702,158.00</b>

<b>Expense Accounts</b>		
Officers Allowance and Grants	7001	40,256.00
Salaries - Exempt Employees	7002	53,187.00
Salaries - Non-exempt Employees	7003	146,392.00
Salaries - Temporary/Seasonal Employees	7004	15,360.00
Officers' Life/Accident Insurance	7101	236.00
Employee Life/Accident Insurance	7102	312.00
Employee Medical Insurance Premiums	7103	55,440.00
Pension - Employees	7104	5,287.00
Employee Retirement Contribution SA Match	7105	5,287.00
Officers' Health Care Provision Assessments	7108	19,104.00
Officers' Retirement Assessments	7109	9,198.00
Employee Disability Insurance	7112	130.00
FICA - Salvation Army Portion	7201	16,443.00
Workers' Compensation Insurance	7203	3,981.00
Professional Fees	8001	4,200.00
Audit Fees	8008	500.00
Data Processing Fees (Accounting, Payroll)	8009	710.00
Medical Supplies	8101	100.00
Uniforms	8102	5,800.00
Educational, Recreational, and Craft Supplies	8103	14,342.00

Food and Beverages	8104	6,250.00
Laundry, Linen and Housekeeping Supplies	8105	700.00
Office Supplies	8106	2,300.00
Duplicating and Printing Supplies	8107	650.00
Kitchen, Dining Room Supplies	8110	1,650.00
Bank Fees	8120	350.00
Credit Card Fees	8121	1,150.00
Office Telephones	8201	2,000.00
Cell Phone Expense	8202	700.00
Internet Charges	8206	2,500.00
Postage and Parcel Post	8301	6,100.00
Messenger and Delivery Services	8303	500.00
Facility Rent	8401	2,500.00
Building and Equipment Insurance	8403	5,661.00
Utilities - Electric	8405	14,150.00
Property Upkeep and Repairs	8409	17,881.00
Janitorial Supplies	8413	3,150.00
Rentals of Furnishings and Equipment	8501	1,836.00
Purchases of Non-Computer Furnishings and Equipment	8503	5,910.00
Software, License Fees, and Intellectual Property	8505	5,000.00
Printing and Other Media Preparation	8601	29,200.00
Subscriptions	8606	200.00
Non War Cry Publications Expense - Not Exempt	8607	1,000.00
Advertising and Public Information Charges	8608	6,800.00
Local Meals	8701	11,885.00
Salvation Army Vehicles - Fuel	8702	11,000.00
Salvation Army Vehicles - Insurance	8704	10,676.00
Conference Attendance	8801	7,200.00
Out-of-Town Travel	8802	1,550.00
Specific Assistance to Individuals	8906	301,697.00
Specific Assistance to Individuals GIK	8907	91,712.00
Specific Assistance - Seasonal/Disaster	8916	45,000.00
Specific Assistance - Seasonal/Disaster GIK	8917	530,000.00
Statewide and Interstate Payments Individual	8920	20,134.00
Organization Dues	9001	2,100.00
Scholarship Grants/Tuition Payments for Officers	9104	1,000.00
Christmas Remembrances	9111	1,200.00
World Services - Goal	9402	18,500.00
Intra Company Grants from Other Field Units - Exempt	9638	17,000.00
Support Service to Headquarters	9692	98,656.00
Furnishings and Equipment Depreciation	9704	18,445.00
<b>Total Expenses</b>		<b>1,702,158.00</b>
<b>Surplus/(Deficit)</b>		<b>-</b>

**STAUNTON Corps**  
**2025 Annual Budget Proposal**

**Summary by Account Filter - ???-7??-0000-?????**

		Actuals	Actuals	Actuals	Approved	Proposed	Proposed Budget vs	
		09/30/2021	09/30/2022	09/30/2023	Budget 09/30/2024	Budget 09/30/2025	Actuals 09/30/2023	% Change
4001	Donations - General (Local Deposit)	0	0	0	0	0	0	0%
4012	Restricted Donations - Not Exempt (Local Deposit)	107,221	109,818	102,817	82,000	103,500	683	1%
4050	Gifts in Kind - Exempt	249,963	613,884	272,938	666,962	175,000	(97,938)	(36%)
4055	Contributed Services	15,000	0	0	0	0	0	0%
4601	Family Store Appropriation-Welfare Orders	0	5,987	36,376	5,500	36,000	(376)	(1%)
4610	Grants from DHQ to Local Unit - Exempt	20,000	16,000	0	0	0	0	0%
4627	Appeals Appropriation - Exempt	0	0	675	0	0	(675)	(100%)
4701	United Way Income	1,250	0	0	1,000	0	0	0%
5001	Government Grants/Fees - Not Exempt	63,405	41,541	9,849	28,000	10,000	151	2%
	<b>Total Income</b>	<b>456,839</b>	<b>787,229</b>	<b>422,654</b>	<b>783,462</b>	<b>324,500</b>	<b>(98,154)</b>	<b>(23%)</b>
7002	Salaries - Exempt Employees	0	0	1,799	0	0	(1,799)	(100%)
7003	Salaries - Non-exempt Employees	593	(593)	14,078	0	0	(14,078)	(100%)
7004	Salaries - Temporary/Seasonal Employees	4,562	5,703	7,087	15,360	0	(7,087)	(100%)
7102	Employee Life/Accident Insurance	0	0	0	0	73	73	100%
7104	Pension - Employees	284	(122)	(162)	0	0	162	100%
7201	FICA - Salvation Army Portion	42	(42)	331	0	3,600	3,269	988%
8001	Professional Fees	70	114	0	200	0	0	0%
8009	Data Processing Fees (Accounting, Payroll)	0	0	177	0	0	(177)	(100%)
8102	Uniforms	76	0	0	100	0	0	0%
8103	Educational, Recreational, and Craft Supplies	70	0	597	500	3,000	2,403	403%
8104	Food and Beverages	216	42	117	150	2,000	1,883	1611%
8106	Office Supplies	566	174	1,009	300	2,000	992	98%
8107	Duplicating and Printing Supplies	38	0	0	50	0	0	0%
8120	Bank Fees	0	0	0	0	35	35	100%
8121	Credit Card Fees	0	0	36	0	0	(36)	(100%)
8201	Office Telephones	172	212	205	250	200	(5)	(3%)
8202	Cell Phone Charges	0	0	136	0	0	(136)	(100%)
8301	Postage and Parcel Post	366	659	136	650	10	(126)	(93%)
8303	Messenger and Delivery Services	0	0	0	0	100	100	100%
8401	Facility Rent	1,700	0	0	2,500	0	0	0%
8403	Building and Equipment Insurance	24	24	23	24	20	(3)	(12%)
8405	Utilities - Electric	864	854	1,016	900	1,000	(16)	(2%)
8409	Property Upkeep and Repairs	1,266	4,110	16,662	2,000	5,600	(11,062)	(66%)
8413	Janitorial Supplies	157	271	152	300	250	98	65%
8501	Rentals of Furnishings and Equipment	184	220	306	300	1,750	1,444	472%
8502	Repairs and Maintenance - Furnishings and Equipment	0	222	(8)	0	10	18	223%
8503	Purchases of Non-Computer Furnishings and Equipment	334	159	954	250	2,000	1,046	110%
8601	Printing and Other Media Preparation	269	365	426	400	500	74	17%
8608	Advertising and Public Information Charges	15,216	0	0	5,500	0	0	0%
8701	Other Transportation and Meals	443	1,357	1,236	1,935	500	(736)	(60%)
8702	Salvation Army Vehicles - Fuel	1,209	1,560	1,100	1,500	3,000	1,900	173%
8706	Leased Vehicles - Operating Costs	0	0	0	0	600	600	100%
8801	Conference Attendance	0	0	635	100	0	(635)	(100%)
8802	Out-of-Town Travel	0	0	4	0	0	(4)	(100%)
8906	Specific Assistance to Individuals	127,269	237,682	303,963	285,797	64,186	(239,777)	(79%)
8907	Specific Assistance to Individuals GIK	75,263	86,845	164,123	91,712	118,055	(46,068)	(28%)
8916	Specific Assistance - Seasonal/Disaster	35,472	38,210	45,347	45,000	75,000	29,653	65%
8917	Specific Assistance - Seasonal/Disaster GIK	174,700	535,140	145,000	530,000	104,450	(40,550)	(28%)
9001	Organization Dues	0	50	50	100	300	250	500%
9103	Scholarship Grants/Tuition Payments	0	0	0	0	0	0	0%
9111	Christmas Remembrances	790	742	1,710	1,000	600	(1,110)	(65%)
9402	World Service - Goal	12,900	13,261	14,659	13,500	19,000	4,341	30%
	<b>Total Expense</b>	<b>455,114</b>	<b>927,220</b>	<b>722,901</b>	<b>1,000,378</b>	<b>407,839</b>	<b>(315,062)</b>	<b>(44%)</b>
	<b>Surplus/(Deficit)</b>	<b>1,725</b>	<b>(139,991)</b>	<b>(300,247)</b>	<b>(216,916)</b>	<b>(83,339)</b>	<b>216,908</b>	<b>72%</b>

## Salvation Army (The) - Waynesboro

Waynesboro

### ORGANIZATION INFORMATION:

**Founded in:** 1936

**Mission:**

The Salvation Army, an international movement, is an evangelical part of the universal Christian Church. Its message is based on the Bible. Its ministry is motivated by the love of God. Its mission is to preach the gospel of Jesus Christ and to meet human needs in His name without discrimination.

**Primary activities and programs:**

The Salvation Army in Waynesboro provides important social services in order to accomplish its mission. Adherence is not necessary to receive services. The Emergency Social Services Program provides emergency financial assistance in times of crisis. The assistance includes help with rent, food, utilities, toiletries, and cleaning supplies. The Salvation Army in Waynesboro has a large food pantry and carries non-perishables and refrigerated items. A Feeding Program is held on Fridays for those in the community who may be homeless or in need of a warm meal. There are also seasonal programs which assist with back to school expenses and Christmas programs that assist families with toys, clothes, and food. During the summer, The Salvation Army hosts a residential summer camp for children who cannot normally afford such an experience. The camp is located in Richardsville, Virginia. For children with a genuine interest in music, there is also a six-week music conservatory located at Camp Rappahannock. We now offer financial education classes throughout the year thanks to a partnership with DuPont Community Credit Union. This classes include Financial Empowerment, Identity Theft, and The Psychology of Spending.

**Community need(s) your organization exists to address:**

According to local statistics, more than 3,500 Waynesboro residents (16%) live in poverty. Through our Emergency Social Services Program, assistance is provided for those with a verified family crisis or a drastic change in circumstances such as a loss of job, illness, incarceration, homelessness, or other crisis. The majority of those we serve are employed full-time or part-time, but need help when there are added or sudden expenses. Our professional case worker identifies barriers and evaluates the needs of each family. As the needs of community members change, The Salvation Army evolves to assist with those needs, but we are seeing vulnerable families with the most basic of needs -- food, shelter, water. Families must show proof of income and expenses and discuss barriers that keep them in poverty. With rent assistance, clients must have an eviction notice, with utilities, there must be a cutoff notice, before we can assist. Seasonal assistance is important to families who may be able to pay monthly bills, but need help when there are added expenses such as school supplies and holidays. We do not want families to have to choose what to pay for during these times.

**GRANT DETAILS:**

**Based on how you measure your organization's impact, please share with us the magnitude of your work.**

The Salvation Army provides monthly statistics to our headquarters in Alexandria, Virginia. During FY24, the Emergency Social Services program in Waynesboro provided financial assistance to 584 individuals. This assistance includes help with making rent, water, and utility payments. Forty-four families received rental assistance and 185 families received assistance with utility payments (electric, gas, or water). Additionally, 343 families received food orders, 65 families received personal hygiene kits, and 903 Pre-K and Kindergarten children received Homework Toolboxes at the beginning of the school year. Fifty-five families participated in our Financial Empowerment classes which were presented by DuPont Community Credit Union. Volunteers for the Friday Meals Program served 1,421 meals, averaging 27 meals each Friday. We provided Christmas assistance to 635 individuals, 374 children, and 35 seniors. This assistance included food, clothing, toys, and hygiene items.

**What is the approximate percentage of your organization's work that benefits the communities of Staunton, Waynesboro, and/or the counties of Augusta, Highland and Nelson?**

100% of our work benefits Waynesboro and East Augusta County

**Please share your organization's goals and objectives for 2025, or if you prefer, your long-range goals and objectives.**

Last year, the primary goal of our Emergency Social Services Program was to provide financial empowerment classes for all clients who visit us in need of seasonal assistance through our Angel Tree Program. The Salvation Army - Waynesboro partnered with DuPont Community Credit Union to offer these classes aimed at equipping individuals with the skills necessary to effectively manage daily finances and achieve greater financial success. There are two classes in the series - one that discusses Budgeting and Savings, the second that addresses managing credit. The two-class series will be offered every month through July and will be required for anyone applying to the Angel Tree Program. We are happy that we had 55 families participate in the classes. In 2025, our goal is to increase the number of families who participate in financial education classes. There are two new classes already scheduled: Identity Fraud and The Psychology of Spending. Additionally, we hope to increase funding to provide rent assistance and water payment assistance for more families. An exact percentage isn't easy to project because needs vary from family to family. Finally, our Advisory Board is in the process of updating The Salvation Army Organizational Strategic Plan.

**To the extent that other nonprofit organizations and agencies provide services in our region that are similar to your services, please share how you coordinate and/or differentiate your services.**

The Army has an extensive network with whom we work to provide essential services. Shenandoah Valley Social Services refers clients to The Salvation Army. We also receive

referrals through the Unite Us platform. We stay up to date with other agencies/services through the housing discussions that CAPSAW facilitates. Occasionally, we partner to cover larger utility bills. SACRA and HERO, both accept our referrals and both send referrals to us to help with rent and utility bills. We work with both the Waynesboro City and Augusta County school systems to make sure families in need receive assistance. The Salvation Army - Staunton refers clients to us and we do the same. We partner on activities to raise awareness of our programs and to raise funds for local projects. Additionally, CFCBR, Dominion Power Energy Share, Colombia Gas Dollar Energy, and CAPSAW have provided significant funding to help clients in the past.

**If your organization received a 2024 Community Grant, what was the impact of that grant on how your organization serves the community?**

In 2024, The Salvation Army of Waynesboro and Eastern Augusta County received \$6,000. One hundred percent of the funds provided were used to pay water bills for qualifying families. These families had to provide a water cutoff notice.

**Tell us a story that best illustrates the impact your organization has on our community.**

Thanks to CFCBR funding, the following story was relayed from the case worker: Client is a single woman who had raised her two children and is now living alone. She was doing well, working full time until Client recently took guardianship of her 3-year-old great-niece to keep her with family, and out of the foster care system. Due to childcare issues, Client has lost hours, which has caused her to fall behind with her water bill, putting her in disconnect status. With no one to help, she came to The Salvation Army requesting help to pay her bill. We were able to assist her with \$187.17 to keep the water on and continue working and caring for herself and the child. We were also able to refer her to Department of Social Service programs to help find assistance with childcare and possible financial help to assist her with ongoing expenses occurring because of additional expenses related the the care of this small child.

As mentioned earlier, through a partnership with DuPont Community Credit Union, we are providing financial education classes. As a result, seventeen class participants did not have to apply for 2024 Christmas assistance.

**GRANT REQUEST**

**Are you requesting a single-year grant or three-year grant commitment?**

2025 Community Grant (single-year grant)

**What is the single-year grant amount you are requesting?**

\$ 10,000

**Do you wish to use this grant for General Operating purposes or a specific program or capital expenditure?**

A specific program or capital expenditure

**If applicable, please describe the specific program or capital expenditure for which you are seeking support and why it is important to our community.**

The Army requests \$10,000 for the Emergency Social Service Program. The funds will be used provide direct assistance with rent and utility payments, specifically water bills. Potential clients must show an eviction letter or cutoff notice to qualify for assistance. By providing this assistance to vulnerable families in our community, we can ensure they remain housed in a safe environment. The food we provide ensures that no one in our community will go hungry.

**If applicable, what is this program or capital expenditure's total budget?**

\$324,572

**If your organization is awarded a 2025 Community Grant that is only a partial amount of the total funds you have requested from the Foundation this year, how will this impact your intended use of the funds?**

The Salvation Army respectfully requests funding that will be used as direct assistance to help families with rent or utility payments. Partial funding will affect the number of families served within the Waynesboro and East Augusta County Service area. Regardless of funding, we will continue to serve families and continue to solicit funds from individuals, foundations, and corporations.

**Optional: Is there anything else you would like for us to understand about your organization, or how you would use a 2025 Community Grant that you have not yet covered in this application?**

Any funding received by The Salvation Army - Waynesboro will be used to support residents of Waynesboro and East Augusta County. We deeply appreciate the opportunity to partner with CFCBR.

## **FINANCIAL INFORMATION**

**What is your total operating budget for your current fiscal year?**

\$

**Optional Budget Narrative: Is there anything about your organization's budget that you would like for us to know?**

Our current FY25 budget is in the column listed as Proposed Budget 09/30/2025. Donations are primarily received from individuals through annual direct marketing campaigns. The expenses for the direct marketing can be found in the Postage line item and Printing line item. Other Expenses - Line 9692 - Support Services - This expense includes services provided such Regional Fundraising staff, Regional Accounting Staff, Legal Services, and Audit Services.

**Optional: If applicable, is there anything about your program or capital expenditure budget that you would like for us to know?**

**WAYNESBORO Corps**  
**2025 Annual Budget Proposal**

**Summary by Object Code**

		Actuals	Actuals	Actuals	Approved	Proposed	Proposed Budget vs	
		09/30/2021	09/30/2022	09/30/2023	Budget 09/30/2024	Budget 09/30/2025	Actuals 09/30/2023 \$ Change	% Change
4001	Donations - General (Local Deposit)	104,615	139,068	106,546	137,500	133,200	26,654	25%
4002	Donations - Appeals	211,821	176,163	181,991	184,950	190,000	8,009	4%
4003	Meeting Collections	2,473	1,486	1,605	1,750	1,800	195	12%
4004	Cartridges	25,466	26,185	28,655	26,000	28,000	(655)	(2%)
4005	World Services	1,304	1,045	832	1,200	1,200	368	44%
4012	Restricted Donations - Not Exempt (Local Deposit)	48,030	99,788	48,156	48,000	18,000	(30,156)	(63%)
4050	Gifts in Kind - Exempt	186,318	311,671	184,084	270,700	251,000	66,916	36%
4055	Contributed Services	0	42,467	0	42,467	7,000	7,000	100%
4201	Special Fund Raising Events	30,826	19,614	17,992	26,385	28,300	10,308	57%
4610	Grants from DHQ to Local Unit - Exempt	7,500	8,000	0	0	0	0	0%
4613	Inter Company Grants from Other SA Units - Exempt	0	0	2,183	0	0	(2,183)	(100%)
4628	Reserves Transfers from THQ - Not Exempt	29,908	20,001	26,653	84,210	49,400	22,747	85%
4629	Reserves Transfers from THQ - Exempt	0	25,000	0	0	44,401	44,401	100%
4677	THQ Grants to Local Units - Exempt	0	200	0	0	0	0	0%
4701	United Way Income	0	0	0	0	0	0	0%
5001	Government Grants/Fees - Not Exempt	14,519	0	0	8,500	20,000	20,000	100%
6001	Membership Dues	112	89	100	100	100	0	0%
6201	Program Service Fees - Not Exempt	460	1,025	0	1,025	275	275	100%
6402	Corps Sales (Rummage)	272	33	0	0	0	0	0%
6436	Sales - Vehicles	0	0	0	0	0	0	0%
6801	Interest Income	748	388	412	375	400	(12)	(3%)
	<b>Total Income</b>	<b>664,371</b>	<b>872,221</b>	<b>599,210</b>	<b>833,162</b>	<b>773,076</b>	<b>173,866</b>	<b>29%</b>
7001	Officers Allowance and Grants	24,331	34,143	89,359	78,375	84,971	(4,388)	(5%)
7003	Salaries - Non-exempt Employees	73,773	74,169	67,103	70,249	72,589	5,486	8%
7004	Salaries - Temporary/Seasonal Employees	0	162	0	0	6,336	6,336	100%
7006	Officer Tax Grants	0	0	0	12,500	12,500	12,500	100%
7101	Officers' Life/Accident Insurance	110	110	220	236	222	2	1%
7102	Employee Life/Accident Insurance	72	72	72	78	73	1	1%
7103	Employee Medical Insurance Premiums	0	0	0	0	0	0	0%
7104	Pension - Employees	1,383	1,175	1,951	2,110	0	(1,951)	(100%)
7105	Employee Retirement Contribution SA Match	2,027	2,062	2,679	2,110	4,901	2,222	83%
7108	Officers' Health Care Provision Assessments	8,580	8,832	20,076	21,082	21,308	1,232	6%
7109	Officers' Retirement Assessments	4,140	4,260	8,760	9,198	9,294	534	6%
7112	Employee Disability Insurance	60	60	60	65	65	5	8%
7201	FICA - Salvation Army Portion	5,650	5,643	5,126	5,374	6,040	914	18%
7203	Workers' Compensation Insurance	1,253	979	974	2,319	2,772	1,798	184%
8001	Professional Fees	100	733	67	0	0	(67)	(100%)
8008	Audit Fees	249	201	209	250	250	41	20%
8009	Data Processing Fees (Accounting, Payroll)	813	837	790	850	850	60	8%
8102	Uniforms	96	458	157	400	300	143	91%
8103	Educational, Recreational, and Craft Supplies	3,519	2,326	2,665	3,100	3,075	410	15%
8104	Food and Beverages	966	1,146	2,969	1,500	1,400	(1,569)	(53%)
8106	Office Supplies	6,425	6,667	9,144	6,390	6,225	(2,919)	(32%)
8107	Duplicating and Printing Supplies	1,196	1,172	1,180	1,225	1,274	94	8%
8108	Goods Purchased for Resale	0	0	341	200	200	(141)	(41%)
8110	Kitchen, Dining Room Supplies	64	189	424	200	600	176	41%
8115	Fidelity Bond Insurance	0	0	22	168	168	146	667%
8120	Bank Fees	2,496	2,823	1,953	3,000	3,250	1,297	66%
8121	Credit Card Fees	0	0	21	0	0	(21)	(100%)
8201	Office Telephones	1,674	1,537	1,386	1,600	1,664	278	20%
8202	Cell Phone Charges	750	1,017	0	0	0	0	0%
8206	Internet Charges	2,692	2,004	1,386	1,527	1,588	202	15%
8301	Postage and Parcel Post	2,511	4,364	7,422	5,020	8,013	591	8%
8303	Messenger and Delivery Services	0	0	0	0	0	0	0%
8401	Facility Rent	0	3,500	3,500	3,750	1,000	(2,500)	(71%)
8403	Building and Equipment Insurance	6,217	5,590	6,118	5,542	8,577	2,459	40%
8405	Utilities - Electric	18,319	17,779	18,583	17,800	19,050	467	3%
8408	Utilities - Garbage	0	0	198	0	0	(198)	(100%)
8409	Property Upkeep and Repairs	7,757	14,916	21,730	15,686	14,757	(6,973)	(32%)
8410	Real Estate Taxes	34	34	33	34	34	1	3%
8411	General Liability Insurance	0	0	339	2,495	2,500	2,161	637%
8413	Janitorial Supplies	1,254	1,482	2,202	1,350	1,550	(652)	(30%)
8420	Dump Fees	958	1,030	1,116	1,100	1,300	184	16%
8501	Rentals of Furnishings and Equipment	1,711	1,640	1,774	2,833	3,428	1,654	93%
8502	Repairs and Maintenance - Furnishings and Equipment	1,382	1,316	1,351	1,000	1,000	(351)	(26%)
8503	Purchases of Non-Computer Furnishings and Equipment	7,873	9,308	44,281	23,500	27,500	(16,781)	(38%)
8505	Software, License Fees, and Intellectual Property	1,500	1,007	139	1,000	1,000	861	620%
8601	Printing and Other Media Preparation	26,903	28,800	22,887	29,120	26,980	4,093	18%
8606	Subscriptions	0	0	0	0	0	0	0%
8607	Non War Cry Publications Expense - Not Exempt	537	542	619	550	550	(69)	(11%)

**WAYNESBORO Corps**  
**2025 Annual Budget Proposal**

**Summary by Object Code**

		Actuals	Actuals	Actuals	Approved	Proposed	Proposed Budget vs	
		09/30/2021	09/30/2022	09/30/2023	Budget 09/30/2024	Budget 09/30/2025	Actuals 09/30/2023	
							\$ Change	% Change
8608	Advertising and Public Information Charges	0	42,467	0	42,467	0	0	0%
8701	Other Transportation and Meals	865	682	2,717	850	900	(1,817)	(67%)
8702	Salvation Army Vehicles - Fuel	4,926	8,797	8,171	9,000	9,000	829	10%
8704	Salvation Army Vehicles - Insurance	5,043	5,043	5,851	8,731	11,253	5,402	92%
8707	Auto Allowances - Employees, Officers and	0	18	0	0	0	0	0%
8801	Conference Attendance	2,285	2,408	7,229	2,700	2,700	(4,529)	(63%)
8802	Out-of-Town Travel	740	0	238	0	0	(238)	(100%)
8906	Specific Assistance to Individuals	68,460	100,598	37,646	63,900	43,850	6,204	16%
8907	Specific Assistance to Individuals GIK	94,283	202,984	110,219	205,700	183,000	72,781	66%
8916	Specific Assistance - Seasonal/Disaster	11,596	2,491	8,125	5,000	0	(8,125)	(100%)
8917	Specific Assistance - Seasonal/Disaster GIK	92,035	108,687	72,030	65,000	75,000	2,970	4%
8920	Statewide and Interstate Payments Individual	9,212	9,491	8,046	10,170	9,184	1,138	14%
9001	Organization Dues	158	536	981	600	2,000	1,019	104%
9111	Christmas Remembrances	225	0	0	0	405	405	100%
9402	World Service - Goal	9,975	10,334	10,618	11,500	11,500	882	8%
9613	Inter Company Grants from Other SA Units - Exempt	0	0	2,183	0	0	(2,183)	(100%)
9638	Intra Company Grants from Other Field Units - Exempt	12,500	13,542	12,500	14,500	12,500	(0)	0%
9692	Support Service	45,137	46,506	39,428	49,833	44,999	5,571	14%
9704	Furnishings and Equipment Depreciation	1,782	1,188	7,800	8,325	7,631	(169)	(2%)
	<b>Total Expense</b>	<b>578,600</b>	<b>799,857</b>	<b>685,169</b>	<b>833,162</b>	<b>773,076</b>	<b>87,907</b>	<b>13%</b>
	<b>Surplus/(Deficit)</b>	<b>85,772</b>	<b>72,364</b>	<b>(85,959)</b>	<b>0</b>	<b>0</b>	<b>85,959</b>	<b>100%</b>



**The Salvation Army**  
Potomac Division

Waynesboro, VA, Potomac Corps  
2024 Annual Budget Proposal - Printed: 01/04/24 11:54  
Management Summary

	Actuals 09/30/2022	Approved Budget 09/30/2023	Proposed Budget 09/30/2024	Proposed Budget vs		Explanations/Rationale (required for variances +/- \$10,000 AND 10%)
				Actuals 09/30/2022		
				\$ Change	% Change	
Total Income	872,221	710,931	833,162	(39,059)	(4%)	
Total Expenses	799,857	707,942	833,162	33,305	4%	
Surplus/(Deficit)	72,364	2,989	0	(72,364)	(100%)	
Direct & Indirect Contributions	(10,192)	20,250	38,233	48,425	475%	
Gifts In Kind & Contributed Services	354,138	286,100	313,167	(40,971)	(12%)	
Donations In Kind	0	0	0	0	0%	
Special Fundraising Events	19,614	33,650	26,385	6,771	35%	
Transfers To/From Other Units	53,201	33,156	84,210	31,009	58%	
Unassociated Organizations (United Way/CFC)	0	0	0	0	0%	
Fees & Grants from Government Agencies	0	8,500	8,500	8,500	100%	
Membership Dues	89	150	100	11	13%	
Program Service Fees	1,025	1,100	1,025	0	0%	
Sales to the Public	33	250	0	(33)	(100%)	
All Other Income	454,314	327,775	361,542	(92,772)	(20%)	
Salaries, Wages, Benefits, & Taxes	131,667	161,057	203,696	72,029	55%	
Supplies	14,783	17,165	16,183	1,400	9%	
Occupancy	44,332	46,441	47,757	3,425	8%	
Furnishings & Equipment	13,271	11,686	28,333	15,062	114%	
Travel, Meals, & Transportation	14,539	11,193	18,581	4,042	28%	
Conferences, Meetings & Major Trips	2,408	5,050	2,700	292	12%	
Direct Assistance	424,251	365,158	349,770	(74,481)	(18%)	
Support Service, Grants & Appropriations	60,048	50,164	64,333	4,285	7%	
All Other Expense	94,558	40,028	101,809	7,251	8%	

Reviewer Comments

[Enter Comments Here](#)

**WAYNESBORO Corps**  
**2025 Annual Budget Proposal**

**Summary by Account Filter - ???-7??-0000-?????**

		Actuals	Actuals	Actuals	Approved	Proposed	Proposed Budget vs	
		09/30/2021	09/30/2022	09/30/2023	Budget 09/30/2024	Budget 09/30/2025	Actuals 09/30/2023	% Change
4001	Donations - General (Local Deposit)	10,845	16,500	9,500	17,500	13,000	3,500	37%
4012	Restricted Donations - Not Exempt (Local Deposit)	44,644	99,077	48,021	45,000	15,000	(33,021)	(69%)
4050	Gifts in Kind - Exempt	186,318	311,671	184,084	270,700	251,000	66,916	36%
4055	Contributed Services	0	42,467	0	42,467	7,000	7,000	100%
4610	Grants from DHQ to Local Unit - Exempt	7,500	8,000	0	0	0	0	0%
4701	United Way Income	0	0	0	0	0	0	0%
5001	Government Grants/Fees - Not Exempt	14,519	0	0	8,500	0	0	0%
6201	Program Service Fees - Not Exempt	50	175	0	175	175	175	100%
	<b>Total Income</b>	<b>263,877</b>	<b>477,890</b>	<b>241,606</b>	<b>384,342</b>	<b>286,175</b>	<b>44,569</b>	<b>18%</b>
7003	Salaries - Non-exempt Employees	26,684	20,681	6,704	0	0	(6,704)	(100%)
7004	Salaries - Temporary/Seasonal Employees	0	0	0	0	2,112	2,112	100%
7104	Pension - Employees	126	109	549	0	0	(549)	(100%)
7201	FICA - Salvation Army Portion	2,046	1,580	510	0	162	(348)	(68%)
8001	Professional Fees	100	100	0	0	0	0	0%
8104	Food and Beverages	185	216	111	250	200	89	80%
8106	Office Supplies	2,741	2,912	3,870	2,850	2,650	(1,220)	(32%)
8107	Duplicating and Printing Supplies	164	364	313	375	390	77	25%
8110	Kitchen, Dining Room Supplies	0	7	0	0	0	0	0%
8201	Office Telephones	167	142	139	150	156	17	13%
8202	Cell Phone Charges	13	11	0	0	0	0	0%
8301	Postage and Parcel Post	167	147	116	200	257	141	122%
8403	Building and Equipment Insurance	403	0	0	0	0	0	0%
8405	Utilities - Electric	1,455	1,489	1,518	1,500	1,560	42	3%
8409	Property Upkeep and Repairs	494	554	999	1,550	1,475	476	48%
8413	Janitorial Supplies	45	45	33	150	200	167	509%
8420	Dump Fees	0	8	34	0	0	(34)	(100%)
8501	Rentals of Furnishings and Equipment	171	164	177	283	285	108	61%
8502	Repairs and Maintenance - Furnishings and Equipment	0	90	0	0	0	0	0%
8503	Purchases of Non-Computer Furnishings and Equipment	570	5,094	5,443	5,000	0	(5,443)	(100%)
8608	Advertising and Public Information Charges	0	42,467	0	42,467	0	0	0%
8701	Other Transportation and Meals	211	311	851	350	375	(476)	(56%)
8702	Salvation Army Vehicles - Fuel	517	990	1,232	1,100	1,200	(32)	(3%)
8801	Conference Attendance	0	0	0	200	200	200	100%
8906	Specific Assistance to Individuals	68,460	100,598	37,646	63,900	43,850	6,204	16%
8907	Specific Assistance to Individuals GIK	94,283	202,984	110,219	205,700	183,000	72,781	66%
8916	Specific Assistance - Seasonal/Disaster	11,596	2,491	8,125	5,000	0	(8,125)	(100%)
8917	Specific Assistance - Seasonal/Disaster GIK	92,035	108,687	72,030	65,000	75,000	2,970	4%
9402	World Service - Goal	9,225	9,584	100	11,500	11,500	11,400	11400%
	<b>Total Expense</b>	<b>311,860</b>	<b>501,824</b>	<b>250,719</b>	<b>407,525</b>	<b>324,572</b>	<b>73,853</b>	<b>29%</b>
	<b>Surplus/(Deficit)</b>	<b>(47,983)</b>	<b>(23,934)</b>	<b>(9,113)</b>	<b>(23,183)</b>	<b>(38,397)</b>	<b>(29,284)</b>	<b>(321%)</b>

## **SAW Habitat for Humanity**

Staunton

### **ORGANIZATION INFORMATION:**

**Founded in:** 1995

**Mission:**

Our Mission: "Building and restoring homes, lives and communities through faith."

**Primary activities and programs:**

The primary function of SAW HFH is to build affordable housing, and make those homes available to individuals and families who earn between 40% and 80% of the Area Median Income (AMI). Payments, which include principal, interest, taxes, and insurance, do not exceed 30% of the residents' total income. This work is supported by institutional grants, individual giving, material and labor donation, and revenues generated by the ReStore. SAW HFH has focused on developing a sustainable business model where payments and revenues generated help build additional future homes. Over the last 7 years, SAW HFH has built 19 homes, and we currently have plans in development for a community of 22 townhomes in Staunton.

**Community need(s) your organization exists to address:**

According to local real estate data, it is becoming harder each year for working families to buy homes. Homeownership is vitally important to the local and regional economy, as it generates tax revenue and helps further establish workers in area businesses as members of the community. However, without significant assistance from family wealth, homeownership is becoming increasingly out of reach for many, if not most, of our neighbors who do not already have equity in their residences.

### **GRANT DETAILS:**

**Based on how you measure your organization's impact, please share with us the magnitude of your work.**

SAW Habitat is in the midst of a leadership transition. Oftentimes, such a shift can cause an organization to lose sight of its primary mission. For us, it has done the opposite, re-focusing our efforts on building houses. We expect to close on a new home this spring, and to complete two new homes before fall. We have ambitious plans for a townhome complex on A Street in Staunton, but completing these homes will create momentum and accelerate our efforts.

**What is the approximate percentage of your organization's work that benefits the communities of Staunton, Waynesboro, and/or the counties of Augusta, Highland and Nelson?**

100

**Please share your organization's goals and objectives for 2025, or if you prefer, your long-range goals and objectives.**

Our mission is "Building and restoring homes, lives and communities through faith." We strive to create homes and environments where families can thrive, feel safe, and build a promising future. By supporting SAW Habitat, you contribute to foundational change that offers generational benefits.

**To the extent that other nonprofit organizations and agencies provide services in our region that are similar to your services, please share how you coordinate and/or differentiate your services.**

Two of the organizations with whom we partner closely are Renewing Homes and The Neighbor Bridge. Renewing Homes helps area residents with critical home repairs, and we can assist them with low- and no-cost materials from the ReStore. The Neighbor Bridge helps provide food and other necessities for our neighbors in need. They have very generously provided food, appliances, cleaning supplies, and other necessities to Habitat families.

**If your organization received a 2024 Community Grant, what was the impact of that grant on how your organization serves the community?**

Thank you for the 2024 Community Grant. The major significance of the grant is that it demonstrates community support for the SAW Habitat mission.

**Tell us a story that best illustrates the impact your organization has on our community.**

Just before Christmas of last year, we closed on a house in Staunton for a family that had been waiting for months to buy a Habitat house. Through the generosity and hard work of our friends at The Neighbor Bridge, we were able to deliver the family a house with a fully stocked pantry and refrigerator, as well as some holiday gifts for the kids. No doubt, they would have been pleased with a new house, but by collaborating with another excellent nonprofit partner, we were able to help make the move easier, especially during the Christmas season.

## **GRANT REQUEST**

**Are you requesting a single-year grant or three-year grant commitment?**

2025 Community Grant (single-year grant)

**What is the single-year grant amount you are requesting?**

\$ 5,000

**Do you wish to use this grant for General Operating purposes or a specific program or capital expenditure?**

General Operating purposes (no restrictions on its use)

**If your organization is awarded a 2025 Community Grant that is only a partial amount of the total funds you have requested from the Foundation this year, how will this impact your intended use of the funds?**

Any funds awarded will be used for General Operating purposes. Thank you for your consideration in providing these funds.

**Optional: Is there anything else you would like for us to understand about your organization, or how you would use a 2025 Community Grant that you have not yet covered in this application?**

### **FINANCIAL INFORMATION**

**What is your total operating budget for your current fiscal year?**

\$ 770,568

**Optional Budget Narrative: Is there anything about your organization's budget that you would like for us to know?**

**Optional: If applicable, is there anything about your program or capital expenditure budget that you would like for us to know?**

## SAW Habitat for Humanity Budget Overview: FY25

	<b>FY 25 Total</b>
<b>Revenue</b>	
4101 CONTRIBUTIONS	0
4101.1 Business	24,395
4101.2 Church/Civic	11,132
4101.3 Direct Mail	18,230
4101.4 Event Income	2,500
4101.5 Grants/Foundations	20,000
4101.6 Individual	78,023
<b>Total 4101 CONTRIBUTIONS</b>	<b>154,280</b>
4110 RESTRICTED CONTRIBUTIONS	0
4110.1 Misc Restricted	0
<b>Total 4110 RESTRICTED CONTRIBUTIONS</b>	<b>0</b>
4120 RESTORE SALES	0
4120.01 ReStore 1 GENERAL	580,550
4120.02 ReStore 1 Over/Under	0
<b>Total 4120 RESTORE SALES</b>	<b>580,550</b>
4401 Other Income	0
4401.1 Interest Income	13,248
4401.2 Affiliate Income	146,000
4401.3 ReStore Income	936
4401.5 Unrealized Gain Loss on Stock	-1,200
4401.6 Rent Income	19,800
4401.8 Interest Income Restricted	12,729
<b>Total 4401 Other Income</b>	<b>191,513</b>
<b>Total Revenue</b>	<b>926,343</b>
<b>Mortgages</b>	<b>60,000</b>
<b>Gross Profit</b>	<b>986,343</b>
<b>Expenditures</b>	
5010 ADMIN SUPPLIES	0
5010.2 Postage	600
5010.3 Office Supplies	1,800
<b>Total 5010 ADMIN SUPPLIES</b>	<b>2,400</b>
5020 BUSINESS EXPENSES	0
5020.1 Affiliate Advertising	3,000
5020.11 Employee Support	0
5020.2 Banking Fees	960
5020.3 Dues & Subscriptions	1,500
5020.4 Employee Recognition	2,800
5020.5 Employment	600
5020.6 Professional Services	30,500
5020.7 Tax and Licenses	2,520
5020.8 Vol & Donor Recognition	1,050
5020.9 Transitional Property Costs	4,200
<b>Total 5020 BUSINESS EXPENSES</b>	<b>47,130</b>
5021 INSURANCE	6,751
5021.1 Directors & Officers	4,387
5021.2 General Liability	2,539
5021.3 Property Insurance	9,160
5021.4 Umbrella Insurance	2,856
5021.5 Vehicle Insurance	1,509
5021.6 Worker's Comp	8,877
<b>Total 5021 INSURANCE</b>	<b>36,079</b>
5030 FUNDRAISING EXPENSES	0
5030.1 Direct Mail EXP	3,000

5030.2 Event EXP	12,000
5030.3 Meals/Meetings	1,200
5030.4 Development Fee	3,300
<b>Total 5030 FUNDRAISING EXPENSES</b>	<b>19,500</b>
5040 OCCUPANCY	12,000
5040.1 Maintenance and Repair	3,600
5040.3 Utilities	16,800
<b>Total 5040 OCCUPANCY</b>	<b>32,400</b>
5050 PROFESSIONAL DEVELOPMENT	0
5050.1 Training	900
5050.2 Travel	3,600
<b>Total 5050 PROFESSIONAL DEVELOPMENT</b>	<b>4,500</b>
5060 PROGRAM DIRECT EXPENSES	0
5060.1 Construction Expense	9,960
5060.3 Partner Evaluations	1,200
5060.4 Program Misc.	2,400
5060.5 Tithe/SOSI	7,950
5060.6 Volunteer Support	1,200
5060.7 Closing Costs on Home Sales	234
<b>Total 5060 PROGRAM DIRECT EXPENSES</b>	<b>22,944</b>
5070 RESTORE DIRECT EXPENSES	0
5070.1 Advertising	4,800
5070.2 Inventory	15,226
5070.4 Square Fees	15,657
5070.5 Store Supplies & Expenses	6,000
<b>Total 5070 RESTORE DIRECT EXPENSES</b>	<b>41,683</b>
5080 SALARIES & BENEFITS	0
5080.1 Affiliate Wages	264,000
5080.2 ReStore Wages	213,862
5080.3 Payroll Taxes	43,200
5080.4 IRA	7,434
<b>Total 5080 SALARIES &amp; BENEFITS</b>	<b>528,496</b>
5100 TECHNOLOGY	0
5100.1 Equipment	1,200
5100.3 Software and Subscriptions	3,000
5100.4 Telephone & Internet	4,320
<b>Total 5100 TECHNOLOGY</b>	<b>8,520</b>
5110 VEHICLE EXPENSE	0
5110.1 Affiliate Fuel	1,200
5110.2 Affiliate Maint & Repairs	1,440
5110.3 ReStore Fuel	3,600
5110.4 ReStore Maint & Repairs	2,400
<b>Total 5110 VEHICLE EXPENSE</b>	<b>8,640</b>
5120 INTEREST	0
5120.1 VHDA Interest	1,176
5120.3 LOC Interest	0
5120.5 ReStore 1 Interest	17,100
<b>Total 5120 INTEREST</b>	<b>18,276</b>
6000 CC SUSPENSE	0
6001 CONSTRUCTION SUSPENSE	0
<b>Total Expenditures</b>	<b>770,568</b>
<b>Net Operating Revenue</b>	<b>215,775</b>
<b>Construction in Progress</b>	<b>172,252</b>
<b>Land for Development</b>	<b>36,000</b>
<b>Net Revenue</b>	<b>7,523</b>

## SAW Habitat for Humanity Budget Overview: FY24

	<b>FY 24 Total</b>
<b>Revenue</b>	
4101 CONTRIBUTIONS	0
4101.1 Business	30,992
4101.2 Church/Civic	9,847
4101.3 Direct Mail	17,242
4101.4 Event Income	2,303
4101.5 Grants/Foundations	78,672
4101.6 Individual	358,683
<b>Total 4101 CONTRIBUTIONS</b>	<b>497,739</b>
4110 RESTRICTED CONTRIBUTIONS	0
4110.1 Misc Restricted	0
<b>Total 4110 RESTRICTED CONTRIBUTIONS</b>	<b>0</b>
4120 RESTORE SALES	0
4120.01 ReStore 1 GENERAL	645,238
4120.02 ReStore 1 Over/Under	50
<b>Total 4120 RESTORE SALES</b>	<b>645,288</b>
4401 Other Income	0
4401.1 Interest Income	13,248
4401.2 Affiliate Income	85,662
4401.3 ReStore Income	936
4401.5 Unrealized Gain Loss on Stock	-1,820
4401.6 Rent Income	22,800
4401.8 Interest Income Restricted	9,615
<b>Total 4401 Other Income</b>	<b>130,440</b>
<b>Total Revenue</b>	<b>1,273,467</b>
<b>Mortgages</b>	<b>60,000</b>
<b>Gross Profit</b>	<b>1,333,467</b>
<b>Expenditures</b>	
5010 ADMIN SUPPLIES	0
5010.2 Postage	885
5010.3 Office Supplies	4,349
<b>Total 5010 ADMIN SUPPLIES</b>	<b>5,234</b>
5020 BUSINESS EXPENSES	0
5020.1 Affiliate Advertising	3,879
5020.11 Employee Support	4,524
5020.2 Banking Fees	1,275
5020.3 Dues & Subscriptions	2,884
5020.4 Employee Recognition	4,576
5020.5 Employment	155

5020.6 Professional Services	117
5020.7 Tax and Licenses	2,899
5020.8 Vol & Donor Recognition	300
5020.9 Transitional Property Costs	5,432
<b>Total 5020 BUSINESS EXPENSES</b>	<b>26,041</b>
<b>5021 INSURANCE</b>	<b>6,751</b>
5021.1 Directors & Officers	4,387
5021.2 General Liability	9,218
5021.3 Property Insurance	8,355
5021.4 Umbrella Insurance	2,796
5021.5 Vehicle Insurance	5,089
5021.6 Worker's Comp	4,895
<b>Total 5021 INSURANCE</b>	<b>41,491</b>
<b>5030 FUNDRAISING EXPENSES</b>	<b>0</b>
5030.1 Direct Mail EXP	8,527
5030.2 Event EXP	37,620
5030.3 Meals/Meetings	2,184
5030.4 Development Fee	3,300
<b>Total 5030 FUNDRAISING EXPENSES</b>	<b>51,632</b>
<b>5040 OCCUPANCY</b>	<b>0</b>
5040.1 Maintenance and Repair	7,012
5040.3 Utilities	17,181
<b>Total 5040 OCCUPANCY</b>	<b>24,193</b>
<b>5050 PROFESSIONAL DEVELOPMENT</b>	<b>0</b>
5050.1 Training	1,140
5050.2 Travel	6,517
<b>Total 5050 PROFESSIONAL DEVELOPMENT</b>	<b>7,657</b>
<b>5060 PROGRAM DIRECT EXPENSES</b>	<b>0</b>
5060.1 Construction Expense	16,970
5060.3 Partner Evaluations	414
5060.4 Program Misc.	12,672
5060.5 Tithe/SOSI	9,000
5060.6 Volunteer Support	2,052
5060.7 Closing Costs on Home Sales	234
<b>Total 5060 PROGRAM DIRECT EXPENSES</b>	<b>41,341</b>
<b>5070 RESTORE DIRECT EXPENSES</b>	<b>0</b>
5070.1 Advertising	9,340
5070.2 Inventory	77,356
5070.4 Square Fees	15,657
5070.5 Store Supplies & Expenses	6,492
<b>Total 5070 RESTORE DIRECT EXPENSES</b>	<b>108,844</b>
<b>5080 SALARIES &amp; BENEFITS</b>	<b>0</b>
5080.1 Affiliate Wages	286,864
5080.2 ReStore Wages	213,862

5080.3 Payroll Taxes	43,052
5080.4 IRA	7,160
<b>Total 5080 SALARIES &amp; BENEFITS</b>	<b>550,939</b>
5100 TECHNOLOGY	0
5100.1 Equipment	1,427
5100.3 Software and Subscriptions	5,895
5100.4 Telephone & Internet	3,931
<b>Total 5100 TECHNOLOGY</b>	<b>11,253</b>
5110 VEHICLE EXPENSE	0
5110.1 Affiliate Fuel	2,888
5110.2 Affiliate Maint & Repairs	1,594
5110.3 ReStore Fuel	3,046
5110.4 ReStore Maint & Repairs	9,444
<b>Total 5110 VEHICLE EXPENSE</b>	<b>16,972</b>
5120 INTEREST	0
5120.1 VHDA Interest	1,105
5120.3 LOC Interest	5,009
5120.5 ReStore 1 Interest	17,171
<b>Total 5120 INTEREST</b>	<b>23,286</b>
6000 CC SUSPENSE	612
6001 CONSTRUCTION SUSPENSE	597
<b>Total Expenditures</b>	<b>910,092</b>
<b>Net Operating Revenue</b>	<b>423,375</b>
<b>Construction in Progress</b>	<b>489,167</b>
<b>Land for Development</b>	
<b>Net Revenue</b>	<b>-65,792</b>

# Staunton Housing Corporation

Staunton

## ORGANIZATION INFORMATION:

**Founded in:** 2009

### **Mission:**

The stated mission of the SHC can be taken as the following statement in its Articles of Incorporation: "The Corporation's primary purposes...shall be to operate exclusively for the purpose of supporting the low-income housing program of the Staunton Redevelopment and Housing Authority, including but no limited to authority to construct, develop, acquire, renovate, manage, and operate safe and sanitary dwelling accommodations for persons of low income, qualified housing for mentally or physically disabled persons and qualified housing for elderly persons, and to further the economic development of such community, including the elimination of conditions of blight and deterioration, and the promotion and assistance of economic and housing opportunities for low-income persons, the elderly and/or the disabled in such community.

### **Primary activities and programs:**

As suggested in the corporation's statement of its mission, the SHC exists to aid in the work of the SRHA. In operation since 1961, the SRHA serves residents of Staunton and Augusta County through its administration of two multi-family housing complexes and a Section 8 Housing Choice Voucher program (HCV). The SHC acts as a supporting organization to the SRHA, and has the following powers (among others) to further the SRHA's work: to construct, rehabilitate, and acquire housing projects, to operate and manage those housing projects, and to provide assistance to financially-eligible families and individuals in order to help them secure housing.

### **Community need(s) your organization exists to address:**

As affordable housing remains a pressing issue all over the country, depicting a number of statistics in Staunton and Augusta County helps to illustrate the need which exists in our community for resources promoting affordability. According to the United States Census Bureau's most recently-available data from the American Community Survey, the median household income in Staunton is \$63,746, and is \$71,346 in Augusta County. Both of these figures fall into the range of incomes \$50,000 to \$74,999 – a range which encompasses approximately 15.7 percent of Staunton residents, and 16.0 percent of Augusta County residents. Of the residents in this income range, approximately 13.9 percent in Staunton and 13.2 percent in Augusta County spend 30 percent or more of their income on housing costs – qualifying them as "cost-burdened." These figures are worrying in and of themselves, but the share of residents who are cost-burdened grows substantially as income decreases. In Staunton, approximately 34.6 percent of those in the income range of \$35,000 to \$49,999 spend 30 percent or more on housing costs; the same statistic is approximately 59.3 percent for those in the range of \$20,000 to \$34,999, and, of those in the lowest range – income under \$20,000 – approximately 82.4 percent are cost-burdened. These statistics are comparable in Augusta County

(approximately 34.5 percent, 60.9 percent, and 83.3 percent correspondingly). The picture which these figures illustrate is one of great need for affordable housing, especially among those residents of our community who make the least income. This is the reason for which the SRHA, supported by the SHC, operates both its Section 8 HCV program, and its multi-family housing complexes, Elizabeth Miller Gardens and Farrier Court. The HCV program aids voucher holders by enabling them to pay an amount of rent which is correlated to the income they make, helping to ease the burden of housing costs. Rent paid by residents of Elizabeth Miller Gardens and Farrier Court is made in an amount which cannot exceed 30.0 percent of a household's adjusted income, 10.0 percent of a household's total income, welfare rent or payment from an agency assisting a household with rent payments, or a \$50.00 minimum rent amount. Eligibility and rent amount for residents of the housing complexes are determined based on gross household income. It is through the operation and administration of these programs, as well as various sufficiency-building services and resources, that the SRHA addresses the need for affordable housing in our community.

#### **GRANT DETAILS:**

**Based on how you measure your organization's impact, please share with us the magnitude of your work.**

Although the SRHA, with the SHC's support, does serve individuals outside of its multi-family housing complexes, one method by which the organization's impact can be measured is in counts of the number of residents at Elizabeth Miller Gardens and Farrier Court; currently, the complexes are home to 336 total residents – . This number is significant to the organization as it provides an insight to the SRHA's fulfillment of its mission to manage and operate "safe and sanitary dwelling accommodations for persons of low income." In measuring, more specifically, the organization's impact in terms of "further[ing] the economic development of [our] community," the SRHA is happy to report that more than forty families – or, 146 individual residents – participated in the process of implementing and advertising the SRHA's Financial Literacy Program. This project was funded by the Community Foundation grant award made to the SHC in 2024 from the CFCBR.

**What is the approximate percentage of your organization's work that benefits the communities of Staunton, Waynesboro, and/or the counties of Augusta, Highland and Nelson?**

Approximately 100 percent of the SRHA's work benefits the communities of Staunton and Augusta County.

**Please share your organization's goals and objectives for 2025, or if you prefer, your long-range goals and objectives.**

The goals and objectives which the SHC presently aims to accomplish center on continuing to implement and further develop Self-Sufficiency infrastructure; relatedly, the Corporation also seeks to be able to administer a Needs Assessment to current SRHA residents, as well as our community more broadly. Such an assessment was taken in 2024, and the data which it

provided served as an excellent insight into the areas of need which residents determined to be most immediately-impactful. Some of those areas included need for aid with finances, and for access to mental and physical health services. Taking these insights into account informs the administration of the SRHA's current Sufficiency programs, and has illuminated new avenues for services and resources which the organization plans to develop and implement in the coming year.

**To the extent that other nonprofit organizations and agencies provide services in our region that are similar to your services, please share how you coordinate and/or differentiate your services.**

While the Waynesboro Redevelopment and Housing Authority provides similar services to communities in nearby Waynesboro, this organization does not overlap in jurisdiction with the SRHA or the SHC's work; although the organizations are in communication, our services are differentiated by jurisdictional distinctions.

**If your organization received a 2024 Community Grant, what was the impact of that grant on how your organization serves the community?**

The SHC did receive a 2024 Community Grant, in the amount of \$1,000.00. Of that award, 10 percent went to the SERC NAHRO Scholarship Fund, and 90 percent was spent to implement and advertise the SRHA's Financial Literacy Program; this program, established in partnership with Atlantic Union Bank, is an online resource which includes learning materials and information on topics including Saving, Insurance, Taxes, and more. This online "Wellness Center" serves as a valuable resource for our community, and furthers the SHC's stated purpose to "further the economic development of such community."

**Tell us a story that best illustrates the impact your organization has on our community.**

At its core, the mission of the SHC, and, more broadly, the SRHA, is to improve lives in our community through the provision and improvement of housing; still, not every project undertaken by the organization will have such a broad impact as to affect the entire community – sometimes, changing our community is as simple as changing the lives of individuals. And, sometimes, changing a life is as simple as demonstrating kindness and commitment to one another. For this reason, a story which illustrates the SRHA's impact particularly well is a description of the organization's provision of a Christmas meal to the residents of the multi-family housing complexes, Elizabeth Miller Gardens and Farrier Court. Regardless of what, how, or whether a family or individual may celebrate the various holidays taking place in December, the end of the year is undoubtedly a spirited time. The holiday season is a warm and cheery time for many, but can also be stress-inducing and a cold reminder of certain issues, including how a household might afford to celebrate. By providing a celebratory meal to its residents on Christmas, the SRHA aimed to alleviate some of the stress of the holidays, and to provide an opportunity for staff and residents to come together for a joyful gathering. Food was served, games were played, and good times were had. This project, intended to demonstrate kindness and illustrate the SRHA's commitment to its residents and our community more broadly, is one example of how the organization's fulfillment of its mission impacts those in Staunton and Augusta County. The SRHA and SHC intend to continue implementing such projects, and to expand the repertoire of services and resources they are able

to provide by seeking out funding for administration and maintenance. With a bit of funding and a great amount of commitment and enthusiasm, the SHC expects to have many more such impactful stories to tell as it continues its work to support the SRHA in meeting the needs of our community for affordable housing.

## **GRANT REQUEST**

**Are you requesting a single-year grant or three-year grant commitment?**

2025 Community Grant (single-year grant)

**What is the single-year grant amount you are requesting?**

\$ 10,000

**Do you wish to use this grant for General Operating purposes or a specific program or capital expenditure?**

A specific program or capital expenditure

**If applicable, please describe the specific program or capital expenditure for which you are seeking support and why it is important to our community.**

The SHC's application outlines the use for this grant, which will specifically go to adding to the infrastructure and enhancing the SRHA's family self-sufficiency program.

**If applicable, what is this program or capital expenditure's total budget?**

The SRHA did apply for HUD's ROSS grant [self-sufficiency], but at this time the status of the application is unknown. Thus, the SRHA does not have a budget for the family self-sufficiency program, which is the reason for this application.

**If your organization is awarded a 2025 Community Grant that is only a partial amount of the total funds you have requested from the Foundation this year, how will this impact your intended use of the funds?**

If the SHC receives partial or no grant funding to bolster the family self-sufficiency program, the SHC will do what it can to garner more grants and/or other endowments to fund and accomplish its mission to bring family self-sufficiency services to the community.

**Optional: Is there anything else you would like for us to understand about your organization, or how you would use a 2025 Community Grant that you have not yet covered in this application?**

The SRHA through the SHC looks to provide complementary services (family self-sufficiency) as a holistic approach to best meet the housing needs of the community. We believe that in being able to provide the assessment of needs for our residents is extremely important. Further, providing solutions to those needs is as important to bring housing stability to our community.

## FINANCIAL INFORMATION

**What is your total operating budget for your current fiscal year?**

\$

**Optional Budget Narrative: Is there anything about your organization's budget that you would like for us to know?**

SHC is trying to erect self-sufficiency services for the community it serves. Without community partners like the Community Foundation the SHC will not be able to fulfill its mission. The SRHA has applied for the HUD Family Self-Sufficiency to fully fund a staff position for the residents of the SRHA's multi-family program. However, those funds are not guaranteed, especially with the new administration trying to cut funding. The SHC will continue to use its assets to build housing stock to assist the SRHA with its mission. As the SHC builds its housing stock it will use its income from the developments to fund more development and community services to bolster its services. However, the SHC is only able to support the community more with partnerships like the Community Foundation.

**Optional: If applicable, is there anything about your program or capital expenditure budget that you would like for us to know?**

Staunton Housing Corp		
OPERATING BUDGET		
12/31/2025		
Primary Income Categories	Budgeted	Explanation (if necessary)
Grants	\$ 33,750.00	Virginia Housing, Walmart, Community Foundation
Interest	\$ 10,000.00	SHC assests - designated funds for development
Loan and Cash for Anderson Street Lot	\$ 200,000.00	Adding housing stock to the SHC assests
<b>Total Income:</b>	<b>\$ 243,750.00</b>	
Primary Expenses Categories	Budgeted	Explanation (if necessary)
Legal	\$ 2,500.00	
Accounting Fees	\$ 1,000.00	
Auditing Fees	\$ 4,500.00	
Consultants	\$ 20,000.00	feasibility and planning studies for development
Misc Administration Expenses	\$ 5,000.00	office supplies, postage, membership fees, etc.
Anderson Street Construction	\$ 200,000.00	construction of cottage house at the Anderson Street lot
Self Sufficiency Program	\$ 10,000.00	
Project GROWS donation	\$ 500.00	
Agusta Library Donation	\$ 250.00	
<b>Total Expenses:</b>	<b>\$ 243,750.00</b>	
<b>Net Income (Loss):</b>	<b>\$ -</b>	

**INSTRUCTIONS:** Replace the items in **RED** with your organizations' information. Please use the income and expense categories that make the most sense for your organization. Consider including separate categories for specific income and expenses of \$10,000 or greater. Smaller categories of income and expenses can be

Staunton Housing Corp		
OPERATING BUDGET		
12/31/2024		
Primary Income Categories	Budgeted	Explanation (if necessary)
Grants	\$ 12,350.00	Community Foundation, Virginia Housing, Walmart
Interest	\$ 30,711.35	SHC assests - designated funds for development
Cash on hand for development	\$ 8,867.79	
<b>Total Income:</b>	<b>\$ 51,929.14</b>	
Primary Expenses Categories	Budgeted	Explanation (if necessary)
Legal	\$ 3,766.66	
Accounting Fees	\$ 894.16	
Auditing Fees	\$ 4,585.33	
Consultants	\$ 12,257.40	strategic planning, IRS 501 (c)(3) application
Misc Administration Expenses	\$ 3,775.59	office supplies, postage, membership fees, etc.
Project GROWS Donation	\$ 650.00	
Self Sufficiency Program	\$ 1,000.00	
Purchase of Cottage House	\$ 25,000.00	
<b>Total Expenses:</b>	<b>\$ 51,929.14</b>	
<b>Net Income (Loss):</b>	<b>\$ -</b>	

**INSTRUCTIONS:** Replace the items in **RED** with your organizations' information. Please use the income and expense categories that make the most sense for your organization. Consider including separate categories for specific income and expenses of \$10,000 or greater. Smaller categories of income and expenses can be

Staunton Housing Corp		
OPERATING BUDGET		
12/31/2025		
Primary Income Categories	Budgeted	Explanation (if necessary)
Grants	\$ 33,750.00	Virginia Housing, Walmart, Community Foundation
Interest	\$ 10,000.00	SHC assests - designated funds for development
Loan and Cash for Anderson Street Lot	\$ 200,000.00	Adding housing stock to the SHC assests
<b>Total Income:</b>	<b>\$ 243,750.00</b>	
Primary Expenses Categories	Budgeted	Explanation (if necessary)
Legal	\$ 2,500.00	
Accounting Fees	\$ 1,000.00	
Auditing Fees	\$ 4,500.00	
Consultants	\$ 20,000.00	feasibility and planning studies for development
Misc Administration Expenses	\$ 5,000.00	office supplies, postage, membership fees, etc.
Anderson Street Construction	\$ 200,000.00	construction of cottage house at the Anderson Street lot
Self Sufficiency Program	\$ 10,000.00	
Project GROWS donation	\$ 500.00	
Agusta Library Donation	\$ 250.00	
<b>Total Expenses:</b>	<b>\$ 243,750.00</b>	
<b>Net Income (Loss):</b>	<b>\$ -</b>	

**INSTRUCTIONS:** Replace the items in **RED** with your organizations' information. Please use the income and expense categories that make the most sense for your organization. Consider including separate categories for specific income and expenses of \$10,000 or greater. Smaller categories of income and expenses can be

# Take Me Home Thrift Shop

Lovingston

## ORGANIZATION INFORMATION:

**Founded in:** January 16, 2025 with the purchase of our building.

### **Mission:**

At Take Me Home Thrift Shop, we believe in the power of thrift shopping to create a positive impact. Our store is more than just a place to buy second hand items - It's a community hub that supports local families and animals in need. With a wide selection of gently used clothing, household items, books, and furniture, we provide affordable, sustainable options for our customers. Every purchase made at our thrift shop helps fund veterinary care for local low-income families in need, making a difference one sale at a time.

### **Primary activities and programs:**

We will be accepting gently used donations from the community to be sold at greatly discounted prices for the general public. We will also be partnering with local animal support non-profits to help with other pet needs of our clients.

### **Community need(s) your organization exists to address:**

The Nelson County population in 2023 was 14,705, spread over 474 square miles, most mountainous terrain. Today, 2.6% or 412 persons are unemployed. 13.8% or 2,209 live below the poverty line; 30% or 4,455 are over age 65, and 12,940 only have a high school education. We have few opportunities for local jobs, and have only one grocery store in the whole county. Our local transit company, that originates out of Charlottesville, only runs two days a week with just partial county coverage. Many of our neighbors live remotely and without transportation, so in some areas, their pets are their only companionship, if they are without local family members. We do have teams of people that deliver their food from the food pantry once a month. We have the Blue Ridge Medical Center and a rural outreach vehicle to reach those who cannot get to a doctor. We also have a book mobile to make sure that children that live in the back woods have access to books. For those that do not live near where the book mobile stops, books are given out at the food pantry as are other needs for infants, small children as well as pets. There is great need here. Our local food pantry manager talks of the need for their clients to have pet food as many give their pets their food and they go without. We also know the need for veterinary services is very high. Plus so many of these folks and their families need access to low cost, gently used clothing. We have teachers and counselors that purchase warm clothes and shoes, in some cases, for their students, especially during the winter months... We still have girls that miss 5 to 7 days of school each month for lack of personal hygiene supplies. The need is great.... We had a thrift store for about 15 years on Rt 29, that was recently closed when their building sold. We have just purchased a building in the Village of Lovingston, with some very creative financing from the owner, that has been vacant for over 20 years, and quite the eyesore, so now our volunteers can walk to the thrift shop to volunteer their time. The manager of the previous thrift store will be the new owner.... We are also one of two organizations where folks

who have committed petty crimes where the penalty is community service, can work off their sentence. The other organization being our food pantry. There are still large pockets of the county that does not have access to cell service or internet, let alone indoor plumbing. We can't fix all the ills but we can offer low cost clothing and take advantage of the new thrifting national pastime that will not only bring new people into the village, that will help support our other local businesses, but will help our own residents that need access to low cost clothing and household items.

### **GRANT DETAILS:**

**Based on how you measure your organization's impact, please share with us the magnitude of your work.**

Take Me Home Thrift Shop is a heartwarming endeavor that aims to make a significant impact on the hundreds of lives of both low-income individuals and families of Nelson County and their beloved animal companions. We are committed to providing financial assistance for veterinary costs and care to ensure those furry friends in our community receive the attention and love they deserve. We will also offer food support taking some of that responsibility off the shoulders of our beloved Food Pantry. We had hundreds of families shopping for needed clothing and household items every month. The local Food Pantry depends on others to solicit food for those folks who give their pets their food while they go without due to the restrictions of their non-profit. They have approximately 175 families in desperate need of pet food every month and for veterinary assistance who otherwise have no where else to turn.

**What is the approximate percentage of your organization's work that benefits the communities of Staunton, Waynesboro, and/or the counties of Augusta, Highland and Nelson?**

We assume approximately 35% of the Nelson community as well as others that come from the surrounding counties to attend pet programs initiated by The HOWS Project out of Charlottesville who want to partner with us for at least quarterly events that they will put on to assist pet owners. They furnish dog houses and hay for the winter months for those that might have outdoor pets. They need a Nelson County location for their clients who live here.

**Please share your organization's goals and objectives for 2025, or if you prefer, your long-range goals and objectives.**

We are dedicated to helping the generational poor with their immediate family needs and also to those, including the elderly who need veterinary care for their furry family members. This care also includes food. Our Food Pantry tells us that many of their clients give their pets their food and they go without so we will be working in conjunction with them to make sure that those that need pet food will have what they need. We can solicit pet food from the community to be given to the Food pantry for distribution while they cannot because of their non-profit restrictions. Once operational we can also solicit donations of other needs that families cannot afford such as soap, laundry detergent, items that cannot be purchased with EBT cards. There is

no central location for those needs, and we can be that with the space that we now have in our 5,000 square foot building.

**To the extent that other nonprofit organizations and agencies provide services in our region that are similar to your services, please share how you coordinate and/or differentiate your services.**

The difference is in our mission, to help the elderly and the needy take care of their pets, with needed veterinary care. We are one of a kind in this community. The previous thrift store was sponsored by the SPCA for 15 years and when we lost the building as the 90 year old owner sold it, they did not want to continue with the thrift store, supporting their local NO Kill facility, All Most Home, as they had enough established funding, leaving a huge vacuum of need both for discounted clothing as well as helping the needy and the elderly with veterinary care for their pets. Our mission is to fill in that gap again with the thrift store but also using the funds to help the individuals that so desperately need assistance with their pets.

**If your organization received a 2024 Community Grant, what was the impact of that grant on how your organization serves the community?**

n/a

**Tell us a story that best illustrates the impact your organization has on our community.**

The previous thrift store that I managed for several years, helped people on a daily basis. People without proper clothing, a family that might have lost everything in a fire, a family in a domestic situation, or a child that wanted that special outfit for a special occasion, the elderly who could shop as a pastime in their lives of little opportunity to do so with their limited funds. The story's are endless of the people that we were able to assist. Take Me Home Thrift Shop will pick up where the old one left off. By assisting us with a grant, we can have a welcoming, safe environment for our consumers and community members to enjoy. Take Me Home Thrift Shop is not just a business; it's a lifeline for the animals and families of Nelson County. We are also one of two locations where those that have committed minor crimes can work off their "community service" sentences. The other being our Food Pantry as well as for teenagers to earn their volunteer hours to graduate from high school who have difficulty finding volunteer opportunities.

## **GRANT REQUEST**

**Are you requesting a single-year grant or three-year grant commitment?**

Three-year Community Grant commitment (2025-2027)

**What is the annual amount of the three-year grant you are requesting?**

\$ 10,000 would go a long way over the next three years, but any amount is desperately needed.

**Do you wish to use this grant for General Operating purposes or a specific program or capital expenditure?**

General Operating purposes (no restrictions on its use)

**If your organization is awarded a 2025 Community Grant that is only a partial amount of the total funds you have requested from the Foundation this year, how will this impact your intended use of the funds?**

We can put every dollar to use.... and will continually looking for grants that service non-profits. We will be opening regardless.... We are good at shoestring budgets and Stephanie has agreed that she will postpone any salary until we can afford it.... She lives with her parents, life long residents of the county and her two teenagers in a multi-generational home which is common in Nelson County due to an extreme lack of affordable housing.

**Optional: Is there anything else you would like for us to understand about your organization, or how you would use a 2025 Community Grant that you have not yet covered in this application?**

Until we can afford to change out the ceiling tiles and turn on the electricity, which we might not do due to the size of the building and the huge expense dealing with the local electric company, we will use rainbow designed 25' diameter parachutes to cover the ceiling in the main sales area, and solar barn lights. The back of the main garage behind the three overhead doors will be used for out of season clothes and the front part will be used for furniture. At the old building, a former real estate office with many add-ons, they had to use outbuildings for such. With the size of the building, we will have everything under one roof and plenty of room for more furniture sales. There is also 506 square feet of space on the far left of the building that is plumbed for a powder room with their own window, and entrance, that eventually will be finished to be rented as separate office space that is in great demand in the village. There is a powder room in the main sales area and it is just a matter of turning on the water and sewer. We are the only building in the village with parking in the front of the building, not taking up street parking. In the large back yard there is a garage in the far corner that is rented at \$60 a month. The new Lovingson Merchant's Association (one month old) and the Nelson County Chamber of Commerce are very excited about how we can use that "green space", the largest such space in the village for Art in the Park programs, possible music and picnics for the community on summer weekends, the Nelson Farmer's Market, that is currently in a very confined space. The sky is the limit. The community has never had a "green" space before.... The HOWS Project, out of Charlottesville, will also be using it, perhaps quarterly, paying for it's use.. There is a second outbuilding back there where they can store some of the dog houses that they give to those that need them as well as hay during the winter months. The whole property is perhaps 1/2 a village block and only 1/3 of it as the building footprint. We have so many opportunities to support the village community and the local merchant's will also be helping support us by coordinating advertising, highway signage, etc.... The Chamber is designating money for a grand opening. We can help them by bringing new people into the village to not only support the new thrifting fad and have a local organization again for their donations and they will also visit the other charming shops they can walk to in the village. We have volunteers to help run the shop who can now walk to the location. This is turning into a real community enterprise. The need is great.....

## FINANCIAL INFORMATION

**What is your total operating budget for your current fiscal year?**

\$ 3,614,145

**Optional Budget Narrative: Is there anything about your organization's budget that you would like for us to know?**

We are extremely excited about being able to purchase this building, thanks to an anonymous \$10,000 donor for the down payment and closing costs. The importance of the thrift store to the community is incalculable. We are both experts in working on a tight budget and know how to get things done. We have contractors that are donating their labor and knowledge to assist getting this shop up and running. We can only do some of the things right now and will be tackling some of the bigger projects as time goes on as we receive grant money and sales begin coming in... The building has been vacant for far too long and is in the best location for such a shop in the village. There are a handful of abandoned buildings in the village, including an abandoned Tea Room and Movie Theatre just waiting for someone to come in and make them viable again and the thrift shop will be the flag ship for getting more of them either rented or purchased to expand the 'downtown' area... How nice to say "downtown" when referring to our village....The Rockefeller Plaza building in New York has a Rainbow Room and with our old ceiling covering using rainbow parachutes, we will have our own Rainbow Room to visit. We so appreciate your consideration....

**Optional: If applicable, is there anything about your program or capital expenditure budget that you would like for us to know?**

# Take Me Home Thrift Store

Community Foundation of the Blue Ridge  
117 South Lewis Street  
Staunton, Virginia 24401

Dear Community Grants Program Committee,

As a former volunteer at the old thrift store in Colleen, I have seen the positive effect that a thrift store has on our community. Not only to provide cost effective clothing, household goods, pet supplies, etc to those in need but also a collection point for goods that would otherwise be wasted and wind up in the landfill. The former store was a very busy place and drew customers off the highway and from surrounding counties, I only see this new store as an asset to the village of Lovingston's commerce and the community at large.

Thank you  
Carla Quenneville  
Owner, Village Antiques  
605 Front Street  
Lovingston

Before she started her antique company, Carla initiated with several other women the new artists collective, The HeArt of Nelson at 611 Front Street with a group of artists seeking to bring their love of traditional skills and techniques to the community. Carla is also responsible for starting the new Lovingston Merchants Association and spearheaded bringing new small businesses into the village and promoting events.

Patty Avalon, a local artist has painted several murals around the abandoned village that depicts what Nelson County is all about.

Carla founded the October Lovingston Days for the last several years, where vendors from around the county and popular food trucks can set up in the village to sell their wares up and down Front Street. A small group has done the research and people can now take a walking tour of our historic village established in 1806.

Other voices of encouragement from:

Melody Embrey  
President, Nelson County Chamber of Commerce

Maureen Kelley  
Director, Economic Development

Jesse Rutherford  
Chairman, Board of Supervisors

All are excited to have this abandoned building back in use again, especially as a new thrift shop....

# Annual Budget for Fiscal Year 2025

## Primary Expenses

### One Time Start Up Expenses to Open:

\$359.92 - 8 each Barn Solar Lights with solar panel;  
 \$232.00 - 8 each 25' Solar light extension cords;  
 \$539.94 - 6 each 25' Rainbow parachutes;  
 \$250.00 to hook up water and sewer at the site;  
 \$100.00 firefly set up  
 \$299.00 POS System  
 \$ 40.00 - Flex Seal to fix several metal roof seam leaks;  
 \$ 30.00 - Concrete to repair wheel chair ramp at front entrance;  
 \$250.00 -10 ea 4' x 8' white Peg Board sheets;  
 \$ 50.00 - replacement insulation over one 8' x 6' area;  
**\$2,150.86 Total**

## Wages and Benefits

Six months salary for Stephanie at \$18.00/hour for last six months of the year  
 \$2,880 a month x 6 = \$17,280

Payroll Taxes for 6 months: 22% Employee contribution \$3,801.60

6.2% SS 6.2% \$1,071.36

1.45% FICA \$250.56

Total = \$5,123.52

	First Six Months	Second Six Months	Total Annual
Mortgage \$854.36 / mo	\$5,126.16	\$5,126.16	\$10,252.32
Property Taxes (1/2 due June 5 and Dec 5)	\$236.13	\$236.13	\$472.26
Salary for second six months at \$18.00/hr		\$17,280.00	\$17,280.00
<i>(Taxes: Emp Contribution 22% \$3,801.60; FICA 1.45% \$250.56; SS 6.2% \$1,071.36;</i>			<i>-\$5,123.52)</i>
POS Systems \$299.00 each	\$299.00	\$299.00	\$598.00
Card Processing Fees \$113.20 x12 per Square	\$679.20	\$679.20	\$1,358.40
<i>(2.6% + .10¢ per person per sale based on previous sales at the old site)</i>			
Water and Sewer \$118.00 per month x 11	\$590.00	\$708.00	\$1298.00
Insurance	\$1,373.85	\$1,648.62	\$3,022.47
Firefly for telephone & internet \$160/mo x11 mo	\$800.00	\$960.00	\$1,760.00
Miscellaneous supplies	\$50.00	\$50.00	\$100.00
	\$9,154.34	\$26,987.11	\$36,141.45
	\$1,525.72/mo	\$4,497.85/mo	\$3,011.79/mo

### NOTE:

We only have the financials from the SPCA Thrift Shop for their last full year (2022) and the seven months before they closed the facility at the beginning of August, 2023. In 2022 and previously, they were only open two days a week from January through September, then three days a week October thru December due to community demand. There were two paid employees, Stephanie as the manger and Roy being part time to cover when Stephanie could not be there.

Their gross sales for 2022 were \$90,707.72. Expenses for that year were \$54,856.93 with a net income of \$35,850.79 that they donated to Almost Home. Since Stephanie became their manager for their last two full years, she increased sales by at least 32% each year before they added the extra day.

Your site asks for prior fiscal year budget but since this is our first year, and we just opened, we have done.... I did write an over view paragraph at the end of our 2025 fiscal budget about what we knew of the financials from the previous thrift store run by the SPCA. we are independent from them, but it is what we can share.

# Unity in Community

Roseland

## ORGANIZATION INFORMATION:

**Founded in:** 2007

### **Mission:**

Unity in Community is an inter-denominational and inter-racial group dedicated to helping Nelson County neighbors in need, regardless of ethnic, spiritual or cultural background.

### **Primary activities and programs:**

Unity in Community (UIC) is dedicated to helping Nelson County residents in need. This is achieved through a variety of programs and activities designed to provide support and foster a sense of community. Unity in Community's primary activity is providing direct financial assistance to individuals and families struggling to meet their basic needs. This includes help with essentials like rent/mortgage payments, utilities, medical needs, fuel, groceries and clothing. There are also dental, vision and hearing assistance programs specifically aimed at making these more accessible and affordable for low-income residents. These programs involve partnerships with dental clinics, audiologists, and vision centers. Beyond financial and healthcare support, UIC addresses the need for household items. A storage facility is maintained where donated furniture, appliances, and other household essentials are stored and provided free of charge to clients facing difficult circumstances. UIC also recognizes the importance of community connections and includes volunteer and visitation programs. Volunteers assist other community programs such as packing snacks for the Nelson Kid Pack Program and supporting local food pantries. Additionally, UIC members regularly visit individuals who might be isolated or lonely, such as shut-ins, disabled individuals, and seniors living alone, providing companionship and support. In 2025 UIC plans to resume community fellowship luncheons after the hiatus due to the covid pandemic. These luncheons are held on the third Wednesday of each month at various participating churches on a rotating basis and serve as a platform for fostering unity and connection among residents. The luncheons provide a venue for information sharing, with guest speakers highlighting local programs and entertainment provided by local groups. UIC's activities and programs address a wide range of needs in Nelson County, combining practical assistance with community-building initiatives to create a supportive and inclusive environment for residents facing challenges.

### **Community need(s) your organization exists to address:**

When UIC was organized in 2007, it was in recognition of a lack of organizations attempting to address the 16.9% of Nelson County residents living in poverty. While government agencies work to provide assistance, UIC can both complement and expand on the kinds and extent of help available. Since the members of Unity in Community live in the community they are better able to comprehend and assess the needs of clients. This results in cooperative efforts and workable solutions. Unity in Community developed its programs in response to these

recognized needs. Those interested in helping others are drawn to a local organization to make a contribution or a donation.

**GRANT DETAILS:**

**Based on how you measure your organization's impact, please share with us the magnitude of your work.**

Records are kept of all applications submitted and determinations made regarding each. The records include the number of individuals and families involved and other data. These are summarized on an annual basis in chart form. A sample of our latest summation follows. (insert form) From January to December 2024, UIC received a total of 107 applications, serving 380 individuals. A total of \$27,302.34 was spent providing aid to those who applied, including assistance for electric, other fuel, rent, mortgage, scholarships, furniture/household items, and Christmas gifts for mentally/physically challenged individuals.

**What is the approximate percentage of your organization's work that benefits the communities of Staunton, Waynesboro, and/or the counties of Augusta, Highland and Nelson?**

One hundred percent benefits Nelson County residents.

**Please share your organization's goals and objectives for 2025, or if you prefer, your long-range goals and objectives.**

The following are the objectives which will be specifically addressed in 2025:

- To continue to serve as a source of assistance to those in need in the Nelson County community through the mission statement goals of financial assistance, help with dental, vision and hearing needs, furniture and household item distribution, volunteer and visitation activities
- To resume seeking grant support by regularly submitting grant proposals
- To revitalize the image of Unity in Community by participating in more community functions and by increased efforts to make the public aware of the services offered by Unity in Community
- To resume monthly Community Luncheons following the hiatus due to the covid pandemic
- To repair the building that houses the Furniture Ministry inventory

**To the extent that other nonprofit organizations and agencies provide services in our region that are similar to your services, please share how you coordinate and/or differentiate your services.**

UIC works collaboratively with other service organizations such as Jefferson Board for the Aging (JABA), Monticello Area Community Action Agency (MAACA), Department of Social Services (DSS), Nelson County Community Development Foundation (NCCDF) and dental clinics to avoid duplicating efforts and ensure a more efficient use of resources. UIC's clients participate in our programs and help with fundraising activities. They like being a part of

community service and their inclusion generates a sense of pride and belonging. The result is that there is a direct relationship between the actions of UIC and the community it serves. UIC works with the county schools to address the needs of students by providing toiletry products, kids glasses, clothing and other needs. UIC awards scholarships to aid students enrolled in college career and technical education courses. UIC participates in Health Fairs, migrant events, parades, holiday caroling and other events.

**If your organization received a 2024 Community Grant, what was the impact of that grant on how your organization serves the community?**

Unity in Community did not receive a grant in 2024.

**Tell us a story that best illustrates the impact your organization has on our community.**

In the past, Unity in Community helped a local family who lost their home in a fire by collecting household items donated by Nelson County residents. An electrical fire consumed the home of the Barnett family. Crews from Wintergreen, Piney River and Roseland responded to the fire. The family of six was in the house when the fire broke out, but were able to escape without harm. Unfortunately, they were unable to save any of their possessions, even items of sentimental value. The American Red Cross was able to provide the family with money for food, clothing and lodging. While the Red Cross was coordinating recovery assistance, Unity in Community was the "go to" organization in pulling together the many donations from the public. The Nelson County community came together and donated many necessary items. Unity in Community utilized our Furniture Ministry by giving the family many large items and furniture to go in the family's living room, dining room, kitchen and three bedrooms that the family was later able to use free for a period of time while they regrouped. Unity in Community is proud in having played such a major role in helping the family during such a sad time in their lives. This coordinated effort helped to avoid duplication and waste. We are proud of our record in recognizing needs and responding to them. This is just one of the many examples that have blessed the lives of many less fortunate residents. The Furniture Ministry program has become one of the most utilized programs UIC have.

## **GRANT REQUEST**

**Are you requesting a single-year grant or three-year grant commitment?**

Three-year Community Grant commitment (2025-2027)

**What is the annual amount of the three-year grant you are requesting?**

\$ 4,000

**Do you wish to use this grant for General Operating purposes or a specific program or capital expenditure?**

A specific program or capital expenditure

**If applicable, please describe the specific program or capital expenditure for which you are seeking support and why it is important to our community.**

The funding request of \$4,000 is to enable needed repairs to the storage facility housing the Furniture Ministry of Unity in Community. The two buildings (1450 sq.ft. each) that house the Furniture Ministry need replacement of the roofs, decking and ramps. The repair work on the storage area used for the Furniture Ministry would be approached in stages, with functionality and safety being of highest concern. The current roof would be replaced first in order to keep degradation of the structure from continuing and causing more damage. Once a stable leak-proof roof is in place, replacement of the stairs and loading platform would be addressed. The design would include stairs and decking that would resist rotting and provide a safe, stable access to the storage facility. Once accomplished the storage area would be more accessible, more weather proofed and safer for workers who would deliver donated furniture to the facility and those clients who would be removing furniture and equipment from it. If feasible, the project might be refined to include a ramp entrance so dollies could be used to transfer items with minimal lifting. Progress will be photographed as each stage of repair is carried out. Unity in Community members who work with the furniture ministry would have input in the design and construction at all levels. Work will be done to meet building and safety codes with regular inspection occurring throughout the project. Care will be taken to make transition from one storage unit to the other barrier-free, easily navigated and permit movement from one unit to the other.

**If applicable, what is this program or capital expenditure's total budget?**

\$ 20,000

**If your organization is awarded a 2025 Community Grant that is only a partial amount of the total funds you have requested from the Foundation this year, how will this impact your intended use of the funds?**

Unity in Community anticipates it will need more than this grant funding to complete the project. Unity in Community volunteers will continue to conduct fundraising events throughout the year such as Pancake Breakfasts, Souper Saturday, Spaghetti Dinner, and Gospel Extravaganza. Unity in Community will submit grant applications to other organizations to help us complete the project. Unity in Community will make county organizations aware of our needs/plans and request their support. Unity in Community will seek donations, discounts and/or building materials donations to help with the repair process.

**Optional: Is there anything else you would like for us to understand about your organization, or how you would use a 2025 Community Grant that you have not yet covered in this application?**

## **FINANCIAL INFORMATION**

**What is your total operating budget for your current fiscal year?**

\$

**Optional Budget Narrative: Is there anything about your organization's budget that you would like for us to know?**

**Optional: If applicable, is there anything about your program or capital expenditure budget that you would like for us to know?**



December 19, 2024

Minister Hilda Rose  
Unity in Community  
P.O. Box 55  
Roseland, VA 22967

Minister Hilda Rose,

It is with great pleasure that I support the Unity in Community Outreach Ministry, Inc.'s grant application to the Community Foundation of Central Blue Ridge. Unity in Community has become a vital part of the Nelson County community serving the same population and sharing many of the same goals. This is especially beneficial in a small rural community with limited resources where many residents live at or below poverty levels.

Unity in Community has helped many of Blue Ridge's clients by providing financial assistance, helping with medical co-pays and providing financing for medical prescriptions. Support has also been given to our Dental Clinic by referring patients to us, enabling access to procuring dentures at area clinics and assisting financially with the expense of dental care.

UIC members have forged an active partnership with Blue Ridge Medical Center and the Dental Clinic by supporting and participating in various community events, for example health fairs, school supply drives, vaccination clinics, migrant health and other projects. Together we have been able to make an impact which exceeds that of individual efforts.

The various programs of Unity in Community have made a large and positive impact upon those who live in Nelson County. Their efforts to provide financial assistance, furniture and household items, community activities, and overall support have made them a go to staple organization within the county.

Blue Ridge Medical Center and Dental Clinic are grateful for their assistance and support and value the partnership which has been established. We look forward to continuing this partnership for many years to come.

Sincerely,

Rodney S. Johnson  
Chief Executive Officer  
Blue Ridge Medical Center

## Unity in Community

### Operating Budget July 1, 2024 – June 30, 2025

#### Income

Grants	\$	18,000
Donations	\$	8,000
Fundraisers	\$	4,000
Dues	\$	700
Carryover funds	\$	7,000
<b>Total</b>	<b>\$</b>	<b>37,700</b>

#### Expenses

Financial Aid	\$	28,000
Dental Aid	\$	3,000
Operating Expense	\$	4,000
Fundraising	\$	1,000
Promotions	\$	200
Community Relations	\$	1500
<b>Total</b>	<b>\$</b>	<b>37,700</b>

**Unity in Community Income and Expenses**  
**July 1, 2023 to June 26, 2024**

Cash on Hand July 1, 2023 **\$12,813.73**

**Income**

**Grants**

None for this year

**Donations**

General Donations	\$ 4,527.00
Organization Donations	\$ 13,772.97
Designated Donations	\$ 325.00
<b>Total</b>	<b>\$ 18,624.97</b>

**Fundraisers**

\$ 4493.25

**Dues**

\$ 320.00

**Benevolence Fund**

\$ 335.00

**Total Income \$ 23,773.22**

**Expenses**

**Client Assistance**

Financial Aid	\$ 18,487.58
Indirect Aid	0.00

**Total \$ 18,487.58**

**Operational Expenses**

Office Supplies	0.00
Phone	1,069.37
Postal Service	206.08
Website Expenses	540.00
SCC Fees	20.85
Electric (furniture shed)	190.05

**Total \$2027.07**

*(Expenses continued)*

<b>Fundraising</b>	<b>\$ 267.00</b>
<b>Community Relations</b>	<b>\$740.00</b>
<b>UIC Member Activities</b>	<b>\$550.00</b>
<b>Total Expenses</b>	<b>\$ 22,071.65</b>

**Balance at end of fiscal year June 26, 2024      \$ 15,935.05**

## **Project Budget**

### **Furniture Facility of the Community Foundation of Central Blue Ridge Grant**

#### **Part 1**

Replace the roof of the first of the storage facilities with metal roofing  
\$7,000

Replace the existing decking and ramp access to the storage unit  
\$2,000

Replace the door frames of the storage units  
\$1,000

Total \$10,000

This project is the first stage in refurbishing the units which house the furniture ministry of Unity in Community.

#### **Part 2**

Part 2 of the project will be accomplished when fundraising efforts and additional grant proposals are enacted to continue the project.

The complete total Furniture Facility Project estimate is \$20,000.

# Valley Supportive Housing

Staunton

## ORGANIZATION INFORMATION:

**Founded in:** 2005

### **Mission:**

Valley Supportive Housing (VSH) shall provide housing assistance to improve the quality of life for persons with intellectual disabilities, mental illness or substance abuse issues. VSH owns, maintains and leases 68 apartments to this community of individuals. Supportive is defined as: a combination of housing and community support services to help people live a more stable and productive life. Supportive housing helps individuals who face the most complex challenges obtain stable housing. These are people who struggle with homelessness, very low incomes, and serious, persistent health issues.

### **Primary activities and programs:**

Valley Supportive Housing (VSH) meets a critical need in our locality by providing affordable permanent housing and coordinating individualized supportive services through partnering agencies for tenants challenged by poverty, intellectual disabilities and mental illnesses or in recovery from substance abuse. VSH typical net rents are \$550/month including all utilities. In January 2023 VSH was able to hire a part-time Tenant Sustainability Counselor with the aid of a grant from The Kline Community Foundation, assisted by The CFCBR. This TSC provides an interface with the SAW community that develops relationships beyond the typical tenant transaction daily experience. VSH participates in the Trinity Episcopal Church lunch program. Tenants volunteer their time to plan, prepare and serve the meal. This is a work to develop the desire to perform a service for the sake of doing a good thing strictly for sake of doing it. VSH established a relationship with New Directions Center to provide two two-bedroom apartments as a transitional home for single-parent families, always female, away from their initial sheltering. We are also providing an educational experience for one of these families, teaching a 41 year-old mother to read and write. Yes. Improving her ability to work with her children regarding school work. VSH has MOU's with the Valley Mission, Hall Community Services, a partnering relationship with Virginia Supportive Housing and close relationships with Valley Community Services Board and Western State Hospital.

### **Community need(s) your organization exists to address:**

Of the SAW area's non-institutionalized population (114,203), 8,295 individuals (12%) have either a cognitive difficulty, self-care difficulty, or an independent living difficulty, compared to the state average of 8.2%. (U.S. Census Bureau). The Virginia Dept. of Behavioral Health estimates that 5,262 adults in Staunton, Waynesboro, Augusta & Highland County suffer from a severe mental illness; 263 are homeless/at-risk (before COVID, that number has increased but data is not yet publicly available). SAW has 12,401 rental units; 82% rent at \$600 plus utilities (44% > \$750). These rent brackets are cost prohibitive for this special-needs population. Valley Supportive Housing's (VSH) average rent is \$500, including utilities. VSH is constantly 100%

filled. When an apartment becomes available, the VSH Client Services Committee regularly has 18 plus applications from which to choose a tenant. Our most recent tenant search, for one apartment, had 36 applications.

VSH helps vulnerable people live and thrive in our community. Augusta Health's most recent Community Health Needs Assessment (2019) research found that 1.7% of the locality's adults experienced homelessness during the last two years, identifying affordable housing in their 14 areas of opportunity. CAPSAW identified affordable housing and access to physical and behavioral health services as two of their four priority areas for FY 20–24. VSH tenants' incomes are typically \$786 per month. In addition to financial limitations, physical and behavioral health challenges prohibit the VSH population from securing housing in the general rental market. If not for VSH, the majority of our tenants would be homeless. Healthy People 2020 lists Neighborhood & Built Environment as one of the five determinants of social health with affordable housing a top priority. VSH works with Housing First (HF), a nationwide initiative that places the homeless into housing without prerequisites. Previously, one may have had to initiate a mental health intake process, get funding, background check, etc. – all outside of the typical homeless person's capabilities. Following HF's successful model, VSH put individuals in housing as the first element. VSH & Valley Community Services Board's (VCSB) internal reviews reveal the benefits of housing stability on behavioral health. VSH residents averaged 2.2 visits to Psychiatric Emergency Services prior to leasing with VSH. After securing housing, visits dropped to 0.71. Our locality needs more affordable supportive housing. VSH is constantly 100% filled.

#### **GRANT DETAILS:**

**Based on how you measure your organization's impact, please share with us the magnitude of your work.**

VSH has served 68 families over the past year. We have recognized that a strictly transactional method of operating, interacting with the tenants, interaction among the tenants themselves, is a "standing in place" methodology. There is pressure just to do that. But we are working to develop a more rounded way of interacting. Working with the tenants as if they are a sort of family. A - in the broadest sense - spiritual operational method. Helping them learn to do a good thing for the sake of doing a good thing. Something of a family feeling. Most tenants have not had that in a very long time, some, never. Remember - VSH has 66 individuals, one three-person family and one two-person family (the latter two headed by an abused female), living in relative close proximity. Success is a long-term tenant, their getting along in the community a reaching out totaunton.

**What is the approximate percentage of your organization's work that benefits the communities of Staunton, Waynesboro, and/or the counties of Augusta, Highland and Nelson?**

100%.

**Please share your organization's goals and objectives for 2025, or if you prefer, your long-range goals and objectives.**

1) We are almost complete in absorbing the purchase of an additional six structures with 20 apartments. 2025 will see this project with a certain type of maintenance performed, and a certain type of tenant in the apartments.

2) We realize that we must develop a long-range financial structure. This would allow less dependence on short-term grants, and individual donations. If successful, we could develop additional assistive programs and perhaps more capacity.

3) We have just completed (December 2024) a second three-year strategic study via Virginia Housing and overseen by SparkMill of Richmond, Va. We will begin implementation in 2025.

**To the extent that other nonprofit organizations and agencies provide services in our region that are similar to your services, please share how you coordinate and/or differentiate your services.**

We are the only company in the CFCBR area of influence that is specific with a mission to house those with disabilities and the capacity that VSH has. Very low-income individuals do not have the ability to rent on the retail market. The income of our typical tenant is \$943 per month. We coordinate with other agencies for services. We will introduce a tenant to an agency that provides skill-building; contact Adult Protective Services when appropriate, coordinate with parole officers, the Staunton police, Middle River Jail and Augusta hospital. VSH appreciates and and works well with the police.

**If your organization received a 2024 Community Grant, what was the impact of that grant on how your organization serves the community?**

We did receive a grant for 2024, one on the three-year program that ended with the 2024 payment. It has been designated in the past to help pay the salary of the ED. We are grateful for this unrestricted help. The ED and staff work to develop the tenants' confidence for living in Staunton. Rents pay for approximately 75-80% of our yearly expenses. The CFCBR grant is much appreciated.

**Tell us a story that best illustrates the impact your organization has on our community.**

A female tenant occupied one of the apartments we bought in January 2023. We did not know it at the time of purchase, that she was pregnant. She is 25. The father did not live with her, and we learned of bad behavior on both of their parts. When the child was born, in late 2023, New Directions senior personnel were on site across the street looking at one of our other apartments. Our tenant came out to the street with her baby and was engulfed by the ND staff, our TSC and me. I think the sheer goodness of the interaction made an impact on this mother with a very young baby. For the next eight months this tenant held a job, but was involved with a crowd of heavy drinkers and generally unpleasant people. About four months ago, her ex entered her house and beat her up. She ended up in Augusta hospital and was tested for a brain bleed. VSH jumped in and worked to care for her. Our Tenant Sustainability Counselor, a woman, made frequent contact with her. The VSH ED secured a no trespass notice on the ex and monitored the need for police. Maintenance worked to secure her apartment. She was extremely appreciative over the care we gave. I don't think she had experienced this care in her

25-year life where protection and genuine care were involved. She has since graduated from working in the very tough food service industry, to a company providing help for individuals with a disability needing daily care. She is mending and keeping up with financial obligations. She has asked if she can be considered a long-term tenant - and if a somewhat larger apartment came available, she would like to stay close to what appears to be genuine care. She said as much, or words to that effect. Time will tell if she can maintain this growth.

## **GRANT REQUEST**

**Are you requesting a single-year grant or three-year grant commitment?**

Three-year Community Grant commitment (2025-2027)

**What is the annual amount of the three-year grant you are requesting?**

\$ 10,000.00

**Do you wish to use this grant for General Operating purposes or a specific program or capital expenditure?**

General Operating purposes (no restrictions on its use)

**If your organization is awarded a 2025 Community Grant that is only a partial amount of the total funds you have requested from the Foundation this year, how will this impact your intended use of the funds?**

VSH receives monthly accounting statements. We have a certain latitude in adjusting costs to fit circumstances. For instance, we have free Dish packages in four complexes. If had the need to reduce costs, we could remove this one. Dish is \$84.00 per month per location, a total of \$4,032 a year.

**Optional: Is there anything else you would like for us to understand about your organization, or how you would use a 2025 Community Grant that you have not yet covered in this application?**

The CSB and Western State types of organizations are basically medically-minded. VSH recognizes that for any kind of growth that will help a tenant attenuate their anxiety and/or depression, some other influence needs to occur. VSH is striving to help tenants past however they see their limits such that, in a very broad sense, a spiritual growth occurs. VSH contacted a professor of clinical psychology at Columbia University and took an online class that addressed her belief that a spirituality, broadly defined, could relieve some of the stress of anxiety and depression. We are using and developing her principles. Not hoping for 100% - and for those we are working with, there seems to be a change in their working with others. This is hard to quantify.

**FINANCIAL INFORMATION**

**What is your total operating budget for your current fiscal year?**

\$ 474,594

**Optional Budget Narrative: Is there anything about your organization's budget that you would like for us to know?**

**Optional: If applicable, is there anything about your program or capital expenditure budget that you would like for us to know?**



# New Directions CENTER, INC.

EMPOWERING LIVES • EDUCATING THE COMMUNITY • ENDING VIOLENCE

110 W. Johnson St., Suite 102, Staunton VA 24401 Office (540) 885-7273  
Hotline (540) 886-6800 Fax (540) 885-0686

February 3, 2025

Community Foundation of the Central Blue Ridge  
117 South Lewis Street  
P.O. Box 815  
Staunton, VA 24402

RE: Letter of Recommendation for Valley Supportive Housing

Dear Community Grants Committee,

I am pleased to offer my enthusiastic support for Valley Supportive Housing's application for the 2025 Community Grants Program. As a dedicated organization serving the Shenandoah Valley, Valley Supportive Housing plays an essential role in providing affordable, safe housing and supportive services to individuals with mental illness, intellectual disabilities, domestic violence and substance use issues.

Stable housing is a cornerstone of personal well-being and community health, and Valley Supportive Housing excels in addressing this critical need. Through their commitment to offering secure, supportive environments, they empower individuals to rebuild their lives and engage more fully in their communities. Their efforts align seamlessly with the goals of the Community Grants Program, particularly in addressing identified community needs with thoughtful and strategic programming.

Valley Supportive Housing has demonstrated an exceptional ability to maximize resources, developing well-structured initiatives that have a lasting impact on residents and the broader community. Their holistic approach to supportive services not only ensures housing stability but also fosters self-sufficiency and improved quality of life for those they serve.

I strongly encourage the Community Foundation of the Central Blue Ridge to consider Valley Supportive Housing for funding through the 2025 Community Grants Program. Their mission-driven work is vital to our region, and your support would enable them to continue expanding their reach and effectiveness.

Thank you for your time and consideration. Please feel free to contact me if you require any additional information at [kristen.cook@newdirectionscenter.org](mailto:kristen.cook@newdirectionscenter.org) or 540-885-7273.

Sincerely,

*Kristen P. Cook*

Kristen P. Cook  
Assistant Director, New Directions Center

	A	B	C
1	<b>Valley Supportive Housing</b>		
2	<b>OPERATING BUDGET - Current</b>		
3	<b>July 1 2024 - June 30 2025</b>		
4			
5	<b>Primary Income Categories</b>	<b>Budgeted</b>	<b>Explanation (if necessary)</b>
6	Charitable Contributions	\$ 77,000.00	Individual donations, CAPSAW, CFCBR, United Way
7	Federal & State Grants	\$ -	n/a
8	Fees from Program Services	\$ 325,000.00	rent
9	Damage recovery	\$ 3,000.00	repayment of damages by tenants
10	Miscellaneous, interest	\$ 1,400.00	
11			
12			
13	<b>Total Income:</b>	<b>\$ 406,400.00</b>	
14			
15	<b>Primary Expenses Categories</b>	<b>Budgeted</b>	<b>Explanation (if necessary)</b>
16	Wages & Benefits	\$ 89,847.00	
17	Principal & Interest	\$ 114,410.00	
18	Insurance	\$ 21,089.00	
19	Utilities	\$ 72,250.00	
20	Maintenance	\$ 47,650.00	
21	Office Expenses	\$ 26,690.00	supplies, professional fees, legal, tel & internet, education, tenant emergency medical, tenant supplies & furnishings, tenant gifts, tenant sustainability education, payroll fees, advertising, office expenses
22	Payroll taxes	\$ 6,000.00	
23	Other	\$ 150.00	
24			
25	<b>Total Expenses:</b>	<b>\$ 378,086.00</b>	
26	<b>Net Income (Loss):</b>	<b>\$ 28,314.00</b>	
27			
28	<b>Valley S. St. Clair St.</b>		
29	<b>OPERATING BUDGET - Current</b>		
30	<b>July 1 2024 - June 30 2025</b>		
31	<b>Primary Income Categories</b>	<b>Budgeted</b>	<b>Explanation (if necessary)</b>
32	Charitable Contributions	\$ -	
33	Federal & State Grants	\$ -	
34	Fees from Program Services	\$ 131,805.00	rent
35	Damage recovery	\$ 1,750.00	repayment of damages by tenants

	A	B	C
36			
37	<b>Total Income:</b>	<b>\$ 133,555.00</b>	
38			
39	<b>Primary Expenses Categories</b>	<b>Budgeted</b>	<b>Explanation (if necessary)</b>
40	Wages & Benefits	\$ 34,666.00	
41	Principal & Interest	\$ 78,098.00	
42	Insurance	\$ 9,390.00	
43	Utilities	\$ 28,850.00	
44	Maintenance	\$ 19,751.00	
45	Office Expenses	\$ 1,324.00	supplies, off expense
46	Payroll taxes	\$ 2,834.00	
47		\$ -	
48			
49	<b>Total Expenses:</b>	<b>\$ 174,913.00</b>	
50	<b>Net Income (Loss):</b>	<b>\$ (41,358.00)</b>	
51	<b>INSTRUCTIONS: Replace the items in RED with your organizations' information. Please use the income and expense categories that make the most sense for your organization. Consider including separate categories for specific income and expenses of \$10,000 or greater. Smaller categories of income and expenses can be</b>		

<b>Valley Supportive Housing</b>		
<b>OPERATING BUDGET</b>		
<b>July 1 2023 - June 30 2024</b>		
<b>Primary Income Categories</b>	<b>Budgeted</b>	<b>Explanation (if necessary)</b>
Charitable Contributions	\$ 71,933.00	Individual donations, CAPSAW, CFCBR, United Way
Federal & State Grants	\$ -	n/a
Fees from Program Services	\$ 303,493.00	rent
Damage recovery	\$ 2,861.00	repayment of damages by tenants
Miscellaneous, interest	\$ 1,423.00	
<b>Total Income:</b>	<b>\$ 379,710.00</b>	
<b>Primary Expenses Categories</b>	<b>Budgeted</b>	<b>Explanation (if necessary)</b>
Wages & Benefits	\$ 86,904.00	
Principal & Interest	\$ 117,223.00	
Insurance	\$ 20,215.00	
Utilities	\$ 70,599.00	
Maintenance	\$ 43,301.00	
Office Expenses	\$ 19,590.00	supplies, professional fees, legal, tel & internet, education, tenant emergency medical, tenant supplies & furnishings, tenant gifts, tenant sustainability education, payroll fees, advertising, office expenses
Payroll taxes	\$ 5,694.00	
Capital expenditures	\$ 5,268.00	
<b>Total Expenses:</b>	<b>\$ 368,794.00</b>	
<b>Net Income (Loss):</b>	<b>\$ 10,916.00</b>	

**INSTRUCTIONS:** Replace the items in **RED** with your organizations' information. Please use the income and expense categories that make the most sense for your organization. Consider including separate categories for specific income and expenses of \$10,000 or greater. Smaller categories of income and expenses can be