

To: Dr. Mroczek

From: Zachary Nadel

Date: March 19 2018

Re: The Hangout Grant Proposal

Dr. Mroczek,

In creating the grant proposal for The Hangout, it was important to me that I develop a program that served a real problem facing the Savannah community. Before I had the idea for the program, while reaching out to the Boy Scouts of America and YMCA, I realized that those programs failed to cover most high school aged youth in low-income areas. Additionally, my volunteer work with the on a Department of Family and Children Services Board brought a new problem to my attention: at-risk youth are not given opportunities for safe socialization and learning important life skills once they reach adolescence. Those two experiences inspired the creation of The Hangout.

I found it advantageous to organize my grant proposal with heading and subheadings. Additionally, I used bullet points, numbering, and bolding to help certain segments stand out. I believe that a block of text leads to skimming, so I implemented white space liberally and split up the text with those elements. Since I am creating the program from scratch by myself, instead of for an organization, I found it useful to edit some of the subheadings as well. I do not have an organizational history, so I felt that the section should be labeled "Motivation" and allow me to prove my credentials to the reader. The information necessary in the "Program Description" section was split into the "Goals", "Specific Objectives", and "Methods" areas. I added a "Program Summary" section before those to provide a brief overview of the program before the other areas go into more detail.

When creating the cover letter to a donor, I felt it would best serve my project to create a template that could be tweaked and used to apply for multiple different grants. Because of the large cost of the project, multiple grants may be necessary to secure full funding. In the template, I summarize the key points of The Hangout program. I took the information from the proposal and presented it in a more personal and less formal fashion. I would consider presenting this to large local Savannah organizations that frequently give back to the community, such as Gulfstream and the Community Foundation of Savannah. Additionally, the city of Savannah may see the project as worth granting money to. If finding enough money fails, this proposal can be easily sent to organizations like the YMCA for a potential collaboration.

One of the problems I had in the grant proposal was developing the budget. Asking for such a large amount of money felt like an overreach, and I was unprepared for massive costs that come with starting a new program, especially one that requires a building. However, everything

in the budget was necessary for The Hangout to work as intended. I struggled to find the right balance of text when justifying the large budget in the paragraphs proceeding the table. Hopefully when read, the sections proceeding it will convince the reader before they even make it to the budget.

This assignment felt like a second part to Dr. Terry's business plan assignment. Both required justifying an idea to a reader. Specifically, the grant proposal's problem statement and program description forced me to spend a lot of time considering how I could rhetorically influence the reader to support my cause. After completing this project, I now feel that I can confidently represent a nonprofit's interests to readers to gain funding.

[Cover Letter Template]

March 21, 2018

Recipient

Title

Foundation

Address 1

Address 2

Dear Recipient,

I am pleased to present the proposal for The Hangout to your organization. The youth center program, located in downtown Savannah, requires a grant of \$605,384.08 to fully meet its goals. With those funds, I will be able to purchase a building and supplies necessary to begin serving the youth of Savannah.

The Hangout program is designed to solve one of Savannah's growing concerns, juvenile delinquency. Year to year, over half of teenage offenders have previously been arrested. The lack of opportunities for these children to participate in positive socialization and activities once they reach high school creates a cycle of crime. I have volunteered in different programs over the last decade of my life that focused on helping children in Savannah. Throughout that time, the most striking problem I repeatedly saw was how the organizations fail to accommodate at-risk children from high-poverty communities. Most organizations only focus on children up to the age of 12. The few programs that do cater to adolescents usually have a myriad of problems: being located far away from high-poverty areas, not supporting parents who work non-traditional work hours, or requiring too much money to be a part of.

To solve these problems, The Hangout focuses on providing easy access to children from high-poverty neighborhoods. The program will stay open late during the week and early during the weekend, be located near a high-poverty area in downtown Savannah, and offer deferred payment and payment waivers. A parent's income will never be the reason an adolescent cannot attend The Hangout. The program will also help teenagers develop into prepared adults by providing life skills classes led by local community leaders. The Hangout aims to address the causes behind juvenile delinquency to lower the local youth crime rate.

I appreciate your organization's interest in helping the local community. I look forward to working with your group in providing the best opportunities for at-risk youth in the Savannah area.

Sincerely,

Zachary Nadel

Founder

The Hangout: A Downtown Savannah Youth Center

Executive Summary

The Hangout is a youth center program created for downtown Savannah to serve high school-aged adolescents in high-poverty areas. The program provides three benefits to the community that no other organization in Savannah currently performs. The Hangout is a daily child-care option for parents with older children, especially those who work non-traditional hours. The program acts as a space for safe socialization, creating a secure environment for at-risk children to communicate with their peers. Additionally, The Hangout teaches life skills to prepare at-risk adolescents for adulthood. All of these objectives work to solve a common goal, reducing juvenile delinquency rates in Savannah. The program is in need of \$605,384.08 to purchase a building in a low-income area, create activities that encourage safe socialization, support lessons from community leaders, and have the opportunity to maintain a staff.

Background

Motivation

During my time in college, the volunteer opportunity that has impacted me most is serving on a Department of Family and Children Services Board. My job, along with the three to four other volunteers, is to listen to parents with children currently on the supervision of Child Protective Services, caseworkers, and the children themselves. We then write a recommendation to the judge of the current case, advising for the parent to continue working on their plan of reunification with their child, for the parent to be granted reunification, or for termination of parental rights.

The most challenging types of cases I came across when volunteering involved teenagers separated from their parents. They were often from poor households, had behavioral issues, and did not have a plan for their future. Because of the time it takes to complete a reunification plan, most older teenagers will never be brought back under the supervision of their parents before they turn 18. At an age where they need the most help, these adolescents are pushed into the world after high school without good social abilities, job skills, and little to no family connection to help them. This creates a cycle of poverty in impoverished communities that the current DFCS panel system is unable to handle.

My experience with at-risk adolescents provides me with the insight to undertake this project. I feel that I truly understand how to reach teenagers from poverty-stricken homes. Additionally, my continued participation in Boy Scouts of America for the last eight years has given me a basis on how an adolescents-focused organization operates. All of my experiences will be useful in building this program and helping the community.

Problem Statement

The Department of Juvenile Justice's most recent release of youth crime statistics recorded 829 admissions to juvenile correctional facilities in the Chatham County area. Only 494 youth are unique, showing a high rate of recurring crime in young people in the county. Juvenile delinquency has long been a concern of the community. Much of it stems from the lack of childcare options for teenage youth in its most poverty stricken, single-parent household districts. The problem, according to Savannah Juvenile Crime Detective Dion Hurley, is that parents "lose track of their kids at some point and they don't keep up with what their kids are doing and, before they know it, their kids are caught up with other things in the community that the parents know nothing about".

Current options for childcare in Savannah are limited in their ability to assist with families in high-poverty areas and specifically, teenage youth.

- The YMCA's Pryme Time program only serves K-8 students
- Boy Scouts of America and Girl Scout of the USA programs typically occur once a week
- The Jewish Educational Alliance program only serves K-8 students and struggles to incorporate other minorities.
- High schools offer school activities daily, however they typically only operate until 5:45pm and fail to accommodate parents who work non-traditional work schedules.

Parents of adolescents who are at-risk of delinquent behavior have no options available to them for teenage after-school care. Leaving adolescents alone in high-crime areas increases the possibility of a negative influence. This has allowed a chain reaction to occur in Savannah's most poverty stricken areas: teenagers are influenced by their peers to commit crimes, and those offenders influence other youth in the community.

Program Description

Program Summary

The development of The Hangout, a youth center located in downtown Savannah, provides a supervised environment for parents who work atypical work hours to send their teenagers to after-school. Modeled off of the Braintree Youth Center in Braintree, Massachusetts; The Hangout aims to find the same success in providing a safe area that accessible in one of Savannah's largest at-risk communities. The program will be a hub of socialization, learning, and security for adolescents during their most important formative years.

Provided are the Goals, Specific Objectives, and Methods of the program. Summarized, The Hangout provides the following services:

- Operates as a safe space for teenagers every day of the week.
- Creates an environment ripe for socialization with games and other activities.
- Provides a lower cost entry fee than other programs and includes waiver opportunities.
- Offers life-skills and career information classes taught by local business and community leaders.

Goals

The Hangout has four goals in assisting the community:

- 1. Provide a high school focused program while other existing programs serve lower grades.**

Currently, other childcare options in the area focus on serving families with kids in K-8 classes.

Adolescents are not required to be supervised, therefore childcare centers have created

programs for younger children and are not equipped to serve teenagers. The Hangout provides the community with a unique resource: The only childcare option in the community that's focused towards teenagers ages 13-17.

2. Provide adolescents with the opportunity to socialize in a safe space.

Socialization is important for an adolescent's development. Negative influences are more abundant in at-risk neighborhoods, yet foregoing socialization and sheltering teenagers in favor of safety has its own drawbacks. Providing a safe space for adolescents in high-risk neighborhoods will give them an opportunity to socialize with positive influences, opposed to finding trouble or having no socialization opportunities at all.

3. Provide parents with a low-cost, supervised area for their teenagers to stay after school.

The most substantial barriers for parents arranging after-school care for their children is supervision and cost. Many afterschool programs fail to accommodate parents who are on a non-traditional work schedule by setting pickup time at no later than 6:00pm. Some of these services are free, but fail to factor the cost of gas that families in poverty cannot afford to use. Other programs have a barrier of entry based on earnings. Organizations such as the Boy Scouts of America have membership dues and other fees attached that families in poor, at-risk areas cannot provide. The Hangout is aimed at fixing these obstacles to childcare. The location will be accessible to families in high-poverty areas and stay open from 3:00pm-9:00pm on weekdays and 8:00am-9:00pm on weekends to support those who work non-traditional hours. Additionally, the program will offer payment waivers and deferred payment options to low-income families to better cater to the economic needs of the demographic The Hangout serves.

4. Provide adolescents with the tools needed for adulthood.

It is important to equip adolescents with the knowledge needed to succeed as adults. While also providing a safe socialization space for teenagers, The Hangout will also provide classes and presentations that will give guidance on a variety of subjects. Through partnerships with schools and other organizations, the program will provide teenagers with real-world experience and information that is not prevalent in high-poverty neighborhoods.

5. Assist in creating a downward trend in youth crime in Savannah.

With the astounding number of juvenile delinquents in downtown Savannah, it is important to break the generational cycle of crime that appears in high-risk areas. A student's high school years are their most volatile, a young person trying to find themselves while surrounded by bad influences is what creates criminals out of impressionable youth. The Hangout will work with local law enforcement to learn to how identify at-risk teenagers, how to tailor the activities to fit their needs, and how provide positive example for them during their road to adulthood.

Specific Objectives

The Hangout has two measurable objectives in serving the community:

1. Serve 50 adolescents daily.

For the center to be effective in assisting teenagers of impoverished downtown communities, it must consistently house 10-12 adolescents at any point during the day. Parents are unlikely to leave their child at the center over the course of the whole day, so The Hangout would like to serve 50 unique guests daily. Additionally, it is important to for the socialization aspect of the program that multiple kids be present at the same time. The organization is dedicated to providing a safe space for teenagers to interact in at-risk neighborhoods, so it is paramount to its success that enough adolescents be present at any given time.

2. Achieve over a 70% retention rate month-to-month

The Hangout must have continual support from the community to be effective. For adolescents to properly socialize and grow in a positive atmosphere, there will need to be consistency in the guests that attend the location. Teenagers rely on their friends for emotional support, cues on how to operate in a social world, and encouragement. The Hangout will provide an atmosphere that encourages retention.

Methods

The methods for reaching The Hangout's goals and objectives are as follows:

1. Secure a building near high-poverty areas of downtown Savannah.

It is important that the location of The Hangout is located in close proximity to one of Savannah's most poverty-stricken areas. The building will be located at 2101 Price Street, a location that is both affordable and in walking distance of the community (see Budget for specific information). The building will be properly secured with an alarm system, locks, and windows reinforced with bars. Expensive equipment will be stored in a locked room. Signage will be required as well.

2. During the program's operating hours, create optional classes that teach life skills.

In order to provide adolescents with proper life skills to become productive members of society, The Hangout will provide optional classes and activities for guests. The topics will cover a wide variety of life skills, such as budgeting, creating a resume, and illustrating the different type of employment opportunities in the area. The classes will be free of charge.

3. Recruit volunteers and part-time staff if necessary.

It is important The Hangout keeps a healthy supervisor to student ratio. Proper supervision is necessary for the program to maintain a positive reputation in the community. The center will need to recruit volunteers for the operating days. If enough volunteers cannot be found, the budget will need to be able to afford part-time workers.

4. Obtain furniture, tables, whiteboards, and entertainment.

The Hangout will require a refurnishing of the purchased building. Chairs, bean bags, tables, a refrigerator and microwave, and whiteboard will need to be purchased. Additionally, entertainment such as televisions, old game consoles, board and card games, books, and a basketball hoop will all be required to give the teenagers a method to socialize with others. The inside area will also need to be repainted and branded with The Hangout's design.

Budget

It is crucial that The Hangout occupies a building within the at-risk area of downtown Savannah. It is also necessary that the building is purchased instead of leased, so that the program's continued existence is not tied to making a large profit off of those it serves in the community. Property is very difficult to come by in these areas, and buildings that are available are scarcely cheap. Currently, a building on 2101 Price Street exists that meets the needs of the program. It is 1,760 square feet, including a fenced-in area in the back. This building, plus other costs necessary to begin the program, are factored into the budget listed below.

| Item | Quantity | Total Cost |
|-----------------------------|----------|------------|
| Building | 1 | 449,000.00 |
| Movable Whiteboard | 2 | 527.98 |
| Folding Table | 4 | 399.96 |
| Chairs | 30 | 1,363.20 |
| Bean Bag Chairs | 12 | 1,318.68 |
| Refrigerator | 1 | 1,098.00 |
| Microwave | 1 | 69.98 |
| Basketball Net | 1 | 54.99 |
| Various Sports Supplies | 1 | 120.00 |
| Used Playstation 3 | 3 | 360.00 |
| Used Playstation 3 supplies | 1 | 300.00 |
| Television | 3 | 271.29 |
| Various Practical Supplies | 1 | 500.00 |
| Staff Yearly Salaries | 5 | 150,000 |

Final Budget - \$605,384.08

Concluding Statement

The Hangout needs \$605,384.08, for the program to succeed. The project fills a void in the community by offering childcare for parents of teens, safe socialization in high-poverty neighborhoods, and post-high school opportunities. Entrusting the program with the funds necessary is a direct investment into downtown Savannah's community and the at-risk youth that are a part of it.