



"Joining Hands to Help Our Community"

**2019
Annual Report**

Faith Works State of the Organization - 2019

This year I have the honor of sharing with our Board, our Friends of the Board, volunteers, and most importantly - donors and recipients of services - our current vision for Faith Works Coalition 2020. While the main idea and heart behind Faith Works remains the same year over year, our vision for carrying out the mission can sometimes adjust to make sure we are as diligent as we can to best utilize the gifts we have been given to care for and love our local community. This year being no different, Faith Works is excited for the opportunity to serve and continue growing and reinventing itself to accommodate the needs we have in Virginia Beach and Chesapeake - and as we serve Disaster Relief as we are able to, wherever the need arises.

Faith Works is excited to enter this year rejuvenated and ready for a big 2020. We completed our 1000th project during 2019 and we have hefty goals to continue on the pace we have been, with our desire to be to increase our capacity to do these projects in several ways. There is a strong need in our community and that need only ever increases, and as we hope to as well, in order to meet that need. This is a multi tiered approach that we expect to be able to fulfill with help from our donors and supporters and volunteers.

First, FWC is anticipating adding project managers to our Construction Projects Committee in both Virginia Beach and Chesapeake. In Chesapeake, we have the best leader we could hope for and so we would love for him to be able to share his legacy with another manager that could assist him and learn the ways of our group. In Virginia Beach, we are seeking two additional project managers. We feel that by adding these managers, we could certainly increase our capacity to serve others. It's a rewarding opportunity to be a part of.

Next Faith Works is looking for in kind donors who have a connection to our cause and are willing to donate items like water heaters, HVAC units, roofing materials or lumber for our projects. By far the largest category of expense for our cause is the materials and contractors to do the work. Since we are a volunteer army, labor almost never costs us - except in the case of trade work or work beyond the scope of our volunteer base like roofing in most cases. To receive material contributions would accelerate the work of our teams and allow us to take on more projects to be the best stewards of the gifts we receive.

Finally, we are looking for increase in our donor support. This comes in the way of churches and individuals like it always has, but we hope to expand our grant awards and donations from private corporations. As pillars of the community, we know we can go to our financial and business leaders and allow them to be a part of what we are doing. We know that people love a good story and love to attach themselves and their businesses to organizations that are taking the lead in serving the community. In this way, we know that we will reach many more local businesses and thus, many more families in need.

FWC is blessed in many ways, but the outpouring of support we have, also is outweighed by the need in Coastal Virginia. We very much look forward to capturing the vision God has given us and using it as we accept the challenge and tell God to "send us" to the communities we represent to enrich as many lives as we can. We are grateful for the cause we have and the people we get to touch. We can't wait for the future and are happy to continue growing in the present. 2020 will be our best year yet but even better than that, we know that thanks to our loving community, the best is certainly yet to come.

Very Respectfully,

Glen Sweitzer Jr, President
Faith Works Coalition

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2. MISSION STATEMENT, OBJECTIVES, and ORGANIZATIONAL STRUCTURE

Faith Works Coalition (FWC) is an alliance of local faith-based organizations and individuals founded to assemble and responsibly steward financial, material and human resources sufficient to address substandard housing in Virginia Beach and other communities.

Mission Statement

Faith Works Coalition was established to eliminate poor living conditions in Virginia Beach, Chesapeake and other communities by repairing homes for elderly, disabled, disadvantaged and low-income families.

Objectives

- Improve housing for low income families, veterans, disabled persons and the elderly;
- Improve quality of life in low income neighborhoods;
- Minimize homelessness by repairing homes to meet basic living standards;
- Build community spirit through collaboration with other community organizations;
- Enhance the joy of fellowship inherent in faith-based volunteer organizations;
- Provide emergency relief through repair and reconstruction of homes in communities affected by natural disasters; and
- Collaborate with the Cities of Virginia Beach and Chesapeake housing departments and other community organizations that share FWC's mission and values.

Organizational Structure

The Board of Directors is comprised of individuals from community organizations and congregations that oversee all Faith Works Coalition activities. The Board meets monthly and elects officers at its annual meeting to include a President, Vice President, Secretary and Treasurer. Fiscal accountability starts with the Finance Committee's responsibility for monthly reporting, and is exercised through the Board and Treasurer. We have a structured organization for each project to properly manage duties and responsibilities contained in each functional area established to support the undertaking. The Board through its committees:

- Recruits new members and publicizes our objectives.
- Identifies properties for improvement.
- Does thorough pre-planning for upcoming projects.
- Supports and provides oversight for projects that are in progress.

The following are established as standing committees:

- Finance
- Fundraising and Community Relations
- Construction Projects
- Volunteer
- Disaster Relief

3 COMMITTEE REPORTS

3.1 Construction Projects Committee.

During 2019, FWC completed 206 Projects; 110 in Virginia Beach and 96 in Chesapeake. Total construction expenditures were \$110,974 for an average of \$665 per project. Of this total, 66% was spent on contractors and 34% was spent on materials used by FWC volunteers. Outside contractors were employed for some roofing, plumbing, electrical and all HVAC work. FWC continued to repair or replace defective appliances on some projects when donated appliances were available. In situations where applicants needs did not meet FWC criteria, homeowners were coached on how to make repairs themselves, or reliable and reasonable contractors were recommended.

From comparing 2019 activity to our projects and costs just four years ago (2015), it is seen that FWC has more than doubled it's ministry of helping low income families in our two cities. The percentage cost of using contractors has also increased, although the percentage of projects referred to contractors has stayed the same.

Year	Projects	Project Expenses	Contractor Costs	Materials Cost
2015	101	\$64,863	56%	44%
2019	206	\$137,076	66%	34%

Significant facts involving 2019 projects are summarized below:

- 73 projects required some or all work to be performed by outside contractors (35%)
- 45 projects involved roof leak repairs, or in some cases, total roof replacement (22%)
- 60 projects involved plumbing repairs or replacements (29%)
- 49 projects involved no direct expenditure of FWC funds (24%)
- 15 projects involved electrical repairs (7%)
- 13 projects involved flooring repairs, mainly in mobile homes (6%)
- 22 projects involved heating/cooling system repairs or replacements (11%)
- 58 projects were completed on mobile homes (28%)
- 22 projects involved window/door repair or replacement (11%)
- 9 projects involved providing wheelchair access ramps (5%)
- 5 projects involved providing replacement appliances (3%)

The financial breakdown of the 206 projects, based on the actual dollars spent by FWC, is as follows:

# projects	FWC Expenditures
49	\$0
34	\$0-100 range
62	\$100-500 range
39	\$500-1,000 range
21	\$1,000-5,000 range
1	Greater than \$5,000

The percentage of projects in each dollar range varied little from last year except in the range of

\$1000-\$5000, which doubled over 2018.

The Construction Projects Committee (CPC) is the heart of FWC involvement with client families. The CPC Project Managers interview prospective clients and evaluate the nature of their request for assistance and their financial profile. Using Federal Poverty Guidelines (FPG) based on income and family size, as well as extenuating circumstances, the CPC makes recommendations to the Board of Directors. If approved by the Board, the CPC conducts the necessary repairs, accounts for funds expended, and files the completion reports.

The CPC also completes a comprehensive year-end analysis of our client families vis-a-vie the FPG guidelines. [This information is also used to apply for the Commonwealth of Virginia's Neighborhood Assistance Program (NAP) grant]. Of the 204 Family Projects completed in 2019 (two projects were conducted to assist a non-profit health clinic), the "Average Family" comprised 2.2 persons with an annual income of \$18,743 (114% of FPG). Additionally, 178 (87%) of families we served fall below 200% FPG, and 189 (99%) fall below 300% FPG. Faith Works Coalition clearly fulfills our ministry to serve low income families in our cities.

3.2 Fundraising and Community Relations Committee (CRFC)

The Fundraising and Community Relations Committee informs the public about our organization, handles all publicity, manages development projects, applies for grants, prepares promotional materials, oversees the website and works with the Executive Committee on many facets of our non-profit's operations. During 2019, the Committee worked to increase donations of cash and in-kind materials/services. Church visits were commonly used to spread the word of our mission. Presentations were made to inform and thank donors for their past support. Total monetary donations received were up by approximately 7.4%. The total income was just over \$105,000 which included support from 14 different churches, some large one-time gifts, in-kind donations and pro bono labor.

Specific projects and accomplishments for 2019 include:

- a. The Combined Federal Campaign (CFC) once again accepted Faith Works Coalition as a donor eligible charity. One opportunity arose to be present at a CFC "kick-off" event for the USCG and we attended that event. Using the CFC income to expenses formula, Faith Works Coalition maintained administrative expenses at close to 4%, **allowing \$0.96 of every donation dollar received to support projects!**
- b. Several new grant applications were submitted, with one grant received from Cape Henry Rotary.
- c. Our major Fundraiser, the 22nd Annual GIGANTIC Yard Sale netted approximately \$7,400.
- d. An application was submitted for the Virginia Neighborhood Assistance Program. Faith Works Coalition was again approved allowing us to offer \$14,400 in tax credits to eligible donors.
- e. Presentations were made to churches and civic organizations to raise awareness of the

need for support in terms of volunteers, project referrals and donations to fund materials.

f. The Faith Works Coalition website was “overhauled” and updates are frequent (See: <http://faithworkscoalition.org/>), making the site more mobile friendly; activity increased on our Facebook page (see: Faith Works Coalition) and our AmazonSmile and website donations increased nominally. With over 3,100 website “visits” during 2019 our social presence is growing!

3.3 Volunteer Committee

The Volunteer Committee maintains a database of volunteers who have indicated an interest in working with Faith Works Coalition. Working closely with the Construction Projects Committee (“CPC”), the Volunteer Committee issues “Call for Volunteers” emails and provides the CPC project manager with the names of volunteers who will participate on each project day.

In 2019, our volunteer base continued to grow. Our volunteers consist of individuals and groups such as individual congregations, military organizations, and civic organizations. Volunteers come to us through congregational announcements, visits to our website and Facebook page, shared databases with other volunteer organizations, and by word of mouth. We continue to be blessed with a core team of volunteers hailing from Virginia Beach and Chesapeake congregations that have long supported Faith Works Coalition. That core group remains at about 30 members, but we are pleased to report that we have added at least ten new volunteers to our database in 2019, many of whom have already worked on projects.

This past year, the Volunteer Committee began to more carefully compile an ongoing list of projects for which calls for volunteers have been published, which list includes information about the number of volunteers who responded to the call and then arrived at the job site to assist with the project. We are very happy to report that we sent out 20 calls for volunteers in 2019, and every time, volunteers were willing to step up and assist. As the year went on, we saw an increase in the number of volunteers responding to each project request, a decrease in the amount of time elapsing between when the call was sent and when volunteer responses came in, and a decrease in the number of projects for which we were short-staffed. We are extremely grateful for the willingness of our volunteers to step up when the calls for volunteers are sent and to respond with such generosity of time and energy.

3.4 Disaster Relief Committee.

Mission Trip to New Bern, NC. 29 volunteers (28 men and one woman) from Chesapeake and Virginia Beach traveled to New Bern, NC, in April 2019 to assist in the recovery from last September’s hurricane Florence. We were divided into 4 teams, each led by a CPC project manager. Altogether we worked on 9 homes. A majority of the work was drywall installation and finishing and installation of new subfloors and flooring. We also did some ripout of water damaged drywall and flooring, painting, installed a new bathroom in one house, built a handicap ramp, and put up semi-permanent tarps on two homes whose roofs need major repairs.

Mission trip to Newport, NC. Faith Works Coalition supported Great Bridge United Methodist Church's mission trip to Newport, NC in March 2019 in support of recovery from hurricane Florence. The mission team re-roofed a mobile home; and repaired a historic home by installing new storm doors, repairing a sheetrock wall and roof where a tree fell on it.

4 2019 Financial Statement

	12 Months Ended Dec. 31, 2019
Revenue	
Surplus Appliance Sales	\$ 2,539.25
Congregations	24,361.00
Corporations	1,075.00
Organizations	9,000.00
Individuals	35,405.00
Fund Raising	13,014.70
Nap Deposits	17,846.16
CFC Combined Campaign	<u>1,993.33</u>
Total Revenue	105,234.44
Construction Expenses	
Permits	110.37
Building Materials	31,617.09
Contractor Costs	71,384.32
Insurance	760.00
Lunch	161.98
Project Support	2,500.00
Warehouse Rental	<u>4,440.92</u>
Total Construction Expenses	<u>110,974.68</u>
Gross Profit	(5,740.24)
General and Administrative Expenses	
Fees & Licenses	1,008.24
Postage & Shipping	168.00
Corporate Expense	50.00
Donations	900.00
Telephone	644.80
Accounting Fees	<u>500.00</u>
Total General and Admin. Expense	<u>3,271.04</u>
Operating Income	(9,011.28)
Other Income	
Interest Income- Chesapeake	2.20
Interest - Va Beach	3.70
Interest Spec Proj	0.26
Other Income	<u>1,685.40</u>
Total Other Income	1,691.56
Net Income (Loss)	<u><u>\$ (7,319.72)</u></u>

Appendix A: 2020 Officers & Board of Directors

Officers

Glen Sweitzer, President
Matthew Weinstein, Vice President
David Carré, Secretary
Gloria Thompson, CPA, Treasurer

Board of Directors

Bruce Warren
David Carré
Travis Marl
Ed Carbaugh
Gloria Thompson
Roger Morgan
John Porter
Matt Schorr
Mike Nickelsburg
Michelle Harris
Marcia Washington
Lisa O'Neill
Glen Sweitzer Jr.
Richard Norman
John Nogosek
Pat Roll
Ray Kirby
Starr Janicki
Sheridan Barber
Matthew Weinstein

Appendix B: Supporting Organizations

Churches and Congregations

Bayside Presbyterian	New Oak Grove Baptist
Bible Baptist	Nimmo United Methodist
Blackwater Baptist	Oak Grove United Methodist
Cavalry Presbyterian	Ohel Sholom Temple
Charity United Methodist	Our Savior Lutheran
Christian Chapel Assembly of God	Piney Grove Baptist
Church of the Ascension Catholic	Pleasant Grove Baptist
Church of the Holy Family Catholic	Prince of Peace Catholic Church
Eastern Shore Chapel	Providence Presbyterian
Emmanuel Episcopal	Pungo Church of God
First Presbyterian, Virginia Beach	Sandbridge Community Methodist
Foundry United Methodist Church	St. Aidans Episcopal Church
Galilee Episcopal	St. Gregory The Great Catholic Church
Great Bridge Presbyterian	St. Mark's Catholic Church
Great Bridge United Methodist	St. Matthews Catholic Church
Community United Methodist	St. Nicholas Catholic Church
Kings Grant Baptist	St. Steven Martyr Catholic Church
Little Zion Missionary Baptist	Thalia United Methodist
Lynnhaven Colony Congregational	Unity Renaissance
Lynnhaven Presbyterian	Virginia Beach United Methodist
Lynnhaven United Methodist	Wave Church
Mt. Sinai New Greater Baptist	Women of Galilee
New Creation/Aldersgate UMC	Wycliffe Presbyterian

Companies & Organizations

ABC Supply Company	Home Depot Foundation
Agape Business Group	Knights of Columbus Council 8240
Bike and Build, Inc	Mechanical Services Company
Cape Henry Rotary Club	Miles Roofing Co.
Damuth Trane	TowneBank
Emmanuel Crafters	Westminster Canterbury Foundation
Hampton Roads HVAC	