

REBUILD UPSTATE



# Anderson Advisory Council

Q1 2021

# MEETING OUTLINE

## KEY DISCUSSION POINTS

Welcome + Connection  
Homeowner Story: Ms. Cynthia  
Upstate Update  
Special Topics - 2020 Annual Report  
Special Topics - Strategic Plan  
Upcoming Needs + Action Items



# WELCOME, GUESTS

- **Greg Steele**, Greg Steele Law
- **Wendy Woods**, Loving Hands Home Care Services
- **Charity & Daryl Campbell**, Anderson Paint & Decorating
- **Douglas Mosteller IV**, Southern Shingles
- **Sonya Royston**, Movement Mortgage



**CONNECTION TIME**

**ICE BREAKERS: CHAT EDITION**

**YES! YOU'RE A SUPERHERO!  
NOW WHAT'S YOUR DREAM  
SUPERPOWER? WHY?**



**WHAT WAS THE LAST SONG  
YOU LISTENED TO?**



**IF YOU HAD AN EXTRA HOUR  
OF FREE TIME EACH DAY, HOW  
WOULD YOU USE IT?**



**DO YOU PREFER WORK FROM  
HOME OR WORK FROM THE  
OFFICE?**





**IF YOU WERE A POTATO,  
HOW WOULD YOU LIKE  
TO BE COOKED?**



**WHAT'S THE FIRST THING  
YOU'LL DO WHEN THE  
PANDEMIC IS OVER?**



# HOMEOWNER STORY CYNTHIA CHANCE





# UPSTATE UPDATE

## STAFF GROWTH

- Chief Operations Officer
- RSVP Program Coordinator in Anderson
- Additional Home Repair Program Coordinator based in Anderson

## EVENTS

- Homeowner Experience: Deep Dive
- Because of You BBQ
- Rebuild Anderson

## ADVISORY COUNCIL SURVEY RESULTS

# C.O.O

## VISIONARY

### DAVE SCHEIBENHOFFER

- Day-to-day operations
- Integrating vision into organization
- Relationship with major stakeholders
- Develop leaders within the org
- Finance/Admin/HR leadership

# R.S.V.P.

## COMMUNITY ENGAGEMENT

- Lead Rebuild Upstate's AmeriCorps Seniors RSVP program in Anderson County
- Anderson County community outreach
- Recruit & deploy senior volunteers
- Manage all grant-related record keeping and reporting



# **ACTION ITEM #1**

Share the News about the RSVP position

REBUILD UPSTATE

*Homeowner Experience*  
**DEEP DIVE**

MARCH 11, 2021

# UPSTATE UPDATE

## HOMEOWNER EXPERIENCE: DEEP DIVE

March 11, 2021

11:00 am - 12:30 pm

Virtual, Zoom

### MORE DETAILS

- Zoom link provided when you register
- Individual tickets
- **Please recruit 2 people each to attend**



## **ACTION ITEM #2**

RSVP & Invite Personal/Professional Contacts to the Deep Dive



# UPSTATE UPDATE

## BECAUSE OF YOU BBQ

**April 2021 Volunteer Appreciation Week**

**5:30 pm - 7:00 pm**

**Drive-In/Tailgate**

### **MORE DETAILS**

- Date & Location coming soon

REBUILD UPSTATE

**BECAUSE OF  
YOU BBQ**

APRIL 2021

REBUILD UPSTATE

# REBUILD ANDERSON

MAY 18, 2021

# REBUILD ANDERSON

**MAY 18, 2021**

## **DISCUSSION: IDENTIFY.....**

- **Time (morning)**
- **Masked/Social Distancing Locations?**
- **Tables/Teams vs. Individual Tickets**
- **Program Elements**

**THEME: Rebuild Upstate is Local & Focused**



# UPSTATE UPDATE

## ADVISORY COUNCIL SURVEY RESULTS

### OVERALL

- About  $\frac{2}{3}$  Feel Connected and Equipped.
- Meeting Quality and Quantity is Good
- 2020 Challenges: personal, professional, other

### IMPROVEMENTS

- Specific Opportunities per Specific Skills
- Proposed: One Defined Goal for Council
- One Pager for Community Advocacy
- Understanding of Homeowner Process/Repairs
- More “getting to know you” activities
- Concern for understanding of “community perspective”



# COUNCIL REVIEW

- Offer connections and introductions that can help further our mission
- Support Rebuild Upstate with an annual financial contribution
- Attend at least 50% of our advisory council meetings
- Volunteer your talents with the organization as you are able



## **ACTION ITEM #3 (PASSIVE)**

KEEP YOUR EYES PEELED FOR:

- mission one pager
- sponsorship packet
- annual pledge form

**USE THE LINK AS YOUR INFO HUB**

**[REBUILDUPSTATE.ORG/ACANDERSON](https://rebuildupstate.org/acanderson)**



**SPECIAL TOPICS**

**2020 ANNUAL REPORT**



# 2020 ANNUAL REPORT

## CHALLENGES

### COVID-19 Pandemic

- Work disruption Mar-Jun
- Volunteer Challenges
- Funding Uncertainties



**139**

**HOMES**

**417**

**PROJECTS**

**740**

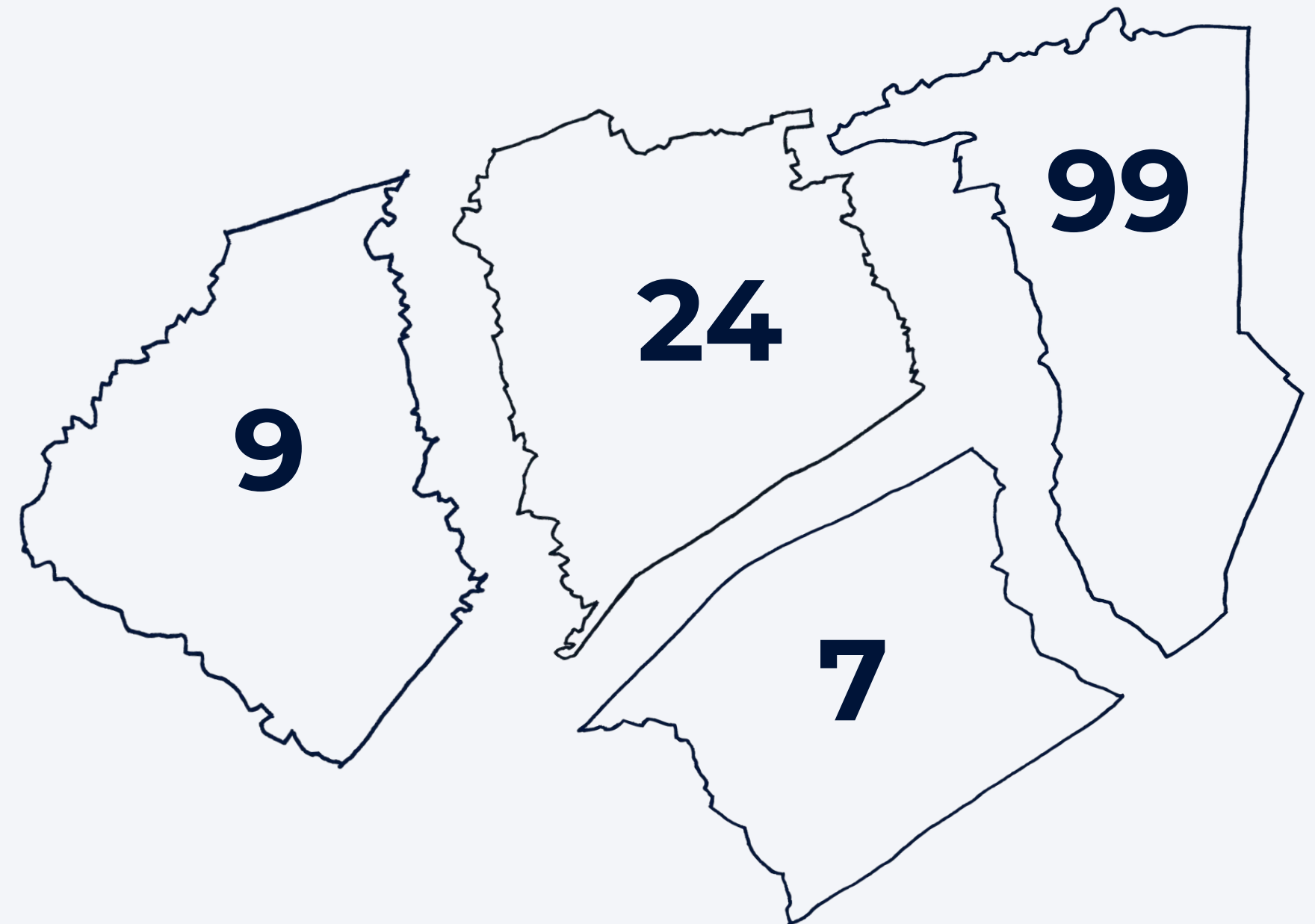
**VOLUNTEERS**

**7,423**

**VOL HOURS**

# 2020 ANNUAL REPORT

## WINS BY THE NUMBERS

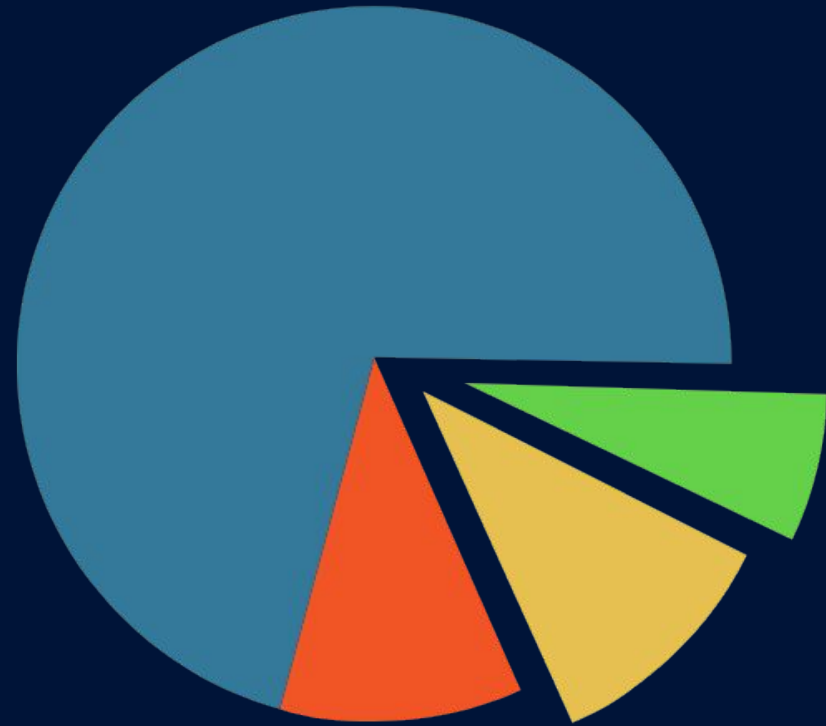




# 2020 ANNUAL REPORT

## WINS, CONTINUED

- Record-setting fundraising
- Stabilized Operations Staff Openings
- 1,100th Home
- \$30,000 Grant for Rural Veterans
- Best Practices Award: Stewardship of Volunteers



## 2020 MAIN TAKEAWAY

2020 saw the organization **more stable** than at any other point in history.

2020 gave us the confidence to **plan long-range** with resources and respect backing us up.



**QUESTIONS**



**SPECIAL TOPICS**

**2021 & FUTURE VISION/PLANS**



# STRATEGIC PLAN

**PRESIDENT/CEO & FOUNDER: CHRIS MANLEY**

- 10 YEAR PLAN
- 3 YEAR PLAN
- 1 YEAR PLAN

# CORE FOCUS

Keeping families  
in their existing,  
owner-occupied  
homes

# 10 YEAR TARGET

Appropriately equipped  
and effectively servicing  
needs throughout our  
entire service area.



# 10 YEAR TARGET:

## PAINTING A PICTURE

- Dedicated Community Engagement and Project Management resources in every county
- Consistent materials funding in every county
- Facilities adequately serving all four counties
- Adequate volunteer resources in every county
- Available contractors in every county
- 500 homes repaired each year (250 in Greenville, 250 in Anderson/Oconee/Pickens)
- Full-fledged case management staff
- \$5m annual budget (18% avg annual growth)
- 40 Full Time Employees



**STRATEGIC PLAN**

**PAINTING A 3 YEAR PICTURE**

# 3 YEAR PICTURE

3 Years Out: 12/31/23

Revenue: \$1,643,032

Homes/yr: 250

# \$1,643,032 + 250 homes/year...

## WHAT DOES IT LOOK LIKE?

Rebuild Upstate will be *the recognized, established nonprofit home repair expert in Upstate South Carolina.*

- Dedicated software + database system to empower growth & efficiencies.
- 13.5-14 FTEs
- 75 homes repaired annually in Anderson County
- New office HQ in Greenville County
- Workspace/office in Anderson County
- > 5 private (non-grant) donors >\$25k/annually
- Secure direct Federal funding
- Federal, State, & Local Advocacy in place



**STRATEGIC PLAN**

**THE 1 YEAR PLAN**

# 1 Year Plan (by 12/31/21)

## WHAT DOES IT LOOK LIKE?

### KPIs

Revenue: \$1,180,000

Homes repaired: 200

### Key Goals

1. Admin Support
2. Anderson County Growth Strategy: Proof of Concept
3. Software + Database Identified
4. Advocacy
5. Developing Leadership Skills Across Team
6. Diversity Awareness + Outreach
7. 15th Anniversary Celebration Kick-off



# 1 Year Plan for Anderson

## **GROWTH PROOF OF CONCEPT**

- Funding for projects (Materials / Contractors)
- Consistent Donor Base across all three categories
- Available volunteers (skilled and groups) and contractors
- Staff focused on Anderson County
- Success = 33 homes repaired in 2021



**QUESTIONS**





**ACTION**

**HOW CAN YOU HELP MOVE  
THE MISSION FORWARD?**



## **ACTION ITEM #4**

**Connect Rebuild Upstate with 2 speaking engagements**

# **ACTION ITEM #5**

CONTINUE TO RECRUIT NEW MEMBERS

Building & Construction

Accountants

Financial Advisors

Attorneys

Medical Leaders

# **ACTION ITEM #6**

**CONNECT REBUILD UPSTATE WITH  
RESIDENTIAL CONTRACTORS**

[nick@rebuildupstate.org](mailto:nick@rebuildupstate.org),  
copy [abby@rebuildupstate.org](mailto:abby@rebuildupstate.org)



# UPCOMING NEEDS

## OFFER OPINION & EXPERTISE

- ONGOING - Anderson County Growth
- Rebuild Anderson

## COMMITTEE INVOLVEMENT/ACTION

- March Rebuild Anderson meeting to be scheduled

## INDIVIDUAL ACTION NEEDED

- Share news about RSVP job opening
- RSVP & Invite Guests to Deep Dive
- Recruit new members to council
- Connect Rebuild Upstate with Residential Contractors
- Connect Rebuild Upstate with two speaking opportunities