

Name of Organization: Bay Area Furniture Bank (BAFB)

Name of Person Submitting Application: Ray Piontek, Founder and Executive Director

Individual's Email Address: [REDACTED]

Individual's Phone Number: [REDACTED]

Grant amount requesting from city: \$30,000

1. When was your organization formed?

The Bay Area Furniture Bank was formed in 2015 and started to operate out of the Founder's garage. BAFB became a 501(c)3 in 2016 and began providing furniture in August of 2016 to families in need.

2. What is your mission?

The Bay Area Furniture Bank's mission is to promote dignity and stability in our community by redirecting donated furniture to families in need. We envision a community where no one has to live, sleep or eat on the floor.

Referred to us by a network of over 90 social service partnering agencies, over 80% of our clients are transitioning out of homelessness or have been displaced. These include veterans, families, women and children escaping abusive situations, young adults aging out of foster care, refugees, seniors, and others. Once clients are able to secure housing, Bay Area Furniture Bank turns their empty dwelling into a home by providing furnishings and therefore help support their new beginning.

3. Approximately how many Sunnyvale customers are served annually?

To date, Bay Area Furniture Bank has served 92 Sunnyvale homeless clients in 2020 YTD and conservatively estimate serving over a total 150 Sunnyvale clients by the end of the year.

4. Describe your group's activities and the resources that support those activities.

Operating out of a 40,000 sq. ft warehouse in Sunnyvale, BAFB offers an unmatched solution for an often-overlooked need – furniture poverty existing behind closed doors. BAFB provides a wide variety of new or gently used, clean furniture. Social Service agencies case workers select from a list of basic items (Night stand, dresser, loveseat, end tables, coffee table, kitchen table and chairs, lamps and a bookshelf). They can also complement the basic list with additional items such as cribs, beds, desks, microwave, mini fridge. Once the order is received, within less than 5 working clients receive their delivery and our crew will transform their environment while respecting the dignity of every client as they settle into their new home.

5. What is your annual budget?

\$715,000

6. How do you raise funds?

69% of BABFs' revenue is generated through social enterprise services and fees and 31%, through contributions in the form of grants and individual donations.

BAFB offers furniture removal and pick-up for a fee. A nominal service fee is paid by referring agencies to partially cover the cost of furniture and delivery logistics. BAFB does not charge or accept payment from the clients we serve.

7. How many employees does your organization have?

Bay Area Furniture Bank has (7) Employees

Two drivers, two to 4 warehouse & delivery staff (based upon varying number of deliveries or pick-ups, and one director of operations are salaried staff.

Our Executive Director is not compensated.

8. What steps has your organization taken to address budget impacts due to COVID-19?

In the months of the COVID-19 pandemic:

- BAFB reached out to mattress manufacturers and successfully purchased 500 Tempur Sealy beds with frames at a reduced price.
- We spent nearly \$120,000 to purchase furniture to address the impact of the pandemic had on our negative ability to receive any large volume furniture donations.
- We successfully requested a furniture donation from Ikea to fill our inventory gaps and received a contribution of 35 pieces.
- Sadly, we lost lose two employees, who for personal reasons decided to stay home to take care of family members. We re-hired one staff, however the other has no plans as of yet to return to work.

During the crisis, over the last four months, BAFB has provided furniture to:

320	Adults
240	Children
280	Families
139	Veterans
263	Homeless

Representing a total of 2,785 pieces of furniture including 297 Beds.

In addition to the above, Bay Area Furniture Bank has provided: mattresses and frames, desks with chairs, and mini fridges for the entire 120-room San Jose Veterans Housing Facility.

9. Describe the impacts of the COVID 19 pandemic on your organization, specifically, what are the financial impacts?

Bay Area Furniture Bank (BAFB) was designated an essential service at the start of the COVID-19 pandemic by the County of Santa Clara and tasked with providing furniture to vulnerable clients being moved from crowded shelters to individual living spaces.

At the same time, COVID-19 was directly impacting our ability to acquire large volumes of furniture usually donated by hotels and universities because all upgrades or renovations were abruptly stopped. For example, last year Stanford University donated to BAFB 800 dressers, bookshelves, chairs and sofas from dorm rooms being renovated; however, this year, because of Covid 19 less than a dozen dressers will become available. A sign of the far-reaching impact the pandemic has had on BAFB.

Individual donations were reduced to zero as people were uncomfortable opening their doors and having their furniture picked up as they sheltered in place.

As such, we are seeking funding to purchase additional furnishings necessary to continue providing to those in need.

10. For what purposes would this grant be used and how would it benefit your organization and customers?

This grant would be used for the sole purpose of purchasing furniture to provide to those who need it the most. Since we do not have the normal level of furniture donations coming in, we need to make sure that we are able to keep our services running smoothly by purchasing furniture. Without doing so, our clients will live in housing without furniture; eating and sleeping on the floor. The Bay Area Furniture Bank services help restore dignity and a sense of pride that is essential to those restarting their lives and establishing roots as community members.

Many of our clients were employed, some working in low-income jobs. COVID-19 has severely impacted their employment and many have lost their jobs in the heavily impacted service industry. Jobs were contract situations or often without formal employment contracts nor benefits. Our clients are not eligible for the federal stimulus or unemployment insurance. Now the marginalized segment of our community cannot even afford a basic necessity like a mattress for a restful night's sleep.

11. Any other information you would like the Council Committee to consider?

Our collaborative service model is to work through a network of over 90 social service agencies with staff serving the low income in need of housing. They submit a referrals for newly housed clients, which activates a series of steps: warehouse staff pulls from inventory the requested furniture, a call is made to the client to schedule the delivery, on the eve of the delivery we confirm with the clients their delivery and give them

an estimated time of arrival; the driver calls the client upon arrival and we set up their furniture.

BAFB is committed to supporting a social return on investment by uplifting the lives of the clients we serve. To date, BAFB has proudly provided furniture for over 2,300 adults and 1,700 children. Having diverted more than 300 tons of usable furniture from landfill, BAFB also strongly believes in promoting a Green economy that benefits the entire community and the environment.

We are grateful for the opportunity to submit our application for the Sunnyvale CARE grant.

Attached are a few of our clients' success stories.