



"Joining Hands to Help Our Community"

**2021
Annual Report**

Faith Works State of the Organization - 2021

As in 2020, our 2021 activities were significantly and negatively affected by Covid. We have continued to suspend in-person fundraisers; however, our donors were very generous last year, which allowed us to increase funding for projects. Our construction teams were still able to complete 164 different repair and construction projects serving 119 families using volunteers and contractors. We continued to follow Covid guidelines and were able to accomplish outdoor projects and some limited inside work utilizing masks and social distancing practices. We did receive a number of requests that could not be met using the guidelines. Many of our volunteers are in the age-vulnerable group, so a number of requests were investigated and put on hold until conditions improve, and the work can be safely accomplished.

We continue to recruit new Board members that are gifted in stewardship, compassion, and leadership. We are always looking for individuals with administrative and project management skills. If you have any interest in joining our organization, please let us know.

Finally, Faith Works is putting out a special call for donations, which is the lifeblood of our organization. We continue to operate with nearly 92% of our funds going to direct costs for recipient projects. We use only 8% of all donations going to overhead expenses such as our warehouse to store tools, equipment, and in-kind materials donations. Our lunches are prepared by volunteers, and most impressively, our entire staff are unpaid volunteers. But the price of materials continues to rise, and we are always looking for ways to do more with less. While churches are meeting with fewer people in person, our bulletins reach fewer hearts - and as such we are looking for assistance in taking our resources to the digital world of Facebook birthday and anniversary fundraisers, giving Tuesday posts, Smile.Amazon.com charity of choice, and GoFundMe pages. We are very grateful to volunteers that help us raise money for our cause and we have been successful in events in this digital world. It is now easy for anyone to name our group in any of these platforms.

Faith Works is pressing on, living our best life to serve others. Consider joining or partnering with our charity in some way. It's the best feeling in the world to use what God has blessed you with as a conduit to help someone else in need. We look forward to seeing you on the journey we go forward with strength and passion in 2022. Thank you for your consideration.

Matthew Weinstein, 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, Chesapeake, 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.

Faith Works Coalition is successful in carrying out our objectives to serve our client families by completing projects that improve their lives through the generosity of our donors, volunteers, and prayers that we receive from the community at large to remain safe as we work. Our common hope is that the families we serve realize that God loves them just as they are and that they are part of our beloved community.

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.

Duties of the CPC

The Construction Project Committee (CPC) comprised of approximately 12 members [FWC's largest committee] is where the rubber meets the road for Faith Works Coalition. The Intake Coordinator, who receives all requests for help, the Volunteer Coordinator, who stays in touch with dozens of volunteers, and the Project Managers, who supervise all the work, are the heart and soul of FWC:

- **Intake Coordinator:** receives all inquiries from families seeking help and refers them to the Project Managers.
- **Project Managers:** conduct interviews with the families to evaluate the project and compile a financial profile of the family; they report findings and recommendations back to the CPC.
- **CPC:** makes recommendations to the Board of Directors regarding those families that qualify for FWC assistance, whether the project is within FWC budget, and is in keeping with our mission.
- **Volunteer Coordinator:** publishes Board approved projects to the volunteer data base and selects the volunteer crew who will work on the project.
- **Project Managers:** supervise volunteer work, complete the needed repairs. They also account for all expenses and file reports of completed projects.
- **Approved Contractors:** Some approved repairs are beyond the ability or qualifications of volunteers. For these repairs, certified contractors are employed.

Calendar Year 2021

This was another year impacted by COVID- 19. Measures were taken to be extremely careful in client's homes and working with volunteers. Nonetheless, this was a typical busy year of helping low-income families with home repairs. We completed 164 different repair and construction projects serving 119 families (some families served were repeat clients). The city of Chesapeake FWC completed 89 projects, including one for a Health Clinic serving low-income families, and the Virginia Beach FWC completed 75 projects. Approximately one third of all projects were for families living in mobile homes. A third of completed projects were performed by our contractors. Consistent with prior years the leading projects were roof repairs, the building of handicap ramps, HVAC repairs, and plumbing.

The project cost breakdown was also consistent with prior years: 126 projects (77%) cost less than \$500; 20 projects (12%) cost between \$500 and \$1000; 18 projects (11%) cost over one thousand dollars. The average cost was \$505 per project. For this surprisingly low sum, and the hard work of our volunteers, life-changing improvements were made for our client families.

Client Families

The primary ministry of FWC is to improve the health, comfort, and safety of low-income folks within their homes. To ensure we are keeping true to our ministry, we compile data on family size and household income, keeping family identities strictly confidential. Using Federal Poverty Guidelines (FPG), the table below shows a statistical summary of FWC client families served in calendar year 2021.

Client Family Analysis

While FWC keeps the identity of client families in strict confidence, we do keep statistics on family composition and income level. This compilation is done to ensure operations fulfill the goals of our Mission Statement. Using Federal Poverty Guidelines (FPG) as the indicator of low-income families, the following table shows a summary of the work we performed in calendar year 2021:

Total Family Projects	164
Different Families Served	119
Average Family Income	\$20,000 (130% FPG)
Average Family Size	1.8 persons
Families at or below 200% FPG	112 (94%)
Families at or below 300% FPG	119 (100%)

3.2 Fundraising and Community Relations Committee (FCRC)

The FCRC 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 the pandemic years of 2020 and 2021, the Committee looked to new and different sources for funding the Faith Works Coalition projects with mixed results. Church visits were not practical in spreading the word as most were either shut down or had reduced attendance at services. Letters were sent to past donors thanking them for their past donations and encouraging any donation that they were able to make. The total income was \$116,832.42 (a 56% increase over 2020 income) which included support from 14 different churches, some large one-time gifts, plus in-kind donations of materials and labor.

Specific projects and accomplishments for 2021 include:

- a. The Combined Federal Campaign (CFC) once again accepted FWC as a donor-eligible charity. Using the CFC income-to-expenses formula, FWC maintained administrative expenses at close to 8%, allowing \$0.92 of every donation dollar received to support our projects!
- b. Several grants were approved, including those from the Cities of Virginia Beach and Chesapeake, and the Tidewater Mortgage Banking Association. Other grants are pending.
- c. The Virginia Neighborhood Assistance Program (NAP) allowed FWC to offer eligible donors up to \$16,000 in state tax credits. Total donations through the NAP exceeded \$25,000.

- d. The FWC website was updated frequently making the site more user friendly. Activity increased on our Facebook page, and our Amazon Smile and website donations increased nominally. With 8,997 website “visits”, our social presence continues to grow with a 79% increase in visits in 2021.
- e. The FWC Facebook page was updated, and we are followed by over 190 people, with Instagram followers at 53!
- f. In-kind donations during 2021 included plumbing, HVAC, and other services.
- g. Annual reports and letters will be hand delivered to churches and donors.
- h. The FWC trifold was updated and revised to make it more generalized to minimize future updates and re-printings.

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 2021, despite the Covid pandemic, our volunteer base continued to grow. Our volunteers consist of individuals and groups such as individual church congregations, military organizations, and civic organizations. Volunteers come to us through church congregational announcements, visits to our website and Facebook/Instagram pages, 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 church congregations that have long supported Faith Works Coalition. That core group is currently around 40-50 members, but we are pleased to report that we have added at least 21 new volunteers to our database in 2021, many of whom have already worked on projects.

Beginning in 2019, the Volunteer Committee began to more carefully compile an ongoing list of projects for which calls for volunteers have been published—a project we continued into 2020 and now 2021. This 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 despite the delays caused by the Covid 19 pandemic, we sent out 14 calls for volunteers in 2021, 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.

Faith Works Coalition Inc Financials

Cash Basis

January through December 2021

	Jan - Dec 21	% of Income
Ordinary Income/Expense		
Income		
Revenue		
Combined Cam/Amazon/ United Way	11,916.96	10.2%
Congregations	25,150.00	21.5%
Individuals	33,425.46	28.6%
NAP Deposits	25,500.00	21.8%
Organizations	20,840.00	17.8%
Total Revenue	116,832.42	100.0%
Total Income	116,832.42	100.0%
Cost of Goods Sold		
Construction Expenses		
Building Materials-Ches	18,093.13	15.5%
Building Materials-VB	40,040.17	34.3%
Contractors Costs-Ches	17,155.00	14.7%
Contractors Costs-VB	7,563.00	6.5%
Total Construction Expenses	82,851.30	70.9%
Total COGS	82,851.30	70.9%
Gross Profit	33,981.12	29.1%
Expense		
Accounting fees	500.00	0.4%
Bank & Finance Expense	22.50	0.0%
Blue Host Website	611.64	0.5%
CFC Fees	382.63	0.3%
Fundraising	300.00	0.3%
Lunch	3.37	0.0%
T-Shirts	0.00	0.0%
Tracfone	563.69	0.5%
Travelers Insurance	750.00	0.6%
Warehouse Rental	4,162.50	3.6%
Total Expense	7,296.33	6.2%
Net Ordinary Income	26,684.79	22.8%
Net Income	26,684.79	22.8%

Note: All income received by Faith Works Coalition is used to support our goals on projects that keep our residents "warm, dry, and safe." The net income amount shown above is added to the unappropriated fund balance which is used to support projects in the succeeding years to cover among other things fluctuations in contributions, costs of materials and other unanticipated expenses.

Appendix A: 2021 Officers & Board of Directors

Officers

Matthew Weinstein, President
Glen Sweitzer, Vice President
David Carré, Secretary
Gloria Thompson, CPA, Treasurer retiring/ Michelle Moore new Treasurer

Board of Directors

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

Appendix B: Supporting Organizations

Churches and Congregations

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

Companies & Organizations

ABC Supply Company	DYCARP LLC
Agape Business Group	Home Depot Foundation
Bike and Build, Inc	Knights of Columbus Council 8240
Cape Henry Rotary Club	Mechanical Services Company
Chris Mechanical Services	Miles Roofing Co.
City of Chesapeake	Tidewater Mortgage Bankers
City of Virginia Beach	TowneBank
Damuth Trane	Westminster Canterbury Foundation

Window World

Note: Faith Works Coalition is eternally grateful for the support provided to our charitable organization by churches and congregations, companies, and organizations.