

# FUNDING APPLICATION

## GENERAL INFORMATION

### Organization Information

<b>Legal Name:</b> Boys and Girls Clubs of San Antonio		<b>Federal Tax ID#:</b> 74-1109637		<b>501(c)(3) Public Charity</b> 509 (a)(1)	
<b>Address:</b> 123 Ralph Avenue		<b>City:</b> San Antonio		<b>State:</b> TX	
				<b>Zip Code:</b> 78204	
<b>Website:</b> www.begreatsa.org		<b>Fax:</b> (210) 436-0686		<b>United Way Funded:</b> Yes	

### Head Of Organization

<b>Name:</b> Angie Mock		<b>Title:</b> CEO	
<b>E-Mail Address:</b> amock@begreatsa.org		<b>Phone:</b> (210) 436-0686	

### Application Contact

<b>Name:</b> Kathy Lawless		<b>Title:</b> Grants Manager		<b>E-Mail Address:</b> klawless@begreatsa.org		<b>Phone:</b> (210) 436-0686	
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### Previous Najim Funding

Year	Funding \$
2010	\$26,000
2011	\$60,000
2012	\$55,000
2013	\$56,000
2014	\$1,000
2015	\$60,000
2016	\$76,000
2017	\$75,000
2018	\$85,000
<b>Total</b>	<b>\$494,000</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>
\$100,000	\$2,768,290	\$7,017,943

### Mission Statement:

To inspire youth, especially those who need us most, to achieve their full potential in a safe, positive and engaging environment that promotes education, health and character development.

## PROJECT INFORMATION

**Program / Project Title:**

To support the general operating costs of the 'Great Futures' program.

**PROJECT TIMELINE**

<b>Start Date</b>	<b>End Date</b>
01/01/2019	12/31/2019

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

Education

**Education Priorities:**

After School

**Program / Project Description:**

Needs: BGCSA believes that every child deserves a great future. Unfortunately, there are many San Antonio youth who face tremendous barriers to success, living in neighborhoods challenged with low graduation rates, high poverty, and low academic expectations. In the neighborhoods closest to our clubhouses, 40% of children live in poverty. The demographics of our members indicate that they face similar struggles every day - poverty, food insecurity and stressful, often unsupportive neighborhood and home environments - all serious obstacles in their path towards academic success. Ninety percent of our Clubhouse members qualify for the free/reduced price lunch program. A growing number (64%) come from single parent homes.

Project Goal: Ensuring that every Club member, regardless of their income, their neighborhood, or their ethnicity, graduates from high school with a solid plan for their future is our highest priority. We work to eliminate any financial, cultural or geographic barriers to ensure that youth in economically challenged neighborhoods flourish.

BGCSA proposes to serve 3,400 at-risk youth through our Great Futures programming, assuring them a Club experience is safe and fun, leads to a sense of belonging, and develops the skills needed to achieve success in the 21st century.

Project Description: For many of our members, the Clubs represent the only real oasis of consistency and security that they know. Our first priority is to meet the need for a consistent, positive, safe place for youth to go when they are not in school. Yet even as they enter our doors, we know that poverty remains the major threat to any child's academic success. With the support of the Najim Family Foundation, the Great Futures Program offers these youth daily access to programs to achieve measurable impact in three priority areas: Academic Success, Good Character & Leadership, and Healthy Lifestyles.

Funding this program will allow us to help keep members on track academically, providing consistent homework help, Sylvan tutoring, art instruction, ballet, chorus, STEM, and college, and career prep that they might otherwise not have. Partnering with the San Antonio Food Bank and Be A Champion, BGCSA also provides all members a meal every day, as many go home to food-insecure homes.

Great Futures healthy lifestyle programs, fun fitness activities, and sports leagues support our goal for all youth to adopt lifelong healthy living habits. Members can now learn to prepare healthy meals in our culinary teaching kitchen in the Mays Clubhouse.

Our SMART Moves risk reduction programs help youth to identify and avoid behaviors that could derail their academic futures. To help kids make the right life choices, we provide a team of caring adults and the right resources to avoid risk behaviors and learn responsible decision making. With this support, they become leaders in their schools, families, and neighborhoods.

During their critical teen years, members can join our Keystone and Torch Club leadership clubs. This added guidance and accountability, coupled with service opportunities, promotes good character, self-reliance, and integrity. Our Youth of the Year competition is also a great opportunity for teens to receive real-world practice for future job interviews and college applications through coaching on writing skills and public speaking as they gain the confidence to tell their own story. To give teens both the motivation and tools to prepare for college and careers, your gift will also help us to offer programs like Diplomas 2 Degrees, Career Launch, and financial literacy. College visits also allow them to experience the energy and excitement of a university setting, many for the first time. BGCSA also teaches our youth to give back to their community. From our younger members creating Thanksgiving placemats for community dinners to our teens helping at animal shelters or the Food Bank, all of our members are encouraged to volunteer their time and talents.

When school is out for holidays or summer, our doors are open weekdays from 7 AM - 6 PM. Last summer, an average of 980 members came to the Clubs every day. With the objectives of reinforcing skills and knowledge learned during the school year and reducing the summer learning loss that disproportionately impacts low-income children, our members spend their summers reading, participating in STEM workshops, or studying for the annual Summer Spelling Bee, along with many fun indoor and outdoor activities. Because third-grade reading is a key indicator of high school graduation and future success, we are working to include a dedicated effort in the summer to focus on improving reading of early elementary students.

Expected Results: The uphill battle to high school graduation remains very real for many San Antonio youth. Your gift will help our members to beat their neighborhood odds, set examples for their peers, and progress in school. With the help of the Najim Family Foundation, BGCSA will reach 3,400 youth at the six clubhouses with our programs and expects the following outcomes:

- 1.90% of all members will progress to the next grade level on time;
- 2.90% of seniors will graduate from high school on time;
- 3.80% of youth participating in SMART Moves programs will show increased knowledge of risk factors and prevention strategies; and
- 4.40 youth will actively participate in the Keystone Club or Youth of the Year.

**Evaluation Plan:**

Outcome-driven programming, evaluation, and continuous improvement are essential to ensuring a positive impact. BGCSA uses YES (Youth Enrollment Systems) tracking software to track attendance and program participation. To track our impact on academic progress and grade level advancement, we collect and review report cards. For the risk prevention and college/career readiness programs, pre- and post-tests developed by BGCA are administered at the beginning and end of each unit.

Club impact is also measured with our National Youth Outcomes Initiative (NYOI). This member survey provides a comparative analysis of the quality and consistency of programs and operations from Club site to Club site. We also use these survey results on the youth's perspective on their Club experience to inform planning, operational decisions, and training to improve the quality and impact of our programs and services.

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

Along with other non-profits, BGCSA experienced a cut in critical operational funding from United Way in the past two years and await the impact of a change in their current funding priorities. We expect continued support from the City of San Antonio for Clubhouse operations. Through our efforts to establish new corporate sponsors and individual donors, build a stronger volunteer base, and strengthen and diversify our philanthropic support, BGCSA will continue to serve the children who need us the most.

With \$.88 of every dollar going toward programs, we are among the leanest organizations in the nation compared to other Clubs. We recognize that we must rework our funding/budgeting model and build stronger donor relationships outside of the traditional government funding. Leadership has met with other Clubs looking for opportunities to become more resilient in a sector that has traditionally relied on external funding to provide services for underserved youth.

**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>
3,400	123

**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)	0%	African American	25%
Children (6-13)	87%	Asian American	0%
Young Adults (14-18)	13%	Caucasian	3%
<b>TOTAL:</b>	<b>100%</b>	Hispanic/Latino	63%
		Native American	0%
		Other and Define	9%
		<b>TOTAL:</b>	<b>100%</b>

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

District2, District3, District4, District5

**Line item Budget:**

<b>Line Item Description</b>	<b>Total Project Funds Allocation</b>	<b>Najim Funds Allocation</b>
Personnel	\$1,821,374	\$60,000
Benefits	\$219,476	\$5,000
Contract Labor	\$9,000	\$0
Professional Fees	\$18,000	\$3,000
Evaluation	\$22,000	\$0
Printing	\$4,200	\$0
Office Supplies	\$23,000	\$0
Program Supplies	\$72,900	\$0
Vehicle Expense	\$72,750	\$7,000
IT	\$12,000	\$0
Telecommunications	\$37,540	\$0
Rent	\$15,000	\$0
Utilities	\$241,750	\$25,000

Licenses/Permits	\$2,500	\$0
Conferences/Meetings	\$17,200	\$0
Training/Professional Development	\$12,000	\$0
Insurance	\$155,000	\$0
Misc - Payroll Processing	\$12,600	\$0
<b>TOTAL:</b>	<b>\$2,768,290</b>	<b>\$100,000</b>

## **OTHER FUNDING RESOURCES**

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

### **PROJECT - PENDING**

<b>Funder Name</b>	<b>Amount Requested</b>
Kronkosky Charitable Foundation	\$75,000
Safelite Foundation	\$25,000
Bank of America	\$15,000
Marcia & Otto Koehler Foundation	\$5,000
Elizabeth Huth Coates Foundation	\$5,000
Wells Fargo	\$5,000
State Farm Foundation	\$10,000
<b>TOTAL:</b>	<b>\$140,000</b>

### **PROJECT - COMMITTED**

<b>Funder Name</b>	<b>Amount Requested</b>
City of San Antonio	\$500,000
United Way of San Antonio	\$390,048
Andeavor Foundation	\$125,000
Valero Energy Foundation	\$50,000
San Antonio Area Foundation	\$40,000
Bexar County CDBG	\$40,000
BGCA OJJDP	\$28,856
Texas BGC Alliance	\$141,832
Brake Check	\$31,544
Hixon Properties	\$10,000
Porter Loring	\$10,000
Ashley Furniture	\$10,000
Citi	\$30,000
Texas Cavaliers	\$5,000
Best Buy Foundation	\$5,000
<b>TOTAL:</b>	<b>\$1,417,280</b>

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

### **ALL OTHER ORGANIZATION REQUESTS - PENDING**

<b>Funder Name</b>	<b>Amount Requested</b>
New York Life Foundation	\$50,000
Charity Ball Association	\$100,000
USAA BowlAThon	\$100,000
Wade Richmond Match	\$100,000
<b>TOTAL:</b>	<b>\$350,000</b>

#### **ALL OTHER ORGANIZATION REQUESTS - COMMITTED**

<b>Funder Name</b>	<b>Amount Requested</b>
City of San Antonio	\$59,579
US Dept of Army	\$250,000
School Districts (SAISD & Harlandale)	\$1,083,115
Bank of America - Neighborhood Builders	\$100,000
USAA	\$35,000
BGCA Gap Inc.	\$10,000
BGCA Raytheon	\$15,000
Walmart Foundation	\$8,000
The Hartford	\$20,000
H-E-B	\$30,000
<b>TOTAL:</b>	<b>\$1,610,694</b>

#### **BOARD OF DIRECTORS**

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

96%

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

This percentage represents one Board member who did not personally contribute to BGCSA. This Board member is from a supportive corporation but is not playing an active role on the Board. Our Board leadership, in conjunction with the corporation leadership, is actively looking for a replacement board member.

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

Board members are expected to participate in strategic planning and development tasks and to serve on Board Committees. They are asked to identify connections to individuals, corporate leaders, and foundations, who might provide support to the Club and to participate in donor stewardship - cultivating, soliciting, and thanking donors. Board members are also expected to make a personally meaningful financial contribution to the Club.

Last year, five Board members took on the challenge of engaging new supporters by building a new group of committed emerging leaders, called Club Blue, modeled after similar young professional groups affiliated with Clubs around the country. They engage professionals to learn about the Clubs, promoting volunteerism opportunities, and growing future funding sources and board members. Launched in February, they have sponsored mixers and promoted engagement with our members through volunteering as a group at Power Hour and organizing a softball game with our members.

#### **LIST OF BOARD DIRECTORS**

<b>Name &amp; Office Held</b>	<b>Corporate Affiliation</b>
Tony Trevino, Chair	Lewis Energy Group

Michael Cubeta, Secretary	Security Service Federal Credit Union
Brian Wessel, Treasurer	Ernst & Young
Sheela Allam	Wells Fargo Bank
Shay Bluntzer	NuStar Energy, L.P.
Anthony Cisneros	H-E-B
John Cruz	Broadway Bank
Luis de la Torre	Clear Channel Outdoor
Niki Frishberg	IBC
Brandon Grossman	BG Group, LLC
Lana Harris	ROBOT Creative
Paul Hensley	Holt Texas, Ltd.
Paul Hoskins	P&M Hoskins Enterprises dba McDonald's
Rich Lashway	Valero Energy
Jesse Lotay	Jackson Walker LLP
Leticia Mond	Zachry Construction & Material
Brandon Moore	Safelite AutoGlass
Robert Olivares	Republic National Distributing
Marisa Palmer	San Antonio Water System
Micah Salinas	Frost Bank
JoQuese Satterwhite	MedTronic
Melissa Sorola	CPS Energy
Chad Taylor	Chad Taylor Luxury
Ken Train	Swift-Train
Brian Tramontano	Merrill Lynch/Bank of America
Elizabeth Van Sickle	Attorney
John Ximenes	LS Services, LLC
<b>Signature</b> Angie Mock	