



**DONATE A CAR** *Change a life!*

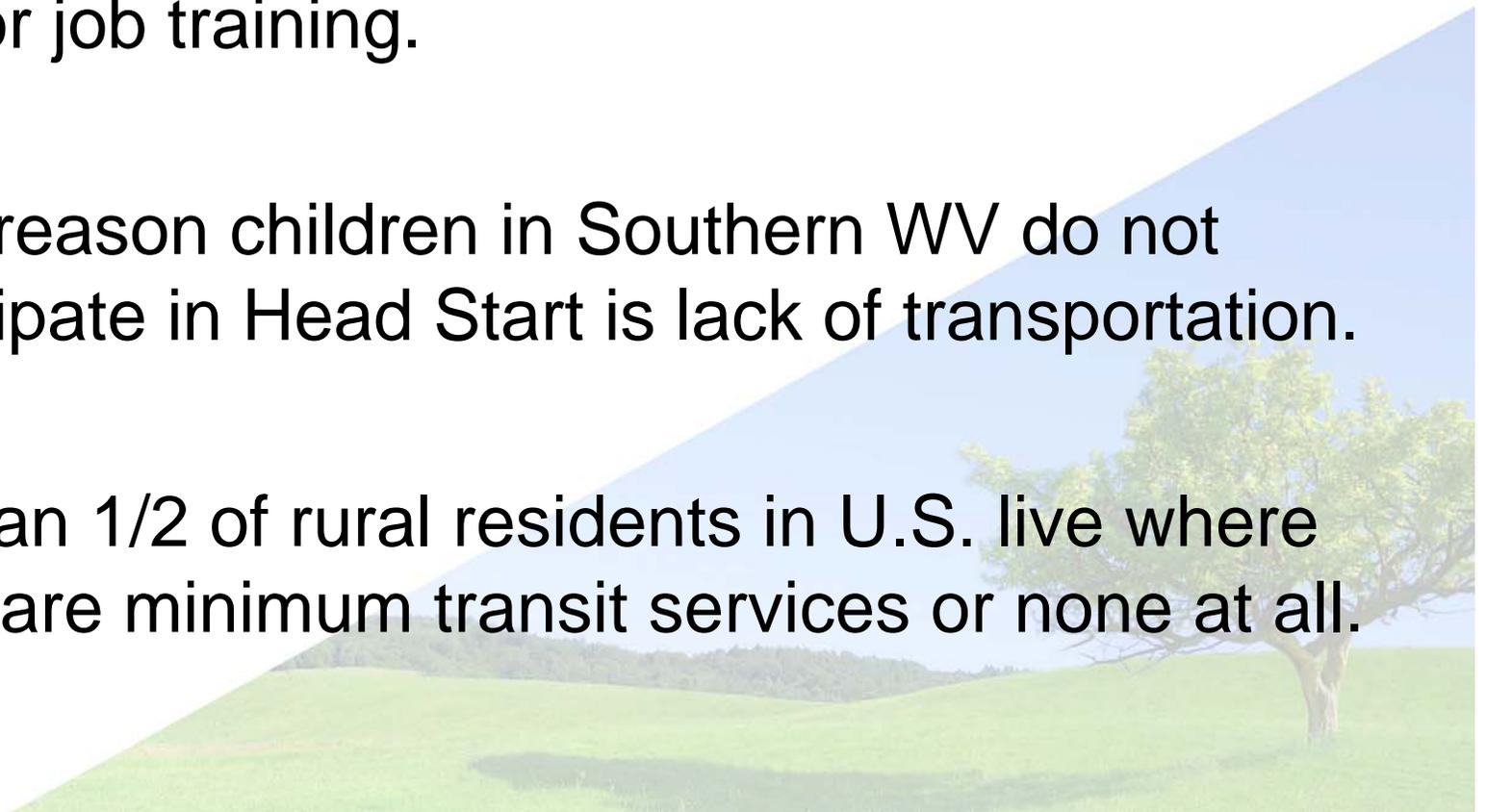


# WV Transportation Needs

1 in 4 West Virginia Works (TANF) participants list lack of transportation as the #1 barrier to access jobs or job training.

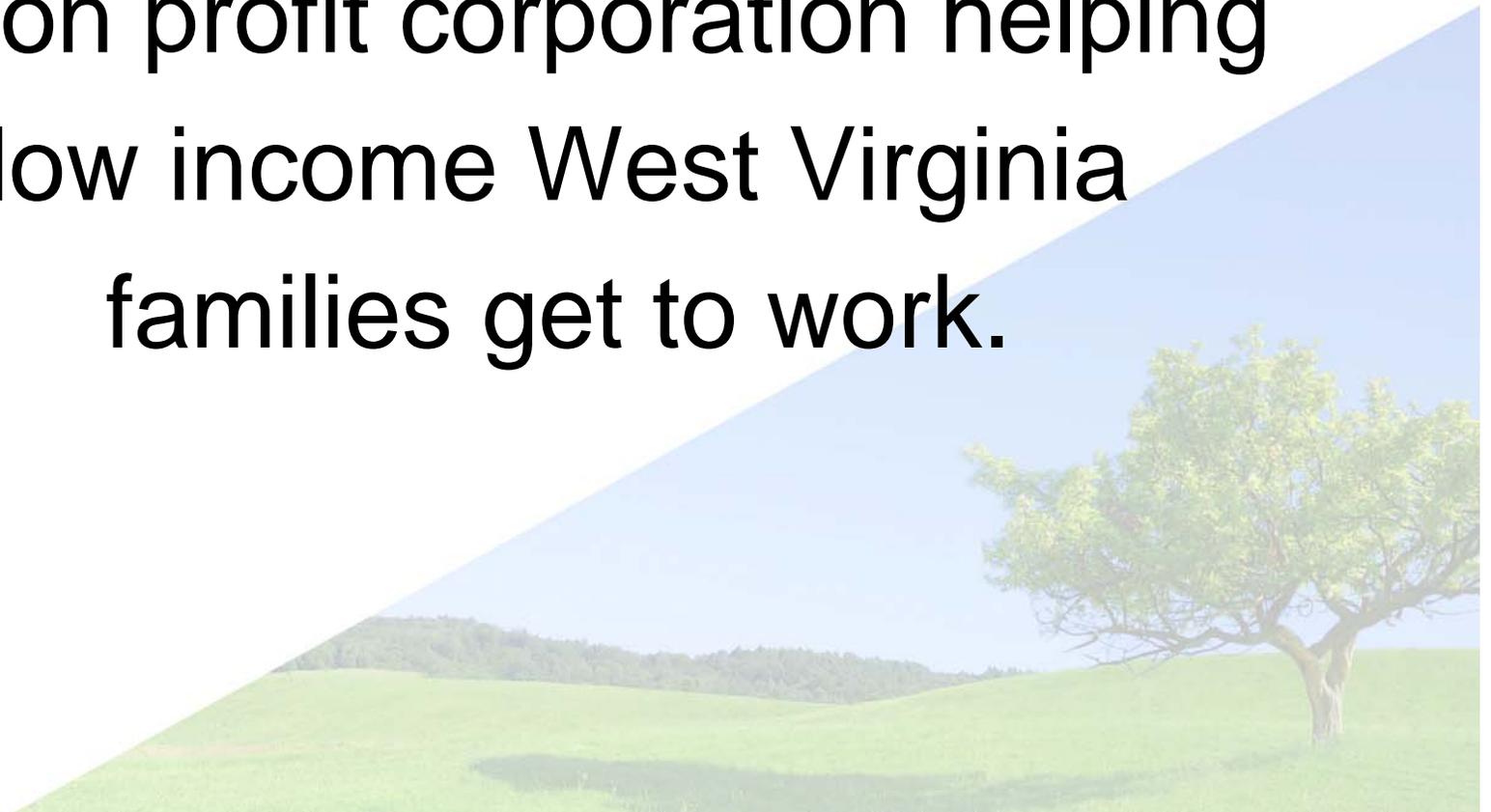
The #1 reason children in Southern WV do not participate in Head Start is lack of transportation.

More than 1/2 of rural residents in U.S. live where there are minimum transit services or none at all.



# Good News Mountaineer Garage

A non profit corporation helping  
low income West Virginia  
families get to work.

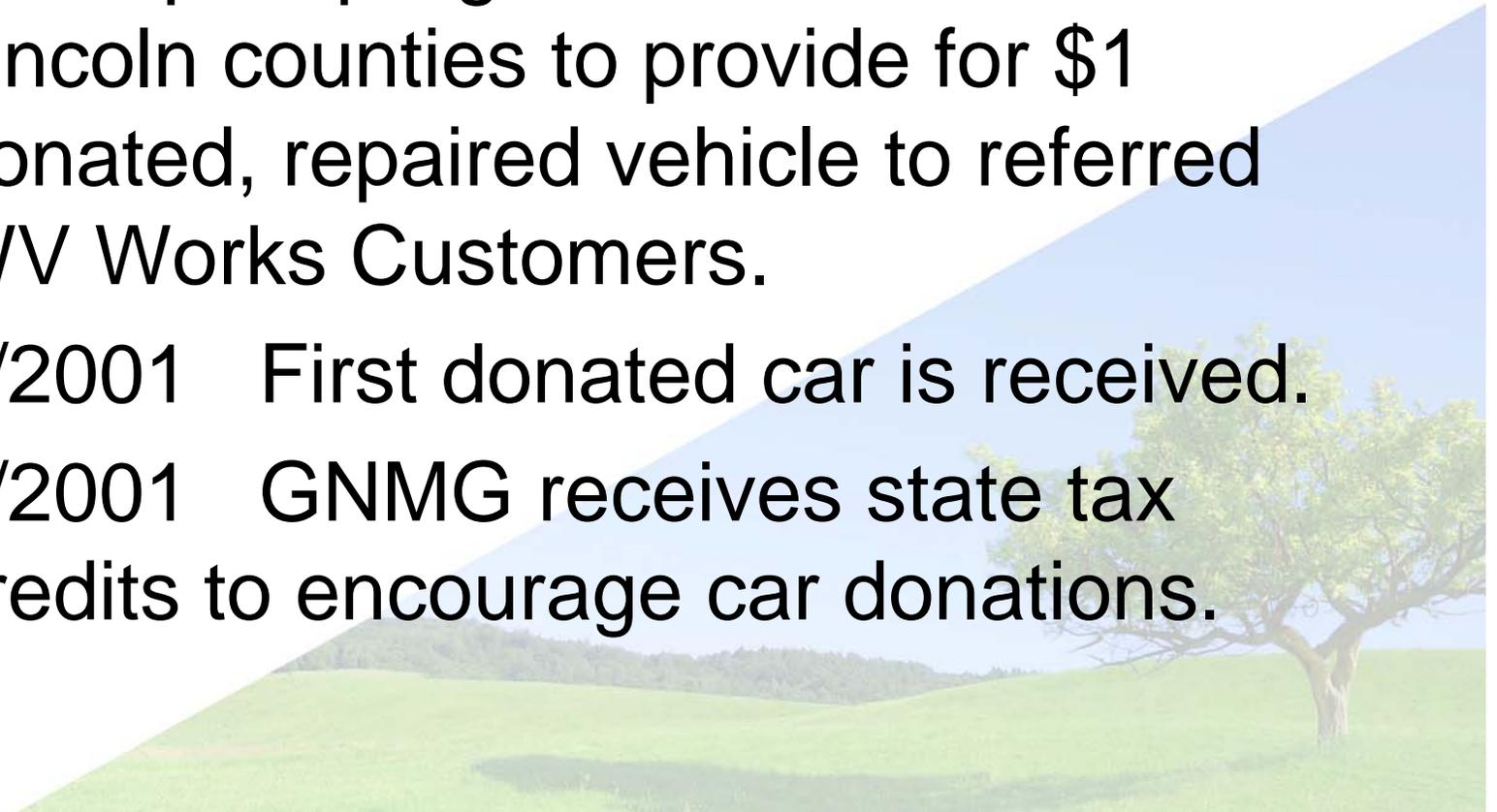


# History of Good News

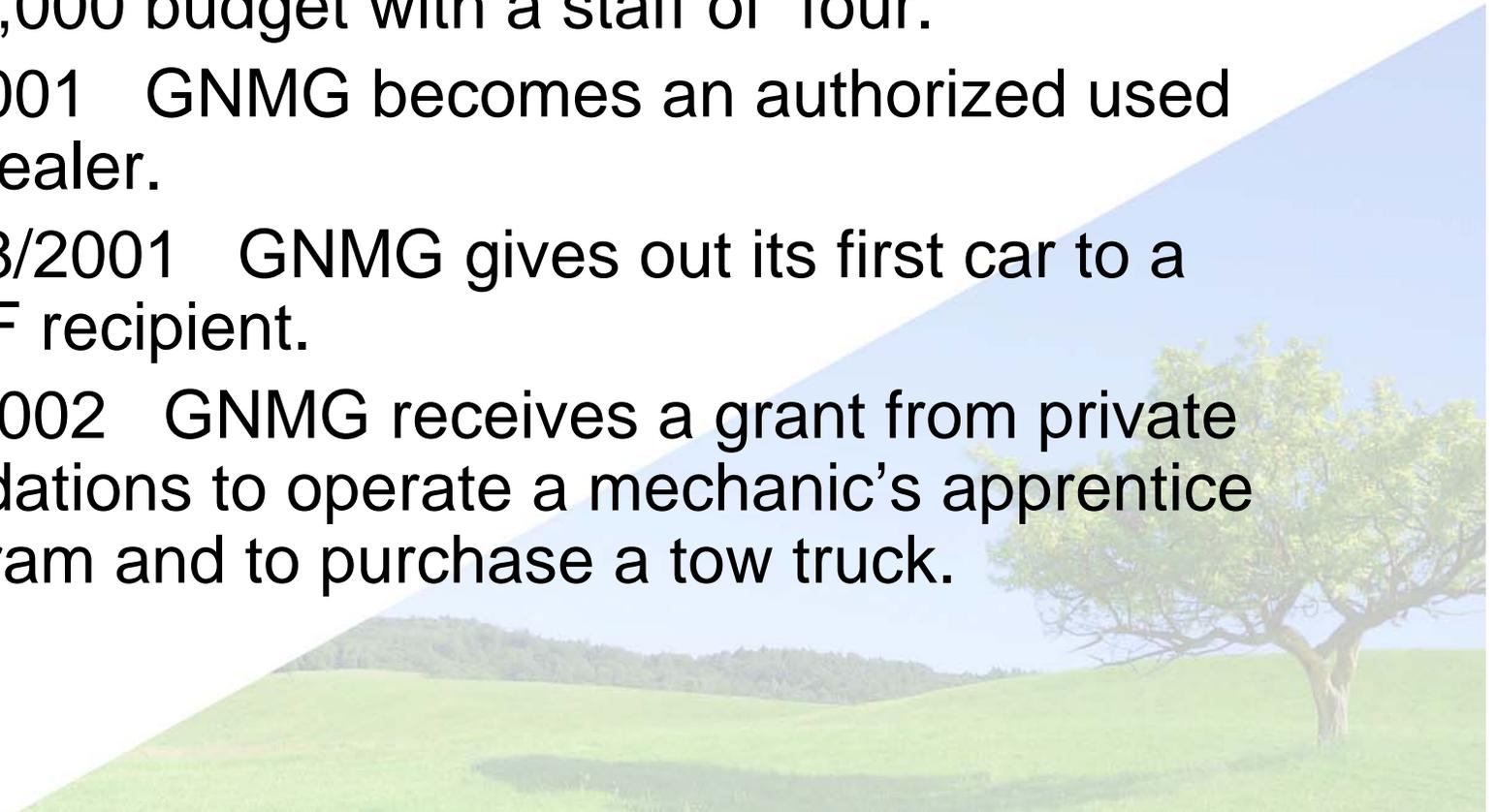
- 1999 A group of community, business, and religious leaders begin meeting to discuss whether the “Good News Garage” idea started in Vermont would work in West Virginia.
- 12/2000 The newly formed Good News Mountaineer Garage receives a grant from the Benedum Foundation to help it get started.
- 4/2001 The Good News Mountaineer Garage is incorporated.



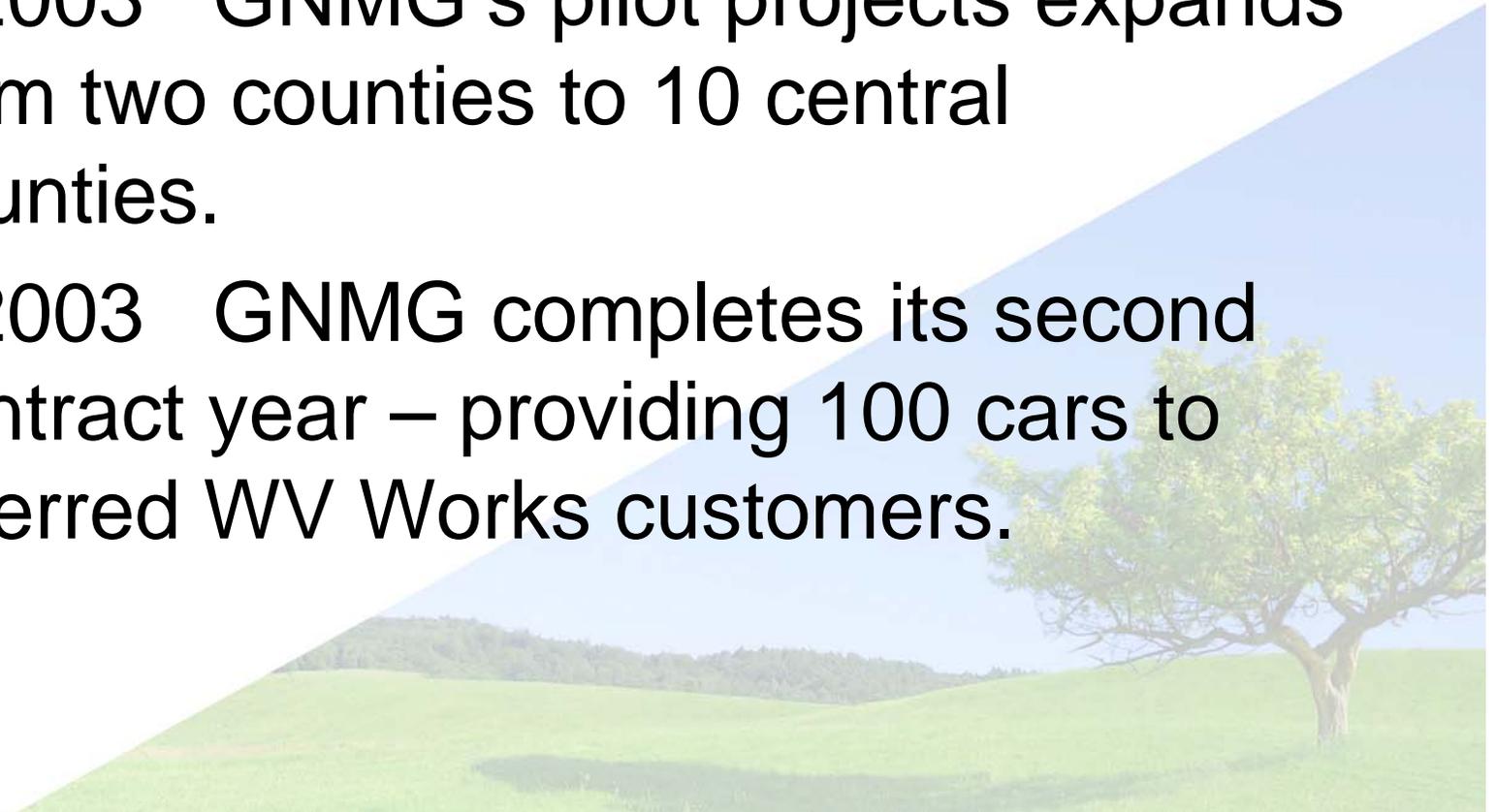
- 5/1/2001 The first employee, Director Barbara Bayes, is hired.
- 5/2001 GNMG receives TANF funds to test a pilot program in Kanawha and Lincoln counties to provide for \$1 donated, repaired vehicle to referred WV Works Customers.
- 5/2001 First donated car is received.
- 8/2001 GNMG receives state tax credits to encourage car donations.



- 08/2001 After operating as an affiliate of the WV Council of Churches, the GNMG receives IRS 501(c)(3) approval and sets up its' own office in compliance with WV Department of Motor Vehicles regulations. The agency operates on a \$208,000 budget with a staff of four.
- 10/2001 GNMG becomes an authorized used car dealer.
- 10/28/2001 GNMG gives out its first car to a TANF recipient.
- 3/1/2002 GNMG receives a grant from private foundations to operate a mechanic's apprentice program and to purchase a tow truck.

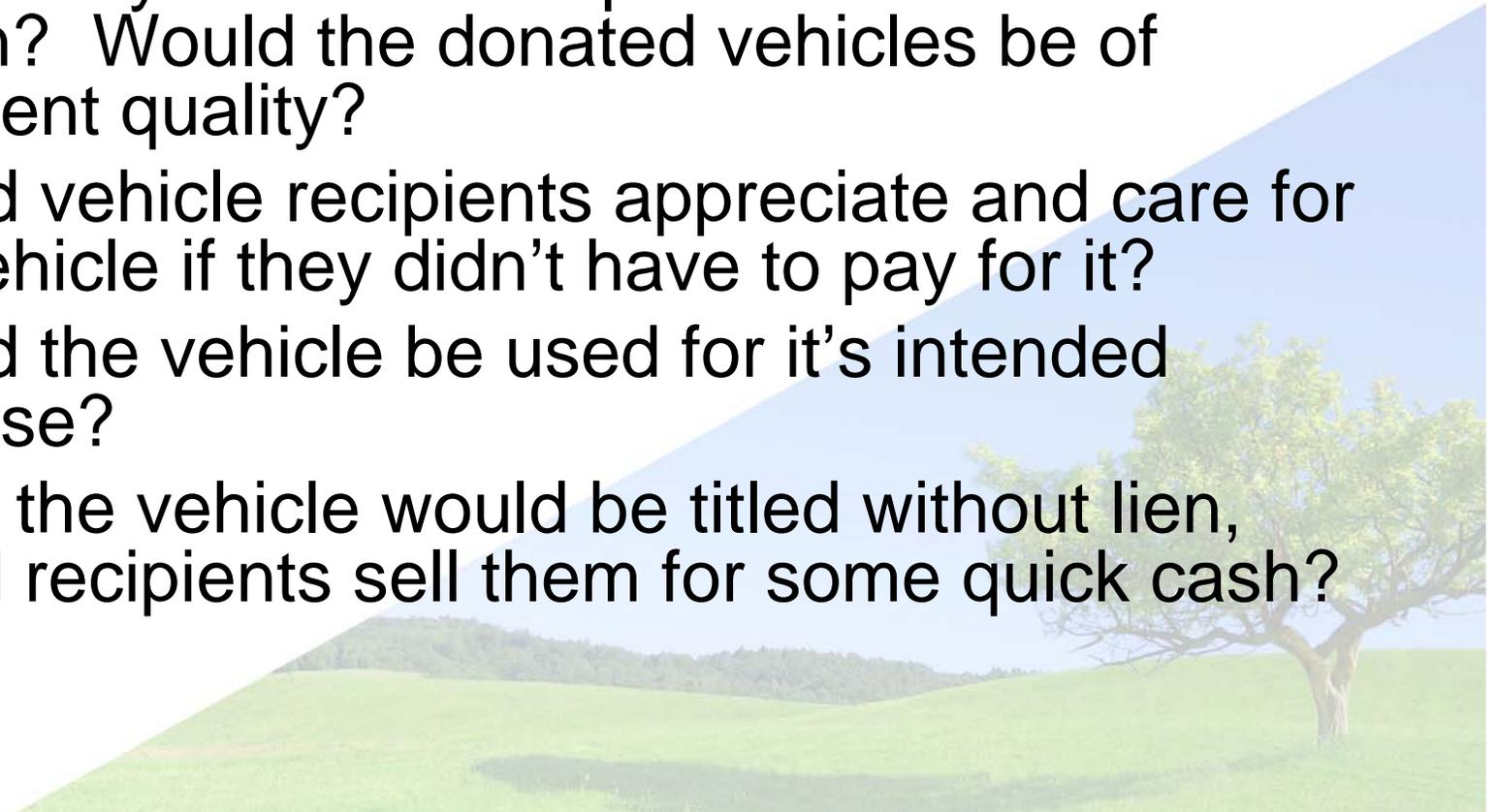


- 7/2002 GNMG completes its first contract year – supplying 86 TANF recipients with vehicles.
- 1/2003 GNMG's pilot projects expands from two counties to 10 central counties.
- 6/2003 GNMG completes its second contract year – providing 100 cars to referred WV Works customers.

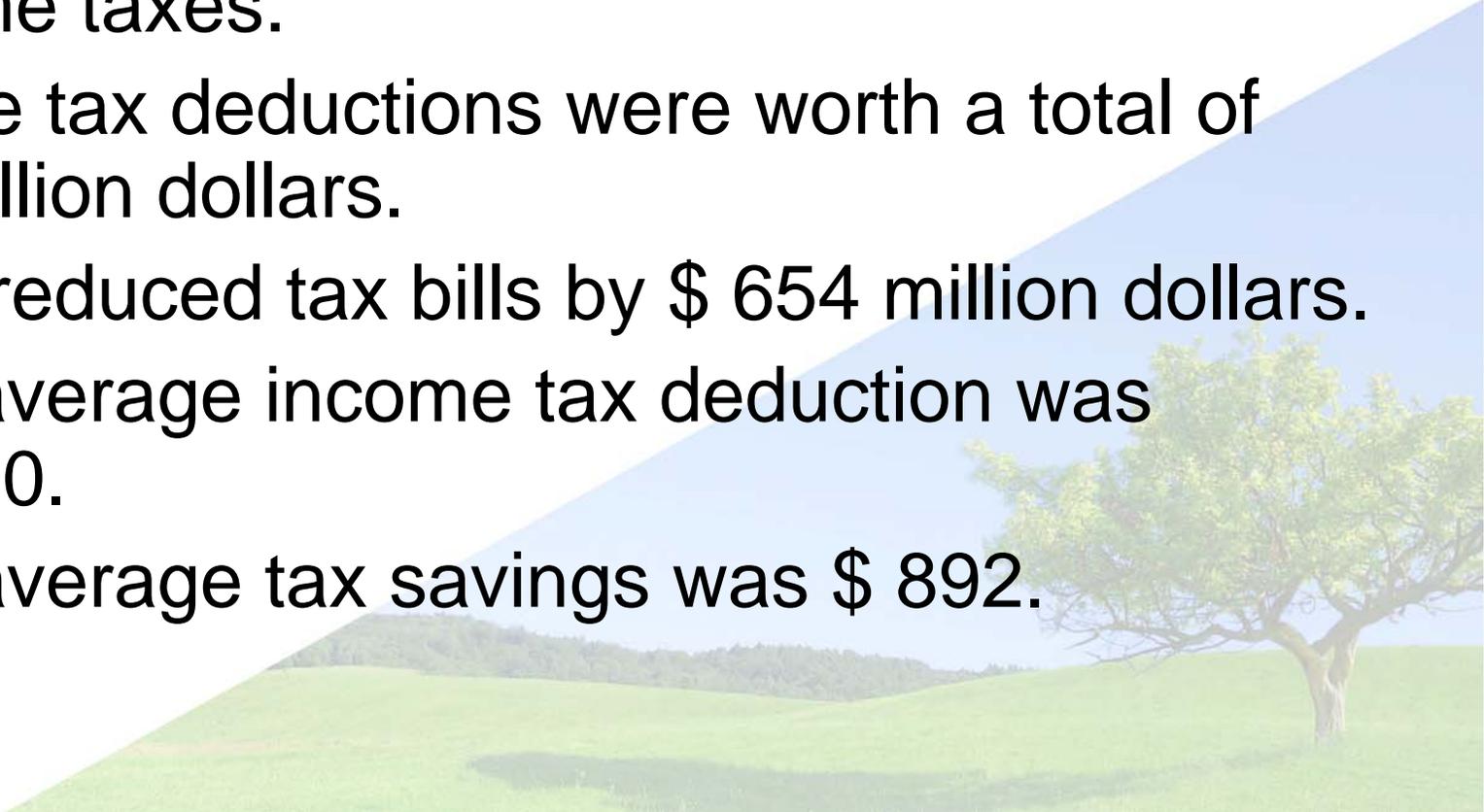


# Why a Pilot Project?

- Is getting a sufficient number of people or businesses to donate their vehicles possible, particularly in one of the poorest states in the nation? Would the donated vehicles be of sufficient quality?
- Would vehicle recipients appreciate and care for the vehicle if they didn't have to pay for it?
- Would the vehicle be used for its intended purpose?
- Since the vehicle would be titled without lien, would recipients sell them for some quick cash?



# Car Donation Possibilities

- In 2000 733,000 taxpayers claimed deductions for donated cars on their federal income taxes.
  - Those tax deductions were worth a total of 2.5 billion dollars.
  - That reduced tax bills by \$ 654 million dollars.
  - The average income tax deduction was \$3,400.
  - The average tax savings was \$ 892.
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# Customer follow up study

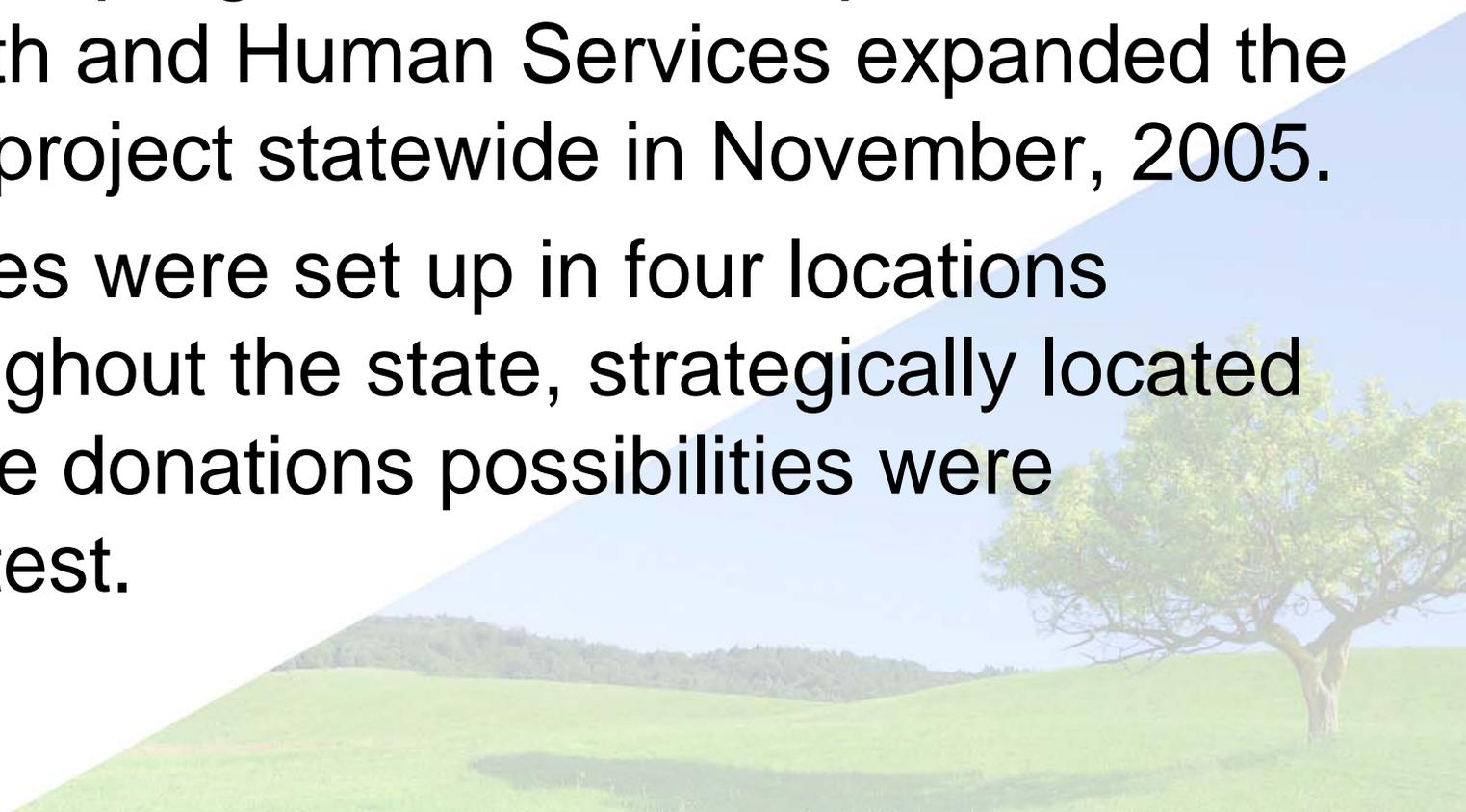
A follow-up study of TANF-WV Works  
Customers who had received cars in 2003  
found that:

-  70 % off public assistance
-  82% working
-  13% in job training



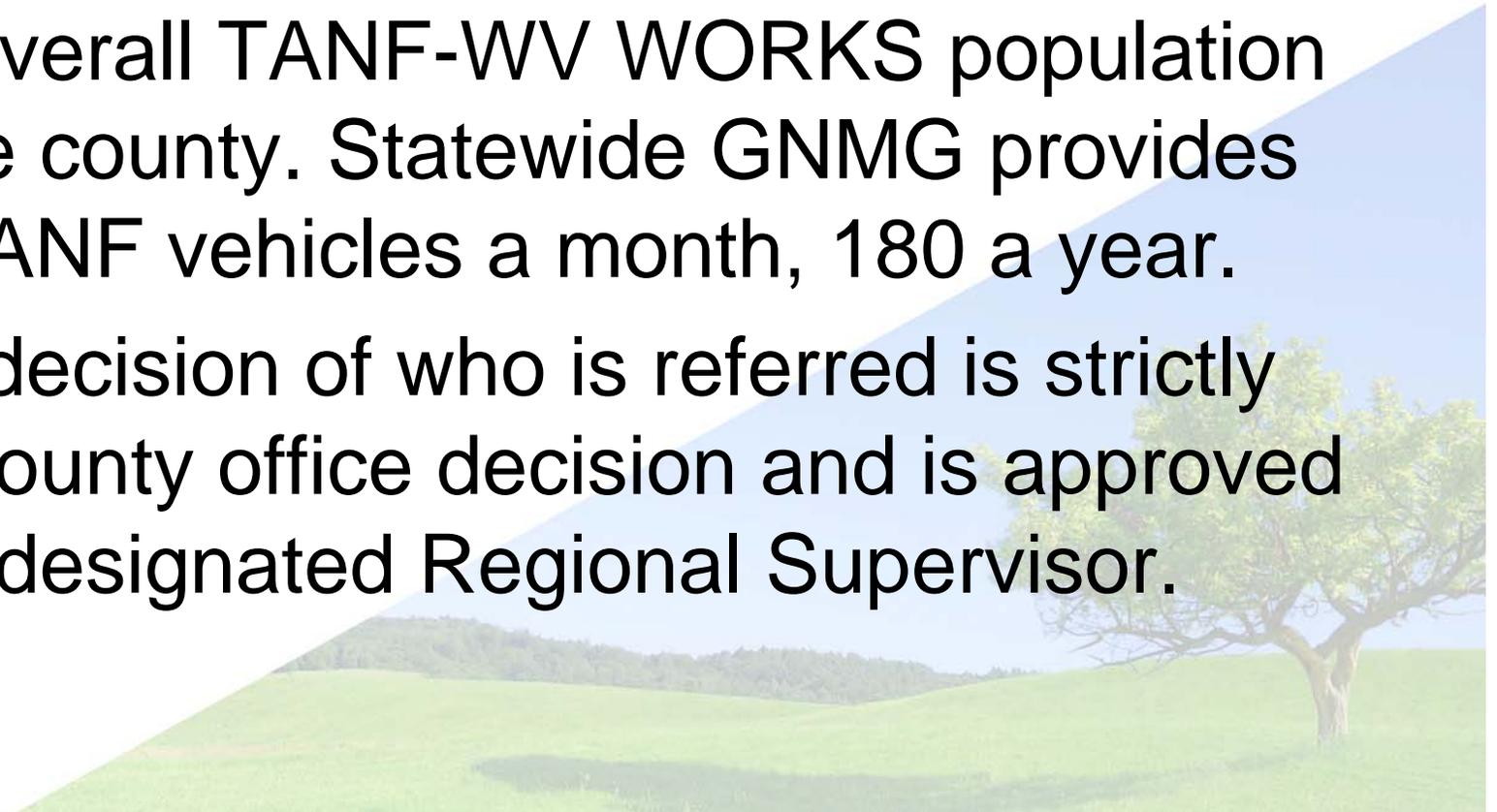
# GNMG TODAY

- Based on the success of the donated vehicle program, the WV Department of Health and Human Services expanded the pilot project statewide in November, 2005.
- Offices were set up in four locations throughout the state, strategically located where donations possibilities were greatest.



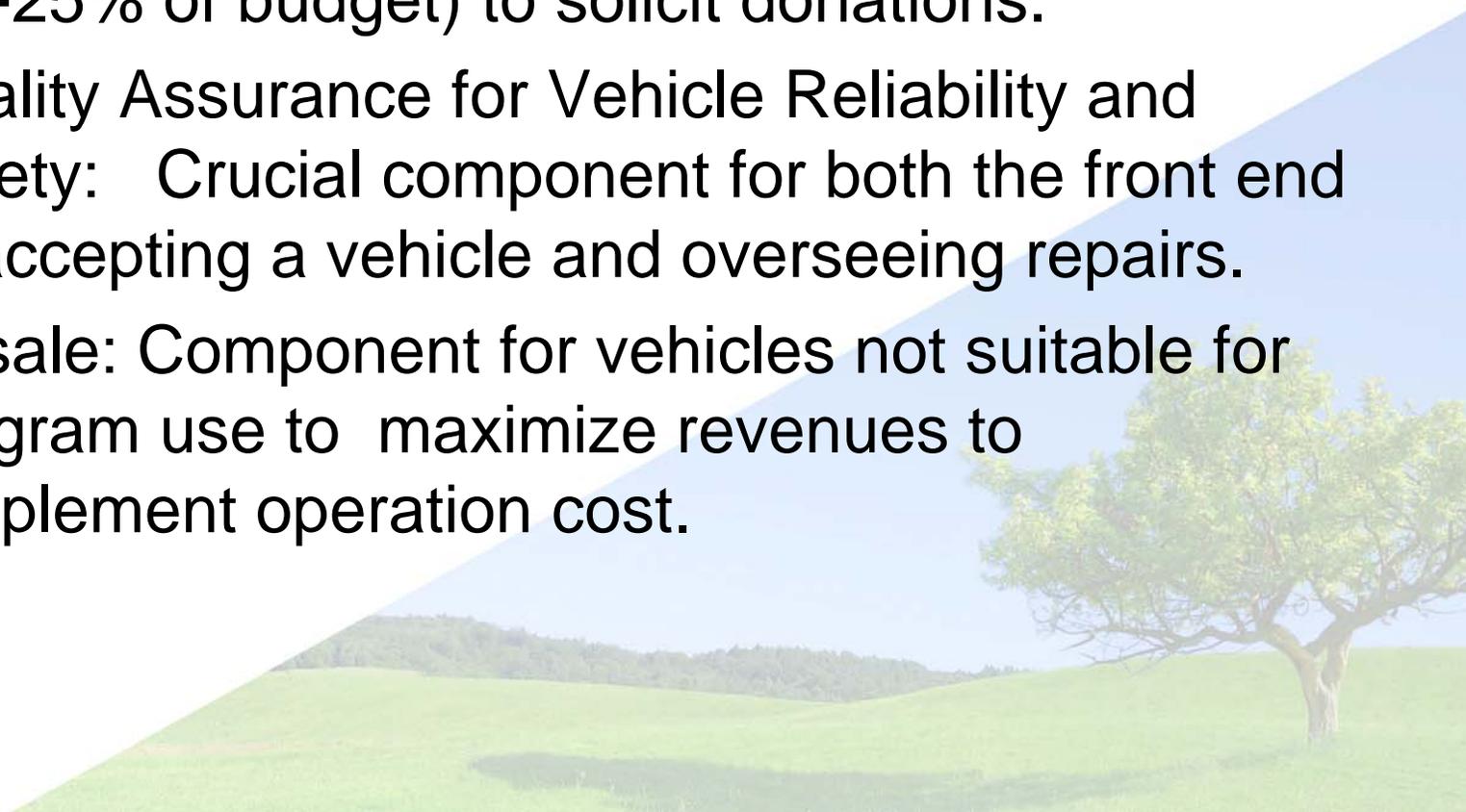
# STATEWIDE Operations

- All counties have a quota of WV Works Customers. The quota number is based on the overall TANF-WV WORKS population in the county. Statewide GNMG provides 15 TANF vehicles a month, 180 a year.
- The decision of who is referred is strictly the county office decision and is approved by a designated Regional Supervisor.



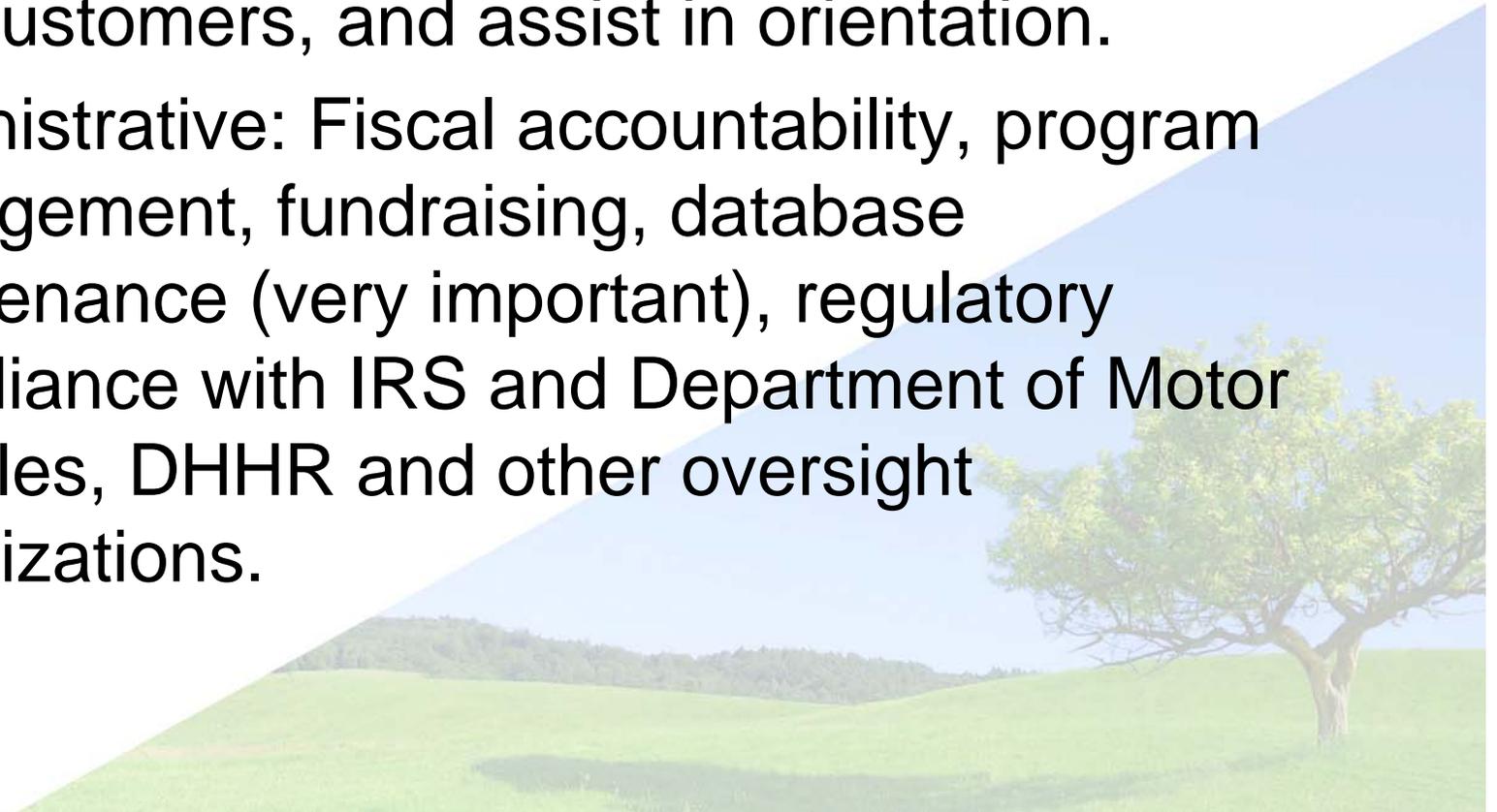
# Program Components:

- Marketing: Initially extra revenue is needed to “Brand” name. Continuing market funds needed (10-25% of budget) to solicit donations.
- Quality Assurance for Vehicle Reliability and Safety: Crucial component for both the front end of accepting a vehicle and overseeing repairs.
- Resale: Component for vehicles not suitable for program use to maximize revenues to supplement operation cost.



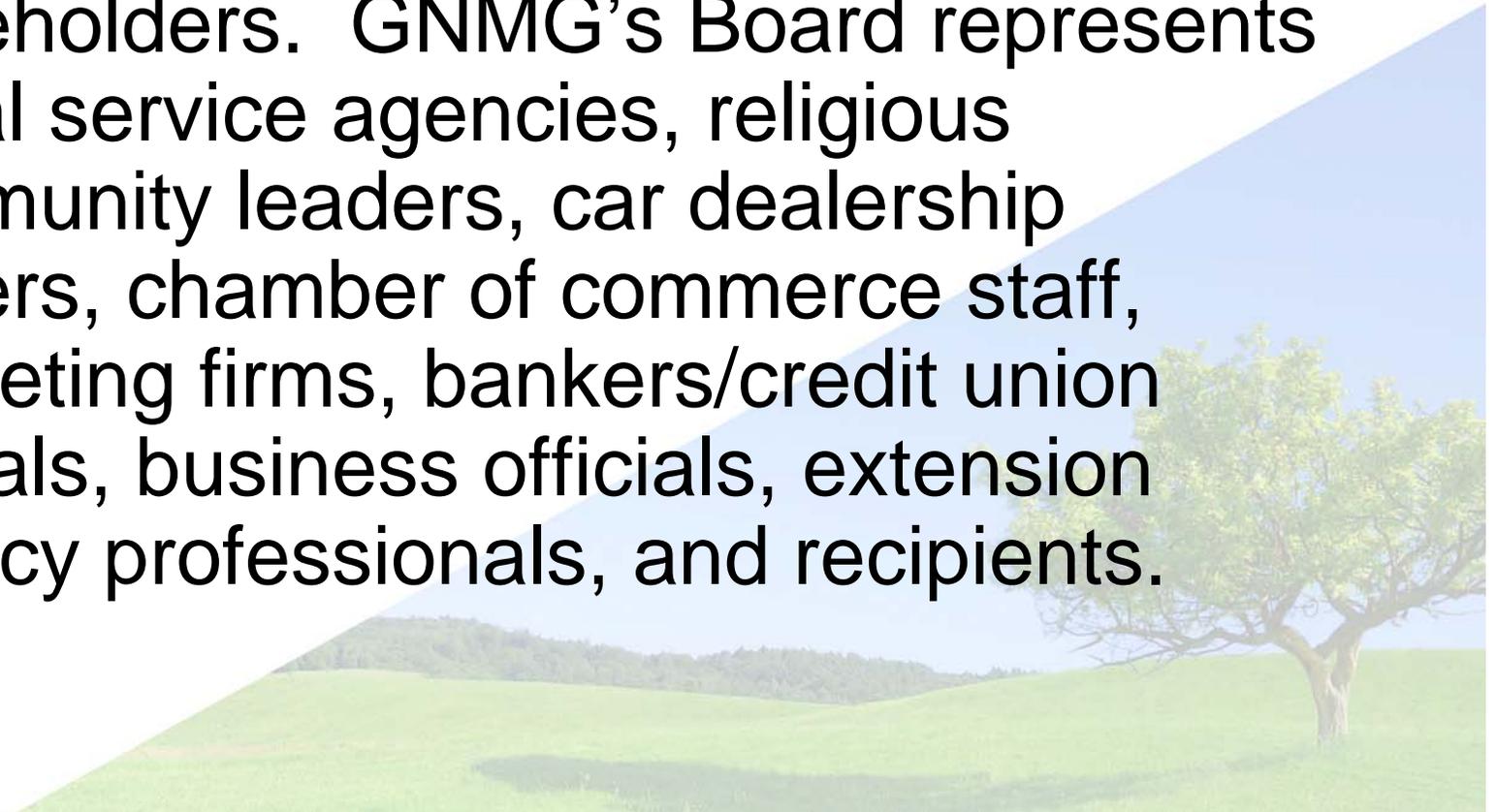
## Program Components - Continued:

- **Customer Service:** Interviews referred customers, collect customer stories, follow up with customers, and assist in orientation.
- **Administrative:** Fiscal accountability, program management, fundraising, database maintenance (very important), regulatory compliance with IRS and Department of Motor Vehicles, DHHR and other oversight organizations.



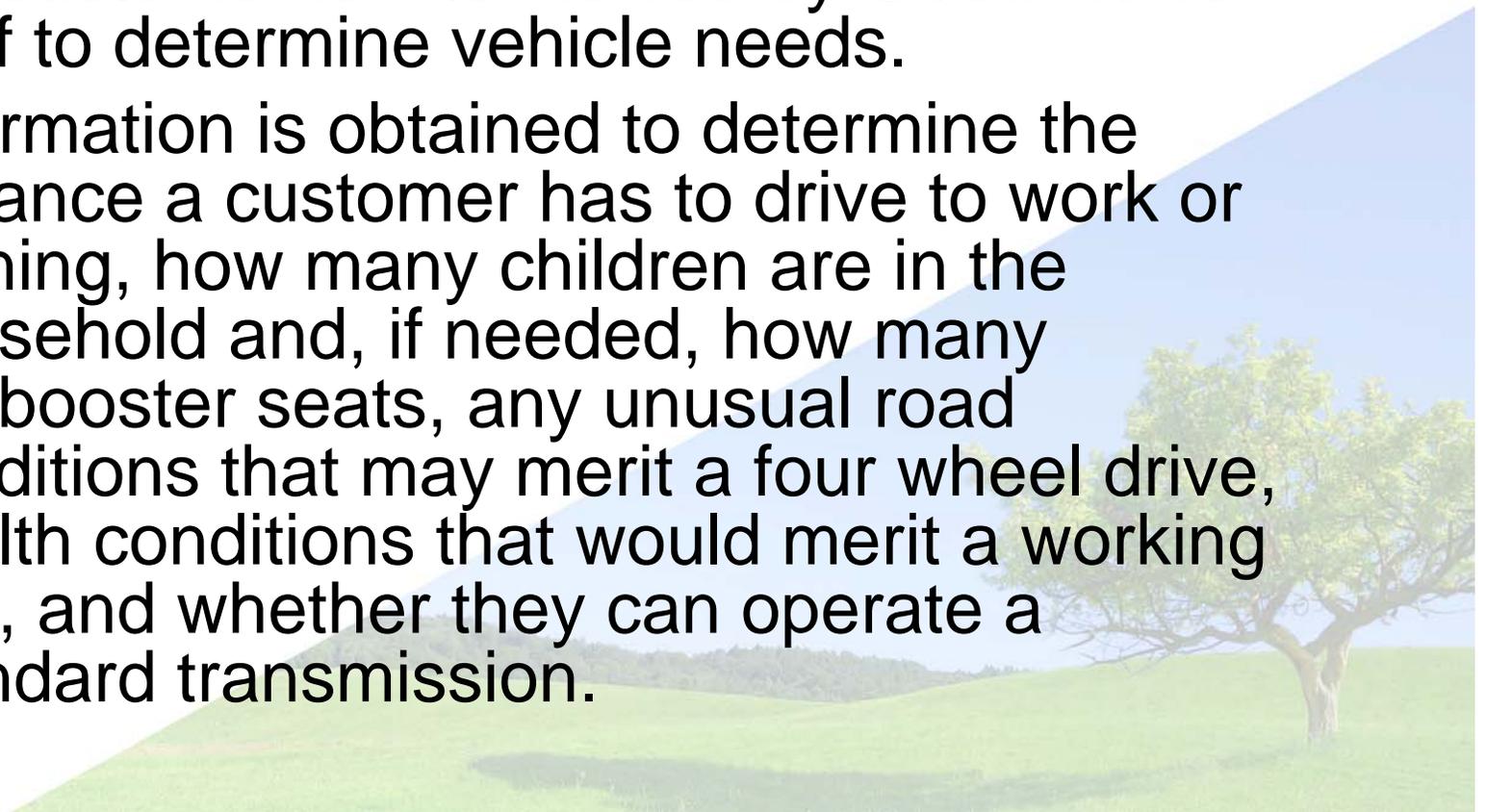
## Program Components Continued:

- **Governance:** A volunteer Board of Directors consisting of a broad range of stakeholders. GNMG's Board represents social service agencies, religious community leaders, car dealership owners, chamber of commerce staff, marketing firms, bankers/credit union officials, business officials, extension agency professionals, and recipients.



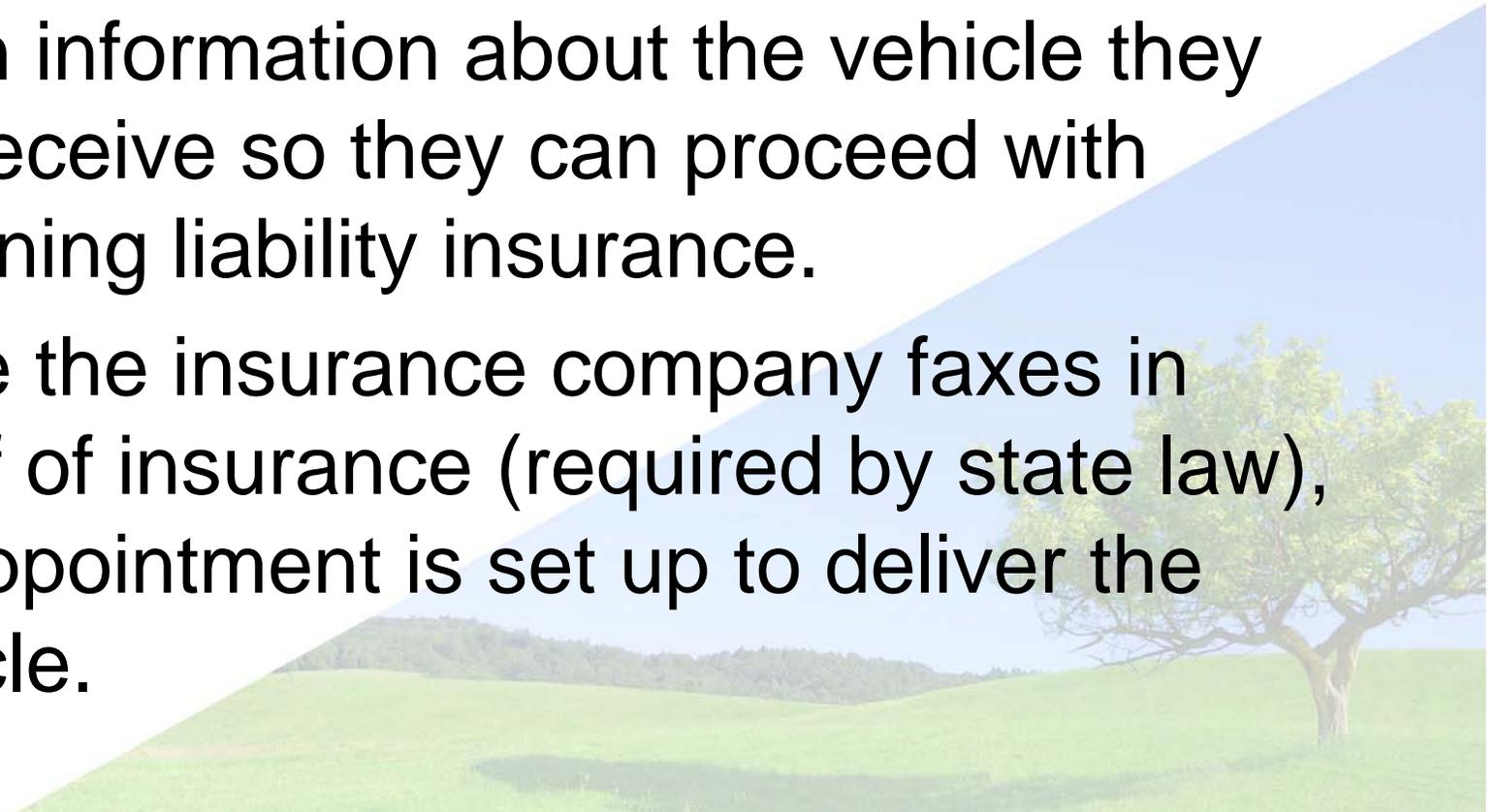
## Operations:

- Once a referral is faxed to the GNMG offices, the customer is interviewed by Good News staff to determine vehicle needs.
- Information is obtained to determine the distance a customer has to drive to work or training, how many children are in the household and, if needed, how many car/booster seats, any unusual road conditions that may merit a four wheel drive, health conditions that would merit a working A/C, and whether they can operate a standard transmission.



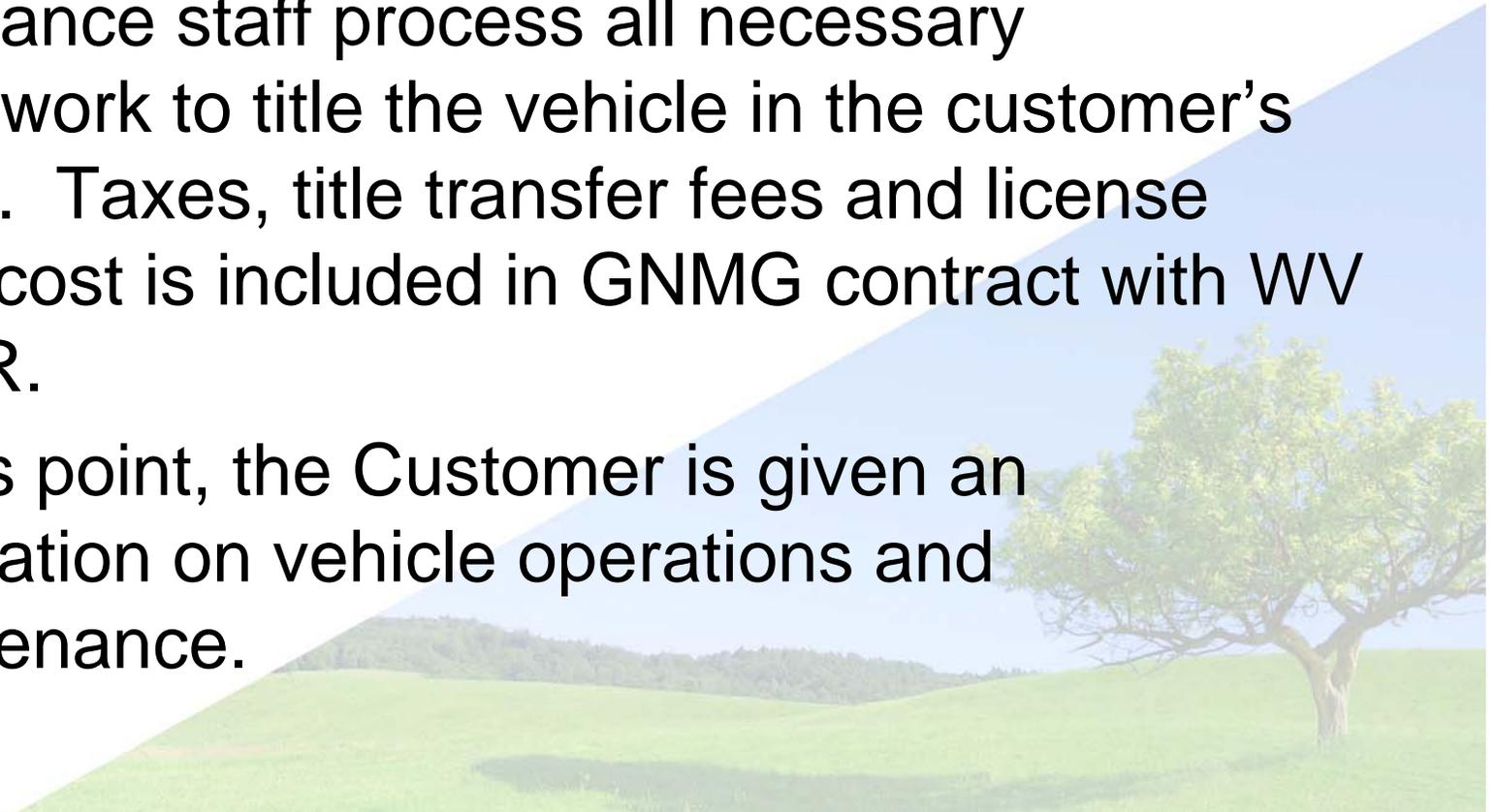
## Operations- continued

- Based on the vehicle needs, a match is made and the Customer is called and given information about the vehicle they will receive so they can proceed with obtaining liability insurance.
- Once the insurance company faxes in proof of insurance (required by state law), an appointment is set up to deliver the vehicle.



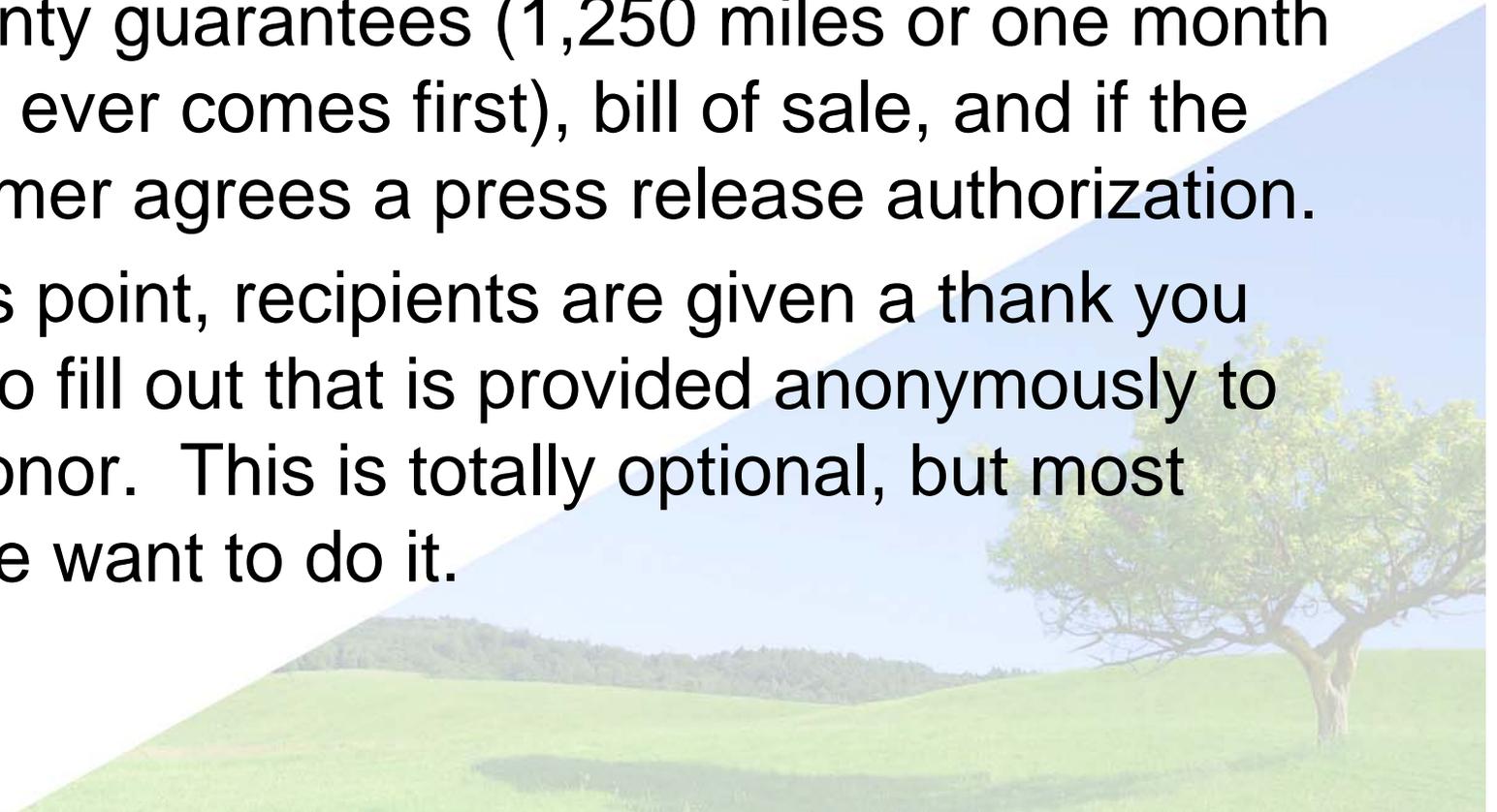
## Operations- continued

- The first meeting of the recipient is when the vehicle is transferred. At that point, Quality Assurance staff process all necessary paperwork to title the vehicle in the customer's name. Taxes, title transfer fees and license plate cost is included in GNMG contract with WV DHHR.
- At this point, the Customer is given an orientation on vehicle operations and maintenance.



## Operations- continued

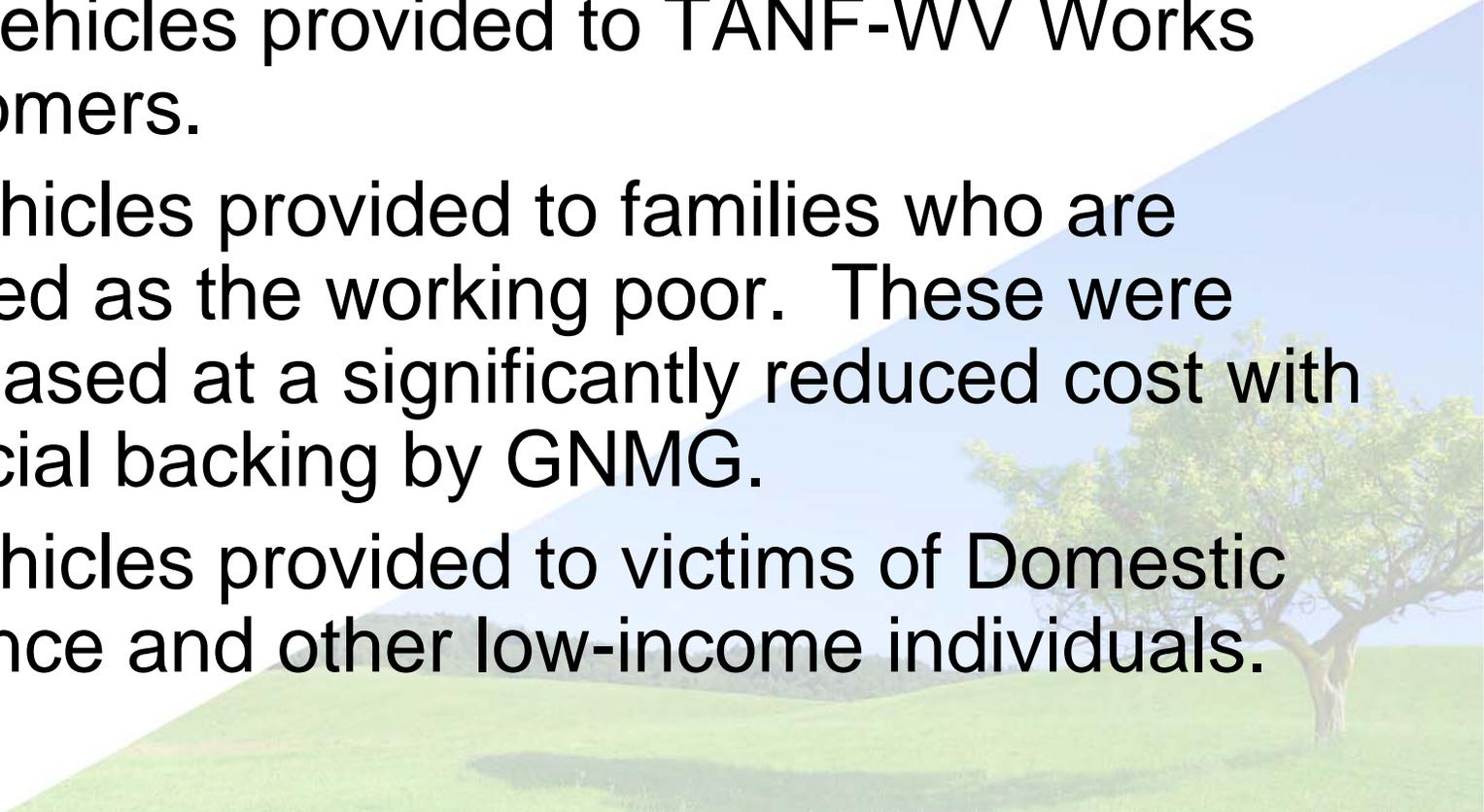
- Other paperwork processed at that time are statement of responsibility, acknowledgement of warranty guarantees (1,250 miles or one month which ever comes first), bill of sale, and if the customer agrees a press release authorization.
- At this point, recipients are given a thank you note to fill out that is provided anonymously to the donor. This is totally optional, but most people want to do it.



## Operations- continued

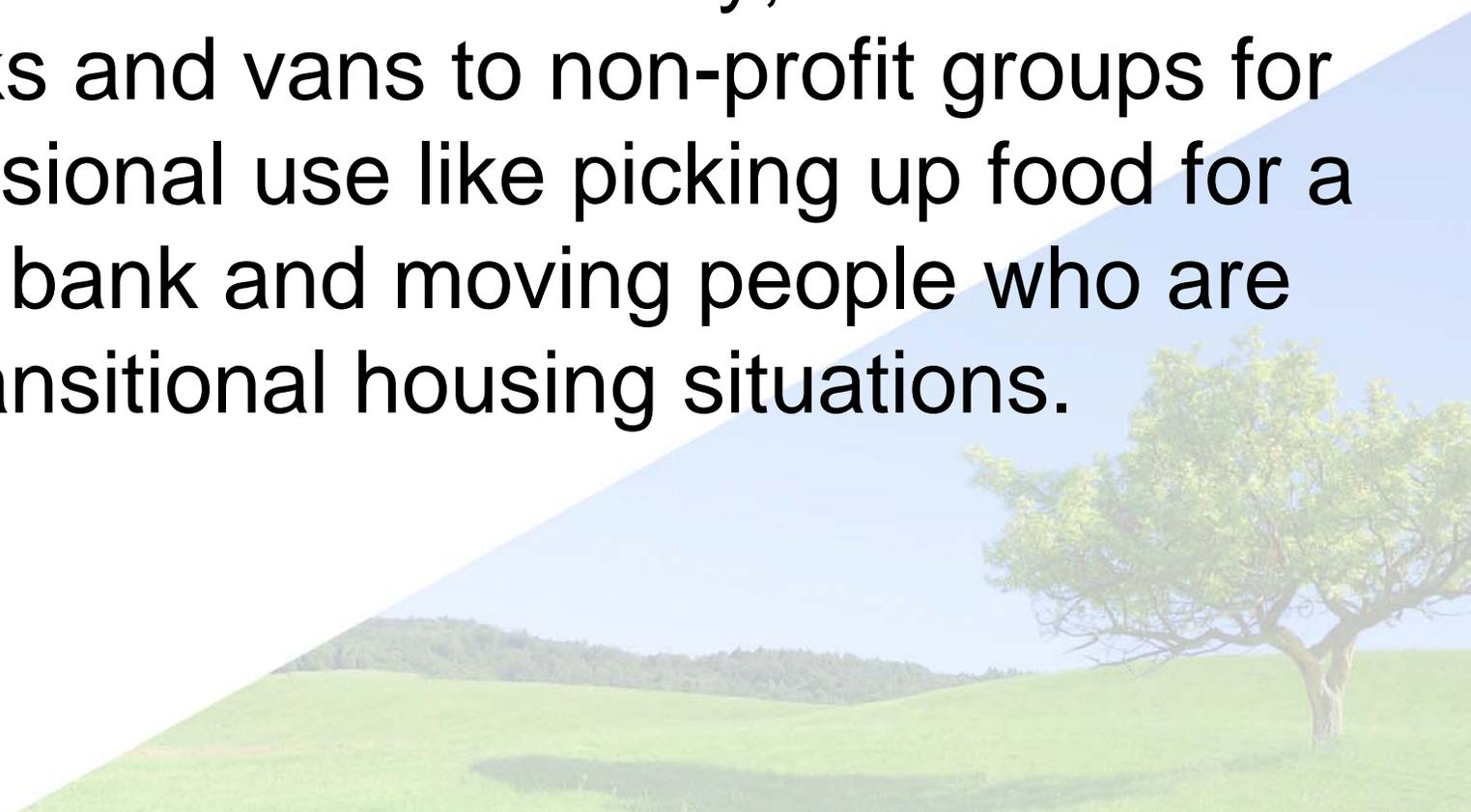
- Customer follow-up includes warranty issues and technical assistance from our car people on subsequent repairs or maintenance that is needed.
- Follow up contacts with the recipients are conducted approximately every three months for two years if possible.
- For these services, GNMG receives a grant for \$846,240 to provide a vehicle and other services to 180 referred WV Works Customers.

## Good News Mountaineer Garage Car Facts

- Over 1,500 donated cars received since the program started in May 2001.
  - 750 vehicles provided to TANF-WV Works Customers.
  - 55 vehicles provided to families who are classed as the working poor. These were purchased at a significantly reduced cost with financial backing by GNMG.
  - 25 vehicles provided to victims of Domestic Violence and other low-income individuals.
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## More car facts

- 20 vehicles provided to charitable organizations. Currently, GNMG loans trucks and vans to non-profit groups for occasional use like picking up food for a food bank and moving people who are in transitional housing situations.





ADEN



# CAR RECIPIENTS



To whom it may concern:

Thank you so much. This car will help me so much to get back and from work and doctor's app. for my kids. I've been walking for about a month now and it has been really hard. My son has already missed one doctor's app. Thank you so much me and my family really appreciate it.

Jenny Whitford



DEMY

TANF  
Rural Initiative

To: Whom ever.

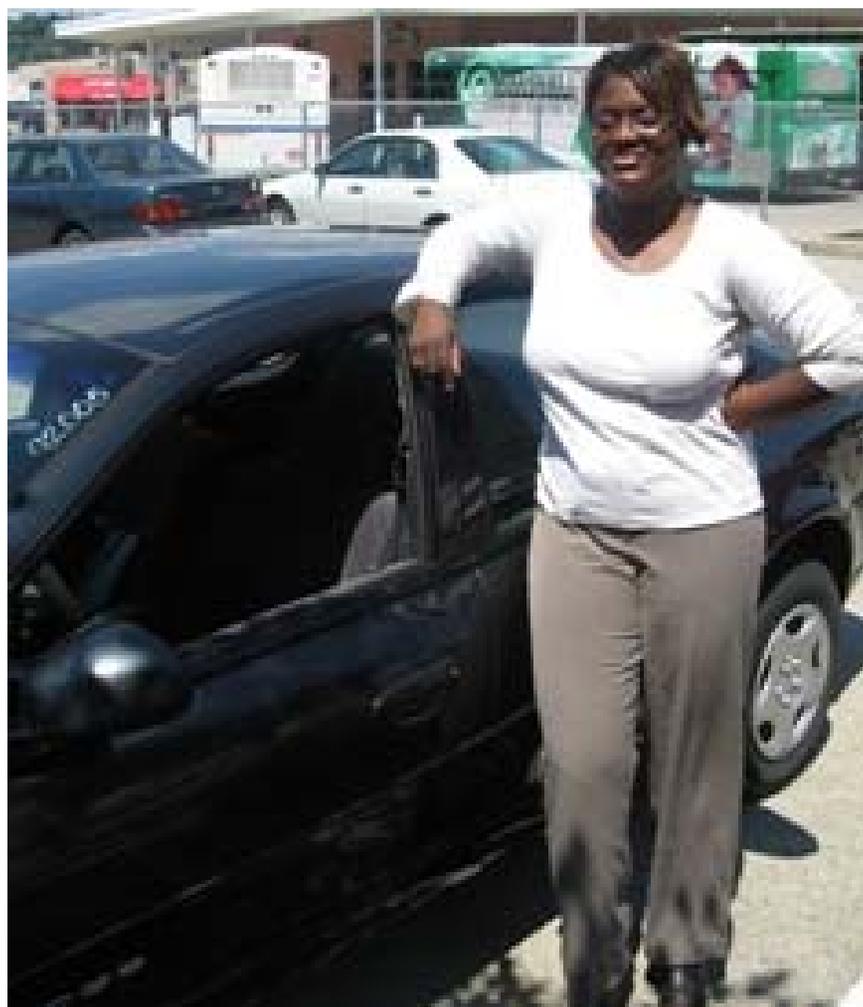
I would like to thank you  
from the bottom of my heart.  
You have help me in so many  
ways. Now I can get back and to  
work and take my little girl  
to the park on my days off. Because  
of you now I can make a better  
life for me and my daughter. Thank  
you and God Bless you

Jennif Chuch

8-22-08



# RURAL COMMUNITIES ACADEMY



Thanks so much for the opportunity to be efficient. Having a car gives me the ability to work, take my kids to doctors appointments and much more. After having a devastating car accident in December my family are finally going to feel normal again.

-The Andersons  
😊



This car is going to  
Help my family alot,  
With work, and around  
the house things.  
Thank You Much

Brandon  
Burdett





To Whom It May Concern,

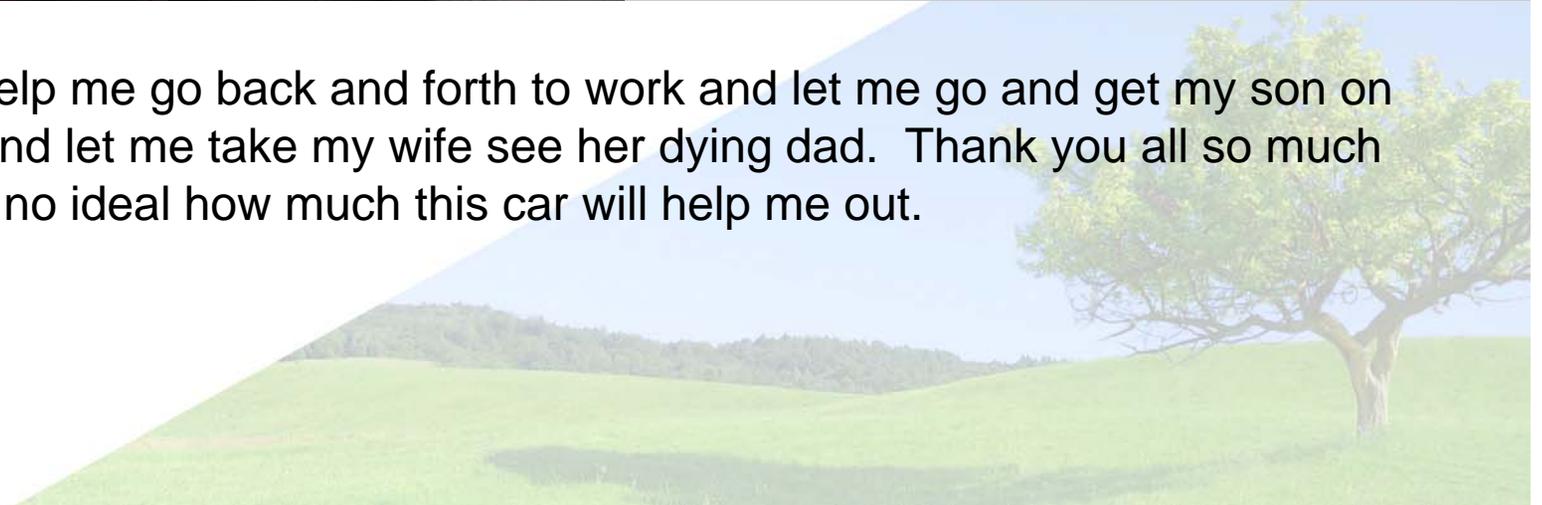
I would like to tell you how  
much this means to me & my family.  
We will now be able to get to places  
like work, Dr's appts, stores and of course  
food all practices. Thank you very  
much, it is very much appreciated.

Larry J. Barnett & Family



This car will help me go back & forth to work & let me go and get my son on my vacation, will let me take my wife to see her dying dad.  
Thank you all so much you have no idea how much this car will help me out.  
James K. Johnson

This car will help me go back and forth to work and let me go and get my son on my vacation and let me take my wife see her dying dad. Thank you all so much and you have no idea how much this car will help me out.



## RURAL COMMUNITIES ACA



Thank you for making it so  
much easier for me to work  
and provide for my son

Thanks  
Lena



To whom it may concern,

8/8/08

Thank you first for your generosity. You have helped myself and my family in such a huge way. I would have lost my job and the ability to keep my children fed. We all need nice people like you.

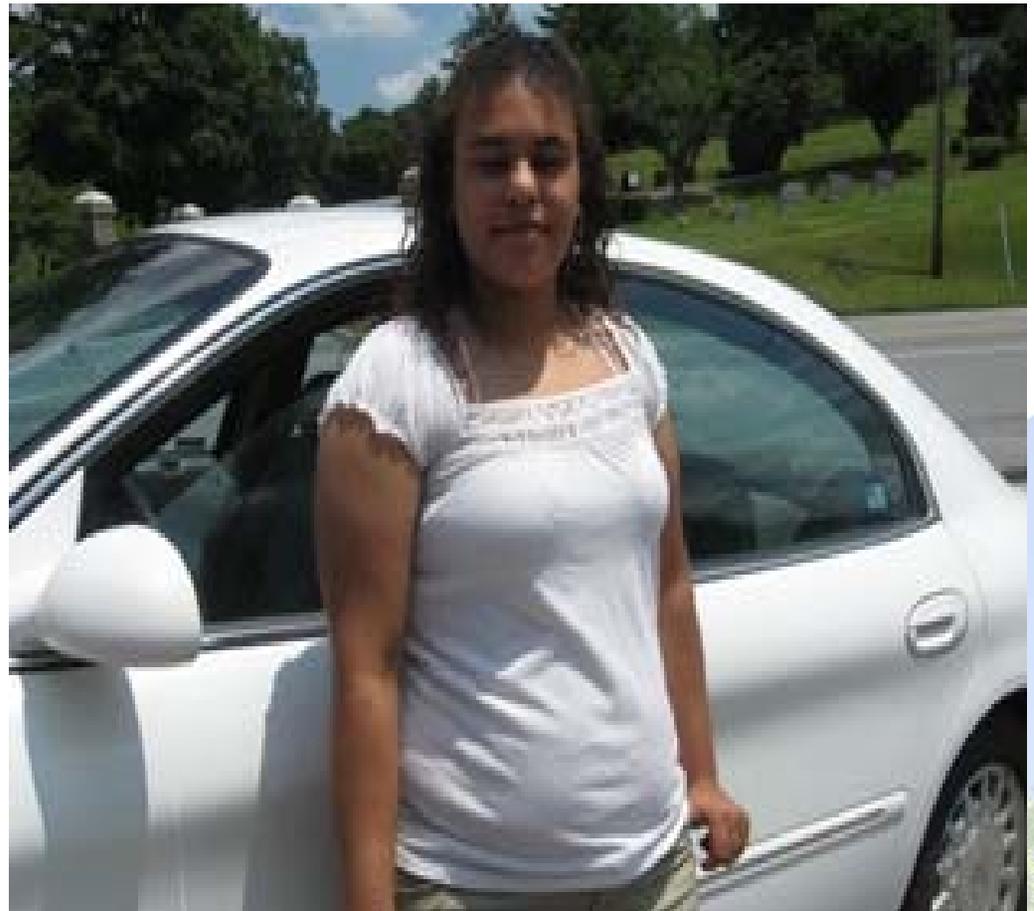
My sincerest thanks and gratitude

Deana Logg & family



I just want to thank you again  
for helping my family. And  
God bless you.

Thanks so much  
Natasha Davis



Sandra Brown

Thanks a lot for the help and support.

I think that it is such a blessing to receive a vehicle that is reliable. This program will help me transport my child as well as myself to places we need to go. I'm so grateful that I will make a safe trip back and forth to work. The car will also provide me with transportation for my daughter who attends daycare. It feels good to know that this vehicle will ensure my self-sufficiency and ability to reach whatever destination that I may have. God Bless!



# RURAL COMMUNITIES ACADEMY



~~Its~~ Having a car is a way  
for me to find a job, and  
take my kids to DR appointments.

Thank you  
Jwa.  
Urbanison

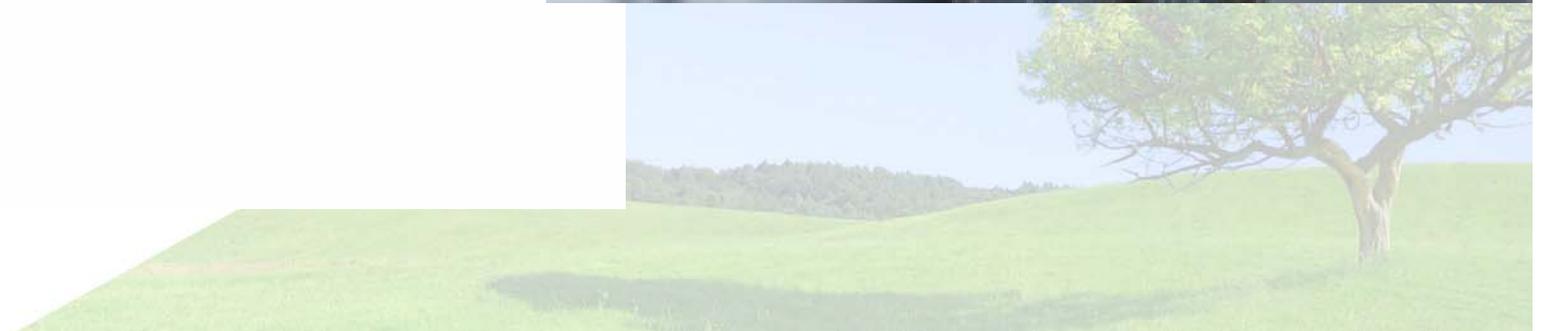


EMY

TANF  
Rural Initiative

I greatly appreciate the vehicle you have given to me. This gives me and my family a great deal of new opportunities, as we have been without an automobile for so long. Thank you from me and my family.

Eric Wheeler



## RURAL COMMUNITIE



8-7-2007

There is not enough words or time for me to express how much my children and I appreciate what you have done for our family. It has been a long time since we could just get into our own car and go somewhere without borrowing a car. My kids also will enjoy being able to get back and forth to sports and other activities. Thank you so much for another step to success and managing a independent family. Alexis, Levi and myself send our Thanks to you.



Thanks A Million  
Stacy Carter,  
LEVI

## RURAL COMMUNITIES A



Thank you so much.  
My Boys and I left a  
Domestic Violence Situation  
and we are starting over,  
with the car you provided  
we will be able to get to  
the places we need.