

# Funding Application

## GENERAL INFORMATION

### Organization Information

|   |  |                                       |  |                                 |  |
|---|--|---------------------------------------|--|---------------------------------|--|
| <b>Legal Name:</b><br>Tech Skills on Wheels |  | <b>Federal Tax ID#:</b><br>81-2106300 |  | <b>501(c)(3) Public Charity</b> |  |
| <b>Address:</b><br>8930 Fourwinds Drive     |  | <b>City:</b><br>San Antonio           |  | <b>State:</b><br>TX             |  |
|   |  |                                       |  | <b>Zip Code:</b><br>78239       |  |
| <b>Website:</b><br>www.tsowsa.com           |  | <b>Fax:</b><br>(469) 569-8324         |  | <b>United Way Funded:</b><br>No |  |

### Head Of Organization

|  |  |                                     |  |
|--|--|-------------------------------------|--|
| <b>Name:</b><br>David Collier                  |  | <b>Title:</b><br>Executive Director |  |
| <b>E-Mail Address:</b><br>d.collier@tsowsa.com |  | <b>Phone:</b><br>(469) 569-8324     |  |

### Application Contact

|                           |  |  |  |   |  |                                 |  |
|---------------------------|--|--|--|---|--|---------------------------------|--|
| <b>Name:</b><br>K Collier |  | <b>Title:</b><br>Project / Program Manager |  | <b>E-Mail Address:</b><br>team@tsowsa.com |  | <b>Phone:</b><br>(469) 774-2527 |  |
|---------------------------|--|--|--|---|--|---------------------------------|--|

**Has the organization applied to the Najim Family Foundation in the past and been declined?**  
No

|                                   |  |                                 |  |   |  |
|-----------------------------------|--|---------------------------------|--|---|--|
| <b>Grant Amount Requested \$:</b> |  | <b>Total Project Budget \$:</b> |  | <b>Organization's Annual budget \$:</b> |  |
| \$100,000                         |  | \$362,211                       |  | \$398,750                               |  |

**Mission Statement:**  
Helping to Close the Gap in Information Technology.

# PROJECT INFORMATION

**Program / Project Title:**  
1. Roling With STEAM (Science, Technology, Engineering, Arts, Math); and 2. Super Saturday STEAM

**Harvey E. Najim Family Foundation Priorities:**  
Education

**Program / Project Description:**

Need Addressed:

There is a huge gap between the "technology haves" and the "technology have-nots."

We are on a mission to help close this gap by taking STEAM educational services primarily to middle and high school students, in San Antonio. Research shows students are not getting enough STEAM courses throughout their K-12 educational experience.

Individuals impacted:

Our "Rolling with STEAM" Program is fundamental to Tech Skills on Wheels (TSOW), because it is designed to take enriched STEAM classes to underserved / underrepresented middle and high school students; who primarily attend Title 1 schools and received free or reduced meals.

Our "Super Saturday STEAM" Program is designed to engage students and their communities on Saturdays.

- TSOW has secured a barbershop location.

- We are beginning communications with San Antonio Housing Authority to launch our Super Saturday STEAM Events at their laundry mats locations at Sutton Oaks and East Meadows.

Program Details:

We are in the Planning Phase to launch our 2018 "Rolling with STEAM" program.

Super Saturday STEAM will also launch, during the school year AND continue throughout the summer, if funds are received.

We began introducing ourselves to the San Antonio Independent School District in 2016. The following year, we met with representatives of Wheatley Community School and Sam Houston High School. We are networked with Judson ISD; had one brief conversation with a representative from Harlandale ISD, and believe we can forge the other relationships relatively easily.

Our proposed comprehensive timeline is below (and Memorandums of Understanding will be sought/updated):

2018

Aug - San Antonio ISD Middle and High School Site Presentations

Sep - San Antonio ISD Middle and High School Site Presentations

Oct - Judson ISD Middle and High School Site Presentations

Nov - "Phenom SA Annual Event" (To be held at a local college/university.)

Dec - Harlandale ISD Middle and High School Site Presentations

2019

Jan - NEISD Middle and High School Site Presentations

Feb - South San Antonio ISD Middle and High School Site Presentations

Mar - East Central ISD Middle and High School Site Presentations

Apr - Edgewood ISD Middle and High School Site Presentations

May - EOY Wrap Up / Summer Ramp Up

Jun - Super Saturday STEAM Events / Super Summer Fun STEAM Camps / STEAM Lock-Ins

Jul - Super Saturday STEAM Events / Super Summer Fun STEAM Camps / STEAM Lock-Ins

**THIS GRANT IS SPECIFICALLY ASKING FOR FUNDS TO PURCHASE STEAM MODULES AND PROVIDE DIRECT SERVICES.**

Project start date:

08/20/2018

Project end date:

07/27/19

Number of clients to be served by this program/project (during grant period):

5K+/-

The lessons we use are customizable to align with the TEKS and Bloom's Taxonomy. Students are encouraged to engage in hands-on and cooperative learning; where they are stimulated to discuss and inquire; justify thinking and solve problems. The types of modules include but are not limited to the following:

- \* Applied Physics
- \* Flight Simulator
- \* Bio-engineering
- \* Climate and Biomes
- \* Supply and Demand
- \* Sustainable Agriculture
- \* Robotics
- \* Rocketry
- \* CADD

- \* Math Behind Your Meals
- \* and much, much more.

Students will be taught enriched modules that enhance/supplement classroom learning and encouraged to study both prominent and lesser-known heroes, both past and present, associated with STEAM.

**Expected Results**

In 2016, our annual event had 500+ student attendees. TSOW engaged student attendees with a ROCKETRY / COMPUTER PROGRAMMING presentation. We maintained a relationship with Sam Houston High School and Mr. Collier served as President, on their STEAM Advisory Board. This relationship was very beneficial, because it allowed us to hear how OUR computer programming presentation completely shifted the attitudes of the students 180 degrees. Their teacher said, before our event, he could not get the students to even try coding. However, after our event, the students were fearless and rushed in to tackle coding assignments.

Across the board, feedback from this event was overwhelmingly positive from students and teachers. We continue to be intentional to ensure students get a positive experience with STEAM.

We believe the "Rolling with STEAM" program will be successful, because, in addition to working as an IT professional, and serving as a "Subject Matter Expert" on various corporate projects, Mr. Collier also successfully taught middle school and served his campus as an "Synergistic Lab Instructor" which was the precursor to STEM Education. (He added the Arts component STEM/STE(A)M to give students a broader scope of needed services and help further drive innovation.)

As a former member of a professional IT organization, Mr. Collier also helped successfully trained middle and high school students to nationally compete in computer coding, design, database, reporting, and more. (The main teacher for this year-long class was an IBM Corporate Trainer and Subject Matter Expert.) We saw years of success, serving these students.

Mr. Collier has recently assembled a group of IT professionals, who are equally passionate about helping to close the gap in Information Technology.

(\*\*As a part of a collaboration called, Phenom San Antonio, LLP, TSOW is also writing grants to impact the community evenings and Saturdays. We are beginning communications with San Antonio Housing Authority. Our goal is to equally serve those classified as the "working poor.")

**POTENTIAL COLLABORATORS**

- \*Microsoft Store at La Canterra
- \*Phenom San Antonio, LLP.
- \*The Geek Bus. (We met a team from the Geek Bus at a STEM event hosted by San Antonio College and view each other as collaborators.)
- \*Girls Inc.
- \*Youth Code Jam
- \*Laser Quest

**Evaluation Plan:**

The following measurement tools will be used:

- \*Assessments (oral/written/observed) to track beginning/ending attitudes/comprehension & increased skill level of students
- \*Evaluations/Surveys
- \*Quality Student/Instructor feedback
- \*Lessons Learned

Key: Our annual event helps us connect w/students, teachers, and schools. From this event, it is our desire to grow relationships and continue with ongoing site visits to the schools.

From time to time, while serving in the community, we are fortunate to encounter students and parents, who continue to tell us how much they enjoyed our programming.

**Plans to sustain project beyond the term of this request:**

Our fundraising efforts include the following:

- 1) Regularly Grant Writing (Individually and in collaboration with "Phenom San Antonio, LLP)
- 2) Sponsorship/Donation Letter Requests
- 3)The BIG Give
- 4) Year-long "Peer to Peer" Fundraising Events

We are in collaboration with "I Need a Lift, Inc." They have agreed to help us secure vehicles to raffle and generate funds for TSOW.

In 2019, we will qualify for Charity Bingo and reasonably expect to bring in thousands of dollars of passive income.

**Children Impacted:**

|   |  |
|---|--|
| <b>How many unduplicated children will the TOTAL PROJECT INITIATIVE impact?</b> | <b>How many unduplicated children will NFF REQUESTED FUNDS impact?</b> |
| 5,000   | 2,000  |

Please provide the percentage of each group below that will be served by the project in which funds are being requested. Do not leave any area blank. If that specific group will not be served, include zero. The percentage should total 100%.

| A. Population Served Age |      | B. Population Served Ethnicity |      |
|--------------------------|------|--------------------------------|------|
| Infants (0-5)            | 0%   | African American               | 50%  |
| Children (6-13)          | 50%  | Asian American                 | 5%   |
| Young Adults (14-18)     | 50%  | Caucasian                      | 14%  |
| <b>TOTAL:</b>            | 100% | Hispanic/Latino                | 30%  |
|                          |      | Native American                | 1%   |
|                          |      | Other and Define               | 0%   |
|                          |      | <b>TOTAL:</b>                  | 100% |

**City Council District for Which Children are Being Served:**

District2, District3, District4, District5, District6, District7, District8

**Line item Budget:**

| Line Item Description               | Total Project Funds Allocation | Najim Funds Allocation |
|-------------------------------------|--------------------------------|------------------------|
| Rolling with STEAM Modules (15)     | \$15,000                       | \$7,500                |
| STEAM Consultants (Direct Services) | \$10,000                       | \$5,000                |
| STEAM Educators (Direct Services)   | \$30,000                       | \$12,500               |
| Full-Time Staff                     | \$50,000                       | \$25,000               |
| Part-Time Staff                     | \$25,000                       | \$12,500               |
| Super Saturday Location #1          | \$50,000                       | \$17,500               |
| Super Saturday Location #2          | \$50,000                       | \$17,500               |
| Super Saturday Modules (5)          | \$5,000                        | \$2,500                |
| <b>TOTAL:</b>                       | \$235,000.00                   | \$100,000.00           |

## OTHER FUNDING RESOURCES

For Project being Requested: Funding sources and amounts, pending and committed.

### PROJECT - PENDING

| Funder Name                 | Amount Requested |
|-----------------------------|------------------|
| San Antonio Area Foundation | \$100,000        |
|                             | \$               |
| <b>TOTAL:</b>               | \$100,000.00     |

### PROJECT - COMMITTED

| Funder Name   | Amount Requested |
|---------------|------------------|
|               | \$               |
| <b>TOTAL:</b> | \$0.00           |

Other funding sources and amounts, pending and committed not specific to this request.

### ALL OTHER ORGANIZATION REQUESTS - PENDING

| Funder Name                                 | Amount Requested |
|---|------------------|
| San Antonio PK12 Education (Literacy Grant) | \$5,000          |
| 80-20 Foundation (Mobile STEAM Classroom)   | \$200,000        |
| Shell, Valero (Mobile STEAM Classrooms)     | \$180,000        |
| <b>TOTAL:</b>                               | \$385,000.00     |

### ALL OTHER ORGANIZATION REQUESTS - COMMITTED

| Funder Name   | Amount Requested |
|---------------|------------------|
|               | \$               |
| <b>TOTAL:</b> | \$0.00           |

## BOARD OF DIRECTORS

What percentage of your board contributes financially to the organization?

100%

How are board members expected to participate in your organization?

Donations / Fundraisers / Teachers / Co-teachers / Site Visits  
Peer to Peer Fundraisers  
Distribute Marketing and Advertising materials; hard copies and/or via social media  
Word of mouth advertisers  
Subject Matter Experts  
Volunteers  
Consultants

### LIST OF BOARD DIRECTORS

| Name      | Corporate Affiliation              |
|-----------|------------------------------------|
| K Collier | Nissi Corporate Training Solutions |
| V Hice    | USAA (Retired)                     |
| E Banks   | HEB (Retired)                      |
| C Banks   | SAISD (Retired)                    |