

## Feeding the Need

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*RFP for Coronavirus State and Local Fiscal Recovery Funds*

### ***Loving Food Resources Inc.***

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Mr. Brent Lee Wyatt  
123 Kenilworth Road  
P.O. Box 25142  
Asheville, NC 28803

admin@lovingfood.org  
O: 8282559282  
M: 828-777-0773  
F: 8282559676

### ***Mr. Brent Lee Wyatt***

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123 Kenilworth Road  
P.O. Box 25142  
Asheville, NC 28803

bwyatt@lovingfood.org  
O: 8282559282  
M: 828-777-0773  
F: 828-255-9676

# Application Form

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## *Question Group*

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Buncombe County requests proposals for projects to help the community recover from and respond to COVID-19 and its negative economic impacts.

Buncombe County has been awarded \$50,733,290 in Coronavirus State and Local Fiscal Recovery Funds (Recovery Funding)i, as part of the American Rescue Plan Act. This infusion of federal resources is intended to help turn the tide on the pandemic, address its economic fallout, and lay the foundation for a strong and equitable recovery.

Buncombe County is committed to investing these funds in projects that:

- Align to county strategic plan and community priorities
- Support equitable outcomes for most impacted populations
- Leverage and align with other governmental funding sources
- Make best use of this one-time infusion of resources
- Have a lasting impact

Proposals shall be submitted in accordance with the terms and conditions of this RFP and any addenda issued hereto.

[Click here for the full terms and conditions of the RFP](#)

## **Coronavirus State and Local Fiscal Recovery Funds\***

Name of Project.

Feeding the Need

## **Amount of Funds Requested\***

\$106,992.00

## **Recovery Fund Eligible Category\***

Please select one:

Assistance to households

## **Brief Project Description\***

Provide a short summary of your proposed project.

Loving Food Resources (LFR) is a volunteer-driven 501(c) non-profit food pantry that feeds people in Buncombe County with HIV/AIDS and in Home Hospice care regardless of diagnosis. LFR rents a building from Kenilworth Presbyterian Church that was built in 1933; heat from its gas boiler is expensive, and

summer electric bills have increased because of inefficient window air conditioners. Our goal: update the HVAC/Air filtering system so that when clients return to the pantry, they can do so safely.

As a partner agency, LFR receives 2,500 up to 8,000 pounds of food weekly from MANNA FoodBank which is transported by box truck. Because of age and mileage, in 2020, the truck died and LFR has been renting a truck at \$500+/mo. The LFR Board of Directors voted to purchase a new box truck to best serve our needs over time.

## Project Plan\*

Explain how the project will be structured and implemented, including timeframe.

LFR began planning the replacement of the HVAC system in December of 2020. However, the box truck became unusable at that time, and funds were directed towards renting a box truck until it could be replaced.

In June of 2021, LFR contacted Bullman Heating and Air to obtain an estimate on what it would cost to update the heating and cooling systems and provide air filtration, which is imperative for our immunosuppressed clients. We realize that estimates are competitive, and LFR will select a company that offers the best solution and is competitively priced. The cost savings will be significant and provide money that can be used to feed our clients. The system can be installed when funds become available.

When LFR's box truck became unusable, LFR sold the vehicle and placed the proceeds – \$3500 – in savings to help defray the cost of a new truck. A grant was submitted and granted for \$25,000 from The Community Foundation of NC – specifically to buy a new truck. However, because of COVID-19, a new box truck is difficult to find; yet, a new truck will allow LFR to save over \$500+/mo and enable us to transport food weekly from MANNA.

For both the HVAC/Air filtering system and a box truck, one-time funding will mean a safe environment for clients and the ability to transport the food that our clients desperately need.

## Statement of Need\*

Describe the need that this project will address. Include data to demonstrate the need, and cite the source of the data.

One in seven adults (Feeding America) faces food insecurities. It is of utmost importance that immunosuppressed people receive proper nutrition. Our clients are at risk for nutritional deficiencies, including loss of appetite and anorexia. Clients with HIV/AIDS and those in Home Hospice care (also LFR clients), are typically immunocompromised. They are at higher risk for opportunistic infections. The FDA reports that HIV positive people have a 20 times greater risk of being infected by Salmonella than a healthy individual. Having HIV also puts people at higher risk for heart disease, type II diabetes, and certain cancers. Research has shown that eating a healthy diet can reduce the risk of comorbidities from HIV/AIDS and terminally ill conditions. Healthy diets help to improve overall quality of life, minimize symptoms, and improve resistance to other infections.

To address the needs of its clients, LFR continually seeks resources for providing nutritious food. In March of 2020, clients who regularly came into LFR to select food could no longer come inside, but still received food using different processes. The plan is to reopen LFR to clients in June of 2022. An upgraded HVAC system with/Air filtration is necessary for our immunosuppressed clients to return safely.

During the COVID lock-down, the building offered little comfort for those who packed boxes. The structure is stifling in the summer and cold in the winter. Yet volunteers came in. They also used their own vehicles to transport food boxes to those in need.

Also, during the throes of COVID-19, the number of one-time only “emergency” food boxes doubled causing financial concerns over providing food to our regular clients. One-time emergency boxes were given to those who had become unemployed and had themselves and their children to feed. Where we once gave an average of five emergency boxes per month, the number increased to an average of 10+ boxes a month. We never turned anyone in need away.

### Link to COVID-19\*

Identify a health or economic harm resulting from or exacerbated by the public health emergency, describe the nature and extent of that harm, and explain how the use of this funding would address such harm.

Before March 2020, LFR clients came into the pantry weekly to select food from stacked shelves. They also selected protein and fresh produce and received eggs and bread. In late March, LFR closed its doors to client “shopping” because of COVID-19. Yet our vulnerable clients still needed nutritious food.

Many volunteers no longer felt safe coming into LFR to transport food, stack shelves, or help clients, and stopped coming. A small group of dedicated volunteers continued to work following CDC guidelines and new protocols. They packed boxes of food (approximately 50 pounds each), and clients who drove picked the boxes up at the LFR loading dock, maintaining safe distancing rules and wearing masks. If clients did not drive, volunteers drove the much-needed food to them.

Not only did volunteers and staff wear masks, practice social distancing, and keep the food pantry meticulously clean, they continued to work during the summer and winter months. Our clients needed food more than ever during the pandemic.

Temperatures in the LFR building were often stifling or uncomfortably cold; however, focus remained on our clients. LFR hopes to open the pantry in June of 2022 so clients can select the items they want/need. Prior to allowing clients back in the building to “shop” the free food aisles, LFR must upgrade the building.

The COVID-19 immunization effort brought additional volunteers and drivers back to LFR in 2021. Yet, there was no LFR-owned vehicle to transport food from MANNA. In order to continue to provide food for our clients in a cost-efficient way. LFR wants to use the \$500 monthly truck rental expense to purchase food, health, and personal care products for our clients.

### Population Served\*

Define the population to be served by this project, including volume and demographic characteristics of those served.

LFR was founded in 1991 in Asheville, NC, by three individuals attempting to address food insecurity issues faced by people living with HIV/AIDS. Many were faced with having to choose between purchasing necessary medications or buying food.

In 1996, LFR expanded its services to people receiving Home Hospice care regardless of diagnosis and continues to be the only food pantry in Buncombe County and the WNC area that serves these populations. In partnership with WNC Aids Project (WNCAP) and the WNC Community Health System (WNCCHS), LFR began providing routine delivery of food boxes from our pantry to the surrounding 18 counties in WNC.

There are over four thousand client visits annually to LFR who are referred to us by WNCAP, WNCCHS, Care Partners Hospice, Four Seasons Hospice, and personal physicians. Clients are served through our food pantry in Asheville and at various drop sites throughout the region.

LFR's clients are mainly male (64%) and African American (52%); however, our demographics also include the American Indian (10%), Hispanic (10%), and White (32%) communities. Age demographics are: 16-24 (7%), 25-44 (17%), 45-64 (32%), and 65+ (44%).

What our clients say about LFR:

- "I couldn't make it without my weekly food box."
- "They are very aware and respectful of me and my needs."
- "It's the only resource for food to stay in good health." (This is a quotation from one of LFR's female HIV positive clients who also is diabetic. She was able to lose over 100 pounds eating the fresh produce and other healthy food she receives from LFR.)

## Results\*

Describe the proposed impact of the project. List at least 3 performance measures that will be tracked and reported. If possible, include baselines and goals for each performance measure.

LFR expects a drastic reduction of utility costs with a new HVAC/Air filtration system. This will be measured by tracking current costs (already recorded) with utility costs after the installation of a new system. Also the cost savings for owning versus renting a box truck will be measured.

They following numbers are based on LFR's 2020 fiscal year records:

Current cost of gas heat per month: \$93/month + a \$750 annual fee to service and start the boiler system for the winter season

Current average cost of electricity per month: \$544

Quotation from Ken Wilson Ford in Canton, NC to "build" a 16 ft box truck: \$76,275

Current cost of renting a box truck per month: \$500+

Besides cost savings, the safety of our clients, volunteers, and staff are essential to continue the mission of LFR while providing needed food, health, and personal care items to people in Buncombe County who are living with HIV/AIDS or are in Home Hospice regardless of diagnosis.

## Evaluation\*

Describe the data collection, analysis, and quality assurance measures you will use to assure ongoing, effective tracking of contract requirements and outcomes.

Through management experience and direction and our bookkeeper, a matrix will be developed with benchmarks to effectively track expenditures and outcomes. The LFR Board of Directors will provide monthly review and oversight.

## Equity Impact\*

How will this effort help build toward a just, equitable, and sustainable COVID-19 recovery? How are the root causes and/or disproportionate impacts of inequities addressed?

One in four adults (<https://www.nationalgeographic.com/history/2020/11/one-in-six-could-go-hungry-2020-as-covid-19-persists/>) in the United States faces food insecurities (an individual or family who cannot identify where their next meal will come from). With the onset of the coronavirus, this number increased to one in six adults. The lethal nature of the coronavirus caused people to become unemployed either by layoffs, termination, or self-quarantine.

A box truck is essential to our relationship with MANNA. It is needed, at least, weekly to obtain several thousand pounds of vital, nutritious food as well as personal care and house hold items for our clients. The truck will enable us to provide just, equitable, and sustainable COVID-19 recovery services to our clients in Buncombe County.

In order for LFR to return to “dignity of choice” shopping for our immunocompromised client population, an adequate HVAC system is essential.

There is no air filtration system. An ancient boiler and gas wall unit in the lobby provide heat. In summer, the building is sweltering. There are seven window A/C units spaced throughout the main pantry, food storage areas, waiting room, and office. All are old and inefficient. It is vital that we protect the safety of food products as well as the health and safety of our clients and volunteers with consistent heating and cooling. A new HVAC system will enable LFR to provide just, equitable, sustainable COVID-10 recovery services as a pantry for our immune compromised clients.

## Project Partners\*

Identify any subcontractors you intend to use for the proposed scope of work. For each subcontractor listed, indicate:

- 1.) What products and/or services are to be supplied by that subcontractor and;
- 2.) What percentage of the overall scope of work that subcontractor will perform.

Also, list non-funded key partners critical to project.

One subcontractor was contacted to provide estimates on a new HVAC/Air filtration system that will provide cost savings, and one automotive company was contacted about a box truck.

Bullman Heating and Air is an Asheville based company. Bullman Heating has been voted best in WNC for the last five years. They offer heating and cooling products combined with a level of customer service that will exceed expectations including 24-hour emergency services.

Ken Wilson Ford, Canton, NC quoted a price for a box truck that would have to be “built” as there are no Ford box trucks in WNC at this time.

## Capacity\*

Describe the background, experience, and capabilities of your organization or department as it relates to capacity for delivering the proposed project and managing federal funds.

Loving Food Resources has been serving its clients for 30 years. In September of 2019, Brent Wyatt took over as Executive Director. With over 30 years of management experience, Brent succeeded in raising enough

money through fundraisers, events, and grants to keep LFR afloat during the COVID-19 pandemic so that our clients would not suffer.

Before Brent's arrival, LFR struggled to keep a substantial savings for emergencies and unexpected expenses. There is now a six-month reserve to cover these events. His capacity to procure and manage funds has been proven in his 2 years at LFR.

For example:

- In November of 2020, the LFR cargo van catalytic converter went out. A cargo van is used several times a week to transport food from local donors. Brent was able to procure a family trust donation to replace the cargo van
- In November of 2020, Brent received grant money to purchase hand sanitizers and face masks for all of LFR clients and volunteers.
- In January 2020, we received a grant from the WNC Presbytery to purchase staple items: bread, milk, and eggs.

## Budget\*

Provide a detailed project budget including all proposed project revenues and expenditures, including explanations and methodology. For all revenue sources, list the funder and denote whether funds are confirmed or pending. For project expenses, denote all capital vs. operating costs, and reflect which specific expenses are proposed to be funded with one-time Buncombe County Recovery Funds.

Download a copy of the budget form [HERE](#). Complete the form, and upload it using the button below.

Recovery-Funds-budget-template Loving Food Resources.xlsx

## Special Considerations\*

Provide any other information that might assist the County in its selection.

Loving Food Resources-Trane (1).doc

As a specialized food pantry, Loving Food Resources has a 30-year track record of staying steadfast to its commitment of providing food, health, and personal care items to its clients.

LFR is a solid organization headed by Executive Director, Brent Wyatt. Several of the LFR Board members have extensive non-profit organizational management experience including submittal and management of private, state and federal grants, as well as timely financial and accurate reporting. The Board is made up of business and local volunteers who are committed to the mission of Loving Food Resources.

Several unusual circumstances in 2020 and 2021 had an impact on the LFR budget, the main of which was the pandemic. It affected everyone, which caused a substantial decrease in once-significant donations. The LFR Charitable Trust (driven by the stock market), which typically pays for food at MANNA was cut in half. Food is obtained from MANNA in several ways: some at no charge or at \$0.18 per pound, and other products may be purchased in case lots significantly below commercial rates. For a period of time, LFR was financially responsible for purchasing food that in previous years had come from MANNA.

LFR's leadership response to the pandemic was immediate. Although doors to the pantry closed, food was still made available to our clients. All possible resources for acquiring food were notified about our needs. Buncombe County residents and organizations responded generously. Clients continued to eat thanks to the knowledge and diligence of LFR leadership and kindness of local communities.

LFR is committed to upgrading our HVAC/filtration system for our food pantry so clients can visit again and select food. Additionally, we need a box truck to assist food transportation from MANNA and other donors.

## File Attachment Summary

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### *Applicant File Uploads*

- Recovery-Funds-budget-template Loving Food Resources.xlsx
- Loving Food Resources-Trane (1).doc



<b>Total</b>	\$	161,267.25		
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# Bullman Heating & Air Inc.

*"There is a difference"*

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## PROPOSAL

**Client Name:** Loving Food Resources  
**Attn:** Brent Wyatt  
**Client Address:** 4 Chiles Avenue  
**City, State, Zip:** Asheville, NC 28803  
**Salesman:** JG  
**Phone:** 828-777-0773  
**Date:** 7-14-21

### ***We hereby submit: Specifications and estimates for:***

*Thank you for allowing our company to submit this proposal for your consideration and review. In this proposal we offer the complete installation of all Heating and Air Conditioning equipment as specified below.*

**Unit 1: Food Pantry-** Install a Trane XR 14 model 4TTR4042L1 nominal 3.5 ton Air Conditioner. Include a Trane S Series model S9X2C100U5PSAA; ECM fan, two stage heat, 95% efficient Gas Furnace with matching Coil. The AC unit has a single stage compressor, 15 SEER and 12.5 EER. **Note:** This system will condition North Side spaces. A Trane Comfortlink wifi enabled thermostat is included. **Note:** Outside air will be introduced to system with a motorized damper activated by a conditioning call. **Note:** Smoke detector is included.

**Unit 2: Food Pantry-** Install a Trane XR 14 model 4TTR4042L1 nominal 3.5 ton Air Conditioner. Include a Trane S Series model S9X2C100U5PSAA; ECM fan, two stage heat, 95% efficient Gas Furnace with matching Coil. The AC unit has a single stage compressor, 15 SEER and 12.5 EER. **Note:** This system will condition South Side spaces. A Trane Comfortlink wifi enabled thermostat is included. **Note:** Outside air will be introduced to system with a motorized damper activated by a conditioning call. **Note:** Smoke detector is included.

**Unit 3: Offices & Storage-** Install a Trane XR 14 model 4TTR4048L1 nominal 4 ton Air Conditioner. Include a Trane S Series model S9X2C100U4PSAA; ECM fan, two stage heat, 95% efficient Gas Furnace with matching Coil. The AC unit has a single stage compressor, 15 SEER and 12.5 EER. **Note:** This system will condition Offices, Entry, Bath, Kitchen and Storage spaces. A Trane Comfortlink wifi enabled thermostat is included. **Note:** Outside air will be introduced to system with a motorized damper activated by a conditioning call. **Note:** Smoke detector is included.

**Unit 4: Freezer Room-** Install a Mitsubishi model MUZ-FS09NAHU1 nominal 9,000 Btu Heat Pump. Include a Mitsubishi wall mounted fan/coil unit model MSZ-FS09NAU1. The system has 30.5 SEER, 16.05 EER, 12.5 HSPF and utilizes hyper-heat technology that enables the outdoor

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P.O Box 18118. Asheville, NC 28814.  
828-658-2468  
828-658-1001 (fax)

[www.bullmanheating.com](http://www.bullmanheating.com)



# Bullman Heating & Air Inc.

*"There is a difference"*

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*unit to maintain total capacity during extreme temperatures in heating. A hand-held remote sensor thermostat is included.*

*All main ductwork shall be metal; mastic sealed and insulated externally. Individual runs will be of flexible duct. Each run will have a balancing damper installed to adjust airflow to the register.  
Note: Quoted price includes standard metal registers and grilles in all areas.*

*Quoted price includes power wiring, gas piping and necessary permit.*

***Note:** Trane systems have 5 year compressor and 1 year parts warranty.*

**We propose** hereby to furnish material and labor-complete in accordance with the above specifications, for the sum of:

Dollars (\$84,992.00)

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**Payment to be made as follows: NC # 13843) 50 % DUE TO START PROJECT AND 50% DUE UPON COMPLETION AND START UP . IN CASE OF DEFAULT ON THESE TERMS, ALL ATTORNEY FEES & COLLECTION EXPENSES WILL BE DUE & PAYABLE ALSO. INTEREST OF 1 ½ % PER MONTH (18% ANNUAL RATE) WILL BE CHARGED FOR INVOICES NOT PAID WITHIN 30 DAYS.**

*Alt #1: Honeywell Media Filters with Cabinet, add \$375.00 each*

*Alt #2: I Wave-R Ion Generator, add \$1,067.00 each*



# Bullman Heating & Air Inc.

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*Included in proposal is our warranty, which guarantees all material and workmanship to be free from defect, under normal maintenance, for a period of 12 months from installation. Excluded from warranty are filters, fuses, or unrelated interruptions, such as power failures or mis-use of the equipment. Manufacturer's warranty will apply to equipment. The equipment and prices listed herein are valid for 90 days from the date of this proposal. Unless prior arrangements have been made, all old equipment, ductwork and materials removed from the job site will be disposed of as Bullman Heating & Air Inc, sees fit.*

All material is guaranteed to be as specified. All work to be completed in a professional manner according to standard practices. Any alteration or deviation from above specifications involving extra costs will be executed only upon written orders and will become an extra charge over and above the estimate. All agreements contingent upon strikes, accidents or delays beyond our control. Owner to carry fire, tornado and other necessary insurance.

I understand Bullman Heating retains ownership of all systems installed "until payment is received in full". If payment is not made in accordance with the terms of proposal, or if any check given in payment is returned, I irrevocably grant Bullman Heating permission to go upon my property, disconnect power and remove and retain the above installed systems without obligation to restore property to its original condition and will hold Bullman Heating harmless for any damages resulting from the removal there of.

Acceptance of proposal – The above prices, specifications and conditions are satisfactory and are hereby accepted. You are authorized to do the work as specified. Payment will be made as outlined above.

Authorized Signature \_\_\_\_\_

Signature \_\_\_\_\_

Date of Acceptance: \_\_\_\_\_