

I. CHESTER COUNTY COMMUNITY FOUNDATION GRANT PROPOSAL SUMMARY SHEET

Date: 9/14/2019

Contact Information

Youth Mentoring Partnership
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Year Incorporated: 2007
FEIN:26-1366523

Board of Directors Chair Name: Scott Dillman
Primary Contact Name: Mark Mintzer
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Organization Information:

Field/s of Interest:

X Education X Health X Human services

Mission: Youth Mentoring Partnership is committed to helping kids develop the relationships and skills to overcome challenges and obstacles so they can be successful in school, work and life – today and in the future!

Our mentoring programs utilize fitness and sports to help at-risk youth:

- Master SMART goal setting skills
- Develop grit and resiliency and
- Practice gratitude

Geographic Area Served: Chester County and Greater Philadelphia area. Concentration of services in Chester county are in the Coatesville Area School District.

Describe Population Served and Annual Number of People Served:

1,000+ male and female, Middle/High School students; particularly those living in underresourced and underserved communities. Approximately 200+ students served in Chester County.

Annual Budget \$457,000	# of Full-Time Equivalent Paid Staff: 8.5
79 % of budget for program expenses	# of Board Volunteers: 11
11 % of budget for administrative expenses	# of Active Non-Board Volunteers: 130
10 % of budget for fundraising expenses	# of Volunteer Hours: 2800
100 % total	

Top 3-5 funding sources:

Grants: Up2UsSports/AmeriCopr, United Way of Chester County

Special Events; “got grit?’ Color 5K, #Thanks2you social media Campaign
Individual donors

Is this grant proposal for: Capacity Building

If Capacity Building Proposal, the focus is:

X - Fundraising & Development

Grant Amount Requested from the Community Foundation: \$5,000

Proposal Summary:

Youth Mentoring Partnership is at critical juncture. The past 36-months have been incredibly exciting, as we have demonstrated that we can effectively grow programming on a much larger scale, increasing our students served, taking on two new collaborations and introducing two new programs. That said, we are at the classic stage where many nonprofits get “stuck.” Succession planning is imperative and monetary reserves need to be increased to weather any prolonged interruption of funding.

To break through to the next level we need a funder(s) to make a strategic investment in our future. Specifically this means a commitment to development personnel as we continue to maintain our base. With a foundation of success and a strong core of personnel we believe this is a sound investment. One that should have an exponential return and will ultimately help change the life trajectory of thousands of youth.

1. Nonprofit's history, goals, key achievements and distinctiveness

Disenfranchised and at-risk youth run a higher risk for: lower graduation rates, drug/alcohol use, teen pregnancy, physical and mental health issues. Studies find the #1 protective factor for at-risk youth is a consistent positive adult in their lives; yet 1-in-3 kids will grow up without a mentor. YMP was established to close this gap in Chester County, and beyond, partnering with schools, teachers, coaches and community members.

YMP's methodology for helping kids excel is scientifically proven to be effective. Our mentors help kids cultivate crucial skills to be successful in the 21st century including: goal setting and planning skills, the development of grit and resiliency and the practice of gratitude. Our unique curriculum rewards giving 100% effort and leverages fitness and sports to increase mental and physical strength.

YMP programming was first offered to Chester County youth in 2000 via a community collaboration (including the YMCA and CCH&HS) and a 4-year research grant through the PA Commission on Crime & Delinquency.

In 2007 YMP was formally established as an independent nonprofit to continue the collaborative's programming slowly growing over the years to serve 300 at-risk youth including students from PASD,WCSD, GVSD and TESD.

In 2015, as part of a deliberate strategic plan that included significant support from The Philadelphia Foundation, Vanguard's Executive Development Program and AmeriCorps, YMP expanded our mentoring efforts into PE classrooms and onto sports fields. Collaborative partnerships with teachers and coaches from Mastery Charter Schools, Beat the Streets Philadelphia, Philadelphia City Rowing and Coatesville Area School District expanded our geographic reach and the number of students mentored to over a 1000 annually making us one of the largest mentoring programs in the Philadelphia Region.

In addition to increased service numbers a sampling of research from the 2017-18 academic year indicated:

- Students had a 91% comprehension rate of Grit, 84% of SMART Goal setting & 81% of Gratitude
- 50% increased their Grit scores
- 72% of students improved PACER scores (fitness levels)
- 95% made age appropriate, on grade progress

Students from previous studies indicated:

- Improved confidence and self-esteem - 93%
- Improved ability to interact with others -73%
- Academic improvements - 60%

2. Funding request

The need is clear - youth from disadvantaged/marginalized backgrounds or those dealing with significant family/social/behavioral issues are at a greater risk for poor academic achievement, school dropout, abuse, neglect, behavioral problems, physical and mental health issues, and developmental delays. Many of the youth we presently serve in Chester County live in the Coatesville Area School District and fall into one of these categories. Quality mentoring can insulate these youth from many of these negative outcomes and provide a brighter future.

Youth Mentoring Partnership is at critical juncture. The past 48-months have been incredibly exciting as we have demonstrated that we can effectively grow programming on a much larger scale. Specifically in Coatesville, with funding from the United Way of Chester County, Brandywine Health Foundation, CRESS and Bob and Jennifer McNeil we have successfully partnered with the CASD and grown a pilot program to now mentoring over 200+ youth. That said, we are at the classic stage where many nonprofits get “stuck.” The Executive Director is wearing too many hats. Additional senior staff are required to sustain and leverage our success for effective sustainability and expansion. To break through to the next level we need funders to make a strategic investment in our future. Specifically this means a commitment to a Director of Development to providing the resource for Donor Identification, Cultivation, Development & Stewardship as well as oversight of Campaigns.

We have identified the cost for a Development Director, with a focus on Chester County, to be \$50,000. Presently we have commitments for \$20,000. Our goal is to have the full financing in place within the 2019-20 fiscal year. As soon as commitments are in place we will begin a search for a qualified Development Director - with particular attention paid to individuals with a proven sales background and a passion for fitness/sports. Partnering with the CEO we would expect the Development Director to finance their position within 12-months with accelerated results thereafter. This would then allow for additional program positions and expansion.

Our vision as it relates to the expansion of services to Coatesville area youth, would be to integrate all three YMP programs (Gritness PE, Coaches of Excellence and Friend Fitness) into the Intermediate School to maximize impact 1-3years). Long-term (3-5 years) we would look to expand our efforts to Scott Middle School. Our goal

The result of hiring a Development Director will be easily measured by the funds they directly raise by their efforts. The impact will be demonstrated by our ability to hire additional program staff, continual improvement of our student outcomes, increase cash reserves to ensure long-term stability and increase numbers of youth whose lives we ultimately impact.

