ANNUAL REPORT 2020



repairing homes and restoring hope



Smiles are the evidence of transformed lives.

"We are God's Workmanship, created in Christ Jesus to do good works, which God prepared in advance for us to do."

EPHESIANS 2:10

Special thanks:

Julie Heald, designer; Brilliant Graphics, printer; and Kurt Brenner, Fred Hershey, Steve Yost, and Ming Zhu photographers

Learn more about Good Works



Good Works Annual Report

Purpose

Founded in 1988, Good Works Inc. is a faith-based nonprofit organization headquartered in Coatesville, PA. From our warehouse sites in Coatesville, Exton, Phoenixville and St. Peters Village, we now serve 49 municipalities in Chester County. We transform substandard houses into warmer, safer, drier homes, and despair into hope. Our services are offered to homeowners at no cost and volunteers do most of the repairs. Our goal is to see the inhabitants of these homes rise above their level of poverty and experience a richness through being cared for and knowing that their circumstances matter to their community and to God. We believe that everyone benefits when people from different races, cultures and backgrounds join together with a common purpose – repairing homes and restoring hope.

Charge

We are God's workmanship, created in Christ Jesus to do good works, which God prepared in advance for us to do. Ephesians 2:10

Mission

Transforming lives by repairing homes for low-income families and sharing the hope found in Jesus Christ.

Vision

Repairing homes and restoring hope in communities nationwide.

Belief

God's plan for us is revealed in the Bible where it is written that all who trust in Jesus Christ, the Son of God, as their Lord & Savior will one day spend eternity with Him in Heaven. In response to God's unrequited love, mercy and grace towards us, we are compelled to serve others and share His love with them.

GOOD WORKS BOARD OF DIRECTORS

David Bowman Secretary POTTSTOWN Ernie Cecilia Treasurer WEST CHESTER Sheryl Gundersen KING OF PRUSSIA Lynn Hunter DOWNINGTOWN Deborah Kearney DOWNINGTOWN Doug MacQueen* WEST CHESTER Nora McEvoy GLENMOORE Matthew Redding (Esq.) EXTON Doug Thompson GLENMOORE Betty Traver *President* DOWNINGTOWN Anthony Williams COATESVILLE Robert Beggs (ex officio) MARSHALTON Dr. Norm Alexander (Emeritus) COATESVILLE

*Directors who retired in 2020 NOTE: Officers listed as of 3/31/21

GOOD WORKS STAFF

Rob Beaujean Repair Technician Robert Beggs Executive Director Bob Bryan Sr. Repair Technician Peter Cooper Materials Manager Deb Damon Outreach Director Katelyn Hoke Business Coordinator Denise Jordan Staff Accountant Joe Lisowski Repair Supervisor Larry Lukacs Development Director Kim Paul Applications Coordinator Sara Pride Administrative Assistant Jo-Ella Santori Volunteer Coordinator

From the Executive Director



The God of the Mountain Top is the God of the Valley

2020 will not soon be forgotten, although many would prefer otherwise. It was a year of highs and lows...of mountains and valleys. The COVID-19 pandemic wreaked havoc on all aspects of life and certainly challenged Good Works on many levels. But the inconveniences the pandemic created for Good Works paled in comparison to what our homeowners were forced to deal with. Illness,

job loss, school closures and isolation in substandard homes that posed greater health risks than the virus itself. The need was great, so our response had to be greater.

In 1 Kings 20 we read that the Arameans were planning to attack Israel. They had attacked once already in Samaria which is in the hill country, and now mistakenly believed that the God of Israel was only the god of the hills and not of the valleys or anywhere else. But a prophet told the Israelite King that God would ensure victory so that everyone would know that He is the Lord. And He did just that, bringing a decisive victory and proving that The Lord God Almighty rules and reigns supreme over every place on earth – every hill, every valley.

The pandemic was a deep valley, but Good Works relied on God and continued repairing homes and restoring hope under a government-approved waiver and a set of COVID-19 prevention guidelines targeted at protecting the health of our homeowners, staff and volunteers. And the results were nothing short of a victory. By year-end, with less than half of our regular volunteers, Good Works assisted 157 families, completed 33 homes and recorded over 5,000 faith touches. And in the midst of the valley, God granted Good Works a mountain top experience – the completion of our 1000th home! On a glorious July day, and in spite of masks and social distancing, Good Works celebrated with John & Jamie Schaffer a victory so big that only the God of the Mountains and the Valleys could have architected it...1000 homes completed for Jesus!

Bob Beggs RR Executive Director



Repairing the Hole in Our Gospel

Good Works was blessed to have Richard Stearns, acclaimed author and humanitarian speak at our virtual fundraising e-vent on November 7, 2020. The program entitled *Repairing the Hole in Our Gospel* explored the impact of poverty around the world and how Good Works is responding to the challenge. Commenting on our mission Richard said, "When we commit ourselves to following Christ, we also

commit to living our lives in such a way that a watching world will catch a glimpse of God's character – His love, His justice, and His mercy – through our words, our actions, and our behavior. He called us to go out, to proclaim the good news – to be the good news – and to change the world."

In the midst of the valley, God granted Good Works a mountain top experience.



A completed home is a mountain top experience for everyone involved.

Then a man of God came and spoke to the king of Israel, and said, "Thus says the Lord: 'Because the Syrians have said, "The Lord is God of the hills, but He is not God of the valleys," therefore I will deliver all this great multitude into your hand, and you shall know that I am the Lord.' "

1 KINGS 20:28





John & Jaime Shaffer

"I love what I've learned about the Good Works ministry. You are living out the gospel – the whole gospel right in the place where you live."

RICHARD STEARNS

"The Lord has done great things for us; and we are glad."

PSALM 126:3

2020 Households Served Metrics

Veterans: 6% Families with Children: 29% Living in Mobile Homes: 37% Disabled: 43% Seniors: 57%

> See John & Jamie's story at



Homeowners

Back in 1989, a small group of volunteers began work on Miss Molly Ellerbe's home in Coatesville. It was Good Works' first home. They worked tirelessly, once a month for a year and when all the projects were done, they decided that is was fitting to celebrate the work, the family, the volunteers and God. It was Good Works first Dedication Ceremony and we have held 999 of those ceremonies since then.

John and Jamie Schaffer have lived in their Phoenixville home since they married. But the 2008 recession hit them hard. Both lost their job, and equivalent full time employment at their age was difficult to find. They made ends meet, but soon the cost of home repairs was putting a significant strain on their budget. Good Works was working on another home in their neighborhood and Jamie thought she would just inquire to see if we would help them. A leak from their upstairs bathtub had softened the bathroom floor and was damaging the kitchen ceiling, but hiring a plumber was unaffordable. Little did the couple know that they had a bigger issue. Their home was literally killing them. The headaches that Jamie had been struggling with weren't from stress, but from a hidden killer in their basement. Good Works repair technicians discovered that the Schaffer's chimney was fully blocked, forcing lethal exhaust fumes from their furnace into their home. "We're so lucky we're alive!" John exclaimed. Not only did Good Works repair the chimney, but everything else that needed to be done in the home, including that leaky bathtub plumbing.

The transformation of John and Jamie's home was only matched by the transformation in their lives. When asked what was the best part of their involvement in Good Works, Jamie simply replied, "Learning the love of Christ." She recognized that the volunteers who worked on her home weren't just there to fix the plumbing and the water damaged floor and ceiling. They were sharing Christ's love through their work and the conversations that enriched each workday. "Time with God and fellowship was a high priority" Jamie said, "We are so grateful for everything Good Works did for us."

It came as a big surprise to John and Jamie that their home was the 1000th home completed by Good Works. The dedication ceremony was held on July 25, 2020 and attended by State Senator Andy Dinniman, all three Chester County Commissioners, the Mayor of Phoenixville

along with other VIPs and members of the Good Works staff and volunteers who worked on the Schaffer's home. Bob Beggs, concluded the ceremony with this summary, "The God who created the universe could eliminate poverty with a blink of His eye. Nothing is too big for our God. Instead, He gives us that task. He gives us the opportunity to connect with our neighbors, to break down social and economic barriers, to walk alongside and have compassion for people who are struggling, and to learn to love each other as He loves us.



Bob Beggs, Good Works Executive Director presents John & Jamie Schaffer a painting by Bryn Gillette entitled "The Essence of Good Works." Shown (L-R) Commissioner Marian Moskowitz, Phoenixville Mayor, Peter Urscheler, PA State Senator Andy Dinniman, John Schaffer, Jamie Schaffer, Bob Beggs, Commissioner Michelle Kichline, and Commissioner Josh Maxwell.

God created Good Works as a place where we can apply the time, talents and treasure that He gives each of us to make this world a better place and bring Glory to Him. And we are all better for it. 1000 homes completed for Jesus – God did that!"

Repairing Homes

Before & After...









"I hated being cold, but thanks to Good Works, now I'm not!" SANDI (COATESVILLE HOMEOWNER)

"I don't have to cry anymore."

ALICIA (COATESVILLE HOMEOWNER)

"My home was falling apart. Good Works fixed everything for us and made our home safe again." PAUL & DELORES (HONEY BROOK HOMEOWNERS)

"I am no longer stressing over the repair that I couldn't pay for or if I would lose my house. And now, my boys have a safe room to sleep in."

MICHELE (SPRING CITY HOMEOWNER)

"We don't fall through the floor anymore."

JANET (PARKESBURG HOMEOWNER)



Undaunted by the pandemic, a Good Works volunteer completes essential repairs.

"Poverty in America is just as real as poverty in Africa and it is just as damaging to the human spirit."

RICHARD STEARNS

"For every house is built by someone, but God is the builder of everything." HEBREWS 3:4

2020 Repairing Homes Metrics Applications Approved: 36

Weekday Repair Visits: 620 Families Assisted: 157 Homes Completed: 33





Homeowner Michael experiences the hope that comes from knowing that God and his community cares for him.

"When God looks on this ministry of Good Works, I believe He is saying 'well done good and faithful servants.'"

RICHARD STEARNS

"For I am not ashamed of the gospel, for it is the power of God for salvation to everyone who believes."

2020 Restoring Hope Metrics

Bibles: 29 Church & Community Agency Referrals: 79 Tracts & Right Now Media: 670 Biblical Encouragement: 1,335 Prayer: 2,420 Discipleship: 429 Shared the Gospel: 82 Decisions for Christ: 11



Restoring Hope

"God came through for me. After everything I've been through with my accident, God has shown me that through Good Works, He is there for me."

LOUISE (WEST CHESTER HOMEOWNER)

"I felt blessed and overjoyed by God's bounty that I should be worthy of Good Works assistance during these times."

MARGARET (HONEY BROOK HOMEOWNER)

"Good Works brought Christ into my life and helped me to believe there are good people out there." MICHAEL (COATESVILLE HOMEOWNER)

"Since I could not go to church due to COVID, it was nice to have Bible classes brought here to my home."

SANDI (HONEY BROOK HOMEOWNER)

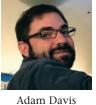


Volunteers

Years of Service

5 Years





Susan Chindemi



Cathy Johnson



Dave Johnson

10 Years



Betty Traver



Jim Price

Rich Vogel

Chris Mohler



Bob Lisowski



Kevin Ressler

25 Years





Norm Alexander

John Teter

30 Years



Bob Beggs

50 Workday Pins awarded during 2020

Dave Ainslie Gary Althouse Mike Bodary Bob Bryan Ed Byrd **Robert Coates** Scott Cornell **Rich Coster** Ken Dormond Brian Gilbert Dana Gryger

Gerry Hoekzema Chris Homer Jeff Kearney Bob Lisowski Mark Lisowski Lou Malfara Manny Menendez Marsha Menendez Chris Mohler Scott Norton Camille Opferman

Paul Orcutt Jim Price Greg Sayler Keith Scammahorn Gary Specht Chaucer Tang Don Titus Joe Vilardo Dan Wheeler



The coveted 50 workday pin.

"Good Works volunteers are changing the world one home and one family at a time."

RICHARD STEARNS

"Whoever brings blessing will be enriched, and one who waters will himself be watered."

PROVERBS 11:25

2020 **Volunteers** Metrics Volunteers: 884 Volunteer Hours: 21,237 COVID-19 Impact: -50%





Boys and their power tools.

2020 Partner Churches

Bethlehem United Methodist Church, THORNTON Calvary Fellowship Church, DOWNINGTOWN Calvary Chapel of Chester Springs, EXTON Central Presbyterian Church, DOWNINGTOWN Christ Community Church, WEST CHESTER Downingtown United Methodist Church, DOWNINGTOWN Exton United Methodist Church, **EXTON** Fairview Presbyterian Church, GLENMOORE First Presbyterian Church, WEST CHESTER Forks of the Brandywine, GLENMOORE Great Valley Presbyterian Church, MALVERN Grove United Methodist Church, WEST CHESTER Hopewell United Methodist Church, DOWNINGTOWN Hopewell Church, ELVERSON St. Elizabeth Catholic Church, **UWCHLAN** St. Peter's Parish, WEST BRANDYWINE St. Simon and Jude, WEST CHESTER St. Joseph Roman Catholic Church, DOWNINGTOWN West Chester United Methodist Church, WEST CHESTER Westminster Presbyterian Church, WEST CHESTER



Partners

The journey through a valley or the exhilaration of the mountain top experience are best shared with others. Good Works was blessed in 2020 with some great partners who did not let the pandemic crush their spirit or dampen their enthusiasm to fulfill our essential mission. We understand the constraints that many of our church and corporate partners experienced in 2020 and although some engagements may have waned in 2020, we recognize those decisions were made out of an abundance of caution. Circumstances being what they were, Good Works did experience some new and encouraging Partnership engagements in 2020 and a few of them are highlighted here.

Experience Christian Church

Experience Christian Church of Exton has a motto: "God is better experienced than explained." Senior Pastor Matt Silver brought a small group from his congregation to participate in a Good Works workday for the first time in May of 2020. It was just after the COVID lock down began and workday volunteerism was at its lowest point. Experience



Visit us at: www.experiencecc.org

Church was undaunted and its members have returned every month since. This church's vision is to serve in a manner that helps others experience the love of Jesus and it is in the midst of a storm, like COVID, where His love shines brightest.

Calvary Fellowship of Downingtown

Calvary Fellowship of Downingtown has been a Good Works Partner Church for over a decade. The church is committed to leading people to the Cross, guiding people through the Cross and inspiring people to take up their cross. This year, the youth of Calvary Fellowship stepped up in an unprecedented way. Kate Davison invited some friends in her youth group to give Good Works a try and her team has grown and



Visit us at: www.cfdowningtown.com

returned on a monthly basis throughout the pandemic to complete and dedicate their first home. While others were isolating, Calvary Fellowship youth donned their masks and put their faith into action becoming a blessing to their homeowner and each other.

West Chester Community Evangelical Church

West Chester Community Evangelical Church is amazing. Its primarily Chinese congregation has the mission to bring total reconciliation of Christ to all nations. But this church cares as much about reaching their local community as they do across the globe. WCCEC members attended several workdays during the COVID crisis but it was their celebration of Chinese New Year that was a culinary treat to Good Works homeowners and volunteers. Church members baked hundreds of homemade Chinese delicacies and carefully decorated them with hand-made scripture-based cards and wrappings. Then they delivered the treats to homes where Good Works teams were working. It was a cookie blessing!



Partners

Ricoh USA

Ricoh USA is an information management and digital services company that creates a competitive advantage for over 1.4 million businesses across the globe, including 84% of Fortune 500. Ricoh brings people, processes and technology together to solve challenges for companies large and small. When Kiyoshi Ichimura founded the Ricoh Group more than 80 years ago, he had a vision for how the company should treat its customers, planet and each other: Love your neighbor, Love your country, Love your work. This "Spirit of Three Loves" is the Ricoh Way and it defines a culture that extends beyond the workplace and into the companies that participated in corporate workdays during the COVID-19 crisis. Not once, not twice, but four times! That's the Ricoh Way! See: www.ricoh-usa.com

MacHose Contracting

Leaky roofs are a recurring problem for many mobile home owners who call Good Works. Roof repair on older mobile homes is different from that of a traditional home and MacHose Contracting of Allentown, PA is one of a few firms qualified and experienced installing maintenance-free roof over systems. Good Works began subcontracting with MacHose many years ago and the relationship has flourished ever since. Along with a significant non-profit discount, owner Rick MacHose has added a generous donation on each Good Works project throughout the COVID-19 pandemic. Quality workmanship, excellent customer service and a great product has made this a time-honored business partnership. See: www.machosecontracting.com



Quality craftsmanship is a Biblical mandate at Good Works.

2020 Corporate Workdays

Ascension Press, WEST CHESTER Cerner Corp, MALVERN Chatham Financial, KENNETT SQUARE Dupey Synthes, WEST CHESTER JL Architects, WEST CHESTER NextGen Security, EXTON Ricoh USA, EXTON University of Pikeville, PIKEVILLE, KY White Horse Construction, PARKESBURG



"Two are better than one, because they have a good reward for their toil." ECCLESIASTES 4:9





FHLB-AHP grant check presentation by First Resource Bank

"The Lord expects us to be good stewards of the wealth He has entrusted to us. He has given us what we need to change the world, but the ball is in our court to do it." RICHARD STEARNS

"But my God shall supply all your need according to His riches in glory by Christ Jesus."

PHILIPPIANS 4:19

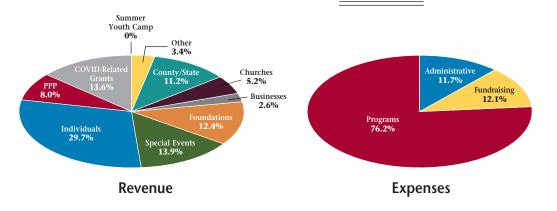
Financial Review (unaudited)

2020-2021 Revenue & Expenses

Revenues		
Summer Youth Camp		\$ 2,800
Other		\$ 47,678
County/State		\$ 155,000
Churches		\$ 72,328
Businesses		\$ 36,130
Foundations		\$ 172,000
Special Events		\$ 193,535
Individuals		\$ 414,023
РРР		\$ 111,400
COVID-Related Grants		\$ 189,000
	Revenue Total	\$ 1,393,894
Expenses		
Program		\$ 886,278
Administrative		\$ 136,082
Fundraising		\$ 140,735
	Expenses Total	\$ 1,163,095
Net Income before depreciation		\$ 230,799

Statement of Financial Position as of March 31, 2021

Current Assets		\$	487,226
Property and Equipment			
Cost	\$ 901,155		
Accumulated Depreciation	\$ 420,323		
Net	 	\$	480,832
Endowment		\$	363,628
Total Assets		\$	1,331,686
		ų.	
Total Liabilities		\$	11,711
Total Net Assets		\$	1,319,975



STATEMENT

Good Works, Inc is a tax-exempt 501(c)(3) nonprofit corporation supported by those who believe in its mission EIN: 23-2513834. Official registration and financial information may be obtained from the Pennsylvania Department of State by calling toll free 1-800-732-0999. Registration does not imply endorsement.

Learn more



Financial Partners

List of Donors January 2020 - December 2020

Businesses

AES Electrical Amsted Industries ArcelorMittal Arcus Design Group, Inc. Arthur Hall Insurance Astra7eneca AutoZone Bentley Systems, Inc. The Boeing Company Brandywine Realty Trust Brandywine Valley Heating and Air Conditioning Brite Realty Services Brumbaugh Wealth Management Bryn Mawr Trust Chevron Citadel **CNH Industrial America LLC Crane Payment Innovations** CSC CTDI **DLP** Positive Returns Foundation **Eagle Power Wash Services Exelon** F.H. Swisher Plumbing and Heating First Resource Bank First Trust Bank Fulginiti Contracting Globus Medical Goebel Cabinetry GP Martini GV Anthony Company, Inc HB Trading LLC Hankin Group The Hartford Home Depot HSC Builders & Construction Managers Jacobs Johnson & Johnson Krapf Bus Company KSM Technology Partners, LLC Liberty Mutual Lockheed Martin MacHose Contracting Marsh and McLennan Companies, Inc. Mattioni Plumbing and Heating Noonday Collection Omni Cable Pfizer Inc Phoenixville Federal Bank & Trust Pook & Pook, Inc. Quickway Logistics QVC, Inc Rendell Associates, LLC Service Wholesale, Inc. (SWI) Sikorsky Aircraft Simple Smart Solutions Springer Brothers, Inc. Stillman Volvo Stored Energy Concepts

Swayne Real Estate Group Teleflex TD Bank The Tree Connection Thrivent Financial UHG UPS Vanguard Wawa West Monroe Partners White Horse Construction, Inc. Whitford Country Club Witmer Public Safety Group

Churches and Related Organizations

Bethel United Methodist Church Bethlehem United Methodist Church Brandywine Grace Church Calvary Fellowship Church Calvary Lutheran Church Central Presbyterian Church Christ Community Church Christ Memorial Lutheran Church Coatesville Bible Fellowship **Cornerstone Fellowship** Covenant Presbyterian Church Downingtown Friends Meeting Downingtown United Methodist Church Exton United Methodist Church Fairview Presbyterian Church First Presbyterian Church, Phoenixville First Presbyterian Church, West Chester Forks of the Brandywine Presbyterian Church Grace Covenant Evangelical Presbyterian Church Great Valley Presbyterian Church Grove United Methodist Church Holy Ghost Ukranian Orthodox Church Hopewell Church Hopewell United Methodist Church Mt. Carmel United Methodist Church Mt. Zion Baptist Church The Nevil Memorial Church of St. George Old South Union Church Paoli Presbyterian Church St. Agnes Catholic Church St. John's Episcopal Church St. Joseph Parish Thorndale United Methodist Church Towerville Christian Church Upper Octorara Presbyterian Church Valley Forge Methodist Church Vineyard Community Church Wayne Presbyterian Church Wayne United Methodist Church West Chester United Methodist Church Westminister Presbyterian Church

Windsor Baptist Church Women's Association of Upper Octorara Church

Foundations

Amsted Industries Foundation Barnstone Foundation Bike and Build Inc. Brandywine Health Foundation Chester County Community Foundation Clarence J. Venne Foundation Connelly Foundation Crane Fund for Widows and Children Coatesville Evangelical Christian Foundation Dale L Reese Foundation **DLP Positve Returns Foundation** Gove Foundation Bill and Nancee Hecht Family Fund J.M. and Lois B. Herr Family Foundation Home Depot Foundation Hoxie Harrison Smith Foundation Huston Foundation Lockheed Martin Pfizer Foundation Phoenixville Community Health Foundation Pilgrim Foundation QVC, Inc Renaissance Charitable Foundation Rigg Family Foundation, a fund of the Chester County Community Foundation Robert E. Lamb Foundation, Inc. Sikorsky Aircraft Stewart Huston Charitable Trust TD Charitable Foundation **UPS** Foundation W.W. Smith Charitable Trust Wawa Foundation, Inc. Whitford Charitable Fund **Government Agencies** Chester County Department

of Community Development State of PA Department of Community and Economic Development

Other

United Way of Chester County United Way of Delaware United Way of Greater Philadelphia and Southern NJ United Way of Greater Portland

Social & Professional Organizations

C12 Group - Philadelphia Draggin Wagons Car Club Good Neighbors, Inc Knights of Columbus #7208 Knights of Columbus #10351 Knights of Columbus #13141



Girls and their power tools.

"God relies on ordinary people like you and me to be His hands and feet in the world."

RICHARD STEARNS

"Give, and it will be given to you. A good measure, pressed down, shaken together and running over, will be poured into your lap. For with the measure you use, it will be measured to you."

LUKE 6:38

Learn more about partnering with Good Works





Good Works Inc. P.O. Box 1441 Coatesville, PA 19320

610 383 6311 www.goodworksinc.org



HOW YOU CAN HELP



INDIVIDUALS

Volunteer Opportunities

Discover how you can volunteer your skills and talents to help those in need.

Learn More and Spread the News

Join our mailing list and receive updates about Good Works.



CHURCHES

Pray With Us Subscribe to our bi-monthly prayer letter.

Become a Partner Church

Ask your church to consider joining our Partner Church Outreach and commit to helping one family for a year.



BUSINESSES

Volunteer Opportunities

Enjoy a unique team-building experience and give back to the community through a corporate workday.

Operation Home Repair

Multiply your organization's impact by sponsoring the home you are repairing.



DONATIONS

Your financial gift will help us *repair homes and restore hope* for a family in need. Good Works is a tax exempt 501(c)(3) nonprofit corporation. All contributions to Good Works are tax deductible to the fullest extent allowed by law.

Get involved today! Visit our website at www.goodworksinc.org, or call us at 610-383-6311.