

FUNDING APPLICATION

GENERAL INFORMATION

Organization Information

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

Fiscal Year:
July 01 to June 30

Head Of Organization

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

Application Contact

Name: Kathy Lawless		Title: Grants Manager		E-Mail Address: klawless@begreatsa.org		Phone: (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	\$61,000
2016	\$76,000
2017	\$75,000
2018	\$85,000
2019	\$85,000
Total	\$580,000

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	\$3,232,085	\$7,171,049

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

Start Date	End Date
01/01/2020	12/31/2020

Harvey E. Najim Family Foundation Priorities:

Education

Education Priorities:

After School

Program / Project Description:

Needs: BGCSEA believes that every child deserves a great future. Yet many of the youth we serve come from environments that are not as supportive as they need. Many live in the neighborhoods closest to our clubhouses where 40% of children live in poverty, compared to 27% in San Antonio.

They have little access to out-of-school enrichment activities and may not have the resources or role models to chart a better path. Children from low-income families participate in sports, clubs, and lessons at about half the rate of their wealthier counterparts - creating an opportunity gap that affects the outcomes we would like to see for all youth (Miller, 2016).

In Club neighborhoods, role models of educational success can be scarce, as 27% of adults did not complete high school, with the Westside reaching 46%. Children may be struggling with food insecurity and stressful home environments and other serious obstacles in their path towards academic success.

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. BGCSEA proposes to serve 3,200 at-risk youth through our Great Futures programming, providing them a Club experience that is safe and fun, and that will develop the skills needed for the 21st century.

Project Description: For many of our members, the Clubs represent the only real oasis of consistency and security that they know. Ninety percent of our Clubhouse members qualify for the free/reduced price lunch program and 64% come from single parent homes. With the support of the Najim Family Foundation, we ensure that these youth have a safe positive place to go and equitable access to supportive relationships and programs to promote their healthy development and prepare them for a successful life. We also give youth access to a host of life-changing opportunities - whether a 2nd grader learns ballet from professional dancers or an 8th grader learns coding at a university.

Funding this program will promote academic success, providing consistent homework help, Sylvan tutoring, creative arts, STEM, and college and career prep. And this year we have added a reading program for our 1st-3rd graders, called Page Turners, focused on members who are not reading at grade level.

Great Futures healthy lifestyle programs, fitness activities, and sports leagues support our goal for all youth to adopt lifelong healthy living habits. In our culinary teaching kitchen and garden, members experience growing and preparing healthy food, with age-appropriate nutritional instruction. We also partner with the San Antonio Food Bank to ensure that all members have a daily meal year-round.

Character development starts with fostering a sense of belonging and giving members the skills to deal with negative influences they might encounter. With SMART Moves risk reduction programs, we give youth a safe space to hone their decision-making and critical thinking skills, in order to overcome the hurdles presented by high-risk and often unstable family, school, and neighborhood environments. Staff plays a vital role in these programs, encouraging positive behavior in these small group-mentoring sessions.

We focus on leadership development through our Torch and Keystone Clubs. The goal is to create lifelong leaders as youth learn to model strong character, give back to the community, and make constructive life choices. Along with many other volunteer projects, this year our Keystone members are helping to build a home for one of our Club families through Habitat for Humanity!

To help teens prepare for college and the workforce, your gift will also help us to offer programs like Diplomas 2 Degrees, Career Launch, and financial literacy. College visits also play an essential role as most participants have yet to visit a college campus. In our Junior Leader program, teens attend workshops, learning job skills that are relevant to all career paths. A cohort of teens is then chosen for paid summer internships at our Clubhouses.

Our Youth of the Year (YOY) competition encourages teens to tell their story while learning to articulate their academic, life and career goals. Through months of preparation and coaching, YOY participants receive real-world practice for future job interviews and college applications.

For our new Trades Discovery Workforce initiative, BGCSA will collaborate with over ten local construction-related companies. Tradespeople will work with our teens to familiarize them with the skills, education, and training needed to be employable within the various trades.

And the learning doesn't stop in summer. Although school may be out, our Club doors are open and up to 1,000 young people come every day! Our programs reinforce skills and knowledge learned in school to reduce the summer learning loss that disproportionately affects low-income children. Along with keeping their bodies active through sports and field trips, BGCSA keeps members' minds active with STEM projects, reading, arts, choir camp, SMART programs, and the highly competitive annual Akeelah and the Spelling Bee.

Expected Results: With the help of the Najim Family Foundation, BGCSA will reach 3,200 youth at the six clubhouses. By providing high-quality consistent programming, we expect our youth to meet the following objectives:

1. 90% of all members will progress to the next grade level on time;
2. 80% of SMART Moves participants will demonstrate increased knowledge of risk factors and prevention strategies;
3. 40 youth will participate in Torch or Keystone Club or Youth of the Year; and
4. 50 youth will participate in the Trades Initiative Workforce Development program.

Evaluation Plan:

To measure our impact on academic progress, we collect and record data from report cards. For our programs, pre- and post-tests developed by Boys & Girls Clubs of America (BGCA) are given at the beginning and end of each unit. These tests allow facilitators to gauge changes in attitude and knowledge over the course of the program. BGCSA uses YES (Youth Enrollment Systems) tracking software to track attendance and program participation.

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

Plans to sustain project beyond the term of this request:

To continue to serve youth through the Great Futures programming at our clubhouses, we expect continued support from the City of San Antonio as a part of their Youth Success and College Readiness initiatives. While no longer providing general operational funding, United Way funds are supporting our early elementary reading program.

Guided by our strategic development plan instituted last year, our development team was recently expanded to strengthen efforts to engage corporate support while we continue to pursue local and national philanthropic support. BGCSA is also pursuing new government funding sources at the state and federal levels when those opportunities align with our mission and scope of work.

Children Impacted:

How many unduplicated children will the TOTAL PROJECT INITIATIVE impact?	How many unduplicated children will NFF REQUESTED FUNDS impact?
3,200	100

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	26%
Children (6-13)	87%	Asian American	0%
Young Adults (14-18)	13%	Caucasian	3%
TOTAL:	100%	Hispanic/Latino	62%
		Native American	0%
		Other and Define	9%
		TOTAL:	100%

City Council District for Which Children are Being Served:

District2, District3, District4, District5

Line item Budget:

Line Item Description	Total Project Funds Allocation	Najim Funds Allocation
Personnel	\$2,090,335	\$88,300
Benefits	\$250,840	\$10,586
Contract Labor	\$5,550	\$0
Professional Fees	\$26,000	\$0
Evaluation	\$0	\$0
Printing	\$0	\$0
Office Supplies	\$10,536	\$0
Program Supplies	\$100,440	\$0
Vehicle Expense	\$104,225	\$0
IT	\$39,050	\$0
Telecommunications	\$45,730	\$0
Rent	\$15,000	\$0
Utilities	\$314,046	\$0
Licenses/Permits	\$6,030	\$0
Conferences/Meetings	\$6,320	\$0

Training/Professional Development	\$13,100	\$554
Insurance	\$156,823	\$0
Misc - Payroll Processing	\$13,260	\$560
Dues & Subscriptions	\$34,800	\$0
TOTAL:	\$3,232,085	\$100,000

OTHER FUNDING RESOURCES

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

PROJECT - PENDING

Funder Name	Amount Requested
Bank of America	\$15,000
State Farm Foundation	\$10,000
Burzik Foundation	\$5,000
Longoria	\$69,000
TOTAL:	\$99,000

PROJECT - COMMITTED

Funder Name	Amount Requested
City of San Antonio	\$500,000
United Way of San Antonio	\$250,000
Valero Energy Foundation	\$50,000
San Antonio Area Foundation	\$50,000
BGCA Office of Juvenile Justice & Delinquency Prevention	\$28,856
Texas BGC Alliance	\$110,184
Hixon Properties	\$10,000
Porter Loring	\$10,000
Ashley Furniture	\$10,000
Citi	\$30,000
Texas Cavaliers	\$5,000
Anthem Foundation	\$15,000
Baptist Health Foundation	\$75,000
Rachael Ray Foundation	\$20,000
BGCA Gillette	\$10,000
BGCA Ross Foundation	\$20,000
Greehey	\$30,000
Koehler	\$10,000
Safelite Foundation	\$25,000
Taco Bell Foundation	\$20,799
TOTAL:	\$1,279,839

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

ALL OTHER ORGANIZATION REQUESTS - PENDING

Funder Name	Amount Requested
H-E-B (Capital)	\$290,000
Mondaleze (Capital)	\$100,000
TOTAL:	\$390,000

ALL OTHER ORGANIZATION REQUESTS - COMMITTED

Funder Name	Amount Requested
City of San Antonio	\$59,579
School Districts (SAISD & Harlandale)	\$1,083,115
Kronkosky (Capital)	\$150,000
TOTAL:	\$1,292,694

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?

Board members participate in strategic planning and development tasks and serve on Board Committees such as Resource Development, Finance or Governance. They are also asked to identify connections to individuals, corporate leaders, and foundations, for support and to participate in donor stewardship - cultivating, soliciting, and thanking donors. Most recently, for example, a Board member was instrumental in securing major capital funding to repair our two pools.

Board members are also expected to make a personally meaningful financial contribution to the organization. In FY19, Board financial participation reached 100%, with members making personal gifts totaling \$43,934.24. Further, a renewed emphasis on Give and Get goals for the Board yielded over \$300,000.

For the second year, Board members are engaging new supporters through a group of committed emerging leaders, called Club Blue. They have sponsored mixers and fundraisers and promoted engagement with our members through volunteering at the Clubs.

LIST OF BOARD DIRECTORS

Name & Office Held	Corporate Affiliation
Tony Trevino, Chair	Lewis Energy Group
Michael Cubeta, Secretary	Security Service Federal Credit Union
Brian Wessel, Treasurer	Ernst & Young
Sheela Allam	Wells Fargo Bank
Anthony Cisneros	H-E-B
Luis de la Torre	Clear Channel Outdoor
Brandon Grossman	BG Group, LLC
Paul Hensley	Holt Texas, Ltd.
Paul Hoskins	P&M Hoskins Enterprises dba McDonald's
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
Ken Train	Swift-Train
Brian Tramontano	Merrill Lynch/Bank of America
Elizabeth Van Sickle	Attorney
John Cruz	Broadway Bank
Stephen Rosen	Valero Energy
Signature	
Angie Mock	