



To complete the Application for Funding Cover Page type into the provided fields. Use your preferred word processing program to answer all other questions. **A complete application consists of the Application for Funding Cover Page; a narrative of five pages maximum (exclusive of attachments) answering the questions below; and the required attachments.** Completed applications may be emailed to grants@tfe.org or mailed to The Foundation for Enhancing Communities, PO Box 678, Harrisburg, PA 17108-0678. Emailed applications must be submitted by 4pm on the deadline date. Mailed applications must be postmarked by the deadline date. Contact Jennifer Strechay, Program Offer for Community Investment, at jstrechay@tfe.org or 717-236-5040 with questions.

Name of Organization The Salvation Army Harrisburg Capital City Region

Name, Title, Email, Phone of Executive Leader Major John Griner, Corps Officer,
john_griner@use.salvationarmy.org, 717-233-6755

Organization Mailing Address 506 South 29th Street, Harrisburg PA 17104

Website www.salvationarmyharrisburg.org

Name, Title, Email Phone of Application Contact Kathy Anderson-Martin, Director of Resource
Development, kathy.anderson-martin@use.salvationarmy.org, 717-233-6755 ext. 114

Amount of Funding Requested \$7,500

Purpose of Funding Request Provide clothing, shoes and education/child care for disadvantaged, at-risk children in the Harrisburg area, particularly families affected by unemployment, challenges related to COVID.

Briefly describe your organization

- A. Mission, purpose, and history.
- B. Service population and geographic area served, including demographics.
- C. Current programs, activities, and accomplishments.

Briefly describe the project for which you are requesting funding

- A. Project goals, objectives, and planned activities/events.
- B. Project timetable and budget. *The project budget is separate from the organization budget.*
- C. Constituency served or targeted population.
- D. Other funding sources and amounts.
- E. Project benefits and anticipated results.
- F. Description of how project differs from similar projects in geographic area served.

Required Attachments

- A. Board of Directors List.
- B. Applicant organization's current budget.
- C. First page of the applicant organization's most recent 990. If 990 is not available, provide the most recent audit or financial statement to meet this need.
- D. 501(c) (3) Letter or proof of application.

E. Copy of your registration with the Pennsylvania Bureau of Charitable Organizations.

Please Note: Letters of support are not required, but are accepted. If your project represents a partnership or is 100% dependent upon participation by an organization presented in your application, provide a letter from each organization that confirms their agreement to participate. If your project utilizes a Fiscal Sponsor, follow the Fiscal Sponsor instructions at <https://www.tfec.org/grants/the-childrens-home-foundation-fund-grant-guidelines/>.

Children's Home Foundation Fund

The Salvation Army Harrisburg Capital City Region

Organizational Description (Mission, Demographics & Program Activities Summary):

The mission purpose of The Salvation Army Harrisburg Capital City Region is to listen actively, respectfully and collaboratively; help with basic needs while moving individuals from dependence to self-sufficiency; nourish, educate and worship. Motivated by our love of God, we are committed to serving the whole person in body, mind and spirit without discrimination.

Since 1885, The Salvation Army Harrisburg has provided a variety of programs to children, families and senior citizens. After many years of studies, planning and a major capital campaign, we moved into our new 39,000 square foot Worship & Service Center in September 2019, with new and expanded programs to serve our community.

During our most recently completed fiscal year (10/1/18-9/30/19), 23,304 individuals within our service area of Dauphin, Eastern Cumberland and Perry Counties benefited from our diverse outreach programs. Program activities include the following:

- Family Services – breakfast feeding program; Choice Shopping food pantry; basic needs assistance (food, clothing, utilities, holiday assistance); self-sufficiency mentoring and workforce development; emergency disaster services; Family Table nutrition education
- Children and Youth Programs – afterschool programs at our facility and at Steelton Highspire Elementary; Bridging the Gap; Summer Youth Enrichment; onsite Head Start programs; basketball mentoring and performing arts

All clients live within our service area (Dauphin, Eastern Cumberland and Perry Counties), but the majority of clients are from Harrisburg City and surrounding communities in Dauphin County. Families and children served through our programs are primarily those living at or below 150% of the federal poverty guidelines, ethnically diverse and struggling with many challenges including financial, academic and otherwise. Currently, many families are dealing with unemployment and/or reduced work hours/income due to the COVID-19 crisis.

PROJECT DESCRIPTION – Clothing, Education Kits and Onsite Care for Children

Requested funding would provide needed clothing, shoes, child care and/or educational support for children served through our basic needs and youth programs, primarily those living at or below 150% of federal poverty guidelines and many additional children whose families have been recently impacted by unemployment resulting from the COVID-19 crisis. This past year, we provided 1,930 clothing and/or shoe vouchers valued at \$37,977 to over 1,200 children, (\$19.68 per voucher). Vouchers are redeemed at Boscov's and Salvation Army Thrift Stores, for the purchase of 2 outfits and/or school uniforms. Shoe vouchers are exclusively used at Boscov's so children can choose new shoes that fit properly. Our voucher program is an effective way to provide dignity to families, allowing parents and children to choose items that fit, while also ensuring accountability and program integrity.

In September 2019, we moved into our newly constructed Salvation Army Worship & Service Center at 506 South 29th Street. With multiple classrooms, gym, teaching kitchen, chapel, multi-purpose room, green space and playgrounds, we were able to launch expanded programs for

children including onsite afterschool and summer programs; evening basketball mentoring and performing arts; Head Start for Pre-K students; and Family Table cooking and nutrition classes for families and kids in our 8-station teaching kitchen.

With the COVID-19 crisis, onsite youth programs were put on hold beginning March 16, 2020. We did, however, continue providing more than 500 “education kit” drop offs and to go kits that included snacks and meals to more than 100 children to maintain connections, provide support with basic needs and academics. Onsite, we focused on providing emergency food assistance, via a no-contact drive through system for families in need. In just 16 weeks, we provided food for over 301,837 meals, more than we had provided all of last year through our pantry. 1,357 of households were “new,” never accessing food from The Salvation Army Harrisburg before. Food assistance beneficiaries have included 4,105 children under the age of 18. With so many new “instant clients,” we anticipate increased, sustained need for both basic needs assistance, childcare and youth programs for disadvantaged children in our community.

In June, we were able to enroll 63 children in our onsite, 9-week Summer Youth Enrichment program. Before COVID, we had 133 children registered, but were forced to limit enrollment – given state guidelines and requirements. We do not yet know what “back to school” will look like in '20-'21. The prospect of alternating school days or virtual learning will present a significant hardship for “working poor” parents, especially those with jobs that have less flexibility for work from home and/or have fewer childcare options. As such, we are planning for the possibility of utilizing our facility as a “drop in” center for families who may have the need for a safe place for children to go during the school day. If that is not necessary (and we really hope it isn't!), we will continue to provide onsite afterschool and evening programs for children, with the expectation for increased capacity/need as parents return to work.

With so many additional clients from the COVID crisis and the anticipation of ongoing demand for food assistance and childcare, we expect service demands and associated costs to increase. At the same time, some funding sources are questionable, particularly corporate tax credit programs (we've already heard that we will be losing a \$50,000 gift through the PA NAP program because the participating business is struggling) and our popular Shoe Strut event which provides significant revenue for shoe vouchers and youth programs will be functioning at a fraction of previous years.

PROJECT TIMETABLE, FUNDERS & BUDGET

Requested funds will be utilized in 2021 to assist disadvantaged area children including those in our youth programs, those referred to us from program partners like Harrisburg City and Steelton Highspire schools and 1,357 new food client families. As such, we are requesting \$7,500 to provide clothing and shoes (via our voucher system) along with onsite youth programs. Assists with clothing needs for children are provided on an ongoing basis, although peak demand coincides with back-to-school and holiday seasons.

The current '19-'20 fiscal budget for youth programs is \$767,280, the annual budget for Family Services (basic needs) is \$1,785,250. The cost of service for each child benefiting from our programs varies greatly given the respective program/ service. For instance, the value of the average shoe/clothing voucher last year was \$19.68 while the cost to provide our daily 9 week summer program for a child is approx. \$1,700.

With so many unknowns during the current crisis situation, we are still assessing the impact to our '20-'21 budget. Additional expenses for cleaning, equipment and supplies is anticipated to cost \$40,000+ beyond planned expenses. At the same time, we anticipate some funding sources to decrease or disappear altogether. For instance, our fall Shoe Strut event typically

sells out with 700 guests, raising over \$100k in net income including new shoes for 700 children. This year, that event will be a fraction of previous funding for children's shoes and other programs – or possibly cancelled altogether.

Current restricted funding sources for youth programs include: EITC and restricted corporate donations for Summer Youth Enrichment (\$200,000 SYE); United Way of the Capital Region (allocations and designations, vary), WIN Women Involved Shoe Strut (\$20,000 for shoe vouchers), Hambay Fdn (\$40,000), Glatfelter Fdn (\$25,000). Fundraising efforts are constant and ongoing. The Salvation Army and our Advisory Board require a balanced budget. As such, our ability to respond across all program areas is dependent on resources provided. According to our most recent audit, 85 cents of all donations to The Salvation Army Harrisburg directly benefit programs and services for people in need.

PROJECT BENEFITS, RESULTS AND UNIQUENESS

We work very closely with program partners and school staff to meet the many, diverse needs of the children we serve without duplication of resources – for both ongoing programs and new programs in our new facility such as our partnership with Head Start and other organizations. An example of our outreach and assistance network occurred as this proposal was being written. Harrisburg City Police contacted us about a 7-year old boy they see regularly “on the street” (he likes to see their patrol car's flashing lights and always asks them for a snack). They noticed he is wearing the same ill-fitting outfit every time they see him. He has 4 sisters as well. They reached out to us for assistance in providing clothing and other items for the family. Your support helps us to respond to needs like this where there might not be another resource. As evidenced by the current COVID crisis, we are also flexible, able and willing to adapt our programs, remain open and accessible to our clients regardless of the situation. During the current crisis, we never “closed our doors.” We were onsite full-time to answer phones, provide assistance and be a resource for families and children including greatly expanded food assistance and onsite summer youth programs. During the COVID crisis, local schools estimated that only 30% of kids were tuning into online classes. So our provision of “drop off” food and themed education kits and books, addressed academic needs for kids who are already struggling. We serve children who have many diverse needs, and seek to efficiently, effectively provide programs that feed, clothe and teach. Given so many children and families adversely affected by the COVID crisis, needs will be increasing and we are in a unique position to assist – whether through clothing and shoes for school, books and academic resources, or a safe place to learn and play during the work day and/or afterschool. Thank you for your consideration.

*Required attachments follow. Please note: The Salvation Army is not required to file with the Bureau of Charitable Organizations, per the PA Dept. of State. All other attachments included.



ADVISORY BOARD

The Salvation Army Harrisburg Capital City Region
2019-2020

Kirby Beshore, <i>Co-Chair - Resource Development</i>	Financial Advisor - Morgan Stanley Investments (<i>Retired</i>)
Mauricio Conde	Director of Operations - TLR Business Solutions, Inc.
Barbara Conklin	Senior Manager, Manufacturing Alliances – The Hershey Company
Anne Deeter Gallaher, <i>Vice Chair - Board</i>	Owner/CEO - Deeter Gallaher Group LLC
Bradford Dorrance, Esq.	Partner/Attorney - Keefer Wood Allen & Rahal LLP
Dr. Oralia Garcia Dominic	Asst. Professor, Public Health - PSU HMC College of Medicine
David R. Getz, Esq., <i>Chair - Property</i>	Attorney - Wix, Wenger & Weidner, P.C.
Robert E. Hall	Chairman - The Hall Foundation
Betsy Hamm	Chief Operating Officer - Duck Donuts Franchising Company
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Fallon Hughes	Director, Nursing Education and Development - Penn State Health HMC
Donna Hunter	VP, Corporate Administration and Development - United Concordia Dental
Richard Jordan III	CEO - Smith Land & Improvement Corp.
Joseph Macri	Vice President - Wilmington Trust, NA
Brian McMahon, <i>Chair - Program</i>	Director Finance, Mfg. & Alliances - The Hershey Company (<i>Retired</i>)
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Myles D. Miller	CEO/Founder - LeadUp/Learning Breaks/SUCCESSHQ
Jo Orons	CFO – Allegra Marketing Print Mail/Image 360
Stacy M. Pagan	IT Project Manager - UPMC Pinnacle
James K. Pasquarette, CPA, <i>Chair - Finance</i>	Partner - Boyer & Ritter CPAs
Jeffrey E. Piccola, Esq., <i>Chair - Board</i>	State Senator - Pennsylvania State Senate (<i>Retired</i>)
Lisa L Piergallini, <i>Co-Chair - Resource Development</i>	Senior Vice President - The Bryn Mawr Trust Company
Valerie Pritchett	Anchor - WHTM-TV (ABC 27)
Allen D. Quirk, Jr.	Pennsylvania Emergency Management Coordinator (<i>Retired</i>)
Christopher Robinette, Esq.	Professor of Law - Widener University Commonwealth Law School
Sandy Sipe, <i>Chair - Holiday</i>	Association Sales Manager – Wyndham Gettysburg
Stanley Smith, Esq.	Partner/Attorney - Barley Snyder Attorneys at Law
Jill Snyder	Manager, Corporate Social Responsibility – Capital BlueCross
Carol Steinour Young, Esq.	Partner/Lawyer - McNees Wallace & Nurick LLC
Lisa Stokes, <i>Chair - Nominating</i>	Owner/President - B.R.P. Entertainment
Claudia Williams, Esq, <i>Chair - Shoe Strut</i>	President - The Human Zone
Judith Windom	Sr. Community Affairs Analyst - Highmark
Robert Yocum, <i>Chair - Audit</i>	Treasurer - Harsco Corporation (<i>Retired</i>)

THE SALVATION ARMY HARRISBURG CAPITAL CITY REGION
506 Youth Programs 2019-2020

EXPENDITURES	
Personnel (wages, benefits, taxes)	\$ 420,560
Seasonal Staff	\$ 112,000
Professional Fees	\$ 61,650
Program Supplies	\$ 15,400
Meals	\$ 24,600
Office Supplies	\$ 3,200
Printing & Postage	\$ 22,140
Telecommunications	\$ 2,100
Facilities (maintenance, insurance, utilities)	\$ 22,230
Equipment purchase & maintenance	\$ 1,000
Transportation/Field Trips	\$ 22,500
Staff Development/conferences	\$ 1,000
Support Services DHQ	\$ 58,900
TOTAL PROJECTED EXPENSES	\$ 767,280

*Budget does NOT include programs at Steelton, which are funded through a restricted PA 21st Century Education grant.

THE SALVATION ARMY HARRISBURG CAPITAL CITY REGION
Family Services & Self Sufficiency 2019-2020

EXPENDITURES	
Personnel (wages, benefits, taxes)	\$ 529,260
Professional Fees	\$ 61,250
Program Supplies	\$ 21,100
Direct Client Assistance (food, clothing, utilities, seasonal, etc.)	\$ 902,300
Office Supplies	\$ 1,500
Printing & Postage	\$ 14,460
Telecommunications	\$ 1,250
Facilities (maintenance, insurance, utilities)	\$ 74,180
Equipment purchase & maintenance	\$ 28,600
Transportation/SA Vehicles	\$ 15,800
Staff Development/conferences	\$ 1,750
Support Services DHQ	\$ 93,800
NEW Sanitation Supplies/Equipment	\$ 40,000
TOTAL PROJECTED EXPENSES	\$ 1,785,250

THE SALVATION ARMY HARRISBURG CAPITAL CITY REGION
Organizational Income & Expense Budget 2019-2020

INCOME SOURCE	AMOUNT
Undesignated Contributions	\$ 1,397,230
Restricted Donations/Grants	\$ 618,040
Public Funds	\$ 16,800
Special Events/Projects	\$ 211,690
Meeting Collections	\$ 33,040
Program Service Fees Youth	\$ 58,200
UGI CAP Program Administration	\$ 59,000
Investment Income	\$ 264,050
Internal Appropriations	\$ 64,000
Funding Organizations (UW)	\$ 133,000
World Services/Harvest/Misc	\$ 6,300
In-kind (food, program supplies, etc.)	\$ 820,950
TOTAL PROJECTED INCOME	\$ 3,682,300
EXPENDITURES	
Payroll	\$ 1,126,960
Employee benefits & payroll taxes	\$ 452,890
Seasonal Staff	\$ 154,730
Professional Fees	\$ 190,270
Direct assistance to clients	\$ 1,003,470
Program Supplies purchased	\$ 37,100
Office Supplies	\$ 19,120
Printing & Postage	\$ 41,450
Telecommunications	\$ 12,540
Facilities (maintenance, insurance, utilities)	\$ 162,290
Equipment purchase & maintenance	\$ 45,200
Program Transportation/SA Vehicles	\$ 60,140
Events-Meals and Expenses	\$ 62,300
World Services/ Harvest Support	\$ 27,800
Support Services DHQ	\$ 283,430
Dues & Membership	\$ 2,610
TOTAL PROJECTED EXPENSES	\$ 3,682,300