

FUNDING APPLICATION

GENERAL INFORMATION

Organization Information

Legal Name: YMCA of Greater San Antonio		Federal Tax ID#: 74-1109634		501(c)(3) Public Charity 509 (a)(1)	
Address: 231 E. Rhapsody		City: San Antonio		State: Texas	
				Zip Code: 78216	
Website: www.ymcasatx.org		Fax: (210) 246-9640		United Way Funded: Yes	

Head Of Organization

Name: Sandy Morander		Title: President & CEO	
E-Mail Address: sandym@ymcasatx.org		Phone: (210) 246-9647	

Application Contact

Name: Catherine Alvarado		Title: Senior Director of Grant Administration and Program Innovation		E-Mail Address: catherinea@ymcasatx.org		Phone: (210) 246-9647	
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Previous Najim Funding

Year	Funding \$
2009	\$20,000
2010	\$99,000
2011	\$72,500
2013	\$100,000
2014	\$200,000
2015	\$200,000
2016	\$200,000
2017	\$200,000
2018	\$100,000
Total	\$1,191,500

Has the organization applied to the Najim Family Foundation in the past and been declined?

No

Grant Amount Requested \$:	Total Project Budget \$:	Organization's Annual budget \$:
\$100,000	\$2,200,203	\$35,501,817

Mission Statement:

The YMCA of Greater San Antonio's mission is to put Judeo-Christian principles into practice through programs that build healthy spirit, mind, and body for all.

PROJECT INFORMATION

Program / Project Title:

To support Childcare Scholarships at the Y's Early Learning Center at Labor Street and Financial Assistance through Y's Open Door Scholarship program for families at the Harvey E. Najim Family YMCA.

Harvey E. Najim Family Foundation Priorities:

Education

Program / Project Description:**THE Y'S EARLY LEARNING CENTER (ELC) - DOWNTOWN**

Strategically located to serve San Antonio's low-income and working families, the Y's ELC - Downtown (440 Labor Street, 78210) is situated in the heart of the city's urban center. The center offers licensed early childhood education and kindergarten readiness five days a week for over 200 infants, toddlers, and pre-school age children annually. Early learning experiences are essential to a child's future, equipping them with the skills and resiliency to succeed in school and life. However, quality childcare is often out of reach for low-income families. A grant award from the Harvey E. Najim Family Foundation maintains the affordability of the Downtown Y ELC program, providing scholarships and tuition assistance for families in need.

The Y's ELC - Downtown provides an environment of enrichment and nurturing care for low-income children ages 0-5. Of students enrolled, 78% are Hispanic, 10% are Black/African American, and 10% are white. The median household income in the community surrounding the center is \$34,908, 26.2% residents live below the poverty level, and 29.3% of adults in the area did not graduate high school. Out of the 124 children currently enrolled, 59% receive tuition assistance and 28 children are on Child Care Services (CCS) subsidies. The Y's ELC - Downtown levels the playing field for socially and economically marginalized families. While children receive quality care and education, their parents can maintain employment and/or further their education.

The center's goal is to give children at risk of developmental delays the same foundation for academic success and well being as their higher-resourced peers. The ELC's passionate and professional team of early childhood specialists engage children in a full day of guided activities focused on their socio-emotional, physical and cognitive development. Daily routines include two nutritious meals and snack; outdoor play; nap time; music and movement; and small group instruction with structured curriculum. The curriculum promotes brain development, literacy, healthy habits, and self-regulation.

The Y is results-driven and employs pre and post program surveys to measure results. The Y expects for children to demonstrate increased school readiness; improved social interaction with peers and adults; enhanced self-expression and communication skills; positive self-esteem and self-image; large and small muscle development; and intellectual growth. Evaluations from the 2016-2017 school year reveal that over 95% of children enrolled in the center master skills in the cognitive/intellectual, language, social, physical, and self-help developmental domains. In addition, 95.8% of 3-5 year old children enrolled in the Y's ELC - Downtown demonstrated school readiness skills.

Children from quality early learning settings are more likely to score higher on academic achievement tests, less likely to repeat grades, have higher graduation rates, and are more than twice as likely to attend a four year college. The Y's ELC - Downtown helps break the cycle of poverty resulting from lack of education and employment in low-income communities. Success is evident in the community at large when early education efforts improve dropout rates in Bexar County.

THE HARVEY E. NAJIM FAMILY YMCA

The Harvey E. Najim Family YMCA has brought new energy, hope, and healthy lifestyle options to the Southside community with services for all ages. This modern, comprehensive, and family-friendly facility is located in the same complex as the Mission Library and features a wellness area, teaching kitchen, community meeting space, Childwatch and kids zone, two studios/multi-purpose rooms, a lobby/reception area, an outdoor basketball court, and a courtyard. Housed within this 16,000 square foot facility are youth development opportunities, nutritional and educational programs, social responsibility and volunteer opportunities, child care, Kids Club, family programs, Active Trax (a computerized member engagement program), senior programs, medically-based wellness programs, a summer food program for children, personal training, and youth and adult sports.

The goal of the Harvey E. Najim Family YMCA is to connect families, develop youth character, and establish lifestyles of health and well being in an impoverished area of the city. For decades, residents of San Antonio's southside have been challenged by poverty (37.7% families with children live below the poverty level); chronic disease (especially diabetes, obesity and cancer); higher morbidity and mortality rates; excessive school dropout rates and low levels of educational achievement (34% of adults do not have a high school diploma); barriers to health care; limited social and recreational services; high teen pregnancy; stagnant economic growth and other factors that perpetuate the culture of poverty. Residents are primarily renters, low-income, un- or underinsured Hispanic families with limited access to public health programs and supportive wellness opportunities. The Harvey E. Najim Family Y brings effective, diverse healthy living programs that were previously non-existent, reversing the widespread inactivity afflicting this community.

It is the Y's belief that all people should have the opportunity to be well in spirit, mind, and body and no one is turned away because of their inability to pay. A large amount of financial assistance and program subsidy is necessary to serve this community: 90% of families at the Harvey E. Najim Family YMCA receive financial assistance through the Y's Open Door Scholarship Program.

Y programs and services enable kids to realize their potential; prepare teens for college; offer ways for families to have fun together; empower people to be healthier; provide nationally recognized chronic illness prevention programs; and help foster a nationwide service ethic. Supporting families through tuition assistance and program subsidies is crucial to fulfilling the Y's mission to promote a healthy spirit, mind, and body for all.

Evaluation Plan:

Early Learning Center staff collect qualitative and quantitative data through pre and post evaluation tools, child developmental milestones, teacher observations, and parental feedback to evaluate the appropriate growth and development of toddlers and preschool-aged children.

The Y expects:

- o70% children will increase school readiness;
- o80% will improve social interaction with peers and adults;
- o85% will demonstrate enhanced self-expression and communication skills;
- o80% will children exhibit positive self-esteem and self-image;
- o90% will improve their physical development, and
- o80% will demonstrate cognitive/intellectual growth.

The YMCA is a leader in character development, emphasizing five core values: respect, responsibility, honesty, caring and faith. Participant surveys and character value checklists measure program impact at the Harvey E. Najim Family YMCA. Programs and services impact is also measured by membership numbers and number of participants in youth sports, wellness programs, nutrition education programs, and the summer food program. The Y's 360 surveys measure member satisfaction.

Plans to sustain project beyond the term of this request:

The Y's Financial Development Team works year-round to ensure the ongoing success of this program by sharing the importance of Y programs and services with potential partners. Fundraising is well diversified and ongoing. Funding from individuals, foundations, and corporations supports Y programs and services offered at the Y's ELC-Downtown and the Harvey E. Najim Family YMCA. Program fees also support operating costs at the Y's ELC-Downtown. The YMCA Annual Support Campaign engages individuals across the community to raise awareness and funds in support of program subsidies for children and families unable to afford the full cost of vital YMCA programs.

Children Impacted:

How many unduplicated children will the TOTAL PROJECT INITIATIVE impact?	How many unduplicated children will NFF REQUESTED FUNDS impact?
1,179	1,179

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)	51%	African American	1%
Children (6-13)	49%	Asian American	1%
Young Adults (14-18)	0%	Caucasian	7%
TOTAL:	100%	Hispanic/Latino	91%
		Native American	0%
		Other and Define	0%
		TOTAL:	100%

City Council District for Which Children are Being Served:

District1, District3

Line item Budget:

Line Item Description	Total Project Funds Allocation	Najim Funds Allocation
Salary and Wages	\$1,046,982	\$25,000
Employee Benefits	\$135,168	\$0
Payroll Taxes	\$96,245	\$0
Purchased Professional Fees	\$31,981	\$0
Supplies	\$172,743	\$25,725
Telephone and Communications	\$17,892	\$0
Occupancy	\$132,985	\$0
Tuition Assistance	\$200,000	\$49,275
Equipment Costs	\$22,964	\$0
Promotion and Publications	\$19,114	\$0
Travel and Transportation	\$3,905	\$0
Conferences and Conventions	\$5,982	\$0
Membership Dues	\$14,422	\$0
Other Insurance Premiums	\$12,717	\$0
Interest and Analysis	\$83,128	\$0

Postage and Shipping	\$300	\$0
General Operating Allocation	\$203,675	\$0
TOTAL:	\$2,200,203	\$100,000

OTHER FUNDING RESOURCES

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

PROJECT - PENDING

Funder Name	Amount Requested
The Harvey E. Najim Family Foundation	\$100,000
TOTAL:	\$100,000

PROJECT - COMMITTED

Funder Name	Amount Requested
ELC- Downton Government Funds (USDA & CCS)	\$174,958
ELC-Downtown Program Fees	\$651,850
ELC-Downtown United Way of San Antonio	\$76,045
Najim Family YMCA - Government FUNds	\$62,757
Najim Family YMCA - Membership	\$289,395
Najim Family YMCA - Program Fees	\$53,100
Najim Family YMCA - Contributions	\$86,250
Najim Family YMCA - United Way	\$6,000
TOTAL:	\$1,400,355

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

ALL OTHER ORGANIZATION REQUESTS - PENDING

Funder Name	Amount Requested
The City of San Antonio	\$1,108,656
Individual Donors	\$250,000
Bank of America Neighborhood Builders	\$200,000
Bexar County General Fund	\$138,017
CPS Energy	\$50,000
Caterpillar	\$25,000
Texas Capital Bank	\$25,000
Faye and William L. Cowden Foundation	\$15,000
Texas Cavaliers Foundation - Program	\$10,000
Voya Foundation	\$10,000
United Way Comal County	\$10,000
Texas Cavaliers Charitable Foundation - Capital	\$50,000
Hill Country Charity Ball	\$35,000
Dickson-Allen Foundation	\$20,000
Warm Springs Foundation	\$15,000
Ed Rachal Foundation	\$13,500

TOTAL:	\$1,975,173
ALL OTHER ORGANIZATION REQUESTS - COMMITTED	
Funder Name	Amount Requested
Membership	\$14,636,632
Program Service Fees	\$12,167,763
Government Funding (CoSA, USDA)	\$3,293,288
Annual Y Partners Campaign	\$1,726,000
United Way (Bexar, Kendall, Guadalupe)	\$1,679,148
Zachry Group	\$166,667
Y-USA	\$186,750
Baptist Health Foundation	\$125,000
USAA Foundation	\$75,000
The San Antonio Area Foundation	\$85,000
HEB	\$50,000
Capital Group	\$30,000
Marcia and Otto Koehler Foundation	\$17,500
TOTAL:	\$34,238,748

BOARD OF DIRECTORS

What percentage of your board contributes financially to the organization?
100%

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

How are board members expected to participate in your organization?
The YMCA of Greater San Antonio's Board Members guide the direction, sustainability, and effectiveness of the organization. Board members serve as advocates and ambassadors of the Y's cause, building connections in their communities and across our movement to make positive lasting change in the San Antonio region. The Y's board provides financial oversight, raises issues of strategic importance, and establishes the vision, goals, strategies and resources necessary for the Y to effectively address pressing community issues. Board members perform essential governance responsibilities including legal and ethical integrity; mission and purpose development; philanthropic leadership; program monitoring, evaluation, and improvement; CEO selection, supervision, and support; cause-driven strategies and partnerships; and fiduciary oversight. Full board meetings occur six times per year. Board members also serve on committees that meet regularly throughout the year.

LIST OF BOARD DIRECTORS

Name & Office Held	Corporate Affiliation
Tony Canty	Labatt Food Service
Geoffrey Crabtree	Geoffrey Crabtree Growth Strategies, LLC
Colleen Dean	J.P. Morgan Private Bank
Samantha DiMaio	Bexar Country District Attorney's Office
Laura Dixon	Spurs Sports & Entertainment
Tres Doran, Treasurer/Secretary	KPMG LLP
AnnMarie Esparza	Security Service Federal Credit Union

Jim Hamer	Retired
Gregory Jaeger, Board Chair	USAA Residential Real Estate Services
Manish Kapoor	NuStar Energy, L.P.
Darryl Lyons	PAX Financial Group, LLC
John Matey	Broadway Bank
Stan McCormick	Frost Bank
Brad McDonald	Valero Energy
David McGee	Amegy Bank
Sita McNab	McCombs Foundation
Paul McSween III	Jefferson State Bank
Robert Oliver	Metano Energy
John Edward Poe	Farm Bureau Bank
Frank Robles	Robles Industries, LLC
Tinsley Smith	Zachry Group
Bruce Toppin	Attorney at Law - Rosenthal Paurstein Sandoloski Agather LLP
Dan G. Webster III	Attorney at Law - Dykema Cox Smith
PROJECT TIMELINE	
Start Date	End Date
10/01/2018	09/30/2019