

# FUNDING APPLICATION

## GENERAL INFORMATION

### Organization Information

|   |                                       |   |                           |
|---|---------------------------------------|---|---------------------------|
| <b>Legal Name:</b><br>Good Samaritan Community Services | <b>Federal Tax ID#:</b><br>74-1117340 | <b>501(c)(3) Public Charity</b><br>509 (a)(1) |                           |
| <b>Address:</b><br>1600 Saltillo St.                    | <b>City:</b><br>San Antonio           | <b>State:</b><br>TX                           | <b>Zip Code:</b><br>78207 |
| <b>Website:</b><br>www.goodsamtx.org                    | <b>Fax:</b><br>(210) 434-5531         | <b>United Way Funded:</b><br>Yes              |                           |

### Fiscal Year:

September 01 to August 31

### Head Of Organization

|   |  |
|---|--|
| <b>Name:</b><br>Simon G. Salas                      | <b>Title:</b><br>Chief Executive Officer |
| <b>E-Mail Address:</b><br>simon.salas@goodsamtx.org | <b>Phone:</b><br>(210) 434-5531          |

### Application Contact

|                                   |  |  |                                 |
|-----------------------------------|--|--|---------------------------------|
| <b>Name:</b><br>William L. Bailey | <b>Title:</b><br>Chief Development Officer | <b>E-Mail Address:</b><br>william.bailey@goodsamtx.org | <b>Phone:</b><br>(210) 434-5531 |
|-----------------------------------|--|--|---------------------------------|

### Previous Najim Funding

| <b>Year</b>  | <b>Funding \$</b> |
|--------------|-------------------|
| 2007         | \$50,000          |
| 2008         | \$55,000          |
| 2009         | \$60,000          |
| 2011         | \$100,000         |
| 2012         | \$45,000          |
| 2013         | \$50,000          |
| 2014         | \$50,000          |
| 2015         | \$50,000          |
| 2016         | \$50,000          |
| 2017         | \$50,000          |
| 2018         | \$60,000          |
| 2019         | \$60,000          |
| <b>Total</b> | <b>\$680,000</b>  |

### 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> |
|-----------------------------------|---------------------------------|---|
|                                   |                                 |   |

|          |           |             |
|----------|-----------|-------------|
| \$70,000 | \$200,133 | \$4,354,500 |
|----------|-----------|-------------|

### **Mission Statement:**

Good Samaritan Community Services' (Good Sam) mission is to serve as a catalyst for change, supporting youth, individuals, and families by providing excellent community services to overcome economic poverty.

### **PROJECT INFORMATION**

#### **Program / Project Title:**

To support GSCS' Youth Development Services summer camp, "Camp Good Sam" program, which strives to combat summer learning loss as it affects economically disadvantaged youth.

### **PROJECT TIMELINE**

| <b>Start Date</b> | <b>End Date</b> |
|-------------------|-----------------|
| 06/08/2020        | 07/16/2020      |

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

Education

#### **Education Priorities:**

Elementary to High School

#### **Program / Project Description:**

Good Samaritan Community Services respectfully requests funding to support the Camp Good Sam summer learning program, which provides enriching learning opportunities to economically disadvantaged 1st - 12th grade students residing in San Antonio's West Side. The funds will support the Camp Good Sam program budget of \$200,133, which includes program supplies, field trip admission fees, outreach and recruitment, staff training, salaries, and more.

#### Goals

Camp Good Sam, the 2017 Excellence in Summer Learning honoree awarded by the National Summer Learning Association, provides 1st-12th grade students on the West Side with an empowering, six week, curriculum-based summer learning experience to strengthen academic achievement and reduce the effects of summer learning loss. By incorporating a popular young adult fiction book series into its curriculum, the program immerses children and youth in interactive learning opportunities that encourage the development of literacy skills, leadership, and academic achievement. The program is offered Monday through Thursday, from 8am to 4pm, at no cost to participating families. Last year, 320 youth read "Harry Potter and the Sorcerer's Stone" by J.K. Rowling; they learned about science, language, and animals by attending Potions class, practicing their spells and caring for magical creatures.

Camp Good Sam is structured to support youth through the implementation of activities centered around five (5) pillars:

1) Supporting Educational Achievement: Youth are involved in hands-on activities (Creative Minds, Geek Time, LEGO(R) Mindstorms EV3 STEM Curriculum, etc.) to build on key concepts that are taught during the school day. These activities engage a deeper understanding of reading, math, writing, and science and support grade-level achievement benchmarks.

2) Encouraging Healthy Decisions: Youth engage in lessons framed by the Search Institute's 40 Developmental Assets(R) to promote important life skills and personal assets. Examples of personal assets include honesty, integrity, achievement, motivation, school engagement, responsibility, planning and decision making, sense of purpose, positive peer influence, etc. Other activities specifically designed to address risk include health and sex education, substance abuse prevention workshops, nutrition education, and physical fitness via organized sports camps and recreation.

3) Exploring College and Career Pathways: Activities offered to youth include college tours, guest speakers, application preparation, and career exploration.

4) Developing Leaders: Leadership development opportunities (ex. community service projects, peer mentoring) are offered to help youth learn the importance of community engagement and to develop leadership skills. Good Sam's main campus is home to the Youth Advisory Committee (YAC); youth involved in this committee plan volunteer projects to better their community with the purpose of getting involved in the development of their own neighborhoods.

5) Engaging Families: Engagement activities help families nurture relationships, establish boundaries, maintain expectations, adapt to challenges and connect to the community. To encourage family involvement, Good Sam's programs actively engage parents by holding monthly PTA meetings, having Family Days, and through the interactions of caring staff with parents on a day to day basis.

#### Need

Research indicates that a number of factors contribute to the achievement gap, including the zip code a child is born into and the number of opportunities youth have to learn outside the school day. Malcom Gladwell, in his book *Outliers* (2008) supports the importance of learning outside the school day by stating, "Virtually all of the advantage that wealthy students have over poor students is the result of differences in the way privileged kids learn when they are not in school" (pp. 258-260). When youth continue to learn while out of school, they are healthier, safer, and smarter, and are better contributors to their schools and communities.

#### Individuals Impacted

Research indicates that a number of factors contribute to the achievement gap, including the zip code a child is born into and the number of opportunities youth have to learn outside the school day. Camp Good Sam supports children and youth residing primarily in the 78207 zip code, where over 45% of adults over the age of 25 have not graduated from high school and 58% of residents are considered low-income. Demographics for last summer indicate that 76% of youth lived in homes with incomes below the poverty line, 90% were Latinx, 51% were female and 49% were male.

#### Expected Results

Program success will be measured by the following outcomes:

- 80% of youth will indicate that the program made them feel more confident about their future;
- 75% of youth will demonstrate an improved attitude toward STEM careers;
- 75% of youth will indicate that their desire to read has increased; and,
- 80% of youth would grade the program a 'B' or higher.

Long term results include next grade level advancement of youth ages 6-19, who are at risk of poor academic performance and dropping out. Good Sam expects that youth participating in its programs will immerse themselves in rich learning experiences, awakening their interest in STEM-related career fields and prepare them for a future in a technologically advanced workforce.

#### **Evaluation Plan:**

Good Sam's youth programs are evaluated through the analysis of quantitative data, such as surveys and risk factor inventories, and qualitative data, such as anecdotes. Data collected from students is then recorded in the agency's Efforts to Outcomes (ETO) client management system for monitoring and reporting.

Evidence-based tools, such as Search Institute's Developmental Asset Profile and the Strengths and Difficulties Questionnaire, are used to conduct social-emotional and developmental growth, and help staff identify protective factors, risk factors, and developmental assets in youth. Other evaluation tools used to measure program success include:

- Parent Satisfaction Surveys
- Participant Satisfaction Surveys
- Attendance Reports
- Healthy Living Survey
- Protective Risk Factors Survey
- Qualitative Data

All data collected is analyzed as part of the agency's continuous quality improvement cycle, and outcomes are later shared in Good Sam's Annual Report each year.

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

Good Sam's long-standing commitment to serving communities in need with high-quality services has led to the cultivation of consistent and recurring support over the years. In addition to the continuous support of individual donors, foundations, corporations and the City of San Antonio, Development staff continue to research and identify additional private and governmental funding sources to sustain its programs.

Executive leadership and the Board of Directors have placed significant priority on cultivating major donors in the fundraising plan this fiscal year. Maintaining existing donor relationships through the communication of program success, but also seeking out new relationships with the help of the Board, are critical to sustaining our programs long-term.

#### **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> |
|---|--|
| 350   | 350  |

**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%.**

| <b>A. Population Served Age</b> |             | <b>B. Population Served Ethnicity</b> |             |
|---------------------------------|-------------|---------------------------------------|-------------|
| Infants (0-5)                   | 2%          | African American                      | 3%          |
| Children (6-13)                 | 82%         | Asian American                        | 3%          |
| Young Adults (14-18)            | 16%         | Caucasian                             | 0%          |
| <b>TOTAL:</b>                   | <b>100%</b> | Hispanic/Latino                       | 93%         |
|                                 |             | Native American                       | 0%          |
|                                 |             | Other and Define                      | 1%          |
|                                 |             | <b>TOTAL:</b>                         | <b>100%</b> |

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

District5

#### **Line item Budget:**

| <b>Line Item Description</b> | <b>Total Project Funds Allocation</b> | <b>Najim Funds Allocation</b> |
|------------------------------|---------------------------------------|-------------------------------|
|                              |                                       |                               |

|                                     |           |          |
|-------------------------------------|-----------|----------|
| Salaries                            | \$100,401 | \$35,000 |
| Payroll Taxes                       | \$7,681   | \$2,680  |
| Workers Compensation                | \$964     | \$315    |
| Life Insurance                      | \$86      | \$0      |
| Long-Term Disability                | \$210     | \$0      |
| Health Insurance                    | \$4,942   | \$1,800  |
| Retirement                          | \$1,137   | \$0      |
| Office Supplies                     | \$1,250   | \$0      |
| Janitorial Supplies                 | \$1,500   | \$500    |
| Program Supplies                    | \$8,200   | \$5,500  |
| Program Events                      | \$600     | \$600    |
| Outreach and Recruitment            | \$200     | \$0      |
| Basic Telephone                     | \$800     | \$0      |
| Mobile Phones                       | \$1,200   | \$600    |
| Postage                             | \$50      | \$0      |
| Fees for Services                   | \$2,600   | \$1,000  |
| Pest Control                        | \$250     | \$0      |
| Client Database                     | \$600     | \$600    |
| IT Technical Support Fees           | \$950     | \$950    |
| HRIS Database                       | \$850     | \$850    |
| Staff Training                      | \$3,600   | \$1,500  |
| Security and Fire                   | \$650     | \$0      |
| General Liability Insurance         | \$2,600   | \$1,000  |
| Bldg. Maintenance and Repairs       | \$600     | \$0      |
| Utilities                           | \$5,462   | \$2,000  |
| Waste Management                    | \$1,000   | \$0      |
| Equipment Maintenance and Repairs   | \$4,450   | \$1,000  |
| Lease Payments                      | \$2,250   | \$0      |
| Marketing                           | \$300     | \$0      |
| Out of Town Travel                  | \$4,000   | \$1,000  |
| Conference Registration             | \$1,100   | \$0      |
| Vehicle Insurance                   | \$1,300   | \$505    |
| Group Activities and Field Trips    | \$2,000   | \$500    |
| Participant Incentives              | \$8,000   | \$2,500  |
| Employee Drug Testing and Physicals | \$350     | \$0      |
| Staff Uniforms                      | \$1,200   | \$600    |
| Buildings and Grounds               | \$8,150   | \$2,400  |

|                        |                  |                 |
|------------------------|------------------|-----------------|
| Administrative Expense | \$11,150         | \$4,200         |
| CEO Expense            | \$7,500          | \$2,400         |
| <b>TOTAL:</b>          | <b>\$200,133</b> | <b>\$70,000</b> |

## OTHER FUNDING RESOURCES

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

### PROJECT - PENDING

| Funder Name                                 | Amount Requested |
|---|------------------|
| Valero Benefit for Children                 | \$25,000         |
| Elizabeth Hugh Coates Charitable Foundation | \$20,000         |
| <b>TOTAL:</b>                               | <b>\$45,000</b>  |

### PROJECT - COMMITTED

| Funder Name                                | Amount Requested |
|--|------------------|
| United Way of San Antonio and Bexar County | \$67,157         |
| Edouard Foundation                         | \$10,000         |
| Flohr Family Foundation                    | \$4,500          |
| <b>TOTAL:</b>                              | <b>\$81,657</b>  |

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

### ALL OTHER ORGANIZATION REQUESTS - PENDING

| Funder Name               | Amount Requested |
|---------------------------|------------------|
| Rackspace Foundation      | \$95,155         |
| The Circle Bar Foundation | \$10,000         |
| <b>TOTAL:</b>             | <b>\$105,155</b> |

### ALL OTHER ORGANIZATION REQUESTS - COMMITTED

| Funder Name  | Amount Requested   |
|--|--------------------|
| Texas Department of Family and Protective Services | \$899,912          |
| The City of San Antonio                            | \$237,744          |
| The United Way of San Antonio and Bexar County     | \$380,555          |
| The Episcopal Diocese of West Texas                | \$150,000          |
| The Perry & Ruby Stevens Foundation                | \$95,000           |
| The San Antonio Area Foundation                    | \$50,000           |
| Valero Energy Foundation                           | \$30,000           |
| Farm Bureau Bank                                   | \$20,000           |
| The Carl C. & Marie Jo Anderson Foundation         | \$15,000           |
| St. Mark's Episcopal Church                        | \$15,000           |
| Saint Susie Charitable Foundation                  | \$15,000           |
| The Shield-Ayres Foundation                        | \$10,000           |
| The Texas Cavaliers Charitable Foundation          | \$5,000            |
| <b>TOTAL:</b>                                      | <b>\$1,923,211</b> |

## BOARD OF DIRECTORS

**What percentage of your board contributes financially to the organization?**

100%

**If Board giving is not at 100%, please explain why?**

N/A

**How are board members expected to participate in your organization?**

Board members are expected to attend at least 80% of meetings, held 6 times per year for 1.5 hours. They also participate with at least one committee: Development, Finance, Governance, Programs, Ad Hoc Technology, or Ad Hoc Strategic Planning. Committees meet 5-6 times per year for about 1.5 hours. Board members must attend a half-day Board Engagement Day, consisting of a service project on our main campus, to promote good board relations and give back to the community. Every other year or so, a Board Retreat of a half-day or longer is held to assess the achievement of strategic goals per the current strategic plan. Board members must also attend at least one program event annually.

Financially, each member is asked to make at least one personal contribution, with a suggested annual amount of \$500. Board members are also expected to identify funding prospects and solicit gifts to contribute to the organization's fundraising efforts.

**LIST OF BOARD DIRECTORS**

| Name & Office Held                    | Corporate Affiliation                    |
|---------------------------------------|--|
| Mr. The Rev. Michael D. Chalk - Chair | Retired                                  |
| Mr. Gavin Gallagher - Vice Chair      | HEB                                      |
| Mr. Mark Trexler - Treasurer          | NuStar Energy                            |
| Ms. Kelly Majors Anderson             | Southwest Research Institute             |
| Mr. Brent Bishop                      | Atlas, Hall & Rodriguez, LLP             |
| Ms. Meredith Brewer                   | Bennett & Straus                         |
| Mr. Hector Caldera                    | Caldera Training Seminars                |
| Ms. Jenniann Colon                    | Valero Energy Corporation                |
| Ms. Kate Dawson                       | Cavender Auto Family                     |
| Mr. Gerardo Flota                     | Chesney Morales Partners                 |
| Ms. Ana Maria Garza Cortez            | CentroMed                                |
| Mr. Michael K. Gish                   | USAA                                     |
| Ms. Julie G. Hardaway                 | Broadway Bank                            |
| Mr. William Hileman                   | Farm Bureau Bank                         |
| Mr. Lennie Irvin                      | San Antonio College                      |
| Mr. Blair Labatt                      | Vesta Systems                            |
| Mr. Stacy Locke                       | Pioneer Energy Services                  |
| Mr. Curt Mowen                        | Retired                                  |
| Ms. Elizabeth Neally                  | Walsh Gallegos Trevino Russo & Kyle P.C. |
| Mr. Brandon Raney                     | BC Lynd Hospitality, LLC                 |
| The Rt. Rev. David Reed               | Episcopal Diocese of West Texas          |

**Signature**

Simon G. Salas