

GRANT PROPOSAL GUIDELINES

- We **connect people who care with causes that matter, so their philanthropy makes a difference now & forever.**
- We are a **collection of Field of Interest & Donor Advised Funds** with **@\$3.5M granted annually** to nonprofits in Chester County & beyond.
- **99%** of our grants are made by our generous Fund Advisors, who make grant decisions all year.

Proposals submitted by nonprofits are considered for 2 types of grants:

Field of Interest & Donor Advised Funds (No Deadline)

- ◇ Grants **focus on Chester County** causes & issues, but are not limited to Chester County.
- ◇ Charitable nonprofits working **in all fields of interest** are considered for grant awards. (I.e. arts, culture, & humanities; education; community improvement; environment; religion; health; & human services)
- ◇ **General operating** grants are encouraged. Nonprofits should be specific about their mission, goals, & measurable outcomes.
- ◇ Proposals can be submitted **anytime all year.**
- ◇ Grant decisions are made **intermittently** all year, as Fund Advisors desire.
- ◇ Grant **awards** typically range from **\$500-\$7,500.**

Fund for Chester County Capacity Building Grants (Due 9/15)

- ◇ For eligibility in this grant program, nonprofits must be **located in & serve Chester County.** NPO's with budgets of \$500,000 or less are given preference.
- ◇ The goal of capacity building grantmaking is to **strengthen the effectiveness of NPO's serving the Chester County region,** in areas including:
 - Mission, Vision & Strategy
 - Governance & Leadership
 - Partnerships & Collaborations
 - Operations & Technology
 - Fundraising, Development & Marketing
- ◇ Proposals must be submitted by **September 15** to be eligible for consideration.
- ◇ Grant **awards** typically range from **\$500-\$5,000,** with monies distributed by **February.**

- Use this form @ www.chescocf.org to apply online for grants from all Community Foundation Funds.
- **Email proposals to grants@chescocf.org**
- Proposals are considered "complete" when CCCF has **confirmed** receipt of the **Grant Proposal Summary Sheet, Narrative & Attachments.**
- Proposals are shared electronically and online with Fund Advisors, Donors & Grant Panels.
- Per IRS Regulations, applicants **must be** charitable, tax exempt organizations with 501(c)(3) certification & **cannot** be individuals.

Please contact Grants Administrator **Kevin Baffa** at **(610)-698-8211** or grants@chescocf.org with any questions.

I. CHESTER COUNTY COMMUNITY FOUNDATION GRANT PROPOSAL SUMMARY SHEET

One page only. This page will be shared electronically with Grant Panel Members & Fund Advisors.

Note: If Philanthropy Network's Common Grant Application is used, CCCF's **Summary Sheet MUST accompany application.**

To obtain an electronic version of this application, visit www.chescocf.org

Date

Contact Information

Organization Name: Junior Achievement of Southeastern, PA
Address: 994 Old Eagle School Road Suite 1014 Wayne, PA 19087
Phone: 610.230.3380
Website: <https://southeasternpa.ja.org/>
Year Incorporated: 1951
FEIN: 23-1386172

ED/CEO Name: Stephanie Gambone
ED/CEO E-mail: Stephanie.Gambone@ja.org
Board Chair Name: Bassam Awadalla
Board Chair Approval (check here): X
Primary Contact Name: Joy Isabelle
Primary Contact E-mail: Joy.Isabelle@ja.org

Organization Information:

Field/s of Interest:

Arts, Culture & Humanities
 Health

Environment/Animal Welfare
 Human Services

Education
 Religion

Mission: The mission of Junior Achievement is to inspire and prepare young people for a global economy. We are dedicated to giving young people the knowledge and skills they need to own their economic success, plan for their futures, and make smart academic and economic choices.

Geographic Area Served (If not all of Chester County, specify primary Chester County regions served): Chester; Berks; Delaware; Philadelphia; Montgomery; Bucks; Lehigh; Northampton.

Describe Population Served & Annual Number of People Served: We serve students, k-12 primarily from economically challenged schools and reach approximately 16,000 students per year.

Annual Budget \$ 935,000 # of Full-Time Equivalent Paid Staff 4
72 % of budget for program expenses 22 # of Board Volunteers
5 % of budget for administrative expenses 500 # of Active Non-Board Volunteers
23 % of budget for fundraising expenses 2,600 # of Volunteer Hours
100 % total

Top 3-5 funding sources: Zeigler Foundation - \$100,000; Bimbo Bakeries - \$65,000; Santander - \$35,000 Wells Fargo - \$25,000

Is this grant proposal for: Capacity Building or General Operating

Grant Amount Requested from the Community Foundation: \$ 7,500

Proposal Summary: Junior Achievement of Southeastern PA is respectfully requesting support for our JA Career Pathway programs that focus on financial literacy, career readiness and entrepreneurship in Downingtown and Coatesville School Districts. We are requesting \$7,500 to help cover the costs of the 1,400 of students we plan to serve through the programs called JA Inspire, JA More Than Money and JA BizTown Adventures in the 2022-2023 school year.

II. CHESTER COUNTY COMMUNITY FOUNDATION GRANT PROPOSAL NARRATIVE

History

As one of the world's largest youth-serving NGOs, Junior Achievement activates youth for their future jobs. Through the delivery of cutting-edge, experiential learning in financial literacy, work readiness, and entrepreneurship, we create pathways for employability and job creation.

Junior Achievement was founded in 1919 by Theodore Vail, president of American Telephone & Telegraph; Horace Moses, president of Strathmore Paper Co.; and Senator Murray Crane of Massachusetts. Its first program, JA Company Program, was offered to high school students on an after-school basis. In 1975, the organization entered the classroom with the introduction of Project Business for the middle grades.

Locally, Junior Achievement was started in 1951 serving the eight counties of Southeastern Pennsylvania, bolstering local and national workforces and contributing to economic growth. JA's portfolio of K-12th grade programs - in core content areas of work readiness, entrepreneurship and financial literacy - ignite the spark in young people to experience the opportunities and realities of work and life in the 21st century.

With a variety of programs, all aligned with state and national standards, school districts can pick from a menu of more than 30 opportunities for their students. Programs include JA More than Money; JA It's My Business, JA Be Entrepreneurial, JA BizTown Adventures, JA Business Communications, JA Inspire Virtual Career Fair, JA Career Success, JA Economics for Success; JA Entrepreneurial Mindset, JA Excellence through Ethics, JA Finance Park, JA Global Marketplace and so many more.

Distinctiveness

Junior Achievement is proud of our unique curriculum, which features hands-on, experiential coursework, personal connections with volunteer mentors and extensive insight into the student's own skills and talents. JA is uniquely positioned to reduce barriers and access to mentoring and enrichment activities because our programs are part of the classroom, so every student has the opportunity to learn. Our volunteer mentors are the "secret sauce" that separates us from our competitors. They bring their personal career journeys, information about their current job and a flare to the classroom that brings the real world to life for students.

Through the past two years, JA shifted our in-person delivery to remote for almost all of our programs. This flexibility and dedication of our volunteers allowed us to continue to serve our students and deliver on our mission. Blended programs will be a tool in our toolbox going forward giving each school district the ability to fit their needs.

In short, we are able to leverage our close partnerships with educators and businesses in meaningful ways to serve our students to prepare them for their futures.

Organization's Goals and Achievements:

Goals:

1. Junior Achievement is committed to activities that spur economic development through economic mobility; we will work to empower and support more students and families to own their economic future and to increase access and bridge gaps to inclusion.
2. JA will continue to strive to serve every student 3-5 times with the deepest impact programs available.
3. Our deep-impact, leading edge programs will continue to allow JA to impact students, strengthen the brand with community influencers and attract and retain talent. We will continue to maintain strong service-oriented partnerships with school districts to ensure that our programming meets their students' needs.
4. We will present to the community and donors evaluation data that confirms JA program impact.
5. Volunteers are the cornerstone of JA programs, and they are our competitive advantage.
6. We will continue to infuse new learning methodologies and delivery systems utilizing technology to create dynamic, relevant and inspirational educational experiences that will allow us to increase the number of students we affect.

7. We must continue to nurture and maintain an inclusive, passionate, disciplined, motivated and versatile staff team and Board of Directors.

Accomplishments:

In the 2020-2021 school year, Junior Achievement of Southeastern PA served 15,970 students with 85,184 contact hours through the dedication of 500 plus volunteers. Our programs were delivered remotely and in a time of significant change. We are proud to have nimbly served our students and school districts as well as we did through the global pandemic.

Funding request

Junior Achievement Career Pathway Initiative employs a pathway approach when delivering its programs that focus on financial literacy, work and career readiness, and entrepreneurship. By “pathways,” we mean that JA programs are designed to engage students on a subject over multiple touchpoints from kindergarten to graduation, preparing them for the transition to post-secondary education, work, and adulthood.

The JA Career Pathway Initiative focuses on critical life skills, like how to manage money, how to prepare for a job or career, and even how to start a business, or at least better understand how one works. These touch points are tailored by the School District to fit the needs of their students. Educators and Administrators choose from the menu of programs delivered by trained volunteers that create a memorable and impactful experience for each student.

Specifically, to our work in Chester County, we have set goals for the 2022-2023 school year to maintain our student numbers in Dowingtown Area School District and grow our reach in Coatesville Area School District. Dowingtown, in the 2021-2022 school year, JA provided *JA BizTown Adventures* to all the 5th graders in Shamona Creek Elementary and *JA More than Money* curriculum at Kennett Middle School. *JA Inspire*, a virtual career fair, was provided to all High School students in both East and West Dowingtown schools. We reached 1,018 students this school year.

We are excited for the potential growth in Coatesville. We have reached out to administrators and educators at the Coatesville Intermediate High School to enroll their students in *JA Inspire*. We are hopeful to have them on board for next year’s event. That would be an additional 400 students.

To better understand the impact of our curriculum and programs, here is a briefing on each program.

JA BizTown Adventures - Students gain an understanding of various aspects of running a business as they take on the roles of chief executive officer, chief financial officer, marketing director, sales manager, and consumer via five online, self-guided adventure.

Objectives of the program include:

- Active Listening
- Brainstorming, collaboration, communication (verbal and written),
- Critical thinking, data collection and interpretation,
- Determining cause and effect,

JA Inspire Virtual Career Fair is more than a career fair: It brings together the business community and local schools and is designed to help launch students into their future—high school, college, and careers beyond. The program consists of three segments: (1) pre-event career-oriented sessions; (2) the *JA Inspire Virtual career fair*, with career exhibit booths to explore and various webinars or sessions led by local businesspeople; and (3) post-event reflection. *JA Inspire Virtual career fair*, allows students to attend webinars and presentations, explore company exhibits, and interact with career speakers. It's a powerful way for students to learn about real-world career opportunities and their local economy.

Objectives of the program include:

- Gain insight into career clusters that interest them.

- Make connections with adults who have jobs in careers that interest them.
- See the connection between high school programming choices and careers.
- Collect information about the education required to be successful in a job.

JA More Than Money - introduces students to financial literacy and entrepreneurship, and to social studies learning objectives that include money-management skills, goods and services, and global markets. Through hands-on activities and a JA cast of characters serving as symbols for financial literacy and entrepreneurship concepts, students will learn a practical approach to starting a business and making smart decisions about managing money.

- Identify the role of money in everyday life.
- Think like entrepreneurs and identify a small business they can start.
- Learn the basic steps of starting a business.
- Consider the advantages and disadvantages of borrowing money.

Why JA?

The Pennsylvania Departments of Education and Banking and Securities regularly report the status of economic and personal finance education in Pennsylvania's schools and make recommendations on this topic to the Governor and General Assembly. In the 2016 Report, they found 15% of Pennsylvania School Districts require a financial literacy course for high school students and even less provide quality internships. Our students are not exposed to a variety of career opportunities or given the life concepts necessary to properly finance their futures. We can all agree that the optimal time to teach these skills, like working with money, making the connection between education and careers, and entrepreneurship is when learners are young. Not teaching these concepts to young people now is a failed opportunity that will have a societal cost down the road.

Specifically, for the Dowingtown School District we find that about 30 percent of the student population is heading directly into the workforce as stated on the Future Ready PA website. This is an opportunity for Junior Achievement to make sure each student has the tools they need to support the future jobs of the region. While on average, about 9 percent of students enter into the Military, the remainder of students are choosing post-secondary education. Just like those who are directly entering the workforce, soft skills and career exploration are critical parts of their education leading up to their post-secondary choice.

Our goal is to bridge the gap between academics and the workforce. So often, students fail to see the connection between what they learn in school and how it applies to their life. They don't understand that financial decisions they make today can have an impact on tomorrow. They don't know all of the options available to them. By bringing our programs into the classroom, they hear firsthand from community volunteers—everyday people with everyday jobs—how school and academic success is critical for their future. They learn that to succeed in the working world, they need the soft skills that aren't taught in the classroom. They need to learn communication, teamwork, self-confidence and critical thinking.

This investment will support Junior Achievement in our efforts to build the JA Career Pathway program in Chester County. These volunteer led programs will help build young people's capacity, spur economic mobility, and contribute to economic inclusion.

Junior Achievement follows national Implementation Standards for all JA programs. Through class registrations and a third-party annual verification process, Junior Achievement is able to track school, teacher, student, and volunteer engagement. All first-time volunteers are provided with a standardized volunteer training to ensure they are fully prepared to effectively present JA content and engage the students in their classroom. Following participation, teachers and volunteers complete post-program surveys which are reviewed for consistency and success. Finally, each year a sample of JA programs are selected to undergo Pre and Post Testing to review programs for effective knowledge and attitudinal change.

We are excited to partner with the Chester County Community Foundation to serve the needs of our students and provide high-quality, experiential learning opportunities to everyone.

III. ATTACHMENTS

E-mail or mail this support information

1. Copy of 501 (c) (3) federal tax-exempt letter
 2. List of Board of Directors, with their affiliations
 3. Most recent annual report & financial statement, audited if available
 4. Itemized organizational operating budget with actual results for prior fiscal year & current fiscal year to date
 5. Current strategic plan. If your nonprofit does not have a current strategic plan, explain why.
- Use this form @ www.chescof.org to apply online for grants from all Community Foundation Funds.
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