

Assessment of the West Virginia Neighborhood Investment Program



Prepared by:

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I. Executive Summary

IA. Introduction

The West Virginia legislative code calls for a biannual, independent review of the Neighborhood Investment Program (NIP). In accordance with the Scope of Work presented to the West Virginia Development Office regarding the assessment of the NIP, Terrell Ellis & Associates (TEA) has reviewed and compiled data to present an evaluation of compliance matters and human and economic impacts for the NIP. TEA reviewed twenty percent of the files for each fiscal year, which were randomly selected by the Community Development Representative of the NIP. In addition to these files, the following items were collected for review: Advisory Board minutes, Application Guidelines, and NIP Annual Reports for the assessed periods.

The following compliance measures were determined:

LEGISLATIVE COMPLIANCE

- The WVDO was in compliance with the intent of the legislation in terms of overall program administration and actions of the Board, such as the number of Board meetings in conjunction with the allocation of credits. While the composition of the NIP Advisory Board is in substantial compliance, it has been very difficult to fill the required seats for low income persons. However, the program remains diligent in attempting to address this matter.
- TEA can determine that awarded organizations were in compliance with serving low-income persons and distressed communities; and improved reporting for FY14 has made this quantifiable.
- Compliance with annual reporting was in place for FY13 and FY14.

DEPARTMENTAL COMPLIANCE

- TEA can determine that the WVDO was in compliance with receiving all final reports as it is required by the code; however, there are some inaccurate or incomplete reporting measures that are provided by applicants.
- The WVDO is in compliance with retrieving organizational data from applicants. While the quality of FY13 data is inconsistent in reporting there has been significant improvement in the retrieval of this information for FY14.

IB. Human and Economic Impact

TEA and the WVDO selected various organizations to evaluate through one-on-one phone interviews and conducted an online survey for all sample set organizations to complete. The intent of the interviews and the survey was to document the human impact that the NIP has had in various areas around the state. A complete review of this information can be found in section *IV. Impact*. The following quotes serve as examples of the responses received from organizations that describe the impact that NIP has had on their communities.

PHONE INTERVIEW RESPONSES

“What started as a draw to encourage corporate giving has been a great success. When the Beckley Area Foundation approaches businesses about the NIP they are eager to listen and more willing to make donations. In addition, these conversations have resulted in business donors becoming personal donors, as well.” – Susan Landis, Beckley Area Foundation

Manna Meal, Inc. uses funds garnered through NIP to buy food – the most crucial and basic need. On average, in 2015 they have fed 400 people per day, 7 days a week, 2 meals a day. Of that average, 25% of those people come every day. “It’s what we do as West Virginians.” – Jean Elizabeth Simpson, Manna Meal, Inc.

“Being a NIP organization gives credibility to an organization...gives positive financial credibility.” – George Batten, West Virginia Rescue Ministries

ONLINE SURVEY RESPONSE SUMMARIES

- Almost all organizations that are able to track trends indicated that they do see a trend in increased donations and donors when tax credit allocations are higher. In many cases, NIP credits attract donors and increase the amount of revenue raised, thus highlighting a positive trend in revenue raised.
- Nearly all organizations reported that the NIP was able to help their organization better serve its clientele. Many reported that unrestricted giving has allowed for their organizations to expand programs or offer scholarships and other needed supplies and materials to further expand the work that they are doing for their clientele.
- Many organizations reported that without the NIP legislation they would see significant decline in their donations received. While some felt that donors would continue to give, amounts would decrease which would not allow expansion and growth of services provided, programs would disappear and staff would be challenged.
- 33 of 38 organizations that responded thought that the changes to the application process implemented by the NIP staff were a positive experience.

ECONOMIC IMPACT

The WVDO compiled data emphasizing the economic impact that is exhibited statewide. Section IVC. Economic Impact outlines the economic impact of organizations that participated in the NIP for FY14. On average, for FY14, the state spent \$2,918,522.50 in credit to assist over 623,000 individuals. This represents \$4.68 per person benefitted.

IC. Credit Demand and Utilization

West Virginia completed the 18th year of the NIP at the conclusion of the 2014 fiscal year. Since its inception in 1997, over \$40 million in credits have been awarded to 2,299 projects. However, total requests over the years have exceeded \$126 million (over three times the amount available), drastically exceeding the total amount eligible for allocation. Because of the high demand for credits, the program has “spread the wealth” by reducing the average credit in order to serve the large and growing number of applicant organizations. While the NIP continues to ensure that every county is able to benefit from the program, the average amount of credits awarded in 2014 was \$14,925, down from \$28,976 in 1997

– a decrease in award size by about half. These trends suggest that the NIP should continue to refine its guidelines to ensure that credits are awarded to programs and projects that can demonstrate community impact.

- Since 2000, the number of applications submitted to the NIP for credit request has continually increased, with more than double the amount of applications received in 2014 vs. 1997.
- In 2013, the total amount of credits requested reached an all-time high of \$10,157,595, increasing by \$1,424,774 from the previous year. However, in 2014 the credits requested dropped by \$1,693,331; additionally, the average amount of credits requested in 2014 was the lowest it has been since 2008. This was due to a change in the allocation formula; as applicants were only encouraged to apply for what they could use based on issuance rates from previous years and the amount of total donations.
- In 2014, a total of 217 applicants applied for credits averaging \$39,005 per request. There were 201 applicants approved for credits during that year at an average of \$14,925.
- Since 2000, the NIP has grown in popularity with over 200 applicants representing 55 counties being approved in 2014.
- The amount of reported donations received from 1997 to 2014 has increased from \$408,507 to over \$6 million, demonstrating the continued success and growth of utilizing NIP credits.
- The percentage of credits issued by participants reached an all-time high in 2014 with 98%, compared to the previous year at 97%. From its inception, the program has grown in its capacity to issue nearly all the available credits, indicating the high level of demand for the program.
- The NIP has grown to be a self-supporting program. Administrative costs for the program are covered by the revenue from certification fees. In FY13, the WVDO received \$174,721 in certification fees and direct program expenses were \$91,093.12. In FY14, the WVDO collected \$177,279 in certification fees and direct program expenses were \$144,359.16.¹

II. Neighborhood Investment Program Trends

IIA. Application and Approval Statistics

The NIP has experienced many noteworthy trends throughout the programs' history of credit application and approval. Some of the most noteworthy are highlighted below:

- Since 2000, the number of applications submitted to the NIP for credit request has continually increased, with more than double the amount of applications received in 2014 vs. 1997 (Table 1).
- In 2013, the total amount of credits requested reached an all-time high of \$10,157,595, increasing by \$1,424,774 from the previous year. However, in 2014 the credits requested dropped by \$1,693,331; additionally, the average amount of credits requested in 2014 was the lowest it has been since 2008 (Table 1). This was due to a change in the allocation formula; as applicants were only encouraged to apply for what they could use based on issuance rates from previous years and the amount of total donations.

¹ West Virginia Neighborhood Investment Program, Fiscal Year 2014 Annual Report, WVDO

Table 1: Application Statistics, 1997-2014

Program Year	Number of Applications	Number of Counties Served	Total Amount of Credits Requested	Average Amount of Credits Requested
1997	97	23	\$7,369,600	\$75,975
1998	92	28	\$6,384,080	\$69,932
1999	103	34	\$8,145,690	\$79,084
2000	74	26	\$3,526,044	\$47,649
2001	76	25	\$5,193,221	\$68,332
2002	84	31	\$5,038,025	\$59,976
2003	102	42	\$4,953,955	\$48,568
2004	128	55	\$7,985,241	\$62,385
2005	128	55	\$6,544,070	\$51,125
2006	137	55	\$7,283,960	\$53,558
2007	145	55	\$5,628,703	\$38,818
2008	162	55	\$6,235,056	\$38,488
2009	164	55	\$7,649,339	\$46,642
2010	197	55	\$9,364,182	\$47,533
2011	181	55	\$7,919,127	\$43,646
2012	182	55	\$8,732,821	\$47,802
2013	214	55	\$10,157,595	\$47,465
2014	217	55	\$8,464,264	\$39,005

Source: West Virginia Neighborhood Investment Program, Fiscal Year 2014 Annual Report, WVDO

- In 2014, a total of 217 applicants applied for credits averaging \$39,005 per request. There were 201 applicants approved for credits during that year at an average of \$14,925 (Table 1&2).
- Since 2000, the NIP has grown in popularity with over 200 applicants representing 55 counties being approved in 2014 (Table 2).

Table 2: Approval Statistics, 1997-2014

Program Year	Number of Approved Applications	Number of Counties Represented	Amount of Credits Awarded	Average Amount of Credits Awarded
1997	69	23	\$1,999,377	\$28,976
1998	73	25	\$2,000,000	\$27,397
1999	77	25	\$1,999,878	\$25,972
2000	61	25	\$2,000,000	\$32,787
2001	73	25	\$2,000,000	\$26,316
2002	81	31	\$2,000,000	\$24,691
2003	102	42	\$2,000,000	\$19,607
2004	116	55	\$2,000,000	\$17,241
2005	119	55	\$2,000,000	\$16,806
2006	128	55	\$2,000,000	\$15,625
2007	140	55	\$2,000,000	\$14,285
2008	158	55	\$2,000,000	\$12,658
2009	161	55	\$2,500,000	\$15,527
2010	180	55	\$2,500,000	\$13,888
2011	177	55	\$2,500,000	\$14,124
2012	179	55	\$3,000,000	\$16,759
2013	204	55	\$3,000,000	\$14,706
2014	201	55	\$3,000,000	\$14,925

Source: West Virginia Neighborhood Investment Program, Fiscal Year 2014 Annual Report, WVDO

- The amount of reported donations received from 1997 to 2014 has increased from \$408,507 to over \$6 million, demonstrating the continued success and growth of utilizing NIP credits (Table 3).
- The percentage of credits issued by participants reached an all-time high in 2014 with 98%, compared to the previous year at 97%. From its inception, the program has grown in its capacity to issue nearly all the available credits, indicating the high level of demand for the program (Table 3).

Table 3: Credit Distribution, 1997 – 2014

Program Year	Amount of Donations Received	Amount of Credits Issued to Donors	% of Credits Issued to Donors	Certification Fees Collected
1997	\$408,507	\$204,253	10%	\$12,112
1998	\$1,148,194	\$573,986	29%	\$34,445
1999	\$1,603,798	\$801,899	40%	\$48,113
2000	\$2,144,097	\$1,072,048	54%	\$64,322
2001	\$2,466,005	\$1,233,002	62%	\$73,980
2002	\$3,097,307	\$1,518,056	76%	\$92,484
2003	\$3,308,327	\$1,625,990	81%	\$98,238
2004	\$3,369,305	\$1,657,617	83%	\$100,478
2005	\$4,112,131	\$1,843,528	92%	\$111,135
2006	\$4,195,365	\$1,919,585	96%	\$115,748
2007	\$4,345,145	\$1,939,193	97%	\$118,841
2008	\$4,148,178	\$1,932,485	97%	\$116,397
2009	\$5,870,091	\$2,428,528	97%	\$145,774
2010	\$6,067,098	\$2,417,649	97%	\$144,728
2011	\$4,934,920	\$2,368,811	94%	\$143,194
2012	\$5,720,020	\$2,828,735	94%	\$172,012
2013	\$6,149,680	\$2,909,406	97%	\$174,721
2014	\$6,095,092	\$2,927,006	98%	\$177,279

Source: West Virginia Neighborhood Investment Program, Fiscal Year 2014 Annual Report, WVDO

IIB. Certification Fee

A three percent certification fee covers the State’s administrative costs. This fee was created through the legislation that established the NIP. The legislation requires that participants in the program submit certification fees to the West Virginia Development Office within 30 days of receiving a donation.²

The NIP has grown to be a self-supporting program. Administrative costs for the program are covered by the revenue from certification fees. In FY13, the WVDO received \$174,721 in certification fees and direct program expenses were \$91,093.12. In FY14, the WVDO collected \$177,279 in certification fees and direct program expenses were \$144,359.16.³ The following is an outline of NIP direct expenditures from 2011 to 2014 (*Cost reduction in FY12 and FY13 is due to staff vacancy):

Year	Personnel	Fringe Benefits	Current Expenses	Total
FY 2014	\$92,756.19	\$29,283.34	\$25,319.63	\$144,359.16
FY 2013*	\$54,552.91	\$20,923.84	\$15,616.37	\$91,093.12
FY 2012*	\$70,402.61	\$25,936.16	\$23,793.12	\$120,131.89
FY 2011	\$88,179.75	\$30,503.80	\$13,246.57	\$131,930.12

² Neighborhood Investment Program Act:

<http://apps.sos.wv.gov/adlaw/csr/readfile.aspx?DocId=5005&Format=PDF>

³ West Virginia Neighborhood Investment Program, Fiscal Year 2014 Annual Report, WVDO

IIC. Returned/Re-Captured and Supplemental Credit Statistics

Over the years, the NIP has made strong strides with regard to credit utilization. In an effort to refine the process and continually improve the overall utilization rate, the West Virginia Legislature amended the Program's Procedural Rule in June 2005. The Program has a recapture/re-allocation procedure that permits the staff to make adjustments in the amount of credits that projects are awarded based on utilization through March 15 of the fiscal year. According to the NIP Procedural Rule §145-7-4.8.b:

*If the amount awarded by the Board is less than the full amount sought by the project transferee, the Board may also approve a supplemental amount of credits to become available on or after March 31 of the state fiscal year if sufficient credits remain unallocated as of that date or if credits have been returned from previously approved projects: Provided, that the project transferee receiving supplemental credit approval shall, on or before March 15 of the state fiscal year, have issued (or have sufficient documentation to show the clear intent of a donor to contribute) **ninety percent or more** of the credits they were initially awarded.*

The NIP Procedural Rule continues (regarding re-allocation) in §145-7-4.8.d, stating:

*Project transferees may return credits to the Development Office that they do not anticipate using in the fiscal year in which they were awarded. Project transferees that have issued **less than seventy percent** of their authorized credits prior to March 15 of the state fiscal year in which they were awarded, and **do not have sufficient written documentation to show the clear intent of a donor to contribute**, may be directed by the director of the Development Office to return a percentage of credits previously authorized by the Board. Organizations issuing **between forty-five and sixty-nine percent** of their authorized credits prior to March 15 of the state fiscal year may be directed to **return up to twenty-five percent** of the credits previously awarded by the Board. Organizations issuing **between one and forty-four percent** of their authorized credits prior to March 15 of the state fiscal year may be directed to **return up to fifty percent** of the credits previously awarded by the Board. Organizations **issuing zero percent** of their authorized credits prior to March 15 of the state fiscal year may be directed to **return up to one hundred percent** of the credits previously awarded by the Board.*

Table 4 reports the annual changes in the amount of credits returned or re-captured that were available to eligible organizations for redistribution. In FY14, the organizations performed far better than previous years in utilizing credits prior to the recapture date due to new policies that encourage use and penalize non-use.

Table 4: Returned/Re-Captured Credits Statistics, 1997 – 2014

Fiscal Year	Unallocated Credits	Returned Credits	Re-Captured Credits	Available for Redistribution	% of Redistribution from Total Awarded
2000	\$0	\$26,265	\$251,625	\$281,250	14%
2001	\$165,000	\$32,500	\$230,500	\$428,000	21%
2002	\$0	\$0	\$228,250	\$228,250	11%
2003	\$0	\$17,520	\$210,475	\$227,995	11%
2004	\$0	\$8,091	\$178,824	\$186,915	9%
2005	\$0	\$43,569	\$144,508	\$188,077	9%
2006	\$0	\$635	\$132,400	\$133,035	6%
2007	\$0	\$112,114	\$81,652	\$193,766	9%
2008	\$0	\$36,245	\$181,673	\$217,918	10%
2009	\$0	\$69,285	\$277,021	\$346,306	13%
2010	\$0	\$47,078	\$253,835	\$300,913	12%
2011	\$0	\$27,298	\$216,460	\$243,758	9%
2012	\$0	\$102,464	\$251,155	\$353,619	11%
2013	\$0	\$29,150	\$241,605	\$270,755	9%
2014	\$0	\$42,700	\$63,695	\$106,395	4%

Source: West Virginia Neighborhood Investment Program, Fiscal Year 2014 Annual Report, WVDO

Table 5 reports the amount of supplemental credits that were requested by the participating organizations. The re-allocation process has been used in the program for the last 14 years. As shown below, there continues to be a higher amount of supplemental credits requested in comparison to the amount of credits awarded. In addition, there were only 95% and 96% of supplemental credits issued in FY13 and FY14, respectively. This was due to a process that allows organizations to submit a letter of commitment to demonstrate that donors plan to contribute at a date outlined after the re-allocation process. Because there are donors that do not adhere to these commitments, there will be a new re-allocation process in place in FY16 that will take place on May 1 to maximize the use of all credits.

Table 5: Supplemental Credit Statistics, 1997 – 2014

Fiscal Year	Supplemental Credits Requested	Supplemental Credits Awarded	Projects Receiving Supplemental Credits	Total Supplemental Credits Issued	Percentage Issued
2000	\$281,250	\$281,250	6	\$80,552	29%
2001	\$852,900	\$428,000	10	\$211,247	49%
2002	\$538,725	\$228,250	17	\$211,718	93%
2003	\$585,563	\$227,995	35	\$219,023	96%
2004	\$1,626,581	\$186,915	43	\$116,149	62%
2005	\$1,195,033	\$188,077	25	\$175,716	93%
2006	\$1,411,087	\$133,035	20	\$119,677	90%
2007	\$963,094	\$193,766	20	\$189,890	98%
2008	\$1,025,473	\$217,918	20	\$204,020	94%
2009	\$1,086,565	\$346,306	32	\$317,697	92%
2010	\$1,223,611	\$300,913	20	\$279,110	93%
2011	\$1,259,619	\$243,758	25	\$243,758	100%
2012	\$1,291,342	\$353,619	19	\$353,619	100%
2013	\$1,696,483.50	\$270,755	22	\$257,358	95%
2014	\$1,418,739	\$106,395	6	\$102,214	96%

Source: West Virginia Neighborhood Investment Program, Fiscal Year 2014 Annual Report, WVDO

According to the FY13 Annual Report, “More projects are becoming eligible for supplemental credit awards each year. In FY 2013, a total of 120 projects (59%) were eligible for supplemental credit awards, however, there were only enough funds to award just 22 projects (18%) with additional tax credits.” In addition it stated, “At the April meeting, the Board approved the recapture/return of \$270,755 from projects that had issued less than 70 percent of their awarded credit by March 15, 2013. The Board then reviewed applications for supplemental credit. A total of 59% of the projects were eligible for supplemental credit, and requests totaled \$1,696,483.50. The Board approved supplemental credit awards for the entire amount that was available for redistribution (\$270,755).”

While there was an approval to award all of the remaining funds, 5% was not allocated due to the failure of donors to honor their letters of commitment to the applicant organizations. Penalties are in place for future applications for organizations that do not use the amount of credits requested and/or kept at the re-allocation process.

The FY14 Annual Report stated, “At the March meeting, the Board approved the recapture/return of \$106,395 from 27 projects that had issued less than 70 percent of their awarded credit by March 15, 2014. The Board then reviewed applications for supplemental credit. A total of 106 projects were eligible for supplemental credit with an additional 35 organizations ineligible due to having received the full amount of their request. Reallocation requests totaled \$1,418,739. The Board approved supplemental credit awards to 6 organizations for the entire amount that was available for redistribution (\$106,395).” While there was an approval to award all of the remaining funds, 4% was not allocated due to organizations’ donors not honoring the letters of commitment to use additional credits. Penalties are in place for future applications for organizations that do not use the amount of credits requested and/or retained at the re-allocation process.

IID. Type of Assistance Provided

The intent of the legislation governing the NIP encourages private sector businesses and individuals to contribute capital to community-based organizations which establish projects to assist neighborhoods and local communities through such services as health care, counseling, emergency assistance, crime prevention, education, housing, job training and physical and environmental improvements.

Through the review of the sample set files, TEA determined the service areas that were most reported by the sample selection, as indicated in Table 6. This highlights the service type and the percentage of those that focused projects in each area. Some indicated multiple focus areas, as organizations are able to mark all that apply.

Service type definitions include the following:

Neighborhood Assistance: The provision of financial assistance, labor, materials, and/or technical advice in the physical or economic improvement of the project location. Neighborhood Assistance also includes providing technical advice to promote higher employment in the area.

Community Service: To provide at no charge:

- Any type of counseling,
- Emergency assistance or medical care,
- Recreational or housing facilities,
- Economic development assistance, or
- Community technical assistance and capacity building

Crime Prevention: Includes any project whose aim is to reduce crime.

Job Training and Education: Instruction to individuals within the project area that enables them to acquire the vocational skills needed to become employed or to seek a higher grade of employment. This type of project would also include any other forms of scholastic instruction with the exceptions of physical training, physical conditioning, sports training, and sports camps.

Other project types: Those that meet the overall goals of the NIP but do not fall into the categories listed above.

Table 6: Projects by Category in Sample Organizations, 2011-2014

Service Type	% of Sample Organizations Targeting Service in 2011	% of Sample Organizations Targeting Service in 2012	% of Sample Organizations Targeting Service in 2013	% of Sample Organizations Targeting Service in 2014
Neighborhood Assistance	15.5%	11%	20%	10%
Community Service	43%	36%	67.5%	42%
Crime Prevention	10%	12.5%	20%	0%
Job Training and Education	21%	26.5%	35%	26%
Other project types	10%	14%	30%	26%

Source: Terrell Ellis & Associates with data provided by the WVDO, 2013 - 2014

In FY14, the change in applications from paper reporting to electronic reporting allowed for applicants to more specifically highlight their service area. In FY13, applicants were allowed to select all service areas that applied to their project. In FY14, applicants were required to select one service area and were more accurately able to describe the highlights of their project. This may explain why zero percent of the projects focused on Crime Prevention in FY14.

III. Program Implementation and Compliance Findings

Implementation of the program was examined to determine if the WVDO complied with the intent of the law in the administration of the NIP as set forth in enabling legislation. A random sample of files including applications and final reports for FY13 and FY14 were reviewed to verify the procedures for awarding credits were in compliance with program regulations.

IIIA. Evaluation Criteria and Project Eligibility Requirements

Beginning in 1997, \$2 million has been allocated annually in state tax credits for individuals and businesses that contribute to projects meeting the approval of the WVDO and the NIP Advisory Board. In 2009 this increased to \$2.5 million and in 2011 the NIP legislation was reauthorized and increased the funds set aside for state tax credits to \$3 million. Eligible projects must be sponsored by a 501(c)3 organization and must meet the criteria in Table 6. Applicants are evaluated on a number of criteria before being approved to distribute NIP credits. These criteria are identified in the authorizing legislation and include the following:

- *Is the project community based? A project is considered community based if it will be managed locally without national, state, multi-state or international affiliations; the project will benefit local citizens in the immediate geographic area where the project is to operate; and the sponsor of the project is a local entity rather than a statewide, national, or international organization.*
- *Will the proposed project primarily serve low-income persons?*
- *Will the proposed project serve highly distressed neighborhoods and communities?*
- *Does the project incorporate collaborative partnerships among non-profit groups, businesses, government organizations and other community organizations?*
- *Has the applicant or sponsor of the project demonstrated a proven capacity to deliver the proposed services?*
- *Does the applicant or sponsor of the project have a history of fundraising activity and have they historically maintained low administrative costs?*
- *Has the applicant produced a strong showing of need for the services which the proposed project would provide, and produced convincing documentation of that need?*
- *Is the proposed project innovative, novel, creative, or unique in program approach?*

In interviews conducted by TEA with the WVDO and NIP staff, it was determined that scoring processes have been updated by the Advisory Board in order to prioritize organizations that have a good history of credit utilization and performance. The following information was provided by the WVDO to better explain these processes:

NIP applications are scored according to 11 criteria; 8 criteria as outlined in the enabling legislation plus an additional 3 criteria deemed appropriate by the NIP Advisory Board. Questions are weighted in order of importance as determined by the Advisory Board and participation in the NIP is limited to the top 200 applicants as determined by the score and rank of the application. This limitation was established by the board in order to more effectively place and manage the limited credit available. The allocation formula is determined at the spring Advisory Board meeting in advance of the July 1 application review process.

The 11 criteria for evaluating applications are listed here in rank order.

- 1. The project should primarily serve low-income individuals*
- 2. The project should serve highly distressed neighborhoods and communities*
- 3. The applicant should demonstrate a strong need for the project*
- 4. The projects performance measures should clearly indicate the anticipated outcomes of the project**
- 5. The applicant should demonstrate a proven capacity to issue the amount of credit requested**
- 6. The project should be community based*
- 7. How quickly the project will benefit the local community**
- 8. The proposed project should be innovative, creative, and unique*
- 9. The proposed project should incorporate collaborative efforts*
- 10. The applicant should demonstrate a proven record of providing the proposed services*
- 11. Project sponsors should maintain low administrative expenses*

**Additional criteria other than those found in the enabling legislation*

Scoring methods have been improved in recent years with the creation of scoring rubrics which detail the specific items needed in each response as well as the automation of scores associated with yes/no answers and the addition of decimal place scoring which has served to tighten scoring by eliminating the occurrences of projects receiving the same score. Additionally, scoring of applications is conducted in a group setting to assure accuracy and integrity throughout the scoring process.

COMPLIANCE FINDINGS – EVALUATION CRITERIA AND PROJECT ELIGIBILITY REQUIREMENTS

The legislation highlights the importance of focusing projects primarily on low-income persons and highly distressed neighborhoods or communities. At this time, TEA is able to determine that applications focus specifically on these persons and communities; however, final reporting does not currently allow the opportunity to quantify the results for FY13 and FY14. This has been rectified for FY15 and results will be quantifiable.

In reviewing the scoring of applications, it was determined that all approved projects met legislative intent.

IIIB. Advisory Board

The NIP is governed by an Advisory Board that is defined by the NIP Procedural Rule §145-7-4. In 2013, the Board maintained three vacancies, two in the Third Congressional District and one in the First Congressional District. In 2014, the Board maintained one vacancy in the Third Congressional District. The following are the specific membership and term requirements for the Board:

- *The Board shall consist of 13 members: the Director of the Development Office plus 12 members appointed by the Director.*
- *The Director shall serve as the chair but shall not vote unless it is necessary to break a tie.*
- *Four members will be officers or members of boards of directors of unrelated corporations that are currently licensed to do business in West Virginia.*
- *Four members will be executive directors, officers, or members of boards of directors of unrelated not-for-profit organizations which currently hold charitable organization status under section 501(c)3 of the Internal Revenue Code and which are currently licensed to do business in West Virginia.*
- *Four board members will be economically disadvantaged citizens of the State, with an annual gross income of not more than 125 percent of the Federal Poverty Level (FPL).*
- *No more than four of the 12 appointed members may be from the same Congressional District.*
- *No more than seven of the appointed members may be from the same political party.*
- *Members are eligible for re-appointment, but no member may serve more than three consecutive terms.*
- *Board members shall be appointed for three years. Board appointments shall begin the 1st day of July in the year of appointment and end the 30th day of June of the third calendar year in which the appointment took effect. Appointments to fill unexpired terms shall be for the duration of the term.*

In addition to these membership and term requirements, the governing legislation also maintains the following regarding meetings conducted by the Board:

- *The board shall meet not less than four times during the fiscal year, and additional meetings may be held upon a call of the chairperson or of a majority of the members: Provided, that no meeting of the board shall be required if the total amount of tax credits available for the fiscal year have been allotted.*
- *The board shall make a report to the governor and the Legislature within thirty days of the close of each fiscal year. The report shall include summaries of all meetings of the board, an analysis of the overall progress of the program, fiscal concerns, the relative impact the program is having on the state and any suggestions and policy recommendations that the board may have. The report shall be public information made available to the general public for examination and copying. The board is authorized to publish the annual report, should the board elect to do so.*

COMPLIANCE FINDINGS – ADVISORY BOARD

A review of the Board's meeting minutes was conducted for FY13 and FY14. It was determined that the Board met three times during 2013 and twice during 2014. While the legislation states that the Board

shall meet not less than four times during the fiscal year it also states that no meeting of the Board shall be required if the total amount of tax credits for the fiscal year have been allotted. After conducting a phone interview with the NIP staff and reviewing the Annual Reports for FY13 and FY14, it was determined that 100% of the credits were allocated following the fall meeting of the Board; therefore, the Board was compliant in meeting the requirements set forth by the legislation.

The Board is also required to hold 13 Board positions. In FY13 the Board maintained three vacancies and in FY14 the Board maintained one vacancy. While this has continued to be an ongoing issue for the NIP, it is evident that vacancies have consistently decreased since FY12. In conducting an interview with the NIP staff, it was determined that it is increasingly difficult to fill the Board position of a low-income individual. While many organizations have been surveyed and outreach has been conducted to find these individuals, there are many conflicts surrounding work schedules, transportation, etc. that conflict with the ability to serve on the Board.

Finally, the Board is required to make an annual report available to the Governor, Legislature, and the public regarding the status of the NIP, progress made and the impact on the community. TEA was provided thorough annual reports for both FY13 and FY14.

IIIC. Effectiveness in Achieving Outcomes

Previous program assessments have revealed a weakness in the ability of applicants to identify strategies to capture data that would demonstrate the ability to achieve outcomes with respect to credit usage. In 2005, a formal method to capture outcome data from projects was instituted and additional improvements to reporting methods were made in 2008. In 2014, a transition to electronic-based applications and outcome reporting has resulted in more applicants completing quantitative outcomes for project reporting with direct correlation to stated application indicators.

The NIP staff implemented improvements to application reporting that resulted in more quantifiable outcome measurements. Table 9 highlights trends in outcome reporting from a review of the samples files from FY05-FY14.

Table 9: Outcome Findings for Sample Set of Applicants from 2005-2014

Outcome Information	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
% applicants that stated outcome/outcome indicator in application	84%	80%	79%	93%	87%	77%	97%	88%	0%*	100%
% applicants that had some stated measurement of outcomes in their final report	84%	64%	68%	46%	87%	71%	79%	82%	92.6%	100%
% applicants that did provide a final report	84%	68%	71%	36%	90%	97%	88%	91%	100%	100%
% applicants that supplied outcome measurements in their final report	40%	24%	39%	46%	60%	50%	48%	44%	48.8%	84.2%

Source: Terrell Ellis & Associates with data provided by the WVDO, August 2015

**This was not a question on the 2013 application*

COMPLIANCE FINDINGS – EFFECTIVENESS IN ACHIEVING OUTCOMES

For the FY13 and FY14 assessment periods, the NIP showed an overall increase in the number of organizations that provided completed data, outcomes that correlated to application measurements, and completed final reporting. Applicants in FY13 were required to provide outcomes in final reporting, however it was not required in the application. Subsequently, NIP staff has reviewed this application measure and reinstated it for FY14. It should also be noted that while there were no final reports missing in FY13, there was incomplete or inaccurate (not relating to stated outcomes) data that was provided in the final reports. The FY14 electronic reporting has allowed for increased data reporting and a lack of incomplete or missing data. The final reports allow for applicants to provide their stated outcomes from their application which has allowed for more accurate and complete data reporting and collection. There are, however, applicants that do not complete final reports correctly or provide the accurate data from their application. A change in future reporting will allow for these final reports to pre-populate this data from applications for a continued improvement in the overall reporting outcomes. In addition, it is noted that some applicants' state "ongoing" or "report at the end of the academic year" in their final report. This results in incomplete reporting documents and it is advised that NIP staff follow up with these organizations to secure data on the completion of these projects regardless of final reporting statements and time periods.

The reporting of outcomes is not a legislative requirement but rather a management practice established to better track the impacts of the NIP on individual organizations and throughout the state. Appendix B and C provide more detailed data regarding the effectiveness of achieving outcomes based on the sample set of files that were provided for FY13 and FY14 review.

IIID. Internal Assessment

As part of the assessment process, TEA conducted an internal assessment of the WVDO to determine the make-up of the NIP staff and the ability to achieve recommendations previously set forth in program reviews. The following is a snapshot of statements made:

1. We would like to know about anything that stood out during the 2013-2014 fiscal years. What trends did you see? What issues came up? What successes occurred? Please highlight your most consistent challenge and the steps taken toward this.

Between fiscal years 2013-2014 the NIP saw a transition of new staff which served as a catalyst for many improvements to the administration of the program. All of the changes which were implemented, were intended to more closely reflect the ideas of the NIP legislation and they further proved to increase the efficiency and effectiveness of the program overall.

- *The application was changed from a paper format to an electronic format which was more user-friendly for applicants. This new application also reduced the amount of time staff would need to devote to data entry because data was now captured electronically from the application.*
- *New lines of questioning were developed for the application which focused more on the program goals of benefitting low-income individuals and distressed communities.*
- *The formula used to decide the amount of credit awarded was reconfigured to assure that the highest ranking applications would receive the highest levels of credit awarded.*

- Extensive effort was made to utilize the entire \$3 million credit allocation. Staff maintained effective communication with participant organizations resulting in unused credit being reduced by 20% in 2014 and by an additional 54% the following year.
 - The most consistent challenge continues to be the higher demand for credits than the amount available. We also continue to emphasize the importance of measurable outcomes for projects. Applicants have improved these dramatically.
2. In the 2011-2012 fiscal years there were staffing issues that took place that impacted the NIP. Please elaborate on the resolve of these issues and measures that are in place to prevent this in the future.

There was additional staff turnover in 2013 with the loss of the previous NIP coordinator. This vacancy persisted for approximately 6 months. New staff have been cross-trained on all aspects of the program to prevent future problems due to turnover.

IIIE. Compliance Conclusions

Based on the review of the sample set of applications, annual reports, Board meeting minutes and discussions with the NIP staff, the following conclusions have been made:

LEGISLATIVE COMPLIANCE

- The WVDO was in compliance with the intent of the legislation in terms of overall program administration and actions of the Board, such as the number of Board meetings in conjunction with the allocation of credits. While the composition of the NIP Advisory Board is in substantial compliance, it has been very difficult to fill the required seats for low income persons. However, the program remains diligent in attempting to address this matter.
- TEA can determine that awarded organizations were in compliance with serving low-income persons and distressed communities; and improved reporting for FY14 has made this quantifiable.
- Compliance with annual reporting was in place for FY13 and FY14.

DEPARTMENTAL COMPLIANCE

- While there are some inaccurate or incomplete reporting measures that are provided by applicants, TEA can determine that the WVDO was in compliance with receiving all final reports as it is required by the code.
- The WVDO is in compliance with retrieving organizational data from applicants. While the quality of FY13 data is inconsistent in reporting there has been significant improvement in the retrieval of this information for FY14.

IV. Impact

IVA. Participant Overview and Criteria

TEA and the WVDO selected 10 participating organizations to evaluate through one-on-one phone interviews. These organizations were identified from varying regions of the state and the type of programs or services delivered. The intent of the interviews was to document the human impact that the NIP has had in various areas around the state. Brief stories were shared that help highlight the importance of the NIP in organizations achieving their goals and helping individuals and communities succeed.

Table 10: Phone Interview Participants

Organization	Contact	Project Type	County Located
Southern Appalachian Labor School	John David	Neighborhood Assistance	Fayette
Manna Meal, Inc.	Jean Elizabeth Simpson	Community Service	Kanawha
Eastern Panhandle CARE Clinic	Michele Goldman	Community Service	Jefferson
ABLE Families	Patricia Murray	Other: After school programs	Mingo
Catholic Charities West Virginia	Mark Slither-Hays	Community Service	Wood
Community Foundation of the Virginias, Inc.	James Shott	Neighborhood Assistance	Mercer
WV Rescue Ministries, Inc.	George Batten	Community Service	Marion
Beckley Area Foundation	Susan Landis	Other: Sponsoring project in all categories	Raleigh
Greater Wheeling Coalition for the Homeless	Jordan Harris	Community Service	Ohio
Westminster at Wade, Inc.	Jessica McDaniel	Other: Education & nutrition	Mercer

Beckley Area Foundation

As a member of many regional, state, and nationwide groups, Susan Landis of the Beckley Area Foundation is proud to say that she is a longtime participant of the Neighborhood Investment Program. “[When I travel] people *ask me* about the NIP – they want to copy what we do. We really are a leader in this program.”

As an organization that has been participating in the NIP since the beginning, Beckley Area Foundation has seen a large increase in the number of people that need to be fed. What once started out as the ability to only assist with things like utensils and basic needs for food preparation, Beckley Area Foundation has now been able to help provide funding for food and other consumable ingredients through the NIP.

In a program that helps students with backpacks of food on the weekends and during the summer when they are not able to have access to meals provided at school, Landis heard a student say, “Can I have two bags? My mom is at work now, but she won’t be able to make herself dinner tonight.”

What started as a draw to encourage corporate giving has been a great success. When the Beckley Area Foundation approaches businesses about the NIP they are eager to listen and more willing to make donations. In addition, these conversations have resulted in business donors becoming personal donors, as well. A combination of giving that has become a success for feeding the youth, homeless, and needy in the Beckley area and beyond.

Manna Meal, Inc.

“In the 1970s, all facilities [that assisted the mentally ill] were closed and these people were left to fend for themselves. We are feeding the mentally ill. Where would these people be everyday if we didn’t feed them? What we do is simple – we feed people.”

In an interview with Manna Meal, Inc. it was difficult for Jean Elizabeth Simpson to think of just one story to share with us about the impact that NIP has had on her organization – because there are hundreds of crucial circumstances every day. Manna Meal, Inc. feeds people that cannot feed themselves and while some may have incomes, many of them do not have the income or the ability to feed themselves because they are among the working poor.

Manna Meal, Inc. uses funds garnered through NIP to buy food – the most crucial and basic need. On average, in 2015 they have fed 400 people per day, 7 days a week, 2 meals a day. Of that average, 25% of those people come every day. “It’s what we do as West Virginians.”

Southern Appalachian Labor School

Southern Appalachian Labor School (SALS) has been working in many communities across the state to bring life back to dilapidated homes. The housing situation in West Virginia has required many families to live in coal camp houses for long periods of time that were initially built for temporary use; and the SALS is using previous offenders and high-school drop-outs to help restore these homes to make them comfortable for those that reside there.

“They can contribute, make a difference, give back and show support,” said John David, Executive Director of SALS. David sees the program as an opportunity to create “rungs on the ladder “ in helping previous offenders and volunteers to achieve goals through the process of helping to restore homes throughout the community – this includes achieving GED credits for these individuals, as well. “NIP is important to us because we need materials. We never stop getting things together,” he said. And those supplies and materials go towards rehabilitating and repairing houses in needed areas by the hands of those who need the work the most.

Eastern Panhandle CARE Clinic

A man who was legally blind and had neglected to manage his diabetes had moved to the area to live with his brother. During his initial visit to the clinic he was asked to remove his shoes to examine his feet during his appointment. He was surprised because a doctor’s office had never asked him to do this before – a treatment that he had never previously received due to substandard care. Because of this

exam, he began working with an educator at the clinic to learn more about his condition and he started taking care of himself – “because someone cared enough about him”. NIP tax credits have helped continue these types of services as funding cuts have been experienced in other areas.

ABLE Families

The NIP has allowed the ability to extend the after-school program to include Friday evenings. This allows children the opportunity to get an additional meal on Friday evenings. In addition, NIP has allowed the opportunity to offer a meal that is improved beyond a “snack”. A parent called in a panic and asked for room to take her children into the program because their father had been diagnosed with cancer and she needed to travel with him for his care. The extended after school program allowed the opportunity to provide the relief that this family needed.

Catholic Charities West Virginia

A lady from McDowell County received help from a Case Manager, that receives funding through the NIP. She received continued education and was able to become a pharmacy technician. She now holds a full time job and has the goal of going back to school to become a pharmacist.

Community Foundation of the Virginias

The Community Foundation of the Virginias has changed the way that they implement their program based on the changes made by the WVDO application process, and they believe that it has worked out for the better. They have developed a Community Impact Project that is funded with NIP tax credit donations and is designated for organizations that implement projects that meet the requirements of the NIP. The Project has helped renovate two playgrounds within the Bluefield community that benefit nearly 200 families; has aided 300 underprivileged Boy Scouts to have items paid for; has allowed two hospitals to have trained sexual assault nurses; and has helped fund activities for mentally challenged adults to increase social functioning.

West Virginia Rescue Ministries, Inc.

“Being a NIP organization gives credibility to an organization...gives positive financial credibility,” said George Batten, Executive Director of West Virginia Rescue Ministries. The organization provides assistance to those who need it the most, including serving 100 meals a day, providing shelter for those without any, and programs to help those that need to get back on their feet. The facility provides housing for up to 81 people at a time that are going through various programs that can last up to one year or beyond. These programs are achievement based, not time-related and can result in individuals getting a job and saving up to \$3,000 toward an emergency fund. “Donors are faithful to this project,” he said; and it helps to put the organization on a strong financial footing. At the time of the interview the organization was one month into their current NIP allotment and the credits were half gone.

Greater Wheeling Coalition for the Homeless

The Greater Wheeling Coalition for the Homeless depends heavily on grant funding and the assistance of NIP to provide the needed resources for individuals within the area. According to Lisa, Executive Director of the organization, a 34-year-old single mother, who had been physically abused by her husband, was working two jobs to pay for rent on the apartment she shared with her 8-year-old son when her car broke down. Because she focused her financial efforts on fixing her car so that she could get to work, she and her son were evicted. During this time she also discovered that her son had been sexually abused by his father. The transitional housing that the *Greater Wheeling Coalition for the Homeless* provides allowed her and her son to get the safe housing that they needed, as well as therapy assistance.

IVB. Online Survey Overview

TEA conducted an online survey for the 80 sample organizations chosen for review. Survey links were emailed to all organization contacts with 15 questions highlighting methods, challenges, impacts, and credit usage. There were 39 completed surveys and a snapshot of their responses are below. A complete review of the questions and responses can be found in Appendix E. For the sake of anonymity, identifying information of respondents has been removed.

Q7. Please explain how your credit allocation affects your fundraising. Is there a correlation between your credit allocation and how much you receive in donations? For example, when the credit allocation amount is higher, do your donations increase, and when the allotted amount is lower, do your fundraising revenues decrease?

- Almost all organizations that are able to track trend analysis indicated that they do see a trend in increased donations and donors when tax credit allocations are higher. In many cases, NIP credits attract donors and increase the amount of revenue raised, thus highlighting a positive trend in revenue raised.

“Donors are loyal to our mission. We have been able to attract new donors because of the tax credits. Once donors have made an initial gift and begin to receive more information about the program, they become loyal donors even if tax credits are not available. A lower amount of tax credits will not give us the ability to attract additional new donors.”

“A majority of our private giving last year was purely because of NIP credits and would not have been donated if we did not have that. In that past, NIP credits have definitely attracted new donors to our organizations. We anticipate it will be the leading way we are sustained this year as other income has dwindled. When NIP credits were lowered last year, our fundraising was definitely decreased.”

“Our credit allocations do affect our fundraising. There is definitely a correlation between credit allocation and donations. Many of our donors support the camp's annual Fun Day, but the availability of NIP credits results in an increase in donation to an amount that receives NIP credits.”

Q8. Has the NIP enabled your organization to better serve its clientele? Please explain.

- Nearly all organizations reported that the NIP was able to help their organization better serve its clientele. Many reported that unrestricted giving has allowed for their organizations to expand programs or offer scholarships and other needed supplies and materials to further expand the work that they are doing for their clientele.

"NIP has allowed the parks to reach a group of youth that previously had limited access to the educational and recreational programming that research proves helps to develop children who are mentally and physically healthy. The Access to the Parks programs has become a national model, and opportunity for many local children to spend the after-school, weekend, and summer hours in healthy and safe spaces where they can grow and learn."

Q9. What impact would be felt by your organization if the NIP legislation was not renewed?

- Many organizations reported that without the NIP legislation they would see significant decline in their donations received. While some felt that donors would continue to give, amounts would decrease which would not allow expansion and growth of services provided, programs would disappear and staff would be challenged.

"The highest impact would be closing our doors. Even with NIP the financial struggle is great. I could obtain another job, yet the non-profit world needs creative planners to assist with social dilemmas. This part is complex and satisfying at the same time. I joke not, that without NIP, we won't be able to keep our doors open."

Q11. What challenges, if any, does your organization encounter when applying for NIP tax credits?

- The majority of organizations reported that they did not experience challenges when applying for NIP tax credit. While some indicated that they had trouble with the newly introduced online application, more reported that it was much easier and required less paperwork. Challenges that are experienced focused on timing, amounts to request, and fairness among all organizations that apply.

"There are no challenges. The program, as administered through the state, is efficient and direct in its communication. The application process is straight forward and seeks important data to help us explain the importance of our program."

"Virtually none from the WVDO-side of things (the staff are quite efficient); however the program has been opened up to any-and-every organization. In 1997 12 organizations received credits yet in 2015 there were 200+ organizations who received credits. The "pie" can only be sliced so thin. I believe too many organizations are receiving credits. The original intent was to offer credits to organizations who provided basic necessities: food, housing, clothing and helping people overcome addictive lifestyles. Now organizations who have many options for income (for example universities) are being given credits."

Q12. What challenges, if any, does your organization encounter when issuing NIP tax credits?

- 15 out of 38 organizations that responded to this question indicated that they encounter challenges when issuing NIP tax credits. The highest reported challenge that is faced is the lack of knowledge that the public has regarding the NIP tax credit program. Other challenges included marketing and reporting, the amount of time for paperwork, the in-person training workshops for employees, communicating with potential donors that credits have all been allocated, and missing the window of NIP due to the fundraising year timeline.

Q13. How have recent changes made in the administration of the NIP (i.e., application and reporting processes) impacted your organization?

- 33 out of 38 organizations that responded to this question thought that the changes to the application process was a positive experience. Many noted less time reporting, a more streamlined approach, and the savings of time and money for their organization and employees. Those that did not have a positive experience noted that the scoring of applications was not clear and that there was not enough room to include all of the information in their answers. Many also indicated that they understood that the system was new and that challenges and changes were to be expected.

“It has made it significantly easier. The current NIP staff is wonderful to work with and the new application and reporting process takes less time for me to do than any of the previous versions. I also feel like there is less chance for error on my side as well as the NIP side since the process is more automated. I've been thrilled with the changes!”

Q14. What measures could be taken to improve the NIP?

Some of the measures indicated include:

- Statewide publicity
- Streamlined email communication
- Transparency in application scoring
- Reduction of the type of organizations that can qualify for NIP
- Application compliance with PC and MAC
- Marketing brochure updates

Q15. Please provide any additional comments or feedback for the NIP.

“I cannot stress enough the impact and importance of the NIP tax credits for our program's fundraising bottom line. NIP is critical for charitable programs in WV!”

“Considering the large number of nonprofit organizations that apply for NIP tax credits and the large number that actually receive them, the program appears to have run smoothly the past few years. The West Virginia Development Office has done an excellent job of informing the nonprofit community about NIP tax credits and more organizations than ever offer programs that are supported by the credits.”

IVC. Economic Impact

In addition to the human impact described in previous sections, the WVDO compiled data emphasizing the economic impact that is exhibited statewide. Table 11 outlines the economic impact of various organizations that participate in the NIP. On average, for FY13-14, the state spent \$2,918,522.50 in credit to assist over 623,000 individuals. This represents \$4.68 per person benefitted.

Table 11: Economic Impact for FY14

Organization Name	Project Area	Amount of Donations Leveraged	Number of Low-Income Individuals Served
A Child's Place CASA, Ltd.	Brooke & Hancock	\$2,200.00	185
ABLE Families	Mingo	\$22,000.00	30
Alzheimer's Association, West Virginia Chapter	statewide	\$10,200.00	50000
American Red Cross, West Virginia Region	Roane, Logan, Fayette, and Braxton.	\$26,300.00	60
Appalachian Children's Chorus	Boone, Cabell, Clay, Jackson, Kanawha, Lincoln, Logan, Mason, Nicholas, Putnam, Raleigh, Roane and Wayne	\$9,000.00	25
Appalachian Outreach, Inc.	Boone, Braxton, Mingo, Logan, Lincoln, Wayne, Wyoming, McDowell & Nicholas	\$20,000.00	3500
ArtsLink, Inc.	Wetzel and Tyler	\$5,000.00	4515
Augusta Levy Learning Center	Ohio County	\$28,500.00	3
Beckley Area Foundation, Inc.	Raleigh, Wyoming, McDowell, Webster and the southern portion of Fayette counties.	\$150,221.80	41335
Believe in West Virginia, Inc.	state-wide	\$10,000.00	2053
Berkeley County Congregational Cooperative Action Project, Inc. dba "CCAP/Loaves & Fishes"	Berkeley	\$120,071.51	1060
Berkeley Senior Services	Berkeley County.	\$9,000.00	11
Big Brothers Big Sisters of North Central WV, Inc.	Northern WV counties	\$10,350.00	50
Big Brothers Big Sisters of South Central West Virginia	Southern WV counties	\$4,000.00	50
Big Brothers Big Sisters of the Tri-State, Inc.	Cabell, Wayne	\$20,000.00	115
Bluefield State College Foundation	Mercer County, McDowell County, Fayette County, Mingo County	\$10,000.00	30

Organization Name	Project Area	Amount of Donations Leveraged	Number of Low-Income Individuals Served
Boys & Girls Club of the Eastern Panhandle	Berkeley, Morgan and Jefferson Counties	\$10,502.47	600
Braxton County Senior Citizens Center, Inc.	Braxton	\$2,500.00	70
Cabell-Huntington Coalition for the Homeless (dba "Harmony House")	Cabell	\$32,920.00	900
CAMC Foundation	Kanawha County, Boone, Fayette, Putnam, Logan, Jackson, Roane, Clay, Braxton, Nicholas, Raleigh and Lincoln.	\$12,549.00	11624
Carnegie Hall, Inc.	Greenbrier, Monroe, Pocahontas, and Summers Counties.	\$10,050.00	10000
CASA of the Eastern Panhandle, Inc.	Berkeley, Jefferson and Morgan	\$5,000.00	24
CASA of the Eleventh Judicial Circuit, WV, Inc.	Greenbrier and Pocahontas Counties.	\$5,000.00	200
Catholic Charities West Virginia	Kanawha, Martinsburg, Morgantown, Brooke, Greenbrier, Hancock, McDowell, Marshall, Ohio and Randolph Counties	\$40,800.00	364
Center for Rural Health Development	Statewide	\$5,000.00	52224
Central WV Community Action, Inc.	Lewis County.	\$5,000.00	150
CHANGE, Inc.	Hancock, Brooke, Ohio, Marshall and Wetzel	\$2,490.00	145
Charles Town Health Right, Inc. d/b/a Eastern Panhandle Free Clinic	Berkeley, Jefferson, Morgan, Hampshire, Hardy, Mineral, and Grant Counties	\$112,246.00	1108
Charleston Ballet, Inc.	Kanawha County	\$5,275.00	368
Charleston Community Music Association	Kanawha	\$5,750.00	400
Child and Youth Advocacy Center	Greenbrier, Pocahontas and Monroe	\$8,500.00	196
Childhood Language Center	Kanawha, Putnam, Cabell, Jackson, Boone, Mason, Clay and Raleigh Counties	\$13,000.00	28
ChildLaw Services, Inc.	Mercer County, McDowell County, Fayette County, Raleigh County, and Kanawha County.	\$15,000.00	100
Children's Home Society of West Virginia	statewide	\$191,638.23	12000
Children's Museum of the Ohio Valley, Inc.	Ohio, Marshall, Brooke, Hancock	\$1,500.00	500

Organization Name	Project Area	Amount of Donations Leveraged	Number of Low-Income Individuals Served
Children's Therapy Clinic, Inc.	Kanawha, Putnam, Boone, and Logan	\$20,420.00	50
Christian Help, Inc.	Monongalia	\$10,000.00	1530
Circles Campaign of the Mid-Ohio Valley, Inc.	Wood	\$7,350.00	27
Clay Center for the Arts and Sciences of WV, Inc.	state-wide	\$164,778.00	4000
Communities In Schools of Greenbrier County (aka Communities In Schools of Southeast West Virginia)	Greenbrier	\$10,070.00	1977
Community Foundation for the Ohio Valley, Inc.	Brooke, Ohio, Marshall, Wetzel, Tyler, and Hancock Counties in the Northern Panhandle	\$10,000.00	500
Community Foundation of the Virginias, Inc.	Mercer	\$33,110.00	400
Community Networks, Inc.	Berkeley, Jefferson, Morgan	\$2,000.00	170
Community Resources, Inc.	(Calhoun, Doddridge, Gilmer, Jackson, Pleasants, Ritchie, Roane, Tyler, Wetzel, Wirt and Wood)	\$2,000.00	10
Cortland Foundation Inc.	Tucker	\$5,000.00	100
Covenant House, Inc.	Boone, Braxton, Cabell, Clay, Fayette, Greenbrier, Kanawha, Lincoln, Logan, Mason, McDowell, Mercer, Mingo, Monroe, Nicholas, Pocahontas, Putnam, Raleigh, Summers, Wayne, Webster and Wyoming.	\$50,103.70	4960
Crittenton Foundation, Inc.	statewide	\$10,000.00	10
Davis & Elkins College	Barbour, Pendleton, Pocahontas, Randolph, Tucker, Upshur, and Webster Counties.	\$73,708.16	155
Davis-Stuart, Inc.	Statewide	\$9,464.55	165
DAYMARK, Incorporated	Kanawha County	\$20,099.44	80
East End Family Resource Center, Inc.	Kanawha County	\$16,150.00	100
Eastern West Virginia Community Foundation	Jefferson, Berkeley, Morgan, Hampshire, and Hardy	\$70,000.00	3280
Ebenezer Medical Outreach, Inc.	Cabell, Wayne, Mason, Putnam and Lincoln counties	\$22,500.00	467

Organization Name	Project Area	Amount of Donations Leveraged	Number of Low-Income Individuals Served
Elkins/Randolph County YMCA (Young Men's Christian Association of Elkins)	Randolph, Tucker, Barbor, Upshur, Pocahontas and Pendleton	\$5,000.00	600
Fairmont Community Development Partnership	Marion	\$1,500.00	1
Fairmont State Foundation, Inc.	Barbour, Braxton, Calhoun, Doddridge, Gilmer, Harrison, Lewis, Marion, Monongalia, Preston, Randolph, Taylor and Upshur	\$40,000.00	300
Fairness West Virginia Institute	statewide	\$5,000.00	500
Faith in Action Caregivers, Inc.	Ohio & Marshall	\$25,950.00	900
Faith in Action of the River Cities, Inc.	Cabell, Wayne	\$10,000.00	75
Family Refuge Center	Greenbrier, Monroe and Pocahontas	\$20,000.00	550
Family Service-Upper Ohio Valley	Ohio, Marshall and Wetzel	\$2,000.00	5
Festiv-ALL Charleston, WV, Inc.	Kanawha, Boone, Clay, Fayette, Lincoln, & Putnam	\$20,058.00	60
First Stage Theatre Company	Cabell, Wayne, Lincoln, Mason and Putnam Counties.	\$6,500.00	1500
Foundation for Children, Families, and Communities of West Virginia, Inc.	Harrison	\$20,000.00	100
Foundation for the Tri-State Community, Inc.	Cabell, Wayne and Mingo counties.	\$10,000.00	25000
Gabriel Project of West Virginia	Berkeley, Boone, Brooke, Cabell, Calhoun, Clay, Fayette, Gilmer, Hampshire, Hancock, Jackson, Jefferson, Kanawha, Lincoln, Logan, Marion, Marshall, Mason, Mingo, Morgan, Ohio, Pleasants, Putnam	\$48,900.00	4275
Genesis Youth Crisis Center, Inc.	Providing foster care & adoption services to families, focus on central & north central WV, as those counties are less saturated with other providers. Our goal is to help the children of WV, not compete with others.	\$20,000.00	50

	Counties with little presence from o		
Organization Name	Project Area	Amount of Donations Leveraged	Number of Low-Income Individuals Served
Girl Scouts of Black Diamond Council	Barbour, Cabell, Greenbrier, Harrison, Kanawha, Ohio, Wood, Tyler, Pleasants, Marion, Monongalia, Randolph, McDowell, Mercer and Mingo.	\$20,000.00	1158
Glen Elk Village Development Association, Inc.	Harrison	\$5,000.00	30
Good News Mountaineer Garage	statewide	\$86,578.10	450
Good Samaritan Clinic	Wood, Wirt, Pleasants, Calhoun, and Jackson	\$10,000.00	500
Good Shepherd Interfaith Volunteer Caregivers	Berkeley, Jefferson	\$79,682.33	375
Greater Wheeling Coalition for the Homeless	Brooke, Hancock, Ohio, Marshall and Wetzel	\$9,865.00	40
Greenbrier County Youth Camp, Inc.	Greenbrier	\$9,000.00	400
Greenbrier Historical Society	Greenbrier	\$10,000.00	141
Greenbrier Repertory Theatre Co., Inc.	Greenbrier, Summers, Mingo, Pocahontas and Randolph	\$10,000.00	1050
Habitat for Humanity of Kanawha & Putnam	Kanawha and Putnam Counties.	\$10,000.00	34
Harmony House, Inc.	Ohio and Marshall	\$12,000.00	350
Harrison County Child Abuse Task Force d/b/a Harrison County Child Advocacy Center	Harrison County, WV.	\$3,500.00	1270
Health Access, Inc.	Harrison and Doddridge County	\$65,121.25	850
High Rocks Educational Corporation	Greenbrier, Nicholas and Pocahontas counties in West Virginia.	\$69,727.45	87
Highland Hospital Foundation	Kanawha, Wood, Logan, Putnam, Boone, Jackson, Greenbrier, Fayette, Raleigh, Lincoln, Mingo and Mason	\$19,576.29	30
Hinton Area Foundation, Inc.	Summers	\$100,018.16	2831
Holy Family Child Care & Development Center	Brooke, Ohio, and Marshall Counties	\$4,000.00	40
HOSPICE OF HUNTINGTON, INC.	Cabell, Wayne, Lincoln, Mason	\$22,000.00	250
Hospice of Southern West Virginia, Inc.	Fayette, Raleigh, Summers and Wyoming Counties	\$5,000.00	15
Huntington City Mission	Cabell County	\$200,129.96	1500

Organization Name	Project Area	Amount of Donations Leveraged	Number of Low-Income Individuals Served
Huntington WV Area Habitat for Humanity, Inc.	Cabell County, West Virginia	\$40,000.00	30
John W. Hereford Boys and Girls Clubs of Huntington, Inc.	Cabell	\$150,000.00	1000
Junior Achievement of West Virginia	statewide	\$500.00	2000
Just For Kids, Inc. Child Advocacy Center	Fayette, Raleigh and Wyoming	\$1,500.00	284
Kanawha Hospice Care, Inc. d/b/a HospiceCare	Greenbrier, Monroe, Pocahontas and Summers Counties.	\$20,000.00	54
Kanawha Pastoral Counseling Center	Boone, Clay, Fayette, and Kanawha	\$40,379.86	1000
Kanawha Valley Fellowship Home, Inc.	statewide	\$50,000.00	45
Kelly Miller Foundation, Inc.	Harrison County	\$1,500.00	18
Kingwood Main Street	Preston County	\$3,000.00	30
Kump Education Center	Randolph	\$5,000.00	20
Legal Aid of West Virginia, Inc.	statewide	\$57,650.00	5500
Main Street Morgantown	Monongalia	\$61,600.00	3000
Make-A-Wish Foundation of Greater Pennsylvania & Southern West Virginia	Braxton, Fayette, Hampshire, Hardy, Lincoln, Logan, Mercer, Mineral, Mingo, and Webster.	\$5,000.00	30
Manna Meal, Inc.	Kanawha	\$175,458.35	360
Milan Puskar Health Right	Monongalia and Marion Counties	\$54,500.00	150
Mon County Habitat for Humanity, Inc.	Monongalia County	\$10,000.00	11
Monongalia County Society for Disabled Children & Adults dba: SteppingStones	Monongalia County, Marion County and Preston County	\$137,850.00	75
Monongalia County Youth Service Center/CASA For Kids Program	Monongalia and Preston Counties	\$7,500.00	140
Mountain Hospice, Inc.	Barbour: Pocahontas: Randolph	\$30,000.00	20000
Mountain Mission	Kanawha	\$36,747.01	1200
Mountaineer Boys and Girls Club	Monongalia	\$20,000.00	175
Mountwest Foundation, Inc.	Cabell County, Wayne County, Putnam County, Mason County	\$55,099.56	180
New River Community and Technical College Foundation	Fayette, Mercer and Summers	\$16,607.97	10
Nicholas County Community Foundation	Nicholas County	\$40,300.00	7000
Oakhurst Outreach - TLC	statewide	\$3,000.00	25
Oglebay Institute	Marshall and Ohio (WV) Counties.	\$30,414.88	65
Outreach Center Inc.	Monongalia, Preston, Marion Counties.	\$19,000.00	400

Organization Name	Project Area	Amount of Donations Leveraged	Number of Low-Income Individuals Served
Panhandle Home Health	Berkeley, Jefferson and Morgan counties in West Virginia.	\$20,000.00	10
Parkersburg Area Community Foundation, Inc. & Regional Affiliates (PACF)	Calhoun, Doddridge, Gilmer, Jackson, Mason, Pleasants, Ritchie, Roane, Wirt and Wood	\$200,000.00	90
Parkersburg Art Center	Wood County, WV.	\$40,000.00	500
Pocahontas County Opera House Foundation	Pocahontas County	\$5,000.00	1200
Potomac Comprehensive Diagnostic & Guidance Center, Inc.	statewide	\$500.00	150
Preservation Alliance of West Virginia (PAWV)	State of West Virginia	\$5,000.00	400
Preserving Pocahontas	Pocahontas	\$500.00	300
Pretera Foundation for Behavioral Health Services	Boone County, Cabell County, Clay County and Lincoln County	\$20,000.00	67
Preston Memorial Hospital Foundation, Incorporated	Preston	\$5,000.00	5300
Pricketts Fort Memorial Foundation	Statewide	\$5,000.00	3000
PRINCETON COMMUNITY HOSPITAL FOUNDATION	Mercer, McDowell, Monroe, Summers and Wyoming.	\$40,000.00	90
Rainelle Community Development Corporation	Randolph, Tucker, Pendleton, Pocahontas, Upshur, Barbour, Webster	\$3,973.23	400
Randolph County Community Arts Center	Randolph County	\$20,000.00	500
Randolph/Tucker Children's Advocacy Center	Randolph and Tucker Counties	\$5,000.00	50
Rea of Hope, Inc.	statewide	\$37,325.00	40
Read Aloud West Virginia	statewide	\$5,000.00	12432
Religious Coalition for Community Renewal	statewide	\$43,223.38	22
Roane County College Scholarship Foundation, Inc.	Roane County	\$5,000.00	25
Roark Sullivan Lifeway Center, Inc.	Kanawha	\$21,143.10	480
Ronald McDonald House Charities of the Tri-State, Inc.	Mingo, Logan, and Raleigh; plus Cabell County	\$20,000.00	70
Run Settlement House	Monongalia	\$24,200.00	800
School of Harmony, Inc.	Raleigh, Mercer, Summers, Fayette, and Wyoming.	\$15,350.00	25
Seeing Hand Association	Hancock Brooke Ohio Marshall Wetzel	\$1,500.00	128
Shepherd's Center of Greenbrier Valley	Greenbrier	\$23,425.00	110
Shepherdstown Day Care, Inc.	Jefferson and Berkeley	\$5,000.00	52
Southern Appalachian Labor School (SALS)	Fayette County, West Virginia	\$100,598.47	500

Organization Name	Project Area	Amount of Donations Leveraged	Number of Low-Income Individuals Served
Southern West Virginia Community College Foundation, Inc.	Boone, Mingo, Logan, Lincoln, McDowell, Wyoming counties	\$40,000.00	150
Special Olympics West Virginia	statewide	\$21,366.00	1400
St. John's Home for Children	statewide	\$11,900.00	20
St. Johns House Learning & Development Center, Inc. (SJH)	Cabell	\$3,000.00	20
Stonewall State Park Foundation	statewide	\$5,000.00	50
Summersville Regional Medical Center	Nicholas County	\$20,850.00	600
Tamarack Foundation	statewide	\$5,156.90	1444
The Appalachian Reading Center, Inc.	Kanawha County, Putnam County, Fayette County, Cabell County, Lincoln County	\$15,100.00	15
The Challenge Program, Inc.	statewide	\$5,000.00	528
The Children's Home of Wheeling, Inc.	statewide	\$5,200.00	25
The Connecting Link, Inc.	statewide	\$10,200.00	3500
The Education Alliance	statewide	\$37,205.00	80
The Foundation for the Thomas Memorial and Saint Francis Hospitals	Kanawha, Clay, Lincoln, Roane, Jackson, Putnam, Clay and Logan Counties.	\$150,284.00	2000
The Healing Place of Huntington	Boone, Cabell, Clay, Kanawha, Lincoln, Logan, Mason, Mingo, Putnam, Wayne	\$12,000.00	200
The King's Daughters Child Care Center, Inc.	Ohio County, WV.	\$4,750.00	81
The Logan County Child Advocacy Center	Logan and Mingo Counties.	\$13,500.00	121
The Oglebay Foundation	Ohio County	\$130,000.84	1800
The Salvation Army Huntington, WV - A Georgia Corporation	Cabell, Mason, Wayne, Lincoln	\$5,000.00	1117
The Salvation Army-Parkersburg	WOOD, WIRT, JACKSON, CALHOUN, DODDRIDGE, AND RITCHIE	\$40,000.00	1000
The West Virginia Fund for Law in the Public Interest, Inc.	statewide	\$72,353.00	95
Tri-County YMCA	Kanawha, Cabell, Mason, and Putnam County.	\$2,000.00	250
Trillium Collective Ltd.	Greenbrier, Monroe, Fayette, Pocahontas, and Summers.	\$10,000.00	175
Tutoring Center Foundation	Greenbrier County	\$7,100.00	22
Tyler Mountain/Cross Lanes Community Services	Kanawha	\$10,000.00	1631

Organization Name	Project Area	Amount of Donations Leveraged	Number of Low-Income Individuals Served
Union Mission Ministries, Inc.	Multi-county area where poverty is acute. We will help both residents of our recovery programs, as well as city & rural families, through six of our eight ministry departments. This includes help with food, clothing, utilities, counseling, and shelter. P	\$199,790.00	34000
United Way of Central WV	Boone, Clay, Kanawha, Logan and Putnam counties.	\$12,500.00	6300
United Way of Marion County	Marion County West Virginia	\$11,900.00	3658
United Way of the Greenbrier Valley	Greenbrier, Pocahontas, and Monroe	\$20,000.00	400
Wellspring of Greenbrier, Inc.	Greenbrier County.	\$20,051.00	1200
West Virginia Child Advocacy Network	West Virginia - Statewide	\$5,000.00	700
West Virginia Health Right, Inc.	Kanawha, Barbour, Boone, Braxton, Calhoun, Clay, Doddridge, Fayette, Gilmer, Greenbrier, Jackson, Lewis, Lincoln, Logan, Mason, McDowell, Mingo, Monroe, Nicholas, Pleasants, Pocahontas, Putnam, Randolph, Ritchie, Roane, Summers, Tucker, Tyler, Upshur, Wayne	\$160,636.91	8400
West Virginia Humanities Council	Statewide	\$5,000.00	4825
West Virginia Music Hall of Fame, Inc.	Calhoun, Clay, Roane, Ritchie, Boone, Gilmer, Logan, Mingo, Lincoln, McDowell, Summers, Webster, Wirt,	\$10,000.00	3122
West Virginia Northern Community College Foundation	Ohio, Brooke, Hancock, Marshall, Wetzell and Tyler	\$20,000.00	22
West Virginia Professional Dance Company	statewide	\$10,000.00	13000
West Virginia Public Broadcasting Foundation	Boone, Clay, Fayette, Greenbrier, Lincoln, Logan, McDowell, Mercer, Mingo,	\$20,000.00	26000

	Monroe, Raleigh, Summers, Wayne, and Wyoming		
Organization Name	Project Area	Amount of Donations Leveraged	Number of Low-Income Individuals Served
West Virginia Rescue Ministries, Inc.	statewide	\$160,090.76	425
West Virginia State University Foundation, Inc.	Kanawha, Raleigh County	\$5,000.00	21
West Virginia Symphony Orchestra, Inc.	Boone, Braxton, Cabell, Fayette, Doddridge, Greenbrier, Hampshire, Harrison, Jackson, Kanawha, Lewis, Mason	\$66,910.00	50
West Virginia University at Parkersburg Foundation	Tyler, Wirt, Roane, Pleasants, Ritchie, Jackson and Wood counties.	\$10,000.00	60
West Virginia University Foundation	statewide	\$17,231.80	40
West Virginia Wesleyan College	Barbour, Braxton, Fayette, Gilmer, Greenbrier, Lewis, McDowell, Mercer	\$74,100.00	66
West Virginia Women Work	Statewide	\$8,000.00	58
Westminster at Wade, Inc. dba Wade Center	Mercer County.	\$100,000.00	95
Wheeling Health Right Inc.	Brooke, Hancock, Ohio, Marshall, Wetzell and Tyler	\$61,685.00	12500
Wheeling Jesuit University	Ohio	\$15,500.00	80
Wheeling Symphony Society, Inc.	Ohio	\$21,000.00	1100
Wirt County Health Services Association	Wirt County	\$600.00	850
Women's Care Center	Wood County, WV	\$20,117.00	150
Women's Health Center of West Virginia, Inc.	Kanawha County	\$24,095.48	2325
Wood County Habitat for Humanity	Wood	\$26,540.00	40
WV Community Development Hub	Mingo, Boone	\$1,900.00	150
WV FREE	statewide	\$5,000.00	8341
WVU Children's Hospital c/o WVU Hospitals, Inc.	statewide	\$20,000.00	12
YMCA of Kanawha Valley, Inc.	Kanawha, Boone, Lincoln, Putnam, Jackson, Roane, Clay and Fayette.	\$5,000.00	4275
YOUNG MEN'S CHRISTIAN ASSOCIATION OF HUNTINGTON WEST VIRGINIA	Cabell, Wayne, Mason, and Lincoln	\$10,000.00	40
Young Women's Christian Association of Charleston, Inc.	Boone, Clay and Kanawha	\$20,228.08	3800
Your Community Foundation Inc.	Monongalia County, Marion County, Harrison County, Taylor County, Preston County,	\$5,000.00	75000

Organization Name	Project Area	Amount of Donations Leveraged	Number of Low-Income Individuals Served
Youth Services System, Inc.	Hancock, Brooke, Ohio, Marshall, Wetzel, and Tyler Counties.	\$71,457.47	160
YWCA Wheeling	Marshall and Ohio Counties in WV.	\$5,022.89	33

Appendix A – 2013 Sample Set Credit Usage

Organization Name	Total Amount of Credit Issued to Donors	Percent of credit issued to donors	Revenue Raised	New Donors	Past Donors	Supplemental Credit Awarded	Recaptured Amount
A Child's Place CASA, Ltd.	\$852.50	50.00%	\$2,100.00	1	3	\$0.00	\$852.50
Allohak Council, Boys Scouts of America	\$9,370.00	100.00%	\$18,740.00	2	7	\$2,790.00	\$0.00
Augusta Levy Learning Center, Inc.	\$6,999.71	99.64%	\$14,000.00	1	9	\$0.00	\$0.00
Beckley Area Foundation, Inc.	\$84,730.00	100.00%	\$192,648.12	6	67	\$29,000.00	\$0.00
Catholic Charities West Virginia	\$67,255.00	100.00%	\$134,510.00	46	52	\$11,075.00	\$0.00
Davis-Stuart, Inc.	\$4,875.50	69.40%	\$9,751.00	1	10	\$0.00	\$1,756.25
Eastern West Virginia Community Foundation	\$93,845.00	100.00%	\$187,510.00	10	24	\$29,290.00	\$0.00
Faith in Action Caregivers, Inc.	\$1,880.00	100.00%	\$3,760.00	0	3	\$0.00	\$0.00
Faith in Action of the River Cities, Inc.	\$2,300.00	100.00%	\$4,600.00	0	6	\$0.00	\$0.00
Girl Scouts of Black Diamond Council	\$1,880.00	100.00%	\$4,040.00	2	4	\$0.00	\$0.00
Good Shepherd Interfaith Volunteer Caregivers, Inc. (GSIVC)	\$2,840.00	100.00%	\$5,983.15	0	5	\$0.00	\$0.00
Greater Wheeling Coalition for the Homeless	\$1,575.00	100.00%	\$7,000.00	1	2	\$0.00	\$0.00
Greenbrier County Youth Camp, Inc.	\$1,660.00	100.00%	\$3,320.00	0	6	\$0.00	\$0.00
Harmony House, Inc.	\$1,155.00	100.00%	\$2,310.00	3	1	\$0.00	\$0.00
Kanawha Valley Fellowship Home, Inc.	\$6,200.00	100.00%	\$12,400.00	0	10	\$0.00	\$0.00
Kingwood Main Street	\$2,875.00	74.48%	\$6,000.00	6	0	\$0.00	\$985.00
Kump Education Center	\$1,385.00	100.00%	\$2,770.00	1	3	\$0.00	\$0.00
Manna Meal, Inc.	\$8,540.00	100.00%	\$17,080.00	5	9	\$0.00	\$0.00

Milan Puskar Health Right	\$22,080.00	100.00%	\$43,600.00	3	40	\$0.00	\$0.00
Mountaineer Boys and Girls Club	\$2,040.00	100.00%	\$13,000.00	1	1	\$0.00	\$0.00
New River Community and Technical College	\$16,500.00	50.65%	\$33,000.00	2	8	\$0.00	\$8,143.75
Parkersburg Art Center, Inc.	\$8,540.00	100.00%	\$17,080.00	2	5	\$0.00	\$0.00
Prestera Foundation for Behavioral Health Services	\$30,765.00	100.00%	\$61,530.00	19	29	\$7,300.00	\$0.00
Randolph/Tucker Children's Advocacy Center	\$2,325.00	100.00%	\$4,650.00	2	4	\$0.00	\$0.00
Rea of Hope, Inc.	\$10,375.00	99.43%	\$20,750.00	4	21	\$2,310.00	\$0.00
Read Aloud West Virginia of Kanawha County Inc.	\$1,729.00	100.52%	\$3,500.00	0	5	\$0.00	\$0.00
Religious Coalition for Community Renewal	\$4,840.00	100.00%	\$9,680.00	0	13	\$0.00	\$0.00
Roane County College Scholarship Foundation, Inc.	\$3,600.00	38.63%	\$7,200.00	1	8	\$0.00	\$4,660.00
Ronald McDonald House Charities of the Tri-State	\$7,145.00	100.00%	\$14,065.00	2	8	\$0.00	\$0.00
Shepherd's Center of Greenbrier Valley	\$1,385.00	100.00%	\$3,000.00	0	2	\$0.00	\$0.00
Southern Appalachian Labor School	\$34,840.00	100.00%	\$69,680.00	5	12	\$12,260.00	\$0.00
The Appalachian Reading Center, Inc.	\$3,235.00	100.00%	\$7,000.00	2	6	\$0.00	\$0.00
The Children's Home of Wheeling	\$2,225.00	100.00%	\$10,840.00	2	1	\$0.00	\$0.00
The Connecting Link, Inc.	\$10,400.00	39.88%	\$20,800.00	9	0	\$0.00	\$13,040.00
The Healing Place of Huntington (Recovery Point)	\$5,981.25	75.00%	\$11,962.50	4	7	\$0.00	\$1,993.75
The Oglebay Foundation	\$37,800.00	100.00%	\$75,601.00	3	32	\$6,590.00	\$0.00
Union Mission Ministries	\$47,035.00	100.00%	\$94,070.00	2	34	\$0.00	\$0.00
WV FREE	\$2,130.00	100.00%	\$5,900.00	4	4	\$0.00	\$0.00
WVU Children's Hospital c/o WVU Hospitals, Inc	\$15,950.00	100.00%	\$29,500.00	2	6	\$0.00	\$0.00
YWCA Wheeling	\$2,325.00	100.00%	\$5,029.98	0	6	\$0.00	\$0.00

Appendix B – 2014 Sample Set Credit Usage

Organization Name	Total Amount of Credit Issued to Donors	Percent of Credits Issued to Donors	Revenue Raised	New Donors	Old Donors	Supplemental Credit Award	Recaptured Amount
ABLE Families	\$10,000.00	100.0	\$22,000.00	5	4	\$0.00	\$0.00
Appalachian Outreach, Inc	\$10,000.00	100.0	\$20,000.00	1	6	\$0.00	\$0.00
Believe in West Virginia, Inc.	\$5,000.00	100.0	\$10,000.00	3	9	\$0.00	\$0.00
Berkeley County Congregational Cooperative Action Project, Inc. dba "CCAP/Loaves & Fishes"	\$60,000.00	100.0	\$120,071.51	32	43	\$0.00	\$0.00
Charles Town Health Right, Inc. d/b/a Eastern Panhandle Free Clinic	\$56,123.00	93.5	\$112,246.00	2	40	\$0.00	\$0.00
ChildLaw Services, Inc.	\$7,500.00	75.0	\$15,000.00	4	2	\$0.00	\$0.00
Children's Therapy Clinic, Inc.	\$10,000.00	100.0	\$20,420.00	4	19	\$0.00	\$0.00
Christian Help, Inc.	\$5,000.00	100.0	\$10,000.00	2	7	\$0.00	\$0.00
Community Foundation of the Virginias, Inc.	\$11,125.00	100.0	\$33,110.00	0	5	\$0.00	\$0.00
Cortland Foundation Inc.	\$2,500.00	100.0	\$5,000.00	4	4	\$0.00	\$0.00
East End Family Resource Center, Inc.	\$8,075.00	97.7	\$16,150.00	6	12	\$0.00	\$0.00
Festiv-ALL Charleston, WV, Inc.	\$10,000.00	100.0	\$20,058.00	17	1	\$0.00	\$0.00
First Stage Theatre Company	\$2,950.00	100.0	\$6,500.00	1	8	\$0.00	\$0.00
Glen Elk Village Development Association, Inc	\$2,500.00	100.0	\$5,000.00	1	1	\$0.00	\$0.00
Good Samaritan Clinic	\$5,000.00	100.0	\$10,000.00	5	5	\$0.00	\$0.00
Greenbrier Repertory Theatre Co., Inc.	\$5,000.00	100.0	\$10,000.00	0	5	\$0.00	\$0.00
High Rocks Educational Corporation	\$34,863.72	99.6	\$69,727.45	5	38	\$0.00	\$0.00
Holy Family Child Care & Development Center	\$2,000.00	80.0	\$4,000.00	1	3	\$0.00	\$0.00

Hospice of Southern West Virginia, Inc.	\$2,500.00	100.0	\$5,000.00	0	1	\$0.00	\$0.00
Huntington City Mission	\$100,000.00	100.0	\$200,129.96	10	79	\$25,000.00	\$0.00
John W. Hereford Boys and Girls Clubs of Huntington, Inc.	\$75,000.00	100.0	\$150,000.00	57	39	\$0.00	\$0.00
Kanawha Pastoral Counseling Center	\$20,000.00	100.0	\$40,379.86	23	23	\$0.00	\$0.00
Randolph County Community Arts Center	\$10,000.00	100.0	\$20,000.00	1	5	\$0.00	\$0.00
Roark Sullivan Lifeway Center, Inc.	\$10,000.00	100.0	\$21,143.10	0	13	\$0.00	\$0.00
Southern West Virginia Community College Foundation, Inc.	\$20,000.00	100.0	\$40,000.00	0	3	\$0.00	\$0.00
Stonewall State Park Foundation	\$2,500.00	100.0	\$5,000.00	1	4	\$0.00	\$0.00
The Appalachian Reading Center, Inc.	\$7,500.00	100.0	\$15,100.00	8	6	\$0.00	\$0.00
The Challenge Program, Inc.	\$2,500.00	100.0	\$5,000.00	0	1	\$0.00	\$0.00
The Education Alliance	\$18,443.00	100.0	\$37,205.00	0	4	\$0.00	\$0.00
Tyler Mountain/Cross Lanes Community Services	\$5,000.00	100.0	\$10,000.00	3	13	\$0.00	\$0.00
United Way of the Greenbrier Valley	\$10,000.00	100.0	\$20,000.00	0	13	\$0.00	\$0.00
West Virginia Child Advocacy Network	\$2,500.00	100.0	\$5,000.00	3	6	\$0.00	\$0.00
West Virginia Rescue Ministries, Inc.	\$80,000.00	100.0	\$160,090.76	28	46	\$5,000.00	\$0.00
West Virginia State University Foundation, Inc.	\$2,500.00	100.0	\$5,000.00	0	5	\$0.00	\$0.00
West Virginia University at Parkersburg Foundation	\$5,000.00	100.0	\$10,000.00	0	12	\$0.00	\$0.00
West Virginia Wesleyan College	\$35,000.00	100.0	\$74,100.00	2	34	\$0.00	\$0.00
Westminster at Wade, Inc. dba Wade Center	\$50,000.00	100.0	\$100,000.00	0	31	\$0.00	\$0.00
Women's Care Center	\$10,000.00	100.0	\$20,117.00	4	7	\$0.00	\$0.00
Young Women's Christian Association of Charleston, Inc.	\$10,000.00	100.0	\$20,228.08	1	11	\$0.00	\$0.00
Youth Services System, Inc.	\$35,000.00	100.0	\$71,457.47	34	15	\$0.00	\$0.00

Appendix C – 2013 Sample Set Outcomes

ORGANIZATION NAME	PROJECT DESCRIPTION	OUTCOME INDICATORS	
		STATED IN APPLICATION*	STATED IN FINAL REPORT
A Child's Place CASA, Ltd.	Our mission is to develop volunteers who will stand up for abused and neglected children in court, helping to expedite their placement into safe, permanent, nurturing homes.	<ul style="list-style-type: none"> • Waitlist for children will be reduced • More children will effectively move through the system in a timely manner 	<ul style="list-style-type: none"> • Waitlist was reduced by 88 children assigned to CASA Volunteers during the grant program • Children with a CASA volunteer spend 31% less time in care
Allohak Council, Boy Scouts of America	Outreach to low income youth in 15 WV counties to increase their participation in Boy Scouts of America, a youth mentoring program which has been shown to increase community involvement, reduce crime and increase the likelihood of completing high school and entering college	<ul style="list-style-type: none"> • Payment of costs of uniforms, equipment, books and materials and participation fees 	<ul style="list-style-type: none"> • Youth referred by Community Action involved in Scouting • Youth with financial need attending camp opportunities in the summer and fall • Youth advancing in rank
Augusta Levy Learning Center	The project provides highly individualized 1:1 evidence based treatment to young children with autism with the goal of enabling them to reach their highest potential	<ul style="list-style-type: none"> • Each child with autism will demonstrate progress in every area of curriculum • Children will successfully transition to a more typical school upon completion of treatment at ALLC 	<ul style="list-style-type: none"> • 100% of children are demonstrating progress in every area of their individualized curriculum • Currently, 33% of children have transitioned while 67% are working on completion of their treatment

<p>Beckley Area Foundation, Inc.</p>	<p>BAF will use the NIP credits to attract new and repeat contributions to endowments and pass through donation opportunities that improve the quality of life for underserved children, students, working age adults, and seniors who need access to education, health services, housing, cultural experiences, recreation, emergency aid, or employment</p>	<ul style="list-style-type: none"> • Donations will be used to fund grants, endowments and pass-through gifts that support more than 230 organizations , programs, volunteer opportunities and scholarship in Southern West Virginia 	<ul style="list-style-type: none"> • 1. We received 309 gifts (totaling \$428,435.92) for existing and new scholarship funds, and eight new scholarship endowments were created. All of the scholarships are need-based. 2. We were able to provide grants to 19 charitable organizations that lack a built-in donor base (food banks, health clinics, a child advocacy center, Habitat for Humanity, battered women's shelter, Lillian Jame Learning Center, groups homes for those recovering from addiction, the Muster Project, the Salvatuion Army, etc.). 3. Funds were provided to assist with the costs of much needed children's programing for underserved and economically challenged families; programs were
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			<p>offered by the YMCA, area schools, Boy Scouts, Salvation Army, WV Children's Home Society, Youth Museum of Southern WV, and the Beckley Art Group. 4. Cost of diabetic testing strips was provided so Beckley Health Right could serve over 100 under-insured clients. 5. Funds were provided to purchase equipment for a newly established meal program in an outlying part of the county (an out-growth of The Carpenter's Corner meal program offered in downtown Beckley). Three existing food banks/meal programs were given funds for supplies and food. (6) Major funding was provided for the on-going up grades in area city parks; the most recent efforts in New River Park</p>
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			include the addition of ADA compliant play equipment. (7) As stated above, fund have been dedicated to the state's "Feed to Achieve" program, but the money will not be awarded until the program is officially initiated. Should that not happen, the dollars will be used for summer feeding programs for children.
Catholic Charities West Virginia	...We aim to alleviate the distress of poverty by responding to people's basic human needs of food, shelter, clothing; and to reduce the languishing effects of poverty by offering opportunities to improve and individuals or family's circumstances regardless of the individuals religious, social, ethnic or economic background.	<ul style="list-style-type: none"> • Individuals and families will realize an improvement in their overall wellbeing • Consumers will realize their identified goal toward self-sufficiency • Consumers will completely timely and comprehensive tax returns at no charge returning resources to the community • Attendees will be equipped with a comprehensive understanding of the complexities of mental illness and the issue around the disease • Establish a sustainable Mobile Outreach Program 	<ul style="list-style-type: none"> • The WellnessWorks food pantry was expanded to our Mobile Outreach Van serving six counties in the Mid-Ohio Valley • Case management is now available in eight counties. Each CM is actively working with clients and several have completed a first term goal • 310 return completed. Calculated refunds totaled \$463,027 • Conference evaluations and verbal feedback were

		<ul style="list-style-type: none"> Establish a sustainable mentoring program that is integrated in the middle schools and the community at large 	<p>positive. Group from Parkersburg began a Parish support group based on what they learned.</p> <ul style="list-style-type: none"> Mobile Outreach has established a volunteer base and delivered service in four of the six counties to date Became a partner organization with Reconnecting McDowell; Established collaborative relationships with educational partners and local juvenile authorities; start date set for September 2013
Davis-Stuart, Inc.	Davis-Stuart provides a residential treatment program, providing some job training and education to an at-risk population of WV youth	<ul style="list-style-type: none"> Maintain full licensure and accreditation status Maintain average census , as outlined in the agency budget and approved by the board of directors Successful discharge rate of 60% or higher 	<ul style="list-style-type: none"> All five treatment locations having complied with WVDHHR guidelines to pass inspection; re-accredited by COA-2012 40 of 44 beds at main campus – actual average of 38; 20 of 24 beds at 4 group

			<p>home locations – actual average of 16</p> <ul style="list-style-type: none"> • 61% of main campus; 78% for group homes
Eastern WV Community Foundation	<p>By encouraging donors to build a long term endowment and make pass-through gifts, we will continue to strengthen local programs inhuman services, housing and capacity building in the Eastern region of WV; provide scholarships to at-risk and poverty based students; and support existing neighborhood improvement projects with grants and workshops</p>	<ul style="list-style-type: none"> • Funding to support low-income day care providers, at-risk youth counseling, foster care programs and housing in a walkable community • A new Parks and Recreation center is being built in south Berkley county to provide low cost sports and coaching programs • Local programs are funded to help low-income families receive free or low-cost health care • Core funding will be provided to sustain recreation and youth programs in the area • Those in need have bolstered services and increased quality of life thanks to nonprofit grant making • Workshops and training for charitable leaders to improve capacity, volunteerism, accounting, fundraising • Advancing education through scholarships and classroom funding 	<ul style="list-style-type: none"> • 30+ children will benefit from clothing purchases, personal items, and housing with their mothers; 25+ low-income families receive support for local day care; 500 households participate in recreation programs, after school programs, reading tutorial programs and more • Due to be completed in late 2012, the new \$2.1 million rec center will serve a growing region which includes low income neighborhoods • Local endowment to support dental care is increased by \$10,000; Distributions of up to \$15,000 to aid with no cost/low cost medical services • \$50,000 in funding distributed to core

			<p>service groups such as Boys and Girls Club, Children’s Home Society and YoungLives</p> <ul style="list-style-type: none"> • 30+ charities receive EWVCF grants to help fund services including providing meals, low-cost medical services, and housing • Several workshops are offered in the region with more than 100 participants receiving CE credits and/or job skills training • 20 students with poverty based need receives scholarships for continuing education; Two students receive scholarships for two-year degree or vocational school; 8 teachers receive grants to aid with classroom programs, supplies and curricula innovation
Faith in Action Caregivers, Inc.	Provide free, non-professional caregiving services to support the independent living of older adults and people with disabilities	<ul style="list-style-type: none"> • Older adults and people with disabilities remain independent 	<ul style="list-style-type: none"> • 1,854 individuals served; 65.7% of these are low-income;

		<ul style="list-style-type: none"> Individuals are provided opportunities to engage in meaningful service to older adults and people with disabilities 	<p>59.9% of live alone without other means of support; 47.8% report some mobility issues; 16,089 hours of free services were provided</p>
Faith in Action of the River Cities, Inc.	Utilizes volunteers from congregations and the community to provide vital, non-medical assistance to low-income adults with chronic disabilities and to the frail elderly without charge to care receivers or third-party payers.	<ul style="list-style-type: none"> Improved health care and increased independence Decreased isolation of seniors and disabled adults Improved ability to access health care services & daily needs 	<ul style="list-style-type: none"> Number of persons receiving assistance increased by 22 for the year covered by this report Number of volunteers increased by 12 for the year covered by this report Number of service hours provided by volunteers increased by 26% (677 hours) over previous year
Girl Scouts of Black Diamond Council	Outreach – brings Girl Scouting to Housing Communities and low-income areas. A prevention program , combined with traditional Girl Scouting for at-risk Girls in Cabell, Harrison, Kanawha, Marion, Marshall, Mercer, Mingo, Monongalia, Ohio, Pleasants, Ritchie and Wood counties	<ul style="list-style-type: none"> This past year, girls in our council were asked to participate in research to better understand the changes in leadership skills that occur as a result of participation in Girl Scouts. Girls completed surveys measuring different leadership skills at the beginning of the Cookie Sales Season in January of 2013 and again in late Spring of 2013. Over 2,500 girls completed surveys at beginning 	<ul style="list-style-type: none"> Results of the surveys show the girls who participated in Girl Scout programs this past year exhibited statistically significant increases in their ability to take action in leadership. Specifically girls exhibited significant increases in behaviors such as helping others who

		<p>of the season and a total of 479 girls completed surveys at both time points which allowed us to measure changes in their leadership skills across time. The results provide overwhelming evidence that GSBDC is making a difference in girls' lives and helping to "build girls of courage, confidence and character who make the world a better place."</p>	<p>are treated unfairly (DISCOVER), making an extra effort to include others in group activities (CONNECT), working together to identify and solve problems, and engaging in activities that help the community (TAKE ACTION).</p>
<p>Good Shepherd Interfaith Volunteer Caregivers, Inc.</p>	<p>This project provides free non-professional caregiving services, transportation, counseling, home fix-it repairs, medical equipment lending and neighborly acts of kindness to support independent living for older residents and persons with disabilities in Jefferson County</p>	<ul style="list-style-type: none"> • Uninsured/underinsured individuals will lead healthier lifestyles • Enhanced independence, security, quality of life for the home-based frail, elderly and/or disabled residents of Jefferson County 	<p>Total Number of Free Service:</p> <ul style="list-style-type: none"> • 347 volunteers • 515 Care receivers • 5,108 caregiving services • \$130,000 material • 13,731 hours of service • 88,168 miles logged (\$49,000 value) • \$278,053 Total value of volunteer services • Total value of service & 457,000
<p>Greater Wheeling Coalition for the Homeless</p>	<p>The coalition serves homeless individuals and families in the Northern Panhandle of West Virginia by providing both housing and supportive services for people who are homeless in this region.</p>	<ul style="list-style-type: none"> • Our agency completely exhausted the tax credits available to us by December 31, 2012. While we considered a request for reallocation funding of additional tax credits, the timeline available for the use of those funds was considered too 	<ul style="list-style-type: none"> • During the last year, the Coalition exceeded the expected program outcome by ensuring 91 percent of clients had some form of income from either

		<p>brief to ensure our ability to effectively utilize those tax credits; there was also considerable concern about whether there would be implications on future funding requests if those recaptured tax credits were not able to be fully utilized.</p>	<p>employment or mainstream benefits upon exit from case management services or housing. The number of clients who attended employability training (227) and who developed a money management budget prior to exit (145) did not meet original projections due to a combination of factors. The overall number of clients served by the Coalition dropped in relation to previous years after the conclusion of the federally funded Homelessness Prevention and Rapid re-housing Program in 2012. In addition, the implementation of the federal HEARTH Act resulted in efforts to accelerate the transition from emergency shelter to permanent housing –</p>
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			as a result, case management staff often did not have an opportunity to work with clients for a long enough period to engage them in either employability or budgeting sessions. Once a client secures income or independent housing, they rarely continue to actively pursue case management.
Greenbrier County Youth Camp	Up-grade the camps 40-year –old water distribution system that purifies the camp’s water supply and reduce the sulfur content	<ul style="list-style-type: none"> • Pure, sulfur free water available for drinking 	<ul style="list-style-type: none"> • Safe, clear water is available but not from the tap yet
Harmony House, Inc.	Continue to maintain a Children’s Advocacy Center - Harmony House, to facilitate and strengthen a coordinated community and multi-disciplinary team response to child abuse/neglect in a child appropriate setting for Ohio and Marshall counties with the well-being of each child the first priority by providing child forensic interviews, counseling, medical coordination, case management, advocacy, community education and other needed services	<ul style="list-style-type: none"> • To ensure no child falls through cracks of system designed to protect them through MDT approach • To provide forensic interviews to all children referred by CPS and law enforcement • To provide therapeutic intervention, victim assistance, and/or medical referrals 	<ul style="list-style-type: none"> • 12 monthly MDT meetings with 315 children served • 168 interviews completed with 168 referrals with 100% of referrals • 64 medical referrals made; 167 therapy referrals made; and victim assistance provided to 502
Kanawha Valley Fellowship Home, Inc.	Provide licensed, professional individual and group addiction counseling as well as supportive environment for newly recovering	<ul style="list-style-type: none"> • 34 of 41 men were sober and working. 	<ul style="list-style-type: none"> • 141 individual counseling sessions have been held this year. Individuals

	alcoholics and drug abusers who reside in our transitional home		<p>become emotionally healthier and are made aware of recovery triggers.</p> <ul style="list-style-type: none"> • 50 group sessions have been held this year. These address emotional security. • 50 “Recovery Dynamics” sessions have been held. “RC” is a recovery text book class based on the 12 steps of AA. • 41 men shared in supportive environment and 34 were sober and working at years end.
Kingwood Main Street Inc.	Increase the prevalence of healthy weight among residents in Kingwood & Preston County WV and increase fruit and vegetable consumption and to reduce barriers to physical activity & nutritious foods caused by policies or lack of opportunity.	<ul style="list-style-type: none"> • NONE INDICATED 	<ul style="list-style-type: none"> • 450 kids received healthy treats at our Downtown Business Healthy Halloween • 600 kids received after the Preston County physical activity toys such as Nerf footballs, jump ropes, etc. • On average 20 low income adults attended a healthy 3 hours educational/cooking class over six weeks

			<p>and were able to take home groceries to cook that meal for their family during the week.</p> <ul style="list-style-type: none"> • Worked with our local farmer's market teaching local income families about the various ways to garden such as container garden, composting, etc.
Kump Education Center	A teacher development project facilitating collaboration between local private colleges and public schools to support inquiry and innovation in best teaching practices for the benefit of students in economically depressed communities in six counties in West Virginia	<ul style="list-style-type: none"> • Children will know their parents think school is important • Children will see college students at school and future teachers will gain experience • Community members will be more involved with high school graduates • Our building will be efficiently heated 	<ul style="list-style-type: none"> • 200 parents were impacted by the parent night activities with college students and kids • 80 Davis and Elkins College students gain practical experience in Randolph County Schools • 7 new Elkins High School graduates have gotten some contact with the business community through us • 11 leaky windows have been restored and reglazed
Manna Meal, Inc.	To serve two meals a day, breakfast and lunch, 365 days a year to the hungry of Charleston and surrounding communities	<ul style="list-style-type: none"> • Allow people in need to have free meals twice a day which helps alleviate hunger and 	<ul style="list-style-type: none"> • Number of people going through the soup line

		allows them to spend what little money they do have on their basic necessities , such as utilities and medicine	<ul style="list-style-type: none"> • Having enough food to feed the increasing number of people needing our assistance • Having enough extra food in the pantry to help supplement groceries for those in need
Milan Puskar Health Right	Will continue to provide walk-in clinic for homeless patients using a multidisciplinary approach and making access as easy as possible	<ul style="list-style-type: none"> • NONE INDICATED 	<ul style="list-style-type: none"> • Provided medical care and medications to 348 patients experiencing homelessness • 2,094 visits for treatment • 12,528 prescriptions/refills over the last year • Average of 3 medications per patient and 6 separate visits for each patient • 926 showers provided for unsheltered homeless patients
Mountaineer Boys and Girls Club	Provides after school services to youth ages 6-18 from 2:30pm until 8pm during the academic year and from 7am until 6om during the summer. The focus of the program is on academic support services, community service, prevention services and character education	<ul style="list-style-type: none"> • To increase student achievement in core subjects leading to high school diploma 	<ul style="list-style-type: none"> • 90% of students completed their homework on time • In excess of 70% of clients made their school honor roll.

			<ul style="list-style-type: none"> • 80% of students earned 5 or more class credits • 70% of low performing students transferred to a Tier I program
New River Community and Technical College Foundation	Supporting economically challenged families in their quest of educational and workplace opportunities available through New River Community and Technical College facilities and curricula. Expansion of educational facilities. Scholarships and financial aid to needy students are being made possible by contributions from concerned citizens and businesses.	<ul style="list-style-type: none"> • Financially disadvantaged students will be able to attend college • Students will receive instruction necessary to achieve academic success • The Foundation and the College identified facilities to expand facilities 	<ul style="list-style-type: none"> • 9% enrollment increase; 42 scholarships awarded across all four campuses • New programs are being established in Hospitality/Culinary Arts and Allied Health to meet the needs of business and industry • Plans have been developed for a new facility in Nicholas County
Roane County College Scholarship Foundation, Inc.	Provide scholarships to graduates of Roane County High School for college education or for vocational/technical training	<ul style="list-style-type: none"> • To provide scholarships to Roane County High School graduates 	<ul style="list-style-type: none"> • 2012 rate {of attending college} was 51.4%, an improvement over the 2011 rate of 38.4%. Our rate was closer to the state average 56.4 in 2012) than it has ever been
Parkersburg Art Center, Inc.	Will conduct the second phase of the capital fund drive which is eliminating the mortgage and other debt. An expanded art education program will be provided. The Art Center will	<ul style="list-style-type: none"> • Full/half scholarships for day camp 	<ul style="list-style-type: none"> • 10% of campers were on scholarships

	provide additional opportunities for low-income artists to show and market their works, and for children of low-income families to receive arts education and stimulus. The Art Center will cooperate with tourism and economic development agencies to provide cultural activities which enhance the community.	<ul style="list-style-type: none"> • Special programs for Westbrook Mental Health clients • Parents & kids participating in free art days • Full/half scholarships for winter classes 	<ul style="list-style-type: none"> • Plans complete, program begins in September • 1,114 • 15 students in clay, 22 participating in other classes
Prestera Foundation for Behavioral Health Services, Inc.	Prestera Foundation is the fundraising non-profit for Prestera Center for Mental Health Services, Inc. Prestera Center is dedicated to providing quality behavioral health services, regardless of ability to pay. 53 locations across eight WV counties serves 19,000 individuals, children and families annually.	<ul style="list-style-type: none"> • Total number of individuals served • Number of individuals served by county • Number of individuals receiving mental health services • Number of individuals receiving substance abuse treatment services 	<ul style="list-style-type: none"> • Total served: unduplicated persons served 19,920 • Boone: 914; Cabell: 7,107; Clay: 187; Kanawha: 8,346; Lincoln: 643; Mason: 905; Putnam: 915; Wayne: 909 • Unduplicated persons served: 15,084 • Unduplicated persons served: 4,526
Randolph/Tucker Children's Advocacy Center	The Randolph/Tucker Children's Advocacy Center is a child focused charitable organization that provides and coordinates services to sexually and physically abused children and their care givers.	<ul style="list-style-type: none"> • Traumatization to children who have been victimized will be lessened • Children and non-offending caregivers will have access to trauma focused mental health treatment lessening the short and long term effects of trauma • Children and non-offending caregivers will have advocacy services to enable them to navigate the system and access resources to meet their needs 	<ul style="list-style-type: none"> • Number of forensic interviews completed: 110 • Number of referrals made and/or clients enrolled: 56 referrals made; 28-36 children received services each month; Number of hours of mental health services clients received: 1156 hours

			<ul style="list-style-type: none"> • Number of advocacy events: 517
Rea of Hope, Inc.	Rea of Hope is a non-profit ecumenical faith based organization dedicated to providing a home for women 18 years of age and older who are in recovery from alcohol and/or drug addiction	<ul style="list-style-type: none"> • Resident will receive orientation to program within 24 hours of admission • Admissions will have written short and long term goals within 48 hours of admission • Residents will meet for scheduled goal review sessions with Program Case Manager with documentation in record • Residents will have a written record maintained that is current and legible • Number of residents referred out for substance abuse or mental health issues • Number of residents employed or who need a GED enrolled in continuing education • Residents will attend a minimum of five 12 step meetings weekly • Number of residents with “negative activities or involvement” with law enforcement • Graduates employed at 1 year post graduation • Graduates living in a safe place 1 year post graduation • Graduates with no legal charges 1 year post graduation 	<ul style="list-style-type: none"> • 100% • 100% • 100% • 100% • 100% • 100% • 0% • 80% • 75% • 85% • 60% • 50% • 95%

		<ul style="list-style-type: none"> • Graduates clean and sober 1 year post graduation • Graduates attending 12 step meetings 1 year post graduation • Occupancy 	
Read Aloud West Virginia of Kanawha County Inc.	Through many different programs, our mission is to partner with the community to share the excitement of literature and to promote lifelong love of reading; essentially working to change personal habits and beliefs of students and parents	<ul style="list-style-type: none"> • Designed to promote reading for pleasure 	<ul style="list-style-type: none"> • More students reading outside of school • More parental involvement • Increase in children going to libraries
Religious Coalition for Community Renewal	Homeless transitional housing with supportive services; Efficiency Rental for low-income families ; and homeowner education, counseling and housing development for low income families	<ul style="list-style-type: none"> • Move men to productive, substance abuse free living • Provide information on the home buying process that enables families to make decisions about home purchase; Enable low-wealth families the opportunity to build assets through home ownership; Assist in the stabilization of neighborhoods through promotion of affordable home ownership; provide support for low wealth families to maintain their homes over time 	<ul style="list-style-type: none"> • 80% of men who move to permanent housing; 100% of men who are in recovery from substance abuse ; 90% of men employed, receiving increased income, or are full time students; 80% of men assisted in in finding career employment • 200 families attending counseling; 22 families who purchased homes or will be mortgage ready within 90 days; 8 build or rehabilitate single-family or multi-family homes; 3 delinquency

			counseling sessions vs 3 resolved
Ronald McDonald House Charities of the Tri-State, Inc.	Emergency power generator for operation of facility, security system and vital medical equipment	<ul style="list-style-type: none"> Raising funding for an emergency power back-up system is ongoing. While the \$14,065 is certainly a start, our estimates are over \$100,000. We have written to the WV Legislature asking for funds for this pressing need also. Our objective is to purchase one generator as opposed to having many small units surrounding our Ronald McDonald House. We will continue with this important project to ensure the comfort and safety our our guests and provide a stress free environment for families of hospitalized children. 	<ul style="list-style-type: none"> Eventual outocmes would be: Security for door and parking access systems; telephone systems; refrigerators/freezers; heating/cooling systems in guest bedrooms; and lighting on stairs and in guest bedrooms. With funding in place to purchase an emergency generator, we would ensure the safety of our residents in the event of an unexpected power loss due to an emergency situation such as the derecho in June 2012.
Shepherd's Center of Greenbrier Valley	An inter faith outreach to older adults which seeks to enhance the quality of life through education , social opportunities and caring services that can help maintain independence	<ul style="list-style-type: none"> Adventures in Learning is off to a great start this year. We already have upwards of fifty registered for classes including both the eastern and western ends of the county, where ALL will take place Thursday and Monday respectively for six weeks. Instructors, schedules, and lunches are all in place. 	<ul style="list-style-type: none"> We will measure our success by counting the numbers of participants and comparing them to last year's numbers. We also have a survey for participants to share their thoughts and preferences for

			future classes as well as a critique for the classes just completed.
Southern Appalachian Labor School	Will rehabilitate 60 coal camp houses and/or multi-family housing units owned and/or occupied by very low income families in Fayette County, primarily within the EC/EZ/Champion areas of the Central Appalachian Empowerment Zone and the Upper Kanawha Valley Enterprise Community. The labor force will consist of high school drop-outs and youth offenders learning construction skills who are also working on their GED's and work camp volunteers from throughout the U.S. The project will also operate a community center for 10 coal camp communities and provide after school and summer education, enrichment and food programs. Finally, in collaboration with New River Health Association the project will provide health services to the youth and community residents.	<ul style="list-style-type: none"> • Repair/Rehab/Construct Safe Home Places • Provide After School/Summer Enrichment for students • Provide GED /Training to dropouts • Health Education 	<ul style="list-style-type: none"> • 60 families • 100 students • 8 youth • 100 people impacted
The Appalachian Reading Center	Will sustain a scholarship project to provide specialized tutoring or struggling readers of all ages regardless of ability to pay	<ul style="list-style-type: none"> • Children from distressed neighborhoods will improve reading skills 	<ul style="list-style-type: none"> • Each child enrolled through our scholarship program made significant gains in reading , as measured by the WADE (Wilson Assessment of Decoding and Encoding)

The Children's Home of Wheeling, Inc.	Purchase and installation of 90 linear feet of steel pipe safety railing on each side of new concrete residential facility steps	<ul style="list-style-type: none"> • Purchased 	<ul style="list-style-type: none"> • Purchases; Installed; Primed/Painted
The Connecting Link, Inc.	Emergency Empowerment provides low-income residents of Marion, Monongalia, and Preston counties by meeting their crisis financial need and empowering them by linking with the appropriate services such as employment/training programs, budget counseling, and other community services. Our agency strives to promote increasing self-sufficiency of individuals and families we serve.	<ul style="list-style-type: none"> • Assisted individuals and families to remain in their homes with continued life sustaining utilities and housing 	<ul style="list-style-type: none"> • A total of 150 families were assisted during this funding cycle: 96 families were helped with utility termination; 31 families were helped with housing; 9 families were helped with transportation; 14 families were helped with prescription medication
The Healing Place of Huntington	Non-profit organization providing long-term residential recovery from alcohol and drug addiction. Our mission is to offer hope and promote recovery to those who suffer from the vicious cycle of addiction to alcohol and drugs while preparing participants for self-sufficiency and family re-unification. All services are provided to the individual at "no cost".	<ul style="list-style-type: none"> • THPH no cost recovery program • Program graduates will become productive members of their community 	<ul style="list-style-type: none"> • Obtaining a job • Gaining independence • Giving back to their communities • Employment and/or return to school
The Oglebay Foundation	"Access to the Parks" provides a wide variety of park facilities (swimming, fishing, tennis, golf, ice skating, snow skiing, and snowboarding, etc.) available to over 3,000 local youth in Ohio County who do not have the financial resources to participate in recreational park activities	<ul style="list-style-type: none"> • the Access to the Parks program for 2013 began in early summer with youth of low income families receiving park ID passes entitling them to participate in free activities and programs throughout the summer months such as 	<ul style="list-style-type: none"> • Approximately 2,700 applications mailed to low income families. • Over 1,803 passes were produced for youth to enjoy free park activities and programs; this will

		<p>swimming, tennis, paddle boating, miniature golf, zoo programs, etc...The Access program continues into the winter months to include additional activities such as skiing and ice skating including rental equipment at no cost.</p>	<p>result in approximately 12,600 visits to the parks during the summer</p> <ul style="list-style-type: none"> • Anticipated winter activities is estimated that over 4,300 youth will participate in skiing or ice skating, resulting in over \$32,500 services at no cost
<p>Union Mission Ministries</p>	<p>Enhance and improve existing services to both the homeless and to those who are at risk of becoming homeless. Also help open our day care center at our women's and children facility</p>	<ul style="list-style-type: none"> • Food acquisition and distribution have been able to continue in all of our shelter & recovery programs as well as through Family Services and the Outreach (rural) food program. Lodgings and similar needs within our shelters has increased slightly. 	<ul style="list-style-type: none"> • Crossroads Men's Shelter: Lodgings per month average about 1,000 while meals average over 3,100 per month. The Outreach (rural food) assists 25,000 (monthly average) with food. Family Services provides food, clothing etc to those who are at risk of becoming homeless. They are helping (on average) 300 families per month. Foundations (recovery program)shelters and counsels men who are overcoming addictions

			<p>as well as offering life-skill training to about 20 men per month. Finally, our Brookside Family Life Center offers shelter & counsel to women with children (& other women) facing various challenges. There has been an average of 13 women and 7 children per month at our facility.</p>
WV FREE	WV FREE will work to decrease teen birth rates and unplanned pregnancy as well as improve education and access to reproductive health services	<ul style="list-style-type: none"> • WV youth will gain knowledge and tools to lead to healthy lifestyles including comprehensive health education • Educate and increase public awareness of WV FREE's projects, fundraising efforts and reproductive health services • Educate and train community and professionals on comprehensive reproductive health services • Expand initiatives through events and individual solicitations 	<ul style="list-style-type: none"> • 2,000 youth reached (goal attained); All youth present at educational programs show improvement of pre and posttests (goal attained); 12,000 educational materials distributed (exceeded goal); 100 youth serving professional trained (exceeded goal); 10 new community collaborations (exceeded goal); Begin 1 new peer mentor group (goal attained); Reach 3 new underserved

			<p>communities (attained goal)</p> <ul style="list-style-type: none"> • Post updated 3 times per week on Facebook (goal attained); Tweet 5 times a week on Twitter including re-tweets (attained goal); Increase presence on Tumblr by posting 2 times a week and increasing followers by 100 supporters (attained goal); Connect to 5 new areas in state with traditional media (radio, print and TV) (exceeded goal) • Participate in at least 15 tabling events (exceeded goal); Present to 100 youth serving professionals (exceeded goal); Train over 40 citizens at 3 sites through Citizen Advocacy Program (exceeded goal); Train 100 professionals on Reproductive Coercion (attained goal); Facilitate 3 Values Clarification
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			<p>Workshops (attained goal)</p> <ul style="list-style-type: none"> Secure \$4,000 for low-income women access for reproductive health care (attained goal); 200 attendees to annual benefit Gala (exceeded goal); Fall Fund appeal letter to base of over 4,800 supporters (goal attained); Conduct 50 board-led individual solicitations (exceeded goal)
WVU Children’s Hospital	This program provides state-of-the-art medical care , counseling and other support services to low-income, uninsured and underinsured maternal, infant and pediatric patients from every county in West Virginia	<ul style="list-style-type: none"> Number of percent of patients participating in our Charity Care Programs Total amount of charity care provided Number of donors that fund our Charity Care Program 	<ul style="list-style-type: none"> As a benefit directly from the NIP program it is 3; less than 1% this past year As a benefit directly from NIP, is still being determined by our finance dept. This year we had 8 donors, with 1 of them being a major donor to this program
YWCA Wheeling	The YWCA Wheeling building houses a homeless residence for women, domestic violence services, dance classes for children, cultural diversity and community outreach offices, all with a 1960s elevator. To maintain safety for all of these services, the elevator	<ul style="list-style-type: none"> We were able to expand programming in our teen dating violence awareness program. We utilized the tax credit for flags for two schools in Wetzel County that represented 1 in 4 	<ul style="list-style-type: none"> Teen Dating Advocate did 82 presentations to 1837 participants. We received 448 DV crisis calls totaling 296.5 hours of contact

	<p>needs upgraded: the motor, pulleys and connectors need replaced. We are also seeking to assist our women's homeless shelter by supplying funds to help pay utilities which is an important and large cost of services all year round. Our family violence prevention program had the only teen dating violence advocate in the state of WV and is in need of funding to continue that important outreach in our area high schools</p>	<p>girls and 1 in 7 boys in the school (in front of the schools) and a sign asking if one in 4 was your child. I received much feedback from the community about the impact number of the flags.</p>	<p>with victims. Housed 75 clients/children in our domestic violence shelter for 2921 nights and aided 1327 other victims in the Northern Panhandle. And we housed 46 women in our residence/homeless shelter last year</p>
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*Outcome Indicators were not listed in applications; however, some were found in the final reports or at mid-report

Appendix D – 2014 Sample Set Outcomes

ORGANIZATION NAME	PROJECT DESCRIPTION	OUTCOME INDICATORS	
		STATED IN APPLICATION	STATED IN FINAL REPORT
ABLE Families	An afterschool program which provides 25 children from Kermit K-8 with a nutritious meal, homework assistance, physical activity and reading time. Music, art and cooking are also part of the curriculum on a regular basis.	<ul style="list-style-type: none"> • Provide afterschool programming for an average of 20 students each day • Maintain a meets expectations or above rating on 80% of quarterly parental surveys. • Each child who regularly attends will read six non-homework books during the year. 	<ul style="list-style-type: none"> • 21 students average daily attendance • 100% of returned parent surveys were meets or exceeds expectations • 86% of regularly attending children read more than 6 non-homework books during the year.
Appalachian Outreach	We are buying a new 24 ft. box truck for deliveries to areas of poverty and disaster in WV. We will also insure and maintain the truck so to make deliveries as safely and efficiently as we can. We currently serve 57 areas in 28 counties and will expand as needs arise. We will also deliver items necessary for daily living to poverty areas where other charities don't exist or are too small to meet local needs.	<ul style="list-style-type: none"> • Number of quotes for the truck • Number of deliveries • Miles driven • Number of people served • Number of volunteers used • Tonage delivered 	<ul style="list-style-type: none"> • Deliveries were made: 6 • Quality of life improved: 300 • Trucks maintained: 3
-Appalachian Reading Center	The goal of this project to provide individualized, specialized tutoring for dyslexic youth from low-income families. We plan to provide 15 partial scholarships to struggling readers during the project period. These students will receive financial assistance to enable them to participate in specialized tutoring lessons in order to improve their reading skills.	<ul style="list-style-type: none"> • Number of students receiving scholarship assistance during the project period • Improvement in reading and spelling scores as measured by WIST (Word Identification and Spelling Test, published by Pro-Ed) 	<ul style="list-style-type: none"> • 18 • 18

Believe in West Virginia	Storehouse WV works as a catalyst to help churches and non-profit organizations to meet the needs of the less fortunate in their communities by providing building materials and other consumer items thus enabling more effective outreach.	<ul style="list-style-type: none"> • Number of groups served • Number of General Product distributions made • Number of Building Material distributions made 	<ul style="list-style-type: none"> • 138 • 213 • 367
CCAP – Loaves and Fishes	Berkeley County is one of the fastest growing counties in the nation but this rate of growth and the current economic problems have significantly increased the number of poor individuals and families who seek our help with ever rising costs for basic human needs such as shelter, medications, transportation, utilities and food. Tax credits will help us to continue and, if possible, expand our work in 2014 to meet the increased need for it.	<ul style="list-style-type: none"> • Number of clients provided rental assistance • Number of clients provided prescription medication • Number of clients provided water/sewer bill help • Number of clients provided with other financial assistance • Number of clients provided with food 	<ul style="list-style-type: none"> • 296 • 753 • 206 • --- • 3,638
Challenge Program, Inc.	The Challenge Program, Inc. partners a local business with a local high school to challenge students in 10th, 11th and 12th grades to perform at higher levels in the areas of academic excellence, attendance, academic improvement, community service and STEM (Science, Technology, Engineering and Math courses). The NIP tax credits will be used to help foster business sponsorships at schools to increase the reach of the program in West Virginia.	<ul style="list-style-type: none"> • Direct survey of participating students: Effectiveness of TCP in motivating students to participate in community service. • Direct survey of participating students: Effectiveness of TCP in motivating students to strive for perfect attendance. • Direct survey of participating students: Effectiveness of TCP in motivating students to improve their grades. • Direct survey of participating students: Effectiveness of TCP in motivating students volunteer in their community. 	<ul style="list-style-type: none"> • 86% • 91% • 95% • 86% • 88%

		<ul style="list-style-type: none"> • Direct survey of participating students: Effectiveness of TCP in motivating students to perform better in STEM courses. 	
Charles Town Health Right	The Eastern Panhandle Free Clinic provides free medical care, mental health services, health education, medications, and free access to specialists and diagnostic testing to the low-income, uninsured residents of the eastern part of West Virginia. The Get Well Live Well program provides intensive management, health education, and coaching for patients with Diabetes plus other chronic conditions. Enrollees commit to partner and make lifestyle changes.	<ul style="list-style-type: none"> • Number of patients seen at the clinic • Number of referrals to medical specialists • Number of prescriptions filled • Number of patients enrolled in the Get Well-Live Well Program 	<ul style="list-style-type: none"> • 8,742 • 962 • 13,993 • 76
ChildLaw Services	CLS is a non profit law firm that advocates for child clients in court hearings, home visits, MDIT meetings, school visits. Our child clients are involved in child abuse/neglect, high conflict custody, victims of crime, juvenile delinquency, adoption, guardianship. CLS administers prevention programs such as Mercer County Teen Court, Partners in Prevention, and Girls on the Run.	<ul style="list-style-type: none"> • Provide guardian ad litem service to 300 children clients • Provide intervention services to 80 youth through the Teen Court Program • Provide volunteer opportunities to 80+ youth through Teen Court • Provide prevention activities to 50 students through Girls on the Run • Provide body safety education to over 3500 students through Partners in Prevention 	<ul style="list-style-type: none"> • 375 • 85 • 85 • 65 • 2200
Children’s Therapy Clinic	Children’s Therapy Clinic would use NIP Tax Credits to fund therapy services – speech, occupational, and physical therapies and an autism socialization program – for children with	<ul style="list-style-type: none"> • 75% of clients in each therapy discipline will show measured improvement of skills on 	<ul style="list-style-type: none"> • 80% of our clients showed measured improvement.

	special needs. CTC serves children with a variety of diagnoses including: Cerebral Palsy, Down Syndrome, autism, genetic disorders, neurological impairments and developmental disorders.	<p>Individualized Treatment Plan (using a scale of 0-5)</p> <ul style="list-style-type: none"> • 50% of clients will successfully participate in activities at school, home, and other community settings. • 30% of clients will master goals on their Individualized Treatment Plans 	<ul style="list-style-type: none"> • Over 50% of our clients reached this goal. • 71% of the clients mastered goals on their Treatment Plans.
Christian Help	The Career Closets provide job-readiness services to low-income individuals who require assistance as they move toward self-sufficiency. Men and women, whether unemployed or underemployed, recently employed, or just struggling financially, come to the Closets in order to find the attire they need to obtain or maintain employment. The Closets offer clients resume assistance and a national job-training and mentoring program, "JOBS for LIFE."	<ul style="list-style-type: none"> • Intakes to gather information on Career Closet guests • Surveys of Career Closet guests • Sign-in sheets - In 2012, 1,383 men and women were served. In 2013, it is estimated that the Career Closets will serve over 1,666 clients 	<ul style="list-style-type: none"> • Purchases shoes required for men and women to begin new jobs: 200 • Provided scrubs for men and women to build their wardrobe for work: 400 • Assisted individuals with their resume and job readiness skills: 212 • Graduated and placed in their jobs students from our 1st and 2nd JOBS for LIFE skills training class: 21
Community Foundation of the Virginias	The City of Bluefield seeks to revitalize 2 playgrounds in the most depressed neighborhoods, providing safe, inviting sites for children and families to engage in healthy physical activity to combat childhood and adult obesity and to provide an opportunity for wholesome activity. Improvements include swings, basketball goals, picnic tables, etc. The	<ul style="list-style-type: none"> • Ascertain that the City of Bluefield adheres to its own timeline for completion • Track expenditures for revitalization based upon submitted budget • Track number of children/families using the 	<ul style="list-style-type: none"> • 100% • \$33,275 • 440 elementary students in the City of Bluefield; approximately 100 per playground

	City Department of Parks and Recreations conducts a program of activities through the summer.	playgrounds compared to the provided projection <ul style="list-style-type: none"> • Monitor City organized and directed activities 	
Cortland Foundation	Cortland Acres' was built in 1978. We are renovating and updating our dining area to meet the ongoing needs of our 94 bed facility. Medical technology and research provide new information annually of better resources to address the needs of our varied residents. Cortland will be using this new research to redecorate and renovate the dining area wall coverings, light fixtures, ceiling tile and window treatments.	<ul style="list-style-type: none"> • More residents will, on a daily basis, use the dining area beyond the meal service hours. • Additional community activities will be held in the Dining Room. • Resident families will use the dining room as a resident visitation area. 	<ul style="list-style-type: none"> • Usage increased 10% • Meetings increased 2% • Visit usage increased 5%
East End Family Resource Center	The Family Resource Center project will develop new and sustain existing programs with increased capacity and quality of service. Serving prenatal-5 yrs. old, at-risk youths and their families, young parents, and senior citizens through education, home visits, youth asset building, community service projects, and coordinating available community resources for families.	<ul style="list-style-type: none"> • 20 families Pre-natal to 5 yr. old children served with In-Home Family Education • 75 children and their families served by After School program • 40 Senior Citizens served thru Senior Program • At least six (6) Community Education events and activities 	<ul style="list-style-type: none"> • 20 • 101 • 53 • 13
Education Alliance	The WV eMentoring project targets low-income, at-risk high school students in WV. Participating students complete on-line activities that promote high school completion and college and career readiness. AmeriCorps on the Frontline will help provide AmeriCorps Mentors to 560 elementary, middle and high school students with attendance, behavior and course performance problems in seven WV counties.	<ul style="list-style-type: none"> • Enroll at least 1500 students in the WV eMentoring process and recruit enough mentors to mentor at least 1500 students. • 80% of students participating in the WV eMentoring program will be able to identify a career that interests them. • 560 youth/AmeriCorps member matches during the 2013-2014 school year. 	

		<ul style="list-style-type: none"> • 80% of 560 youth/AmeriCorps member matches (448) sustained for at least 27 weeks. • 80% of the 448 sustained matches (358) will have improved school attendance. • 80% of the 448 sustained matches (358) will have improved academic engagement. • 80% of the 448 sustained matches (358) will have fewer disciplinary referrals and suspensions 	
FestivALL Charleston	The purpose of the FestivALL Neighborhood Arts Project is to offer arts opportunities to low-income citizens, including youth, in the Kanawha County area. Through this project, FestivALL Charleston is able to offer free tickets to events that otherwise require a paid ticket. In addition, this project provides free arts education and participatory activities for youth.	<ul style="list-style-type: none"> • In 2014, partner with 11 neighborhood groups that serve low-income individuals, especially youth • In 2014, give 200 tickets to partnering neighborhood organizations (to be given to low-income individuals, including youth) for FestivALL events. • In 2014, have 4 artisans work with at least 150 youth in 8 after-school neighborhood partner programs • In 2014, involve at least 100 youth in the FestivALL Children's Street Fair during FestivALL • In 2014, have 8 artists offer free Make-&-Take arts 	<ul style="list-style-type: none"> • 10 • 8 • 4/250/6 • 30 • 8

		opportunities at the Children's Street Fair during FestivALL	
First Stage Theatre Company	FSTC's NIP Project will provide free and reduced cost performances for low income children, give workshops to educate these children in the performing arts and audition/cast children in low income areas for the upcoming year.	<ul style="list-style-type: none"> • Number of children auditioned and cast • Number of children attending free/reduced performances • Number of children attending Performing Arts workshops • Number of children participating in performances/rehearsals • Number of parents participating in auditions/rehearsals/workshops • Number of children who pursue Performing Arts as vocation 	<ul style="list-style-type: none"> • 175 • 2000 • 0 • 175 • 175 • 2
Glen Elk Village Development Association	Glen Elk Village has acquired historic Washington Apartments, with 14 units plus a community area. This building has to be totally renovated to include removing all asbestos, installing a fire suppression system, insulated to minimize the cost of utilities to make the project feasible. VA vouchers only pay about \$450.00 month with utilities paid. The market for apartments in Clarksburg is \$600 month without utilities.	<ul style="list-style-type: none"> • Removal of Asbestos Material • Gutting building of material that will not be used • Blueprints for redesign of building • Approval of designs from Fire inspector and code enforcement • Develop bid documents for contractors • Develop loan package for rest of financing • Installation of Fire Suppression System 	<ul style="list-style-type: none"> • We gutted the building of material that would not be used: 85 • We have begun the design phase of the project: 10 • Working on bidding documents: 10

<p>Good Samaritan Clinic</p>	<p>The Good Samaritan Clinic continues to provide free health care to the needy in our community. Our project is for operations and equipment so we can continue to provide primary care services. In order for our free clinic to comply with government regulations and the Affordable Health Care Act, we just installed a new EMR/EHR system. We will need to purchase new laptop computers for our providers for this new EMR.</p>	<ul style="list-style-type: none"> • Number of patient encounters at clinic • Number of Unduplicated Patients • Numbers of Prescriptions filled in Pharmacy • Number of new patients seen and treated • Poverty guideline % ranges for our patients seen • Number of specialty referrals made 	<ul style="list-style-type: none"> • 372 • 212 • 2817 • 30 • FPL<100-60%, 101-150-30%,151-200-10% • 16
<p>Greenbrier Repertory Theatre Co.</p>	<p>GVT's Youth Education Program touched the lives of over 6,000 children in 2012. The after school drama club, youth-centered performances, summer camps, internships and apprenticeships we provide help develop life-enhancing skills, like public speaking, critical thinking, problem solving, collaboration and imagination. Through the development and use of these skills, we are preparing youth for success in adulthood. Many programs are free.</p>	<ul style="list-style-type: none"> • Number of scholarships awarded • Number of Intern/ Apprentice applicants & participants • Number of students enrolled in after-school classes • Number of schools, counties, and students represented during special matinees • Number of students enrolled in summer camps • Number of attendees at special free and reduced cost activities • Number of school partnership activities 	<ul style="list-style-type: none"> • 52 • 30/6/10 • 161 • 9/6/397 • 42 • 20 • 11
<p>High Rocks Educational Corporation</p>	<p>High Rocks offers arts, academic enrichment, college prep, and service learning programs at summer camps, after-school workshops, and public schools, to inspire young women to become active community participants. We will focus on leadership training for youth through our Youth Advisory Board and Alum Advisory</p>	<ul style="list-style-type: none"> • Number of youth served in HR programs (camps, tutoring, college prep, service learning) • Total contact hours provided by programs • Number of youth serving in leadership positions (Junior 	<ul style="list-style-type: none"> • 596 • 21,971 • 14 • 97% • 75% • 30

	board programs, which offer experiential education while engaging youth as experts to assess community needs and program priorities.	<p>Counselors, YAB members, AAB members, etc.)</p> <ul style="list-style-type: none"> • Percentage of youth who indicate on evaluations that programs increased self-confidence and/or leadership • Graduation and college-going rates of High Rocks seniors • Total number of program alumnae involved in current programs (visitors, volunteers, staff, AmeriCorps, board members, etc.) 	
Holy Family Child Care & Development Center	Holy Family will continue to provide quality child care to hardworking families. Donors will be solicited for scholarship funds to assist these families with their childcare costs enabling parents to go back to school or seek better employment. Forty percent of our families receive Title XX assistance. Scholarship assistance would be a blessing to most of our families.	<ul style="list-style-type: none"> • Donors will be solicited to sponsor scholarships for low income families. • The \$20,000 raised will assist several families with their child care costs. 	<ul style="list-style-type: none"> • To increase donations to the Annual Appeal: More than \$13,000 was raised this year. • To solicit and increase new donors to the Annual Appeal: New donors have given to this year's Appeal including a new \$5,000 donor.
John W. Hereford Boys and Girls Clubs of Huntington, Inc.	The after school program serves families in high poverty areas by providing a safe place for children with enriching activities especially in academics in preparation for a successful life. Donations are used to support programs including homework, tutoring, computer lab, physical fitness, the arts, socialization and a safe, drug free place for children ages 6 to 18 years with enriching activities.	<ul style="list-style-type: none"> • All members (800+) have access to all activities. • Increase the percent of daily average attendance who participate in academic program from 56% to 60% • Monitoring report cards of all regularly attending (52+days) members for reading, math 	<ul style="list-style-type: none"> • ----- • 65% • 91 Report Cards • 260/month

		<p>and science. 70% will achieve a B average</p> <ul style="list-style-type: none"> • Document participation in physical fitness, the arts, and social interaction programs, 	
Kanawha Pastoral Counseling Center	Our community based Project, complementing our current efforts to accomplish our stated mission, provides relationship skills and resiliency resources at no charge through 1) counseling to low income, individuals, couples, and families 2) community based wellness workshops and 3) a conflict management relationship skills building program for elementary students at the Mary C Snow Elementary School on Charleston's West Side.	<ul style="list-style-type: none"> • Number of new client callers • Number of clients served • Number of elementary students served • Percentage of clients with fee subsidies • Number of client service hours provided • Number of Community Wellness Workshop service hours provided 	<ul style="list-style-type: none"> • 572 • 1974 • 34 • 60% • 5934 • 32
Randolph County Community Arts Center	The Randolph County Community Arts Center (RCCAC) will use NIP credits to fund scholarships for disadvantaged students to our art and music education programs, and underwrite free musical performances for school children and the public at large.	<ul style="list-style-type: none"> • Total number of children granted scholarships to art/music education programs • Total dollar figure in scholarships awarded • Total number of children in attendance at free art/music performances • Total dollar figure allocated to performers for free events 	<ul style="list-style-type: none"> • 51 • 3,500.00 • 1,200 • 2,000.00
Roark Sullivan Lifeway Center	RSLC would like to fund our homeless services project which provides community based services to homeless men, women, chronically homeless individuals and veterans in the greater Charleston area. This would include direct client needs such as job placement, clothing, medications, transportation, food,	<ul style="list-style-type: none"> • Number and percent who return to the program • Number and percent who move to a more independent living environment 	<ul style="list-style-type: none"> • Ongoing • Ongoing

	hygiene products, identification documents, laundry services, etc.		
Southern WV Community College Foundation, Inc.	The Southern Foundation provides scholarships and financial assistance to disadvantaged traditional and nontraditional Southern West Virginia Community and Technical College students.	<ul style="list-style-type: none"> • Number of Donations trackable by Raiser’s Edge • Number of Donors trackable by Raiser’s Edge • Dollar Amounts Donated trackable by Raiser’s Edge 	<ul style="list-style-type: none"> • 103 • 75 • \$328,517
Stonewall State Park Foundation	The foundation is seeking funding to create a multilevel garden on the grounds of Stonewall Resort State Park. This includes educational opportunities with a large arboretum of native West Virginia trees along with butterfly, sensory, and daffodil gardens. This project is organized as one to engage community groups in both the funding and upkeep of the garden for years to come. This garden will be for all people.	<ul style="list-style-type: none"> • Prepare three acres of land for planting • Obtain 50% of project cost from outside donors • Engage at least five community groups to prepare the grounds and plant trees • Expose 200,000 park visitors a year to the gardens • Bring students to the gardens from the five surrounding counties 	<ul style="list-style-type: none"> • Completed all land preparation and created initial lakeside trail throughout the area • We were able to raise \$5000 from private donors for this project. We partnered these funds with a grants totaling \$28,000 from the WV Dept. of Transportation, EQT, and the Professional Trail Builders Association. • WVU School of Landscape Architecture, WVDNR Park Superintendents, Professional Trail Builders Association, Stonewall Resort Culture Committee, Crawford Indian Trail

			<p>4-H Club, and Glenville State College School of Forestry Faculty</p> <ul style="list-style-type: none"> • From its completion in April through June, the park welcomed 66,194 visitors to the park. This number is expected to grow to surpass 200,000 visitors to the park in 2014. • In July, a one week day-camp focused in the area of our NIP project hosted students from Alexandria VA, Clarksburg WV, Horner WV, Weston WV, Crawford WV, Linn WV, Roanoke WV, Jane Lew WV, Louisville KY, Buckhannon WV, Bridgeport W, Hurricane WV, Sutton WV, Lost Creek WV, Camden WV, Glenville WV, and Chicago IL
Tyler Mountain/Cross Lanes	Emergency Assistance - Our Heavenly Snacks Back Pack Program provides a bag of healthy snacks every Friday for 150 elementary and middle school children that might not have	<ul style="list-style-type: none"> • No families that meet our residency & income guidelines asking for help will be turned away from our food pantry. 	<ul style="list-style-type: none"> • 507 families • 311 families • 291 families

Community Services	enough to eat on weekends. Our pantry serves over 100 families every month. Our Christmas Basket Program provides for 250 families. In emergency situations we help prevent homelessness through rent or utility assistance. We also provide gasoline for medical appointments.	<ul style="list-style-type: none"> • No families that meet our guidelines for rent/utility assistance will be turned away because we are out of funding. • No families that meet our residency & income guidelines for Christmas Baskets will be turned away. 	
United Way of Greenbrier Valley	Project provides financial support to agencies addressing the basic needs of low-income families & assisting families in crisis in Greenbrier, Monroe, & Pocahontas counties. Several of our collaborating agencies do not participate in NIP and our NIP credits allow donors to support these basic needs programs and receive tax credit. Project also continues funding of Warming Hands & Hearts, United Way's home heating emergency assistance initiative.	<ul style="list-style-type: none"> • Amount of funding provided to agencies for providing basic need services. • Number of agencies receiving United Way funding for basic need services. • Amount of funding provided to individuals and families for Warming Hands & Hearts • Number families, individuals, adults or children assisted by the agencies and Warming Hands & Hearts. 	<ul style="list-style-type: none"> • 23,500 • 9 agencies • ----- • ----- • Number of individuals assisted by the agencies: 400
West Virginia Child Advocacy Network	WVCAN wishes to fund its Outcome Measurement System, which is a statistically-reliable service analysis tool that helps our 20 locally-based Child Advocacy Centers assess/improve services provided to victims of child abuse and their families. With NIP funding last year, WVCAN was able to support the first full year of implementation of this data system. Now we need to assist CACs in using this data for enhancing service delivery.	<ul style="list-style-type: none"> • At least 2400 children in West Virginia who make an allegation of abuse and/or neglect will receive services at a local CAC regardless of his/her ability to pay. • CACs are effectively serving at least 95% of their children and family clients. • CACs are effectively serving at least 95% of members of their county-based teams of child abuse professionals. 	<ul style="list-style-type: none"> • 2852 • 95 • 95

West Virginia Rescue Ministries Inc.	The project is to raise support for the Annual Fund encompassing a meals program, emergency shelter, and long-term shelter to disadvantaged and homeless men, women, and children.	<ul style="list-style-type: none"> • People needing shelter will be safely housed • Nourishing meals will be served • Recovering addicts and once homeless individuals will return to the community as productive citizens • GED preparation is offered and high school education level is achieved 	<ul style="list-style-type: none"> • 13,641 • 34,173 • 20 • 0
West Virginia State University	The WVSU Innovation Academy will expose youth from limited resource environments to entrepreneurial and knowledge economy education through partnerships with various departments of West Virginia State University and exposure to local entrepreneurs. The youth will receive non-formal training off campus, the ability to attend campus seminars and to compete for scholarships to the University.	<ul style="list-style-type: none"> • Youth attending and completing Innovation Academy workshop series • Knowledge gain (as measured by pre-test/post-test model) of youth participating in the Academy • Number of youth receiving scholarships • Scholarship dollars expended • Number of attendees/evaluation results at Community Maker Series on Innovation • Number of attendees/evaluation results at week-long Summer Innovation Academy 	<ul style="list-style-type: none"> • 65 • 70% • 0 • 0 • 20 • 65
West Virginia University at Parkersburg	As more than 65% of our students are classified as economically disadvantaged, academically disadvantaged or both by federal standards our focus continues to remain: working to provide financial assistance for the high financially at risk individuals in the counties we serve. We	<ul style="list-style-type: none"> • More applicants for financial assistance • Monitor the percentage of financially disadvantaged enrolled in programs 	<ul style="list-style-type: none"> • 3,262 up 9 from 2012 • Up 23.29% to 76.29% total • Up 19% • 2,430 of 3,462 retained

	provide emergency financial support for job training and educational needs to build personal skills in preparation for individuals to enter or reenter the workforce.	<ul style="list-style-type: none"> • Monitor any retraining for reentry into workforce possible another field • Retention of students in economically/academically class that remain after one year 	
West Virginia Wesleyan College	Scholarships for WV residents who are at or below 125% of the federal poverty level, who have a desire to attend West Virginia Wesleyan College. This scholarship will be promoted to support students from the following counties, Barbour, Braxton, Fayette, Gilmer, Greenbrier, Lewis, Nicholas, Pocahontas, Randolph, Tucker, Upshur, Webster, along with three new counties eligible, McDowell, Mercer, and Wyoming.	<ul style="list-style-type: none"> • Number of new students receiving scholarships • Number of returning students receiving scholarships • Number of counties in which students receive scholarships • Number of scholarship recipients who graduate with a bachelor's degree • Amount of scholarship aid provided by the institution to students at or below 125% of poverty 	<ul style="list-style-type: none"> • Report at end of academic year • Report at end of academic year • Report at end of academic year • Report at end of academic year • Report at end of academic year
Westminster at Wade	The Wade Center seeks funding for our After-School program which serves the children of low-income persons in highly distressed neighborhoods. We provide homework help, USDA approved meals, extracurricular activities, recreation, field trips, food for the weekends, nurturing and mentoring.	<ul style="list-style-type: none"> • track grades via report cards • bi-weekly gather feedback from public school teachers and administrators • track number of hot meals and snacks provided each month • track number of food backpacks sent home each month • provide items for basic needs for home and school 	<ul style="list-style-type: none"> • 540 • 300 • 9852 • 3200 • 400
Women's Care Center	This project assists single mothers with maternity and baby items from the diagnosis of pregnancy until the child's first birthday. Moms meet with a mentor during each visit before	<ul style="list-style-type: none"> • Number of single moms in the program • Number of visits to the distribution center 	<ul style="list-style-type: none"> • 134 • 266 • 376

	shopping for clothing, diapers, bath tubs, car seats, etc. An incentive program helps to develop parenting skills and networking is provided for additional needs.	<ul style="list-style-type: none"> • Concepts shared through mentoring • Referrals given 	<ul style="list-style-type: none"> • 148
Young Women's Christian Association of Charleston	The YWCA utilizes unique & successfully proven methodologies to serve & give a hand up to elder abuse victims; homeless women & families; domestic violence victims & their children; & low-income individuals needing preschool, afterschool & childcare services. The YWCA has a proven track record with over 100 yrs. of serving Kanawha, Clay, Boone Cos. These outcomes have been vetted by funders & donors. Our programs are licensed by the state of WV.	<ul style="list-style-type: none"> • Number of clients served at Hope House as a part of the YWCA Resolve Family Abuse Program • Number of clients served at YWCA Sojourner's Shelter for Homeless Women and Families • Number of individuals participating in the Job Readiness Center • Number of children enrolled at the YWCA Mel Wolf Child Development Center • Number of clients served at the YWCA Shanklin Center & YWCA Empowerment Homes for Women • Number of clients who entered the YWCA Alicia McCormick Homes vs. how many have transitioned into permanent housing • Number of clients served at the Education & Job Readiness Center who have obtained employment 	<ul style="list-style-type: none"> • 104 • 722 • 202 • 108 • 151 • 35 • 6
Youth Services System	Our Homeless Initiative: Youth Services System will assist homeless youth & youth aging out of foster care with shelter, transitional living skill building / services. YSS will work with	<ul style="list-style-type: none"> • Transitioning Youth: Number of youth with a plan for moving towards independent living. 	<ul style="list-style-type: none"> • 31 • 27 • 39 • 10

	<p>community partners to shelter homeless adults as guests in our Winter Freeze Shelter (Dec 15-March 15).</p>	<ul style="list-style-type: none"> • Transitioning Youth: Number of youth completing their basic education, continuing to additional training/education. • Transitioning Youth: Number of youth entering the workforce, maintaining employment • Transitioning Youth: number of youth with safe, stable housing. • Winter Freeze Shelter: number of guests utilizing this shelter. • Winter Freeze Shelter: Number of guests improving their circumstances: health care, reunifying with family, gaining housing. • Winter Freeze Shelter: Number of guests improving social connections: joining community groups, employed, etc. 	<ul style="list-style-type: none"> • 115, 36 women • 14 housed, 16 united • 35
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Appendix E – Online Survey Questions and Responses

3. How long has your organization been participating in NIP?

- 15 years
- about 12 years
- Since 1996
- 3 years
- 9 years
- 14
- 16 years received NIP not this year.
- 7 years
- 4 years
- since 1999
- 6 years
- FY2003 to present
- Since 2002
- 10 years
- approximately 10 years
- 17 years
- FY 2016 is our 9th Year
- 10+ years
- Since it's inception (1997)
- 9 years
- three years

- 3
- 15 years
- 10 years
- FY13 - present
- 7 years
- 14 years
- 7
- 12 years
- this is the 11th year
- 10
- I can find records back to 2006. Not sure before
- Five years
- 4 years
- Since it began
- 5 years
- Since 1997
- 5
- 12 years
- 15 or more years
- 8 years
- 12 years

4. With what project type does your NIP project comply? Please choose all that apply.

Neighborhood Assistance	7	17.9%
Community Service	26	66.6%
Crime Prevention	3	7.6%
Job Training and/or Education	6	15.3%
Other	11	28.2%
Total	39	100%

Other:

All of the above, we are a community foundation
 Volunteer Services for the Elderly
 children's welfare
 Help to access medical services
 support services
 Arts and Education
 Housing
 All of the above
 Art Education
 affordable housing
 Homeless Shelter & Programs

5. Please explain the methods that you use to track your NIP project to ensure compliance with the NIP legislation that states that your project primarily serves low-income persons or distressed neighborhoods?

- We have specific projects each year that are proposed and which directly benefit low-income persons or distressed neighborhoods so we track the actual accomplishments in terms of funds raised or scholarships or grants provided by each of those projects.
- The Foundation receives feedback from the organizations that are funded; we also have feedback from the community; and visit recipients.
- We ask those we help to tell us if they are low income. This information is entered into our database and we can get a number of people who are low income. We do not collect any specific income information because our program has no income eligibility.
- Approximately 98% of the work we do is for low-income, high risk; poverty neighborhoods, so it is fairly easy, but we also track this information through our software system.
- The Greenbrier County Youth Camp hosts organizations such as 4-H camps, band camps, church camps, and reunions. The campers come mainly from rural areas; counties which are statistically below average income and education.
- The Wheeling Park Commission works with the WV Department of Health and Human Resources to identify Ohio County families that qualify as low-income. Families that qualify for the program receiving a mailing that describes the Access to the Parks program and

process to receive the ID Pass. Qualifying children are photographed for an Access to Parks ID pass that grants admission to the educational and recreational programs and facilities offered by the parks. Each of these individual admissions are then tracked to ensure compliance and accountability.

- We keep a spreadsheet of contributions with a section designated to NIP contributions. We also keep a hard copy file of all letters, follow up letters, payments, etc. We know exactly who contributes to us each year so that we can request donations from those individuals the following years. We also track those whose donations are a sponsor for our Annual Fundraiser.
- We have an application that families need to complete in order to show that they fall in the less than 125% federal poverty level to qualify as low-income and thus qualify to be helped by our program.
- Since we are a statewide organization, we spend our NIP \$\$ on low-income communities. This year we focused our project on McDowell County.
- All statistics pertaining to volunteers, new care receivers and hours of service, as well as number of times each category of service is provided, are maintained in a data base by our Services Coordinator. Log sheets are submitted by volunteers each month. All new care receivers' information is entered into and maintained confidentially in this same data program. As applications are submitted for services, they are screened for appropriateness.
- We will award the WV Opportunity Scholarship to 60 students who are at or below 125% of the federal poverty level from a 12 county target area. This area includes Braxton, Calhoun, Clay, Fayette, Gilmer, Greenbrier, Lewis, Nicholas, Pocahontas, Roane, Upshur and Webster counties. We will work with West Virginia Wesleyan's financial aid office to identify these students and to award the scholarship aid.
- Broadly, the components of our NIP project are designed to serve low-income persons and distressed neighborhoods. Education Director Courtney Susman collects financial information from all scholarship applicants. Our programs on the western end of Greenbrier County (at Greenbrier West High School and Rainelle Elementary School) are situated in distressed neighborhoods and serve low-income students. In-house, our Pay-What-You-Can preview performances are held specifically for people who are interested in attending but cannot afford a regularly priced ticket. Our tour performances serve distressed neighborhoods, including Marlinton, WV. Because many of our efforts to engage low-income persons are informal, collecting financial information can be challenging so we rely on demographic information available through the census department to evaluate the financial status of our audiences.
- Families are required to show proof of their income when they apply for services for their child. A copy of their current year tax return is requested.
- "We weigh all of the trucks that we are sending out for delivery. Therefore we know the number of trips and the number of tons delivered. The contact person we have in each area served reports back to us as to how many individuals were assisted with the items we delivered. Our mission is to go to areas where other charities do not exist or are too small to meet area needs. By having the contact person in these areas, we are assured that the items we deliver are given to those who are low income and / or living in distressed neighborhoods. We maintain phone or mail contact with these areas so that we can up to date about needs and situations that would affect residents."

- Promoting efforts in low income neighborhoods and schools, which track the necessary data
- CHCH serves persons experiencing homelessness. All of our clients are living below the poverty level, most have no income. We track all data through the Homeless Management Information System (HMIS). Homelessness is verified in our Continuum of Care by the overnight emergency shelter, the Huntington City Mission, and Prestera's homeless outreach team, PATH.
- As a gifts-in-Kind warehouse operating under section 170(e)(3) of the tax code our purpose is to work with organizations that focus on meeting the needs of the elderly, needy, and youth. Each organization that receives items from the Storehouse completes an application describing whom they help and agreeing to abide by the requirements for receiving the product. Each time they pick up merchandise they reiterate their agreement of proper use of the items.
- Outcomes (measurements) are written into our application and we report on a quarterly basis about the progress on those outcomes.
- As our programs primarily deal with housing, there is an application form and two data bases used. One is run by WV Coalition Against Domestic Violence (emergency dv shelter) the other is HMIS data base with the Greater Wheeling Coalition for the Homeless. We take our homeless referrals from the GWCH and they all must meet HUD requirements. The third housing program targets women with addictions being released from the prison system, all are on probation/parole and come to us straight from State or Federal system.
- The agency used a Homeless Management Information System, which is a computerized assessment and data base to track all client demographics and program outcomes. Questions on income are part of the mandatory data reporting standards.
- Utilization of information provided by American FactFinder on the service area as well as information from collaborative organizations within the defined service area that work with low-income persons/distressed neighborhoods was used in the creation of the project performance measures.
- Intake form asks for annual income. Program statistics track income levels.
- NIP Scholarship criteria include the requirement that recipients' income is 125% or less than the Federal poverty limit. This information is provided to the Foundation's Scholarship Committee by Financial Aid (FAFSA).
- "We use an income questionnaire with every family served by our program. This document asks clients to indicate their household size and household income (in ranges) and that allows us to determine whether the family is above or below 125% of the federal poverty level. The questionnaire does not include the client's name or any other identifying data and the forms are stored separately from client files (because our accreditation standards require that all children receive the same treatment regardless of income). This information is tracked monthly and entered into a spreadsheet. We also use statistics from the U.S. Census Bureau and Kids Count Data Book to track and report on indicators for our service area (two counties)."
- We collect data on program participants, including economic disadvantage status, from school system data.
- "All of the youth receiving treatment at The Children's Home of Wheeling residential program are court-ordered into care. Most are wards of the state of West Virginia and come from all West Virginia counties. 100% are receiving low income Medicaid funding. Because our residents come from all over the state, our tracking of distressed neighborhood origin is based on statewide Census data."

- We exclusively serve low income persons. Prior to the Medicaid expansion in WV we income screened all of our patients. Now that our patients qualify for Medicaid we do not income screen. Households must have income of no more than 138% of Federal Poverty level. We do an estimate of the percentage of patients that are at 125% or below.
- As part of our in-take we ask clients to state place of employment and type of health insurance. This information helps us make that determination. Also since our primary clients are children they have no income since they are dependent upon some one else's income to meet their needs and they can't often direct that process.
- Income verification on all admissions
- "Our project involves providing art opportunities for children from a low income community. One of the schools in our target area has the highest rate of free and reduced lunches in the state. Recruitment is directed toward the students and their parents/guardians in these school areas. Recruitment efforts are recorded. When participants arrive for the program we record their names and the school they attend. We are unable to document the income of every participant but those from our target schools are from low income communities. Assuming they represent their student body population we project the participation of low income students. We are able to determine the amount of money spent on the Free Art Saturday program. We know how much manpower is utilized for this project, We estimate the facility costs for utilities based upon monthly charges, document cost of materials, printing and travel."
- We currently use census.gov focusing on the zip codes of our program areas.
- SALS is only focused on serving low and very low income families....and this is monitored by its Board.
- We track all of our data about our kids in a national casa software. We track all of our financial donations in quickbooks.
- We require all participants in our program to provide proof of income in order to receive services. Everyone is required to update this information every year. Our clinic is designed to serve low-income people in general.
- Our entire mission is based on serving low income individuals and those that are homeless/at risk of becoming homeless. Every project we undertake, and all NIP dollars, serves this demographic.
- We work closely with our donors to explain the programs supported by Neighborhood Investment Program tax credits and how their contributions will be used. A portion of every gift received by the Eastern West Virginia Community Foundation or our affiliate foundations in Hampshire and Hardy counties supports education and training programs of the foundation and we make certain that all gifts are applied to endowed funds that support other NIP eligible nonprofit organizations, are passed through to those nonprofits, or are added to funds that support scholarships for low-income students.
- We take income information during our application process. Our clients live in low income housing complexes or are on only social security or disability.
- Income verification statements. Homeless people do not come to the mission with income.
- Our patients all qualify to be seen at Good Sam by demonstrating (via pay stub, tax information, Medicaid acceptance/denial, etc) financial need - so all our patients would fall under the umbrella of low-income or distressed neighborhood.

6. Based on previous credit usage and demand, what amount of NIP credit could your organization realistically accommodate?

- The year 2000 was the only year that PACF was awarded 100% of its request. In a study that we did earlier, from 2001-2008, the difference between what it could have subscribed and what was able to be allocated due to amount constraints, totaled \$640,074; meaning \$1,280,148 not leveraged in contributions for the public good (and \$38,404 in fees not collected to support the program). PACF has previously demonstrated its capacity to use far more credit than what was allocated. In 2002, PACF used \$155,000 in credit itself. Fourteen years later in 2016, PACF could realistically consume \$200,000 worth of credit for its 10 West Virginia counties.
- \$20,000 to \$25,000
- \$20,000
- I think the amount we were granted this year will be the perfect amount although it will take some work as it is quite a welcome increase from last year.
- \$4,000 to \$5,000.
- The Oglebay Foundation has always successfully allocated 100% of the NIP credits received. We currently receive \$65,000 in credits and believe that we could accommodate an increase to the maximum of \$75,000. Annually, we receive over \$200,000 in donations towards the Access to the Parks program.
- Our 16 year average of NIP credits used is \$17,487. In the last 10 years we have used at least \$10,000 per year.
- \$15,000
- 6,000
- \$8-10,000 in NIP Credits.
- Each year the interest in these tax credits increase. We believe we could realistically use \$70,000 in NIP credit.
- Based on recent trends, we could realistically accommodate \$50,000 in NIP credit. Ambitiously, perhaps as high as \$75,000, but recent data doesn't support that in my personal experience for this organization.
- \$30,000--\$35,000
- We have been able to use around \$12,000 per year. As we plan to build or buy a warehouse some day, that amount could drastically increase.
- 5000
- We received \$25,000 this year in NIP credits. We will utilize those easily. We estimate that we could realistically accommodate \$35,000, with giving at its current level.
- We normally could use between \$15,000 - \$20,000 in credits.
- Twice as much as we typically receive.
- If NIP changed the award dates \$15,000. the majority of our fundraising efforts take place when NIP are not available.
- \$2500
- \$6,000+
- \$35,000
- \$50,000

- I honestly don't know. For the past two years I have had donors call at the end of the year and request "all the credits you have left," so based on that experience I think that we could potentially use more than we have ever received. We have requested gradual increases each year to ensure that we do not exceed our capacity to issue the credits, but so far that has not been a problem.
- \$20,000
- Outside of a large capital campaign project, The Children's Home of Wheeling is able to utilize an average \$4,500 - \$6,000 tax credits depending on the annual project based on a quality of life program/need.
- \$45,000
- It would vary. We are currently receiving \$6,000 which seems to work right. We do have people calling towards end of year saying they will take whatever NIP we have left. Maybe 8,000-10,000 but not sure.
- \$20,000
- "We have always been able to award all NIP credits allocated to us. Our highest allocation has been \$20,000. We would be able to utilize about \$30,000 without difficulty. Our projects which utilize NIP has been the limiting factor in the amount we request. One of the situations that we face in our community is that people look for groups that have NIP credits, and make contributions in order to receive the credits. For example, a couple of years ago, one donor gave us a sizeable donation because the group she traditionally contributed to did not have the credits she wanted."
- \$15,000
- SALS has received \$50,000 in tax credits for the past two years and this has been extremely helpful.
- I believe we are approximately where we should be.
- We could potentially use between \$50,000 on the cash side. If you add personal property donations it could go as high as \$100,000.
- \$15,000
- The Eastern West Virginia Community Foundation could easily place \$75,000 in NIP tax credits annually.
- \$55,000-\$60,000 yearly
- 100,000 to 125,000
- \$5,000

7. Please explain how your credit allocation affects your fundraising. Is there a correlation between your credit allocation and how much you receive in donations? For example, when the credit allocation amount is higher, do your donations increase, and when the allotted amount is lower, do your fundraising revenues decrease?

- Yes. There is a clear correlation between what we get in credit and what we get in donations. The fact that the credit is offered provides a) a great incentive to give but also b) a great incentive to give specifically to those organizations that have credit. When we run out, donations slow up.
- The more credits available the more donors we are able to accommodate, and the more money the NIP donors contribute.

- Donors are loyal to our mission. We have been able to attract new donors because of the tax credits. Once donors have made an initial gift and begin to receive more information about the program, they become loyal donors even if tax credits are not available. A lower amount of tax credits will not give us the ability to attract additional new donors.
- "A majority of our private giving last year was purely because of NIP credits and would not have been donated if we did not have that. In that past, NIP credits have definitely attracted new donors to our organizations. We anticipate it will be the leading way we are sustained this year as other income has dwindled. When NIP credits were lowered last year, our fundraising was definitely decreased."
- Our credit allocations do affect our fundraising. There is definitely a correlation between credit allocation and donations. Many of our donors support the camp's annual Fun Day, but the availability of NIP credits results in an increase in donation to an amount that receives NIP credits.
- There is a direct correlation between our fundraising for Access to the Parks and the allocation of credits. Donations to support the Access to the Parks program increased from \$100,000 per year to \$200,000 per year as our allocation increased. Additionally, NIP has been successful in connecting the Oglebay Foundation to new donors. In many cases, the Oglebay Foundation has been able to then leverage these donors into major donors who support significant capital and endowment projects to support the parks.
- It allows us to secure sponsors for our major fundraiser and some donations come specifically because we had NIP credits to offer.
- Yes, in the past when we've had a lower credit allocation, we have had multiple people requesting credits from us but since we had no credits left to give out, we didn't receive a donation from them.
- Yes - most of our Board members give at least \$500 now because of the NIP credit availability. It has helped us significantly increase our fundraising. In addition, it has brought new donors to our organization.
- Generally, the availability of NIP credits has helped with securing larger donations, and with success at soliciting donations before the influx of end-of-the-year support.
- We believe the credits do increase our fundraising revenues. Through the NIP credit program we have secured new donors to West Virginia Wesleyan College.
- When the allocation is higher, donations increase. Specifically, in a recent year, we received a very small allocation, and a major donor decreased their gift in proportion to available credits. This most recent award year, we have seen lapsed donors return to giving because of available credits and even markedly increase over previous gifts.
- NIP tax credits have allowed us to attract new donors and larger donations from current donors. We have received donations from new donors simply because we have tax credits available.
- The credits do help with fundraising. Some have donated to get the credit who would not have donated otherwise or even contacted us.
- We were not given any credits this year and lost many donors who seek to give to those organizations with NIP credits. It is a very important part of our fundraising and we are really feeling the effects of not having it, unfortunately.
- We have donors that give specifically in order to receive NIP tax credits. We saw our giving increase last year with an increase in our NIP allocation and expect to see the same results this year.

- There is a direct correlation between the amount of credits we receive and the amount of donations we receive. When we have a large number of credits we have tried to find a donor that would be willing to exchange consumer products for the NIP credits. The best example of this was the year that Evans Lumber closed. After they finished their closeout sale, everything they had left came to us, in exchange for NIP credits. The product is then made available to non-profit organizations to help the less fortunate in West Virginia. Cash donations allow us to cover the cost of bringing in truckloads of product that we provide to groups helping the needy.
- Yes, our donations are significantly higher with the larger allocation of the credits
- "The years that we received more tax credits we received larger donation amounts and offering more community members the opportunity to enrich lives and partner with us. The years that we receive fewer credits allows fewer people to benefit from their generosity."
- We are relatively new to the NIPS process and do not have sufficient data to develop a trend analysis. However, having credits has certainly increased our donor base and provided us with consistent contributors.
- Typically we do see an increase in fundraising revenues as some donors may give more in order to reach the minimum threshold of the program. We also find that the NIP program allows us to incorporate more conversation starters with our donors based on individual affinities and cause support.
- Some individuals will give to us because they can receive the NIP credits from us and NIP credits also encourage donors to give more.
- Yes, some donors only participate when they can receive NIP credits.
- NIP is the single most important factor in our increase in private donations over the past two years. NIP credits doubled our fundraising revenues last year.
- Yes many donors have come to rely on the NIP credit for their annual giving. Lack of available NIP credits has negatively impacted overall program support.
- "When our tax credit allocation amount is higher, our larger donors are much more likely to increase their contribution to meet the \$500 minimum gift amount in order to receive NIP credit. When our allotted amount of credit is lower, some of our loyal donors who ask for credit are unable to receive it because 100% has been awarded quickly."
- Our donations have increased when we have had more credits.
- I think it effects our sponsorships of events at times. Our main annual event is in August and so even though NIP credits are suppose to start July the awards are not given until some time in September usually. NIP credits are usually not available to use for this event since we do not know our award or if we will be receiving any at all.
- Yes, it increases the donations
- "We receive contributions from our patrons that we would not receive if we did not have tax credits. Individuals make larger donations when they know they will receive tax credits.
- We have been contacted by financial advisors who have clients who have money to donate. They are more likely to make the donation to the Art Center if we have NIP credits to offer."

- NIP credits are what initiated our efforts in diversifying funding to include individual donors and businesses. This is the first year that we have received less credits, so time will tell the impact. However, NIP credits did allow us to leverage the beginning stages of our individual donor Friends of FestivALL campaigns.
- SALS aims to work with the allocation provided. When lower in the past, we have put donors on a "wait list" for the next cycle.
- yes we did increase donations around the time of an increased credit allocation.
- We have regular donors who ask for tax credits. When we tell people that we have no tax credits left, they sometimes decrease the amount they donate. Typically, people and organizations donate regardless, but the tax credits are a good incentive for people to increase their regular donations.
- It is easier to get donations when we have credits available. Donors may give regardless, but they generally give at a higher amount when we have credits.
- NIP tax credits definitely help the Eastern West Virginia Community Foundation and our affiliates the Hampshire County Community Foundation and the Hardy County Community Foundation attract more donors and larger contributions. It is hard to put an actual dollar amount on the increase, but \$45,000 in NIP tax credits probably translate into an additional \$60,000 in overall contributions.
- "When we have adequate NIP credit our fundraising is traditionally successful. When we have less NIP, we have to increase fundraising efforts and the focus is taken off clients and placed on fundraising."
- Because of NIP we had a 111,000 month in September unusual to say the least. September usually is a month in the red.
- Certain donors base the amount of their annual gift on whether or not there will be NIP credit available - we expect our overall fundraising to be down by the amount we won't receive in NIP donations.

8. Has the NIP enabled your organization to better serve its clientele? Please explain.

- Yes. In the year 1999, before we began participating in the program the total assets of PACF were approx. \$7.6M and annual grantmaking approx. \$350,000. NO dedicated community grantmaking assets were held for Doddridge, Calhoun, Gilmer, Wirt, Jackson, Mason, or Ritchie counties (these are part of our 10 WV counties where we have local groups working hard to develop philanthropy). 15 years later, significant grantmaking capacity has been developed such that now we distribute approx. \$2,000,000 in our ten county region each year (not all is NIP related as NIP credit has shrunk over the ten year period, but clearly some is to be attributed to our increase in grantmaking and capacity to better serve our clients).
- "Last year and the year before that our NIP credits increased significantly and that allowed the Foundation to fund larger, more meaningful and broader projects. This not only expands the Foundation's impact on the organizations funded but the impact on the community, as well. Another factor is that as the Foundation is able to fund larger projects, its reputation is enhanced, and that attracts more interest in what it does, as well as greater financial support from the community."
- The donations have given us the ability to recruit and train additional volunteers and to increase the number of people we are helping.

- Our nonprofit law firm is an anomaly in that we strive to run programs that advocate for the welfare of children while representing them in the various crises they have. We are unable to do this without private donations. Private donations definitely allow us to reach more at-risk youth and children and allow us to provide more services than they would otherwise receive.
- "Definitely. Thanks to NIP credits the camp has an up-to-date water system that supplies all the water requirements of Camp Kno Koma, the WV Diabetics Association's camp for insulin-dependent 7-15 year old campers. Credits have also enabled us to replace 40-year old roofs on sleeping lodges."
- NIP has allowed the parks to reach a group of youth that previously had limited access to the educational and recreational programming that research proves helps to develop children who are mentally and physically healthy. The Access to the Parks programs has become a national model, and opportunity for many local children to spend the after-school, weekend, and summer hours in healthy and safe spaces where they can grow and learn.
- Most definitely. In 16 years of receiving NIP credit we have used \$279,794 in tax credits for a total donation amount of \$559,588 in income. This is huge when federal funds are continuing to decline and many non-profits are trying to fund-raise to the same small community. Using all funding, we have been able to help over 600 men to go from homelessness to independent living. They became tax-paying contributors and volunteers in the community. They also became effective mentors to others who are suffering from addiction. Our transitional housing program graduation (success) rate is over 60% where the national average is more like 30%. And, that is only one of our three programs. Our organization also provides 29 fully furnished efficiency apartments for very low-income individuals and we have provided housing counseling for over 1750 families to help them clean up their credit and helped over 20% of them to become first-time home buyers.
- We have been able to have funds available to assist the low-income families whereas without the NIP program, we simply wouldn't have these funds available.
- Yes. The added capacity NIP has brought through funding has greatly increased our impact. We are better able to serve low-income communities with these \$\$.
- The increase in donations precipitated by NIP credits allows the Executive Director to concentrate efforts on community outreach and the recruiting and training of new volunteers. If not for the credits, more time would be needed to solicit and/or to plan and undertake numerous fundraising events.
- Yes. A number of our WV donors have taken advantage of the NIP program in making their donations to West Virginia Wesleyan College. Through this program, their donations have assisted low-income students. Without this program the donations received would have been designated to other funds and would not have directly assisted these low-income students.
- Yes. Our most recent funding year was quite challenging. A major pledge did not come through, which put a strain on our finances. Having the NIP credits--and the donations they have generated so far--enabled us to realize our season as planned rather than cutting programming. When NIP allocations are higher, we can ensure our patrons are having high-quality arts experiences, regardless of socioeconomic barriers. Additionally, NIP tax credits are greatly valued by the donors who receive them, which improves donor relations moving into future years.

- It has helped us raise more money to serve our clients. We rely on donations from this community to serve this community. The NIP has greatly increased our fundraising efforts.
- Yes. By having the NIPS credits we were able to offer credit to Matheny Motors and purchase a new delivery truck. Without the truck deliveries would not be possible or as efficient.
- Yes - we are able to offer more opportunities to the low income and even homeless children to participate.
- Without private donations, we would not be able to maintain the programs currently in existence and would not be able to serve as many persons experiencing homelessness.
- NIP donations have allowed us to cover many of the costs of operating our program. Through the Storehouse we have been able to give away over six million dollars worth of product to organizations that serve West Virginians in need. The items received from the Storehouse are used by the 501 (c)(3) non-profit organizations to enable them to better serve their constituents.
- Definitely! We have a source of income when giving is traditionally quite low. This is in the early fall and spring.
- We rely heavily on unrestricted program specific funds to fill the service gaps of the more than 5400 women we assist every year. NIP gives us leverage for larger donations to help fill those gaps (transportation to and from appointments..ie. Dr. appointments, job interviews, Probation/Parole appointments, monitored visitation, etc.
- Certainly, NIP has assisted our organization. Our funding base is approximately 95% grant driven. While grants are critical, they have strict eligible costs and often pertinent services are omitted or require matching funds. We have struggled with diversifying our income to include donations, which are critical in meeting the gaps between client needs and eligible grant cost, as well as match requirements. NIP is assisting us with the long term objective of diversifying income.
- The NIP program has very much allowed our organization to not only better serve our clientele, but it has also allowed us to focus energy on generating services and opportunities for the residents within our service areas to increase the quality of life for these residents and to increase the emphasis on the necessity of education.
- Definitely. NIP credits have allowed us to attract new donors and keep current donors. This income assists us in providing free services to our clientele.
- NIP Scholarship recipients report they have been able to quit a second (or third) part-time job because of the scholarship, and it enables them to complete their programs. This year's current gifts (i.e., not for endowed scholarships) will be used to help workforce education students who have not had access to government or scholarship funded financial aid because they were taking too few credit hours or the programs are too short to qualify. This will have a great impact on our ability to recruit and retain students in these programs. They, in turn, will be able to join the workforce in skilled jobs.
- Yes! Because NIP funds are available to us immediately (at the time of the donation) rather than on a reimbursement basis as is the case with government grants, we are able to immediately put that money toward operations costs and meeting our NIP goals.
- Yes, the greater resources we can provide to programs the more at-risk students are served.
- "Yes NIP tax credit has made it possible for The Children's Home of Wheeling to fund unmet needs not covered by bundled rates for residential care beyond insurance limits and quality of life programming with no funding source."
- Without the donations we receive as a result of NIPS credits our organization would not be sustainable.

- Yes, since we do not have a service that we sell we are dependent on grants, special events, donations, etc. The NIP credits also translate into funding that is more flexible for us than grants (since these are written for specific things that fall under grant guidelines.)
- Yes in that we depend on our donations to provide our mission of providing safe affordable housing to women (and their minor children) who are in early recovery from drug and alcohol addiction.
- "Like most NIP recipients, we are not able to completely underwrite all our programs. When we are able to use NIP-generated donations to support a project (such as Free Art Saturdays for children) we are able to utilize our scarce resources to expand our total education program. In non-NIP projects, we are able to charge some fees, which in the end produces more programs for more people. We operate with a philosophy that Art Is For Everyone. Therefore, we have to secure funding for programs targeted toward those who would otherwise not have been able to participate.
- FestivALL has been able to extend its reach beyond our 10 days in summer to include children in the months leading up to FestivALL who may not, due to a variety of reasons including location and access, otherwise have access to our programs. NIP has allowed us to take what we do into the after school programs with art teachers and supplies. And, it has provided opportunities for children to participate in arts education and the arts economy through exhibitions and art sales at the Capitol Street Art Fair. We also have been able to offer tickets to main FestiVALL events through the NIP.
- Absolutely. SALS can only do what it does due to the credits. They have been essential for housing materials and community center supplies necessary for our children's programs..
- yes- being able to secure additional donations increased our ability to better focus on our kids.
- Absolutely, we have been able to assist more clients in various programs due to the ongoing support through the NIP program. We have provided care to an increased number of homeless individuals, provided dental care to those who lack access, and this year, our project is to assist in raising funds to help us transition to be able to see more patients who have Medicaid, many of whom are at 125% or below of the FPL.
- The NIP program has enabled us to better serve our clientele because it creates more money in donations. It also helps us attract new donors, and in turn exposes more people to our mission.
- Absolutely. By focusing on programs and projects that qualify for NIP tax credits, and having those credits available for donors, we are able to raise funds that benefit a substantial number of low-income persons, provide goods and services to distressed neighborhoods, and generally improve the lives of those in need through education grants, scholarships, and workshops.
- Yes NIP has enabled us to better serve clientele. With the aid of NIP fundraising is less. Also since tax credits appeal to donors, many times they come to us seeking NIP credit. Traditionally we have to market the fundraisers. Now we simply have to do a good job spreading the news of NIP and educating the community about the value of the NIP Program.
- Because of NIP we raise the needed funds for our project. NIP allows us to feed the hungry and house the homeless.
- It is a wonderful incentive to our donors - NIP credit definitely encourages some donors to give or give me, enabling us to serve more of the uninsured population in our service area.

9. What impacts would be felt by your organization if the NIP legislation was not renewed?

- We would have a decline in donations for our NIP related projects. These projects annually are those that provide grants to nonprofits in our region (such as the Minnie Hamilton Hospital in Calhoun County, Good Samaritan Clinic in Wood County) and backpack feeding programs in Doddridge, Ritchie and Jackson counties.
- "The Foundation would lose the thousands of dollars in contributions we receive for the NIP tax credits, and that would reduce our support to the community commensurately. Beneficial programs and projects would not be funded to the same level, or perhaps would not receive enough funding to go forward. So much good is done locally, statewide, and nationally by charitable organizations that projects like the NIP tax credits should be increased, not curtailed or abandoned. Government cannot do it all."
- We would have disappointed donors, but I feel they would continue to make contributions. However, the level of giving would most likely decrease. The decrease in funding would impact our ability to recruit volunteers and match them with those in need of assistance to remain independent.
- "The greatest impact is that we would not be able to expand our services to the counties asking for additional services or afford to keep our equipment and technology up-to-date. We would also suffer by not being able to provide the holistic services we are known for or reach as many kids."
- Our organization did not receive NIP credits this year due to a misunderstanding of a couple of the questions on the new, all-electronic application form. The loss of these credits will impact our fundraising considerably and the project to be funded with credits this year is now on hold until possibly next year when hopefully we will receive credits.
- If NIP were not renewed, the Access to the Parks program would be limited in its future scope as the program must be fully funded from outside philanthropic support. The Oglebay Foundation would anticipate a significant decrease in the amount of annual donations from individuals to support the program and the opportunities for youth.
- This would be another loss of funding along with the many cuts in federal grants for social services that are definitely needed in this community. The NIP credits encourage individual citizens and businesses to help fund programs that would otherwise look to the state for more funding if these donations were not available. With the state drug problem, programs like ours that provide transitional housing for men in recovery could soon go away because of the lack of funding.
- Our programs to help our low-income families would disappear. Donations would decrease as the majority of our NIP donors only give because of the tax credits.
- I feel certain our private donations would decrease.
- Not renewing the NIP program would result in a significant shortfall in support. In an organization with a less-than \$90,000 annual budget, the loss of \$10-16,000 in donations would ultimately result in consideration decreasing or ending service provision.
- Fewer low income students would receive scholarship support and have the opportunity to attend college.
- Arts funding is challenging at best. Without the Neighborhood Investment Program, we would have to make significant adjustments to our fundraising goals. It is likely that we would lose at least one major donor or that they would decrease their gift significantly. We depend heavily on the financial support of individual and business donors. Some of those donors only give through the NIP campaign.

Losing that leverage would hurt us in securing local donations. In the long run, this could lead to budget cuts, and in conjunction with other expected funding cuts at the state level, losing the NIP tax credits could mean cuts to programming.

- I feel we would lose donors and donations could be reduced by some donors. If that occurs, we would have less funding and have to provide less services. Children who are currently receiving services may have to be cut from services, too.
- "We could lose some donors and not have the opportunity to attract new donors for the credits.
- Some donors have sought us out when others had run out of credits. Without the credits that would not happen."
- We are seeing that now by not having the credits. Cuts in the amount and quality of programs are being felt.
- I can say without reservation that our donations would decrease, if we did not have NIP credits. Our organization would be forced to let staff go without private donations and would need to reduce the services provided.
- It would make it a challenge to bring in as much product as we have in the past, which would reduce the number of organizations we help. This would also limit the amount of less fortunate individuals and families that receive help.
- This would cripple our efforts during traditionally low-donation times. We are a faith-based organization so the tax credits help us reach donors who normally would not be contributing.
- The amount of donations would decrease. Fewer women and children would be safe from victimization, potentially lives could be lost if there was no shelter to go to for safety.
- Our newly developed donor base is fragile and just being to grow, NIP is critical in helping us entice new investors outside of grant makers.
- If the NIP legislation was not renewed, I do not feel that our organization would be able to provide the number of community services and interactions within our service areas, particularly those that are low-income and distressed, as we have in the past.
- Rather than diminish services, the staff would be challenged more than usual to seek additional donors.
- Scholarship contributions would significantly drop, I estimate by at least 75%.
- Our organization would be in jeopardy of losing substantial private donations (\$10-20,000). In a time when public funding allocations to our program are being reduced each year, this is a major threat to our operational budget. The private funding from NIP donations fills in those deficits.
- The organization would undoubtedly see a drop in support for our organization and programs. We use the availability of NIP credits to highlight the need and benefit of charitable donations to the organization. Each year this has a positive impact on our financial stability.
- "The impact of not being able to have NIP tax credit to our major donors would significantly impact our ability to provide more than basic room and board and medical needs. Our donors fully support our efforts to go beyond basic care to meet quality of life programs that enrich the lives of the youth in our care. Youth who have been abused and neglected need these programs to build self esteem, maintain hope and to gain positive life experiences. Tax credit keeps the interest of our donors in projects that are earmarked for specific projects that do this. Invaluable."
- We believe that our donations would shrink substantially. Since our clinic's grant support from the State has been cut 64% over the last three years we would be forced to close our doors.

- It is possible that we could lose \$12,000 of donations vital to our annual budget and the children we serve as a Children's Advocacy Center.
- I think it would greatly impact the private donations and we may have to let an employee go.
- "We know from research that Art Education has a major impact upon the future life of children. Schools have reduced their arts programs. Without what we do in Free Arts Saturdays many of these students would not have the opportunity to expand their ability in We would have to cancel or greatly reduce a program that we are now able to offer without charge."
- The NIP program has increased our individual donor base and allowed FestivALL to expand our programming to those, specifically children, who may not otherwise have an opportunity to experience it. Children have participated in the arts through hands-on experience, attending performances, selling their works at the Children's Art Fair and participating in a juried children's art exhibition. These are all unique opportunities offered through FestivALL. The end of the NIP legislation would impact our ability to leverage donor contributions therefore impacting the amount of these services we would be able to offer in the future.
- SALS would downsize substantially and those we seek to serve would have substantially less access to housing and educational services.
- donations would decrease leaving us vulnerable to not be able to serve all of our kids.
- I would suspect that we would see an overall decrease in donations, particularly from smaller donors around the \$500 level. I, as the Executive Director of a non-profit am able to donate \$500 to MPHR every year because of the tax break I receive. I would NOT be able to donate those funds without tax credits available.
- If the NIP legislation was not renewed we would see an decrease in donations and new donor involvement. That makes it harder to provide services and fulfill our mission.
- As a community foundation serving five West Virginia counties, we would survive without NIP tax credits, however, our grant making programs would suffer and we could not offer as many education opportunities to those in need. The donors we serve are definitely more generous because of the NIP tax credits and we know that revenues would decline. It is our hope that the State of West Virginia will renew the NIP legislation since it has proven to be effective at engaging greater support from the community so that we can provide services that might otherwise become the responsibility of state and local governments.
- "The highest impact would be closing our doors. Even with NIP the financial struggle is great. I could obtain another job, yet the non-profit world needs creative planners to assist with social dilemmas. This part is complex and satisfying at the same time. I joke not, that without NIP, we won't be able to keep our doors open."
- Probably decreases services.
- The impact would be devastating - with other funding cuts since the implementation of the Affordable Care Act, the Clinic would be unable to withstand many more cuts in expected funding (donations that come in based on NIP credits).

10. What impacts would be felt by your community or clientele if the NIP legislation was not renewed?

- The lack of resources for some of our grantmaking no doubt would reduce the capacity of the nonprofit providers to deliver the services covered by the grants we make or affect their effectiveness due to fiscal constraints.

- Our grant seekers would be forced to look elsewhere for the funding lost from our Foundation; more organizations would be looking for help from fewer funding sources, and these beneficial projects would be sharply negatively impacted.
- New donors would have no incentive to make a donation.
- "Judges normally appoint us to cases that have special needs or are particularly critical or complicated because they know we will go the extra mile. These otherwise would not get the services they need. The programs we put coordinate for the community allow for safety for kids, teen court, healthy living, and kids to have a voice about their welfare. These are all identified community needs that would not get the attention they need to succeed."
- If NIP legislation is not renewed, our organization will have difficulty raising sufficient funds to continue replacing 40 year old roofs and other large projects.
- If NIP were not renewed, low-income youth in Ohio County would experience decrease free Access to the fee based programs and facilities at both Oglebay and Wheeling Park. The Oglebay Foundation would work to continue to support the youth based programs in partnership with local social service agencies, but the size and scope of the programs would change. We would anticipate that these youth would no longer have the ability to spend each season swimming, skiing, ice skating, fishing, boating, and playing tennis and golf, and experiencing the endangered and unique animals at the Good Zoo and their conservation education programs.
- As mentioned before agencies like ours that are addressing the homeless problem resulting from addiction could eventually go away as funding sources decline. The community needs programs like Samaritan Inn which has a 60% success rate where the national average is more like 30%.
- Our low-income population simply wouldn't have the extra assistance that we have been able to offer through this program. So it would greatly impact the lowest income level demographic of our state.
- NIP encourages us to focus our efforts in communities affected by poverty. We may not have that specific focus if not for NIP.
- There are significant numbers of senior citizens and chronically disabled adults in the Tri-State area who would not be able to access medical, dental, therapy or fiscal services without the assistance provided by Faith in Action volunteers. By extension, many professionals and local businesses would lose patrons. And the health care costs of needing to provide nursing home care for seniors who now live in their own homes with volunteers assistance would be huge.
- The educational level of the regional workforce would be affected.
- As I mentioned above in regard to organizational impacts, the loss of NIP tax credits could lead to cuts in programming. GVT is the only professional theatre in our region offering comprehensive, sequential arts education programming for ages 5-18. Our students and their parents report that participation in our program has enable them to develop confidence and social skills, leading to greater success in other areas of their lives. Cuts to this program could have a detrimental effect on the lives of those students. Additionally, at Greenbrier West High School, students have reported that drama class is the only place they feel truly heard and significant. Other funding that supports that program was cut at the end of the 2014-15 school year, but we have continued the program, partially in thanks to funding through the NIP campaign. Discontinuing that program would be a tremendous disservice to those students, undoing all the progress they have made through participation.

- While many people donate because they want to help a certain cause, they also appreciate that they may receive a "break" on their taxes. If the NIP legislation was not renewed, I feel many non-profits would see reduced financial support from donors. This in turn would cause reduced services to our community.
- "Without NIPS we would not be able to make as many deliveries to areas of need in the State. Therefore families would not have the beds, tables, building supplies and other items that we collect and deliver.
- In the areas we serve opportunity and accessibility are limited. There is also a senior population and many with disabilities that would not be able to travel to get these basic items else where. They would also have to have funds for the furniture, house wares, and building supplies that we deliver and that are distributed at no cost to those in need."
- Fewer low income and homeless children are exposed to the arts.
- Private donations generated by the NIP enable us to keep the doors of our emergency shelter open. The community would see more people in need without a place to go for assistance and to get out of the elements. Clients would not have access to showers, laundry, employment support, hygiene and clothing donations as readily with a reduction in support.
- "We only deal directly with non-profit organizations, therefore these organizations would have to work harder or raise more funds to cover the cost of the items that we normally donate. For some organizations this represents thousands of dollars. Additionally, a number of the organizations to whom we donate product are also
- NIP recipients. This means that those organizations will be doubly impacted."
- We would not have the food available to give out to struggling families. Our addiction recovery programs would be cut back and the rural food program would be virtually eliminated (affecting 19-21 rural counties).
- Less people would live victimization free, or get the opportunity to start again. Services to the community would suffer.
- Other agencies depend on the Coalition as partners in a sophisticated system of care, with little to no duplication. When grant funding entities poll other agencies in the area on partnerships, the Coalition is often cited as the provider of service that take over where their's leaves off, such is the case with the emergency shelters and domestic violence providers. The Coalition is the main provider of homeless services in the five county region referred to as the Northern Panhandle.
- Lessened interaction as well as services that are focused on increasing the quality of life for these communities.
- Hopefully, none. We'd have to make up the loss elsewhere.
- Individuals who most need scholarship assistance will not have access to education and training. They will remain uneducated and unemployable, and our communities will be negatively impacted in our economic development efforts.
- If our private donations diminished significantly, we may not be able to maintain our current staff positions. A loss of a staff position would jeopardize our sexual abuse prevention and family advocacy programs and there is no fall-back option to fill in that gap for clients in our community.
- Many of the communities that are served through our programs are dealing with severe economic stress. The communities themselves are experiencing fewer resources and rely on our efforts to help offset the increasing needs for services in their regions.
- "Our clientele would not be able to thrive through exposure to art and music instruction, substance abuse prevention education and treatment, the benefit of an on campus education coordinator and other quality of life supports/programs with no state funding

source. Our community would be impacted negatively. If the youth in our care have exposure to more than room, board and school, they start to enjoy life more. Their self-esteem increases and negative behaviors decrease."

- Our clientele would find it hard to receive health care services.
- Services could possibly be decreased or materials needed would not be available. Children alleging abuse may not have necessary services/tools to heal from the trauma.
- It may reduce the number of beds available for women.
- Research shows that children that are exposed to the arts do better in school, in their relationships with others, their ability to solve problems and many other areas.
- NIP allows FestivALL to bring our programming of after-school partnerships right to those who may not otherwise experience it. In working with these children in the months leading up to FestivALL, we can work with and prepare them for participation in both the Children's Art Fair and Art-for-ALL - the children's juried art exhibition. Were we not able to have this early connection through the after-school partnerships, participation from the children in these after-school programs in the Children's Art Fair and Art-for-ALL would also likely decrease. Essentially, we would possibly be taking away or limiting opportunities that the NIP has allowed.
- Same as #9
- our donors would be disappointed and some of the children we serve would be left unserved.
- If MPHR were to see a decrease in funds it would cause us to cut back on programs and services which would effect our clients ability to receive the medical care they need.
- We help people who are homeless by providing food and shelter, while also working to get them into permanent housing by aiding with rent/utilities/etc. We also help people who are at risk of becoming homeless with these same services. If the NIP legislation is not renewed these services would become more difficult for us to provide. That would have a direct impact on the clientele and the community. Most likely a government agency would have to step in to provide these services, or the clientele would suffer greatly.
- Even with NIP tax credits there are individuals in our region who are just barely getting by with assistance from our organization and several other nonprofits in the Eastern Panhandle. Were the legislation not renewed, we believe that several local charities that currently receive NIP tax credits would have to scale back operations significantly.
- "We do not charge any fees for service nor do we bill medicare. The aging community is living longer. Soon there will be an increasing number of seniors who do not have help in their old age. They depend on us for transportation. It is unsafe for them to drive as their eyesight diminishes and their mobility decreases. This makes the roads unsafe for them and us. Our senior needs to be part of the community and should not be isolated to nursing homes. In order to help seniors and disabled populations live independnely, they need assistance and Good Shepherd needs to exist. Without our assistance they will not be able to live in their homes. Seniors will not have transportation and people to support them with small home repairs, well calls and visits. Without Good Shepherd who supplies a free service, the aging community would have to pay for the services that we provide free of charge. Volunteers will miss internal rewards from helping their neighbors."
- Greaater burden would be placed on the community library and the homeless would roam the streets.

- If Good Samaritan Clinic has to close/shut our doors, there will be several hundred patients who will not have access to free healthcare.

11. What challenges, if any, does your organization encounter when applying for NIP tax credits?

- The application process is not challenging. Simply the competition with so little credit to go around and so many worthy causes wanting it. As a regional enterprise, the scale of our organization is such that the ratings process penalizes us somewhat with the emphasis on smaller, and yet, our efficiency is needed in West Virginia. We receive, for example, on a per county basis, likely less under the ratings system than we would if each community applied separately.
- "There are more organizations applying for than there are tax credits to fund all of the beneficial projects. That forces the NIP to deny many applications that would benefit low income West Virginians, or to provide fewer credits than requested, meaning that charitable organizations may not be able to fully fund their applicants."
- "We are located in the Northern Panhandle and it is not considered a distressed area. . . the median income has risen because of the oil and gas industry but those who work in the oil and gas industry are not making contributions. We do not provide housing, food, medicine, financial assistance, clothing, or other tangible services and this has caused ""points"" to be taken from us in the allocation competition. We serve the elderly and disabled. It is obvious that agencies serving youth and families receive a higher ranking. We do not have income eligibility guidelines and serve a broad base of people in the community. Approximately 77% are low income but the lack of restriction on income has hurt our ranking."
- None. The process is simple and the staff are helpful.
- The new totally online application presented several challenges, particularly data required. The Youth Camp serves multiple organizations from multiple locations, so answering some of the questions was challenging.
- There are no challenges. The program, as administered through the state, is efficient and direct in its communication. The application process is straight forward and seeks important data to help us explain the importance of our program.
- When you have a one bad year of using the credits then you don't get any. After sixteen years of donors expecting us to have credits, that has put a damper on our fundraising. Hopefully, we will be able to secure some credits next year and get our donors to come back and support us. Donors look for the opportunity to obtain tax credits. When we get cut back and then receive the next year, it takes a good 8 to 10 months to get our donors to come back.
- The most difficult part of the application process is getting a board resolution prior to the application being due. Our board meets in April and so I need to make sure that I have that part done long before the new year's application is available. If there are any changes to the application that would affect this, I don't know what I'd do.
- Not enough \$\$ to go around!
- The application process early on was time-consuming and at times quite difficult. The past two years, the standardization of the application and submission on-line has made this an easier and more straightforward process. In a very small organization (only 3 on staff) it has evened the "playing field" with large organizations which often have full-time grant writers.
- None

- The recent changes to the application process have made it remarkably easy to understand and to complete. I do not think we encountered any challenges in this most recent application cycle.
- The process is very competitive, but we usually receive the tax credits we request.
- "We are challenged in trying to meet the deadlines and how to do everything on line. We have very limited computer knowledge. Thankfully, the process has been simplified and Chris Garner and staff are more than willing to assist us"
- None - WVDO does a great job in setting up the application process.
- We have not experienced challenges.
- Determining the correct amount of credits to request, since we know that whatever is requested will be multiplied by some formula to reduce what is finally awarded.
- Virtually none from the WVDO-side of things (the staff are quite efficient); however the program has been opened up to any-and-every organization. In 1997 12 organizations received credits yet in 2015 there were 200+ organizations who received credits. The "pie" can only be sliced so thin. I believe too many organizations are receiving credits. The original intent was to offer credits to organizations who provided basic necessities: food, housing, clothing and helping people overcome addictive lifestyles. Now organizations who have many options for income (for example universities) are being given credits.
- The constant change to make the program streamlined has been trying. It will be good in the long run, but in the meantime.
- We are versed in grant writing so developing the application provides no real barrier.
- There are no large challenges in regard to applying for NIP tax credits, save for making the decision of which of the many wonderful program ideas we have to primarily focus on.
- The challenge is the competition and the limited NIP credits.
- None.
- We haven't had any challenges. The process was simple and straightforward. Chris Garner goes above and beyond to be accessible to applicants, answering questions and providing assistance.
- The greatest challenge is the annual reduction in the amount NIP credits available.
- "The NIP Program has improved greatly over the past few years. It used to be that an organization had to ask for more than they thought they would be able to use because awards never matched reported need. Now we ask for an amount that is more realistic and it is more likely that 100% will be used. The paperwork in the past has been replaced with on-line forms and upload sites that make the application and reporting process much easier. The relationship between staff at the NIP and The Children's Home of Wheeling is very open to questions and suggestions and supportive. Very few challenges now."
- None
- Just trying to determine the amount we could realistically use. Also it would be helpful if the awards were made sooner and as close to July 1 as possible for better distribution. The NIP staff are wonderful and are always there for me.
- the new application was difficult; answers that have been fine in the past are now counted against an organization. Statewide vs. local; not clear on how items are scored...subjective? 2015-2016 seem to be trying to spread out over the state.

- Our biggest challenge is providing demographic figures on our clients. In an effort to not be invasive to the programs and the clients with whom we work, we rely on numbers from zip codes and census.gov. It is likely that these numbers result in a much lower poverty level estimate than is accurate for many of the programs and clients with whom we work.
- The program is well run and SALS has experienced no challenges.
- none specifically come to mind
- No challenges for us. We like the new online form and it is not difficult to complete.
- No major challenges other than we are very lean on administrative staff, so time is always a constraint.
- As long as we follow instructions, there haven't been any major problems. It is only when we may not read carefully what we should be doing, that we find difficulty with the process.
- "Though NIP is open to all 5013 non profits, some have a greater advantage over others. Many charge fees for service. Their programs also do not serve the needy yet they receive the same amount of NIP credits as us. It is hard to determine what we can actually spend without knowing how much other non-profits are requesting. Many donors shop around and will go where the NIP leads them. The application process is becoming easier and that is good!"
- "Methods used to rank projects are not reliable. The question about unemployment misses the mark. Homeless people go where there is employment not unemployment. The question about novel feeding the hungry and housing the homeless does not change."
- N/A

12. What challenges, if any, does your organization encounter when issuing NIP tax credits?

- None.
- The Foundation has had few problems issuing tax credits, except that we generally have more requests than we can fill.
- We never have a problem distributing all of our credits.
- Educating the public and getting the word out.
- None. The issuing of tax NIP credits is an efficient process.
- The Oglebay Foundation has not encountered issues with issuing NIP tax credits. We have established communication pieces that describe the program to new donors, the paperwork is very straight forward, and donors have provided feedback that they find the process to be very easy and clear.
- We normally don't have trouble using our tax credits. We had one year where some of our donors had experienced low investment years and did not donate as usual.
- None. The program is really easy to administer. Perhaps the biggest challenge is that more potential donors in the state are not aware of the program and how it could help their taxes.
- None.
- The only real challenge is the lack of knowledge in the general public. Many taxpayers who could benefit from donating through the program have never heard of NIP.

- None
- When there is enough credit to go around, we encounter no challenges. The only difficulty is when donors want credit and we have already met our allocation.
- n/a
- We are challenged with trying to get the word out and getting people to understand the benefits of using the credits.
- None - only in down years, sometimes fewer people are donating.
- The only challenge we have experienced is in telling potential donors that we have exhausted our credits for the year.
- Overall no problems.
- Only that we now have limited amount compared to the first few years when there was not as much of a limit on the amount of credits.
- The largest bottleneck that I have is that the majority of our fundraising is done between June 15 and August 30th, therefore missing the window for NIPS.
- Marketing our credits continues to be the greatest barrier. Our grants offer little in the way of administrative funds or indirect services, so consequently we have no advertising or marketing. We use social media a great deal, but its scope is limited.
- There are no large challenges in regard to issuing NIP tax credits. The process is quite straightforward and simple.
- Having enough credits for those who want them.
- Educating prospective first-time donors. Until last year, only one campus (Greenbrier) had access to NIP credits. The Foundation approved making them available in Raleigh, Mercer and Nicholas counties, but some board members did not respond to the opportunity or help engage others in contributing to the NIP Scholarship. Once a donor does make a NIP gift, they typically become annual donors to the program.
- We have not encountered any challenges in issuing NIP tax credits.
- n/a We always use all our available credits very quickly.
- There are no challenges for us in issuing NIP tax credit unless we no longer have any to award.
- None
- So far none. The process is made easy by the NIP staff.
- none
- Very little. The program has worked to improve the process each year.
- None
- just getting the paperwork done in a timely manner
- "Sometimes we have waited a long time to actually receive the tax credit form we need after the awards are made or the awards are delayed. We have not used the new computer based processing so I cannot speak to that as of yet."
- same as above

- The new application system works well and the only suggestion we might have is to discontinue the mandatory in-person workshops and consider transitioning to mandatory webinars.
- It takes much attention to keep up to the NIP program but we do it with joy! We send many mailings and continue to educate the community on the advantages of NIP.
- Donors trust of the NIP program. Those that use it love it but those that have not do not grasp the concept of tax credits and how it benefits them.
- N/A

13. How have recent changes made in the administration of the NIP (i.e., application and reporting processes) impacted your organization?

- We received less this time around but it was not related to the application or reporting process.
- The online application provides less opportunity to fully explain the Foundation's project, but generally the processes are an improvement.
- "Until the system is learned, it takes more time for administration. I'm sure this will lessen as I become more familiar with the process. We have had issues with software compatibility because we have older computers that don't have recent software."
- I didn't notice any for the application. I am not familiar enough with the changes in the reporting processes to know impact.
- The administration has changed in that it is more efficient and well organized. The request for reports has been streamlined and they can be completed online; a savings of time, money and resources.
- The Oglebay Foundation has found the recent changes to be very beneficial and appreciates the structured and streamlined process. The metrics and questions are relevant to our program and have helped the Foundation to improve internal reporting.
- The new systems is easier to use. However, the new scoring system kicked us out completely even though we had a great 16 year history.
- It has made it significantly easier. The current NIP staff is wonderful to work with and the new application and reporting process takes less time for me to do than any of the previous versions. I also feel like there is less chance for error on my side as well as the NIP side since the process is more automated. I've been thrilled with the changes!
- I like the new system - much more consistent with other grant reporting.
- As stated earlier, recent changes have made the application process easier and less time-consuming. In addition, the standardized format at least gives the sense that large and small organizations are more equally judged.
- Growing pains are expected with changes. The administration has been helpful and communicative through all the changes.
- As a one-woman department, I greatly appreciate how streamlined and simple the application and reporting processes have become. Also, the reduction in copies and other paperwork that had to be sent has made a great difference in my workload. Also, having just the one program workshop means I'm only away from my desk for one day instead of two.
- There has not been any impact
- These changes have made the application and reporting so much easier! Thank you for the changes even though I still have to know how to use the materials.

- The new processes are great. Very streamlined and easy to use.
- The changes have streamlined the process, making it more user-friendly. We spend less time on reporting and applications.
- Application process was an improvement. Have not had the chance to use the new process for reporting FY2016 yet, but it sounds like it will be an improvement once all the bugs are worked out.
- The last two years of placing the program on line has been extremely helpful. We are saving time and money (postage) by the WVDO placing everything on line. I am able to spend more of my time on donor development rather than filling out paper work.
- The organization, not at all.
- Aside from the initial learning curve, no problems.
- I believe that recent changes (making the process more streamlined and available online) have made it much simpler to navigate the NIP process.
- The online application and quarterly,final reporting has simplified the process. I look forward to online reporting of donations.
- It's a lot easier to report gifts online. I send donors a copy of their entry, and it would be better if I could isolate a single record to print. Currently 2-3 gifts are printed per page.
- The new reports are great! I appreciate the improvements - they've simplified the process. Less time spent completing duplicative paperwork means more time I can spend focusing on our program's service provision.
- It has streamlined the process allowing us to dedicate more staff time to programmatic services and less time to paperwork processes.
- "See question #11. Greatly improved application and reporting processes, staff availability for questions, consolidating of required meetings, receptive to suggestions to improve processes. Much more streamlined...less paper..greatly appreciated!"
- No substantial changes. The process has been streamlined over the last couple of years which has made the process easier.
- Just a learning curve. It is all fine.
- The application scoring is not clear and should be well defined. Not subjective.
- While there were growing pains with forms working correctly, etc., the overall changes have been positive. Once the kinks were worked out, it was a much smoother process.
- SALS has adjusted without difficulty.
- I hope the excel spreadsheet format for the application will make it simpler
- I think the application and reporting process has been made easier and I am thrilled with the administrative changes thus far.
- We have not issued any credits since the changes, but the application process was much simpler. I anticipate/hope the reporting will follow the same trend.
- The process has been simplified and we like it. Of course there are still a few bugs in the system, but that is to be expected. Chris has done an excellent job addressing problems and keeping us abreast of the new technology challenges.
- We see light at the end of the tunnel! Great progress in the past year! Thank you NIP staff! Thank you Chris Garner.

- The application process is better but does not allow enough room for answers. Reporting process and made it so much easier and less time consuming
- Online application is much simpler for us - also reporting once a month is much better than reporting every donation!

14. What measures could be taken to improve the NIP?

- "1. Audit periodically the outputs to ensure that people are in fact using the tax credit for the purposes for which it is solicited. We are very rigid in doing so, but are aware of others that are not rigid. 2. Target the credit more strategically to increase permanent resources for communities by developing community grantmaking funds as a priority. 3. As everyone would say, more credit would be useful."
- "This year, we received far less tax credits than requested. Perhaps that is because this year's project was less compelling than the previous two, or perhaps there were more beneficial applications this year than before. Other than having more tax credits, I don't know what would improve the NIP program."
- Find a more equitable way to allocate credits.
- Credits at a lower amount? Amounts based on previous successes?
- To improve the NIP electronic application I would recommend that the software be applicable for both PCs and Macs. Working on my Mac computer I was unable to upload several pieces of data as the limit of 3.0, which while sufficient for a PC, required 3.5 on a Mac. To complete the application I emailed the application to a Board member with a PC who uploaded the data for me.
- Because of the impact of the program and its measurable results in local communities across West Virginia, an increase in the funding provided to the NIP would allow local non-profits to leverage additional philanthropic donations and increase the level of services to our communities.
- Be sure to look at the history of credit use by an organization and not just the previous year.
- The marketing brochure that is available for our usage needs updated slightly to include less text and give at least an example or two of how a \$1,000 donation ends up actually costing a donor significantly less.
- Offer online payment of fees.
- "There are still some technical glitches in reporting and submitting donations currently. Perhaps the state has a IT tech who can rectify the problems. I have previously suggested that large organizations (those asking for/receiving \$25,000 +) and smaller organizations be rated and judged separately."
- More credits available
- Maybe a bit more transparency in how applications are scored. If we could see our application after scoring, we may be able to understand better why we fare well one year and not so well the next.
- As a United Way agency, we have to adhere to a fundraising "black-out" period from Labor Day to Thanksgiving. If we could receive word sooner by August 1st or 15th, we would be able to promote that we have NIP credits available then instead of having to wait to approach donors after Thanksgiving.

- "It would be good to help those in the financial world to understand the program better so they could suggest participation to their clients.
- Maybe this could be added into one of their workshops or CEU events."
- More latitude given to organizations who have been participating for many years in the wake of a bad year. Rather than exclusion from the program, perhaps a severe restriction in credits for a year or so.
- The NIP works well as is.
- Better marketing materials to show to potential donors. A logo that we could incorporate with our marketing showing we are part of the program.
- Reduce the type of organizations who would qualify for credits. Universities (& other education-type groups) have a much wider variety of funding for their programs than more basic provider organizations who are totally faith-based and who receive no federal, state, county or local tax money. The original intent (as I stated earlier in this survey) was to help organizations who provide very basic necessities only.
- I would love to have a list of grant criteria that is used when grading or judging the applications.
- Consistent contact persons are always helpful
- I think that more publicity about the program state-wide would make it more accessible to donors.
- Provide follow-up to know that those who received NIP credits actually used them. If someone is not using them, I'd gladly give them to someone else.
- More credits.
- The new online submission system is a little cumbersome and has had some initial glitches. I appreciate the efforts to use less paper, though. It would be helpful to be able to pay the donation processing fee online, rather than cutting a check and mailing them.
- The annual training could be offered online (similar to the training required by the Ethics Commissions).
- "There has been so much improvement made over the past two years. The only thing that could improve the NIP would be to encourage the Legislature's interested in increasing or at least maintaining the availability of tax credit."
- Increase statewide awareness of the program.
- None that I can think of at this time.
- Chris Garner is very responsive to needs, the rest of the staff could learn from him.
- I think helping the participating organizations find ways to report accurate demographic information that do not solely rely on census.gov but are also not too invasive to the partners/clients would be a huge help.
- SALS continues to believe that the program should be expanded since it is an excellent way to support local efforts to Make A Difference in helping people who face difficult conditions and challenges
- I would appreciate not having all of the email addresses sent in the "to" line so I have to sort through all the email addresses to get to the content when I'm on my mobile device. Also- when I receive the email three times because all the people as alternate contacts are at the same email address - that seems unnecessary.

- Increase the Federal Poverty Level above 125% to 138%. This is the upper limit of Medicaid.
- Hopefully the new reporting methods will satisfy any improvements that may have been needed.
- We realize that NIP allocations will fluctuate from year to year, but would like to see greater consistency if at all possible. If the Eastern West Virginia Community Foundation could count on receiving \$45,000 to \$55,000 annually in NIP tax credits, we'd be most satisfied.
- Seems like you are doing a great job staying on top of improvements!
- Larger awards even unlimited allotments would benefit all however the approval process needs to be maintained.
- Maybe a new marketing piece for potential donors...

15. Please provide any additional comments or feedback for the NIP.

- The NIP staff is very dedicated and does its best to balance a difficult task to balance with as much competition as there is for the credit.
- "The NIP tax credits have enabled the Foundation to help many local organizations over the years, and that translates to helping West Virginians in need of assistance. It would be a shame to lose it, or have the amount of tax credits reduced."
- "The Greenbrier County Youth Camp did not receive NIP credits this year, not because we were not worthy, but because I misread the new application. Chris was very helpful in explaining these errors to me and he volunteered to review my application next year to be sure I had answered them correctly. Since joining WVDO, Chris has been very helpful. Anytime I have emailed him with a NIP question I have received a quick response with information requested."
- It's a great program that helps many needy families in our state. It would be unfortunate on so many levels if it were to end.
- I can't speak highly enough of Chris Garner and his staff in regard to their recent improvements to the administration of this program. I greatly appreciate all that they have done to make it simple and straightforward.
- This is such a great program to assist the Nonprofits by giving them a way to engage more donors whether individuals or businesses. It is a win - win for all.
- It is a great program that has a huge impact on the less fortunate in West Virginia and the organizations that serve them.
- "I like the direction they are taking the program...streamlining all of the paperwork. If the program were not to renew the people of this great State would suffer and millions of dollars are leveraged with the NIP. If there were a standard or form letter created for us all to circulate to our legislators, a good many of us would."
- We appreciate the opportunity to be involved in the program which is so beneficial to us as a charitable organization and to our donors.
- NIP helped me build the scholarship base at Bluefield State College, and I intend to do the same at New River CTC.
- I cannot stress enough the impact and importance of the NIP tax credits for our program's fundraising bottom line. NIP is critical for charitable programs in WV!
- NIP credits are incredibly important. We appreciate the support we receive from the state and the responsiveness of the program administrator.

- With a decrease in opportunities for grant funding of projects, NIP tax credit helps to maintain donor level interest and support in keeping important projects in place for non-profit agencies.
- Please let the legislatures know the NIP credits do greatly help non-profits provide needed services. Our agency also greatly appreciates the staff and their expertise.
- We were very disappointed this year in being cut 80%, based on 2 questions on the application. Organizations that have used the NIP credits 100% every year and always turned in the paperwork in a timely manner should be given consideration for being good stewards.
- I appreciate the overall impact of NIP not only for FestivALL but for our community. I hope to see it continue as it assists in meeting the needs of community and also leveraging the contributions of our donors.
- We are thankful for the program and pleased to part of the process to make it effective
- thank you
- Considering the large number of nonprofit organizations that apply for NIP tax credits and the large number that actually receive them, the program appears to have run smoothly the past few years. The West Virginia Development Office has done an excellent job of informing the nonprofit community about NIP tax credits and more organizations than ever offer programs that are supported by the credits.
- I am very grateful and pleased as to the amount of NIP we receive. Also the staff are quick on responding to our need for assistance. We have only three staff and feel that we manage the NIP program with integrity and dedication!
- NIP is a necessary program to the non profit arena.
- N/A

