

## I. CHESTER COUNTY COMMUNITY FOUNDATION GRANT PROPOSAL SUMMARY SHEET

**Contact Information**

**Organization Name:** ArtSmart  
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**Phone:** 516-724-1117  
**Website:** www.artsmart.org  
**Year Incorporated:** 2016  
**FEIN:** 81-1536431

**Date:**

**ED/CEO Name:** Michael Fabiano  
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**Board Chair Name:** George Shirley  
**Board Chair Approval (check here):**   
**Primary Contact Name:** Danielle Bavli  
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**Organization Information:**

**Field/s of Interest:**

Arts, Culture & Humanities       Environment/Animal Welfare       Education  
 Health       Human Services       Religion

**Mission:** ArtSmart transforms the lives of youth in under-resourced communities across the United States through tuition-free music lessons and mentorship by paid, professional artists.

**Geographic Area Served** (If not all of Chester County, specify primary Chester County regions served):

Greater Philadelphia Area

**Describe Population Served & Annual Number of People Served:** ArtSmart serves middle and high school-aged students in under-resourced communities. 90% of ArtSmart students identify as BIPOC, 55% of students come from an English Language Learning background, and 38% of students identify as LGBTQIA+. All Philadelphia ArtSmart students attend Title I schools. In Program year 2023-2024, we serve 120 youth in the Greater Philadelphia Area, of which 21 are students at Chester Charter Scholars Academy (CCSA) in Chester County.

<b>Annual Budget</b> \$__955,398.00__	<b>__3__ # of Full-Time Equivalent Paid Staff</b>
<b>__62__ % of budget for program expenses</b>	<b>__12__ # of Board Volunteers</b>
<b>__12%__ % of budget for administrative expenses</b>	<b>__0__ # of Active Non-Board Volunteers</b>
<b>__26%__ % of budget for fundraising expenses</b>	<b>__0__ # of Volunteer Hours</b>
<small>100 % total</small>	

**Top 3-5 funding sources:** Spring Point Partners (\$100,000.00), Arete Foundation (\$100,000.00), Maria Manetti Shrem (\$100,000.00)

**Is this grant proposal for:** Capacity Building  or General Operating ?

**Grant Amount Requested from the Community Foundation:** \$\_\_20,000\_\_

**Proposal Summary:** ArtSmart seeks \$20,000 in funding to support our Vocal Theater Mentorship and One-To-One Mentorship Programs at the Chester Charter Scholars Academy for the 2023-2024 program year. The requested funding will fully fund 21 youth to receive weekly music lessons and mentorship during the school-day over a 28-week program year. **Any contribution amount made towards this goal will be highly impactful and tremendously appreciated.**

## II. CHESTER COUNTY COMMUNITY FOUNDATION GRANT PROPOSAL NARRATIVE

### ORGANIZATION BACKGROUND

#### History

ArtSmart was founded in 2016 to address a **critical problem: the lack of access to high-quality arts education and mentorship for under-resourced youth**. Students from low-income communities and marginalized backgrounds are disproportionately denied the numerous cognitive, social and emotional benefits that arts education and mentorship provide. Motivated by their own experiences, ArtSmart's founders saw a future where students of all backgrounds could have access to these opportunities and gain the skills and confidence to become "artist citizens" - creative, empathetic leaders in their communities. **Through weekly sessions offered during the school day, ArtSmart provides middle-school and high-school aged students with tuition-free music lessons and mentorship which would otherwise be inaccessible to them.**

#### Goals

ArtSmart empowers students in under-resourced communities to achieve lifelong success by providing access to essential educational experiences and fostering meaningful relationships that support their growth and development. **Our music mentorship framework is designed to fulfill the vision of providing a pathway to academic, economic, and emotional stability** through the following core objectives:

- **Teach and Practice Goal Setting:** ArtSmart guides students through a structured goal-mapping process, equipping them with the tools and strategies to excel in all aspects of their lives.
- **Engage Student Passion:** We actively engage students in their love for music, effectively fueling intrinsic motivation and facilitating holistic learning experiences.
- **Develop Transferable Life Skills:** ArtSmart emphasizes the development of essential life skills, such as communication, responsibility, teamwork, and creative problem-solving.
- **Facilitate Artistic Development:** Students receive high-caliber musical training from professional artists, cultivating their skills as musicians and performers, and gaining a deeper understanding of music theory, history, and the performing arts.
- **Provide a Meaningful Mentoring Relationship:** Each student benefits from one-to-one mentorship that provides a safe, supportive, and enjoyable learning environment.

#### Key Achievements

Since 2017, ArtSmart has demonstrated a steadfast commitment to nurturing the creative and personal development of under-resourced youth in Philadelphia. **As of April 1, 2024, 338 Philadelphia youth have received over 9,100 music mentorship sessions from ArtSmart.**

ArtSmart conducted a longitudinal study from 2021-2023, to assess the impact of its programs on students' social, emotional, and academic outcomes compared to a control group. Key findings show that ArtSmart has

a **staggering positive impact on students beyond learning music**. Participation in ArtSmart **causes** students to be more likely to:

- **Pursue higher education**
- **Develop meaningful relationships with an adult at school**
- **Have an adult they can talk to when they are stressed or having problems**

Additionally, we see that ArtSmart is a **driving factor in student enthusiasm for attending school**. Specifically, ArtSmart students were **3.6x more excited** to go to school on their lesson days than on regular school days.

## Distinctiveness

Several factors set ArtSmart apart as a unique and highly effective arts education and youth mentorship organization:

- **Music Mentorship Framework:** ArtSmart meaningfully integrates in-depth arts education and youth mentorship to empower underserved students.
- **Equal Access Model:** By partnering with schools, ArtSmart removes financial and logistical barriers to access; 80% of families report they would be unable to receive music lessons without ArtSmart.
- **Holistic Approach:** Beyond musical training, ArtSmart prioritizes mentee-mentor relationships and life skills development for students' overall growth and success. ArtSmart students experience an increase in confidence in setting and achieving goals.
- **Meaningful Mentorship:** We foster powerful, lasting connections between students and mentors that provide support and guidance. Students with the same ArtSmart mentor for 2+ years score significantly higher on measures of emotional coping skills and having a trusted adult to rely on.
- **Youth-Led Learning:** Students shape their experience, from song selection to original compositions, resulting in a 42% increase in feeling responsible for their actions compared to no change in non-ArtSmart students.
- **Long-Term Investment:** Consistent and enduring student engagement is central to our approach; each additional year of participation in ArtSmart increases a student's belief in their own talents.
- **Commitment to IDEA Values:** ArtSmart was created to provide Inclusion, Equity, and Access in music education to a Diverse student body in historically under-resourced communities.

## FUNDING REQUEST

### Description of key initiatives

In the 2023-2024 program year, ArtSmart is delivering its transformative One-To-One Mentorship and Vocal Theater Mentorship Programs to students at the Chester Charter Scholars Academy (CCSA) in Chester County.

- Our **One-To-One Mentorship Program** offers weekly private lessons in voice, piano, and other instruments. Our mentors work individually with students to explore a diverse set of repertoire, teach goal-setting, build a positive self-image, and spark intrinsic motivation.
- Our **Vocal Theater Mentorship Program** guides groups of three students in creating an original theatrical piece with music and dialogue. Students explore social issues and personal values through

team-building activities, and acting and singing lessons. This student-led experience culminates in a unique performance piece celebrating the similarities, differences, values and priorities discovered over the year.

While ArtSmart has provided programming at CCSA for 5 years, this is the first year in which we are offering 2 concurrent studios due to overwhelming student demand. The requested funding of \$20,000 would enable ArtSmart to **deepen its impact in Chester County** by fully supporting the general operations of these programs and open up the possibility for **future expansion within CCSA and additional partner schools in Chester County**.

### Specific needs and issues to be addressed

Greater Philadelphia faces significant challenges in providing equitable education opportunities to its under-resourced students. With only 35% of Philadelphia public school teachers identifying as BIPOC, a student-teacher ratio of 15:1, a graduation rate of 75.2%, and 20.8% college readiness, there is a critical need for programs like ArtSmart. In the 2022-2023 academic year, an impressive **75% of ArtSmart's Philadelphia staff and mentors identified as BIPOC**, ensuring that our students have mentors who understand their experiences and can serve as relatable role models. Our students gain access to the 1:1 student-to-mentor relationships they lack in their traditional school environments with evident outcomes: **100% of ArtSmart high-school seniors graduate, and 91% of all surveyed ArtSmart students in Philadelphia plan to attend college**.

### Why it is important to fund this now

Demand for ArtSmart programs in Greater Philadelphia outpaces current financial resources. As the program enters its sixth year in Chester County and eighth year in Greater Philadelphia, **more schools are eager to partner, but ArtSmart lacks the funding to meet this need**. The majority of ArtSmart's Philadelphia revenue comes from individual donations, with only one modest but consistent institutional funder. Additionally, there is currently no funding dedicated specifically to ArtSmart's programs in Chester County, limiting our capacity to serve students in this community. Coming out of the disruptions of the pandemic, the need for programs like ArtSmart that re-engage students, provide social-emotional support, and rebuild community is more important than ever. **A grant at this juncture would enable ArtSmart to diversify its funding streams, achieve sustainability, and unleash its potential for growth and impact in Chester County**.

### How impact & results will be demonstrated

ArtSmart employs a rigorous evaluation framework to measure the impact of its programs. Through biannual surveying, ArtSmart will demonstrate the effects of its Chester County programs on participating students in three key areas: **Social and Emotional Learning, Physical and Psychological Safety, and Educational Development**.

In addition to this quantitative data, ArtSmart will collect qualitative evidence of impact through student and mentor testimonials, performance recordings, and case studies of current and former ArtSmart students. By painting a holistic picture of how ArtSmart empowers students at CCSA, we aim to illustrate the power and potential of our model for **driving meaningful, lasting change in the Chester County community**.