

JONAS C., MARIAN D., & ROBERT H. ERB CHARITABLE FUND REQUEST FOR PROPOSALS

I. SUMMARY SHEET *(One page only. This page will be shared with Grant Committee Members.)*

Date: March 1, 2023

Contact Information:

Organization Name: ACLAMO Contact Name: David Heayn-Menendez

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Norristown, PA 19401 Contact Title: Director Development

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Phone: (610) 277-2570 Fax: (610) 277-6434

Web Address: www.aclamo.org Year Incorporated: 1977

Has your nonprofit previously applied to the Community Foundation: Yes ___ No X

Field/s of Interest:

Arts, Culture and Humanities Environment/Animal Welfare Health

Human Services Education Religion

Organizational Information:

Geographic Area Served: Suburban Counties of Southeastern Pennsylvania

Annual # of Clients & Description of Population Served: Annually we serve 37,122 individuals and families mainly in the Hispanic/Latino and African-American Communities in Southeast Pennsylvania.

Mission Statement:

ACLAMO is a nonprofit community service organization that provides educational programs, social services, and access to health and wellness programs to Latinos and other community members to empower them to fully achieve their life potential.

Organization Description:

Annual Budget \$6,397,913.40 _____ _42___ # of Full-Time Equivalent Paid Staff

97 % of budget for program expenses 11 # of Board Volunteers

2.8 % of budget for administrative expenses 220 # of Active Non-Board Volunteers

0.2 % of budget for fundraising expenses 2534 # of Volunteer Hours

100 % total

Top 3-5 funding sources: United Way, Comcast, Workforce Investment Board

Proposal Information: Grant Amount Requested: \$50,000 Summary Description of Grant

Purpose: General Operation

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II. GRANT PROPOSAL NARRATIVE

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

ACLAMO is a community service organization that has been active since 1977. We mainly serve the Latino community and other minority groups of low-income in the suburban counties of southeast PA. As the oldest and most impactful Latino-serving organization in the region, we have been an important connector to the human services network for over 45 years.

ACLAMO seeks to provide a one-stop-shop approach for our clients' needs. We offer three main service areas, Education, Health and Wellness, and Social Services. We address key needs in our community: education services for children and families through out-of-school programs; health and wellness programs designed to decrease health disparities for Latinos through benefits acquisition and food distribution efforts; and social services to address needs in housing and utilities, employment and training, workforce development, educational support services, and immigration.

Our organization is currently experiencing a period of growth and transition. Over the last five years, we have gone from a staff of 12 based in two locations to a staff of more than 40 at 5 locations. Last year alone we served 37,511 households, distributed over 100,000 pounds of food to over 125 families, administered 2,054 COVID-19 vaccines, and distributed \$7,626,520 toward rent and utilities to 788 families through the Emergency Rent and Utility Assistance Program. Additionally, our education programs last year served 324 students who saw a 26% increase in math competency.

Our goals for the coming year are to strengthen our infrastructure and administrative systems and continue to work on our strategic planning for this next phase of ACLAMO's history while providing quality crucial services to our families. Our Strategic Plan outlines our goals and strategies which include remaining the most effective and recognized non-profit Latino organization in suburban Southeastern PA. We want to ensure we provide the "Best in Class" services in the areas of Education, Healthcare, and Social Services. Additionally, we are focused on renovating and realizing the full potential of our new community center where we are focusing on the establishment of a more robust education program and workforce development and training department.

2. Funding request:

A. Specific Chester County needs and issues addressed

ACLAMO is the oldest, most recognized, full-service Latino-focused and led organization in the suburban counties of Southeast PA. Families/individuals come to ACLAMO from Chester, Montgomery, and Delaware Counties for health and benefits support, rental and utility assistance, workforce development, and much more. The majority of the Latinos in Chester County speak English as a second language and are foreign-born residents. This is important because language barriers and a lack of local knowledge or connections to understand available resources and services or how to access them represent substantial obstacles to Latino health and wellness, employment, education, and lifelong potential.

Comprising 7.7% of the total population of Chester County, a majority of Latinos live in or near only 4 municipalities in southern Chester County, mirroring the significant concentration of Latinos in urban centers in other counties. A majority of Latinos also come from low- to moderate-income households with 34% of all residents living in poverty in the county coming from Latino households. The intersection of poverty, non-native origin, and language barriers combined with additional social determinants of health exasperate health, education, and employment disparities across the Latino community of Chester County limiting their opportunities and resulting in ongoing food and housing insecurity.

ACLAMO performed a Community Needs Assessment 2022 which helped us to better understand our community and the needs of the geographic area which we serve because many of our staff live and work in the local community and can offer a deeper understanding of the issues that clients might be experiencing. Through ACLAMO and their own relationships members of our staff have become pillars of the community, individuals known and asked for by name for their trusted and quality support and guidance over a generation.

B. Organizational impact (for general operating proposals) or project impact (for project proposals)

ACLAMO seeks to provide a one-stop-shop approach for our clients' needs. We offer a variety of programs in our three main service areas, Education, Health and Wellness, and Social Services. We address key needs in our community: education services for children and families through out-of-school programs; health and wellness programs designed to decrease health disparities for Latinos through benefits acquisition and food distribution efforts; and social services to address needs in housing and utilities, employment and training, workforce development, educational support services, and immigration.

Our staff and Board Members reflect the community in which we serve. Many live and work right in the community and offer a unique perspective when handling clients' needs. The majority of our staff is also bilingual, in English and Spanish, and offer their services through a bilingual, bicultural lens taking into consideration the unique backgrounds of their clients. This contributes to our impact in the community because it allows our clients to feel safe, heard, and understood when coming through ACLAMO's doors. We are trusted partners and members of our community with a long, well-known record of supporting all who need us.

Our education program provides not only free safe space for youth in our community but mentorship and opportunities to reach career and life potentials otherwise not available. You cannot be that which you do not see. Our year-round support of all age groups from infants enrolled in early learning programs with whom we collaborate to health education for senior citizens ACLAMO provides holistic services for families and individuals. Financial literacy, career and benefits support, ESL, and parental education all create bridges from basic needs to supporting our community to reach their full potential.

Our Social Services Department has annually provided crucial insurance benefits to more than 2,000 families. Without ACLAMO these families would not have received lifesaving medical treatments.

C. Overall strategies to implement the organization's mission (or project)

To fulfill our mission, ACLAMO coordinates with a well-developed network of local partners, working in collaboration with a wide range of mainstream providers to bring visibility of the Latino community to the table. By offering a full range of critical bilingual, bicultural services to

address gaps in access to vital resources in the community, we are able to build a stronger community, one child and one family at a time. We have developed a trust within the community that recognizes ACLAMO as a one-stop-shop for essential services and much more to learn and develop themselves and their family's career and life potential. From infants to seniors and everyone in between, ACLAMO provides a continuity of service all year round and it nearly every facet of a family's life.

D. Why it is important to fund this now

It is important to fund ACLAMO at this point in our history because we are currently undergoing a phase of significant growth in our organization. This past September we acquired a new space, a location which will serve as a Community Center housing ACLAMO's staff, many of our programs, and serving as a gathering space and resource to the community. This location also houses an Early Learning Center which will merge with ACLAMO this year increasing our staff to nearly 80. Additionally, continuing our growth trajectory we have also received a grant to develop a new program for Unemployment Compensation Coordination which will be the seed of a new Career Development and Training department.

3. Timetable, with anticipated outcomes and their relevance to the nonprofit's mission

During the next year, ACLAMO will raise funds for and complete the renovation of our new Community Center. This will allow us to enroll more students in our education programs and continue to provide adult education opportunities for parents and workforce development and training. This is consistent with our mission to provide holistic education and social services to low-income Latinos and others in our community to support them in reaching their full potential.

4. How impact and results will be demonstrated

The results of ACLAMO's work over the next year will result in necessary improvements to our internal systems. The significant growth of ACLAMO's personnel and services requires the development of accompanying administrative structures such as a new database to collect and analyze our information. This will also result in our ability to further demonstrate the impact of our education programs (which have built-in regular assessments to measure progress) and other services and the extent to which we are fulfilling the needs expressed in our community needs assessment.