



## **BETHLEHEM INN CAPITAL CAMPAIGN**

### **Frequently Asked Questions**

#### **Why is Bethlehem Inn constructing a new facility?**

The current facility is a 1960s-era motel that is well past its “expiration date.” The facility was never constructed for its present use as a provider of shelter and services supporting men, women and families through transition from homelessness to stability. Major limitations of the current facility include lack of a suitable kitchen, cramped quarters for service providers, the poor construction and energy inefficiency of the buildings, and the lack of access for disabled residents. The new facility will also double available residential space for families.

#### **What are the plans for the new Bethlehem Inn?**

The construction will be done in two phases. The first phase will be a new 18, 580 square foot building containing ten residential units for families and the service hub supporting all Bethlehem Inn residents. The service hub includes a commercial kitchen, dining areas for residents, and increased program space to support residents in building a more stable future. A future construction phase, still in the planning stages, will build a new residential unit serving single men and women, including elders, armed service veterans and people with disabilities. For the first time, the design of the Bethlehem Inn facility will support the program objective of helping residents transition from homelessness to stability.

#### **Will Bethlehem Inn be able to help more people?**

With new facilities, Bethlehem Inn will be able to double the number of families served from 60 to 120 per year. The total number of residents will increase to 1,150 per year and 360 of these will be parents and children in the new family units.

#### **Who are the people who need Bethlehem Inn?**

Most of the people who come to Bethlehem Inn are experiencing situational homelessness. They fell into a crisis due to job loss, a health issue, eviction, or perhaps a combination of challenging circumstances. Bethlehem Inn provides a critical helping hand at a time of crisis, a supportive environment where people can put their lives back together. Demographic data shows the residents of Bethlehem Inn are reflective of the overall population of Central Oregon with respect to race and ethnicity.

#### **How much money will the new building(s) cost?**

The Bethlehem Inn *Transforming Lives Together* capital campaign is designed to raise \$5.3 million to support Phase One of construction, and an additional \$3.7 million to support Phase Two. The campaign goals include purchase of the property, professional fees, moving costs, campaign costs and contingencies, as well as the hard construction costs. Earlier this year, Bethlehem Inn’s Board of Directors approved start of construction for the Family Residential facility when the capital campaign passes the \$4.5 million benchmark.



### **How much has been raised to date?**

As of March 2017, the *Transforming Lives Together* campaign has raised more than \$4.7 million, exceeding its goal of raising \$4.5 million by March 2017. Bethlehem Inn reports that 57 percent of the funds committed so far have come from individuals, businesses and community organizations; 43 percent has come from grants, both from private foundations and government agencies. Major contributors so far include the Bethlehem Inn Board of Directors, Central Oregon Health Council, the City of Bend, The Bend Foundation, The Collins Foundation and Bend Rotary Clubs. The top individual gift exceeds \$500,000. Two other lead givers committed personal gifts of \$250,000 or more, and two committed at the \$100,000 level.

### **Does running a Capital Campaign affect fundraising for the annual operating budget?**

Bethlehem Inn is a well-established, community-based organization that has sought and consistently received generous donations from individuals, families and businesses to cover its annual operating costs. Because nearly 95% of current operations are supported by donations and grants, it currently takes about \$900,000 in annual fundraising to keep Bethlehem Inn going. While the capital campaign has won substantial support from many of Bethlehem Inn's strongest supporters, contributions for operations actually *increased* during the past year! When the construction is over, Bethlehem will be about 10% more efficient based on cost per person!

### **How much was spent on the capital campaign?**

Typically, an organization spends approximately 10% of their total giving on capital campaign costs. So far, Bethlehem Inn has kept its costs to about 4%. The campaign's efficiency is due to a strong capital campaign team, active volunteers, and a campaign consultant who specializes in efficient operations.

### **Where is the Inn with the permitting process?**

Permits for the first phase of construction are expected to be completed sometime during the period of March – April, 2017. The second phase is still in the conceptual planning stages.

### **Have other buildings or locations been considered?**

The organization's leadership developed a strategic plan over five years ago, which called for establishment of a Bethlehem Inn Facilities Committee, consisting of board members, staff, construction professionals and engineers. This Facilities Committee completed a due diligence process, including consideration of other properties, which determined the Inn's current property is an optimal location and will effectively meet community needs for many years to come. The current property is located on major bus lines and convenient to a number of employers, the DMV, and other resources important to our residents.



### **How did you select your building team?**

The Inn has been careful and deliberate about every aspect of the planning process, including the hiring of key professionals. The Facility Team and Board of Directors designed an RFP that identified needs and set expectations and criteria for evaluating applicants. Bethlehem Inn's leadership places strong confidence in the building team, which includes Ascent Architecture and Interiors, SunWest Builders (General Contractor), Froelich Engineers (Structural Engineers) and RH2 (Civil Engineers).

### **What is the timeline for construction?**

The Family Residential and Service Hub will begin construction during March – April, 2017 as soon as the permitting is completed. It should be ready for occupancy in early 2018. The timeline for rebuilding the residential unit for single men and women is still in the planning stages.

### **What innovations will be incorporated in the new buildings?**

The new Bethlehem Inn will be the first facility in the region designed specifically to support transition of residents from homelessness to stability. The innovative design creates an optimal flow between residential areas, food services and program space. Energy efficiencies are also being incorporated into the design.

### **What is a typical story of a family who was helped by Bethlehem Inn?**

There is no typical story, but here is one that gives a sense of what happens for many families.

**THE DAWSON FAMILY STORY:** Sometimes the difference between comfortable, stable living and homelessness comes in a flash. For the Dawson family, Luke, Charleen and Khloe, it came in the form of an electrical fire that destroyed the home they rented and almost everything they owned. Luke Dawson was already facing life-threatening health issues that ended a fifteen-year construction career. He has heart disease. He also experienced a near-deadly seizure while driving which revealed epilepsy. With low income, and in a state of crisis, the Dawson's were afraid of ending up on the street. Fortunately, they came to Bethlehem Inn. With case management support, the Dawson's were able to stabilize, keep their daughter on track in school, focus on the health resources they needed for Luke, and resettle in a new home they could afford.

Charleen expressed her gratitude, "They showed us the steps to take to clear every hurdle we came to. We put in the work, but they were there to point the way." School was still in session and Inn staff, working with the Family Access Network, had sixth-grader Khloe back in class in two days. In partnership with NeighborImpact for housing assistance, the Dawson's are on track to be stronger than ever, a new and promising "normal."

