

Commission's Grant Application Form

Shelby County Board of Commissioners

GRANT APPLICATION

Legal Name of the Organization:	Junior Achievement of Memphis and the Mid-South
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EIN:	62-0549549
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Street Address of Organization	307 Madison Ave,
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Office Phone:	901-507-1476
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E-mail	lcolbert@jamemphis.org
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EXECUTIVE DIRECTOR

First Name	Larry
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Last Name	Colbert
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GENERAL CONTACT FOR THIS REQUEST(if other than Executive Director)

First Name	<i>Field not completed.</i>
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Last Name	<i>Field not completed.</i>
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Title:	<i>Field not completed.</i>
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DESCRIPTION OF GRANT REQUEST

Program/Project Area:	Within boundaries of Shelby County/SCS Title I school/inner city
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Amount Requested	\$12,000
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Total Organizational budget (for current year):	\$820,000
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Total Project/Program Budget: \$320,250

Dates covered by this budget: July 1, 2015-June 30, 2016

Project/Program Name: JA BizTown

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INTRODUCTION AND BACKGROUND OF ORGANIZATION

Please summarize in a short paragraph the purpose of your agency. Briefly explain why your agency is requesting this grant, what outcomes you hope to achieve, and how you will spend the funds if a grant is made.

Our Mission Junior Achievement's mission is to educate and inspire young people to value free enterprise, business, and economics to improve the quality of their lives. Our Vision Our vision is to raise the next generation to a higher level of economic independence. JA's Background Junior Achievement has a long history of educating the youth of our community. JA was founded in Memphis in 1955 to ensure that children had a fundamental understanding of the free enterprise system. To this end, we have developed a portfolio of programs that address key issues facing our educational system, promote student achievement and meet the expectations of a range of constituencies that demand results. Through our business, economic, and entrepreneurial education programs, we: - Impart to our youth the basics of the free enterprise system, - Inspire our youth to achieve and be entrepreneurial, -Involve volunteers in meaningful activities while being role models to our youth, and -Invest in a brighter future of our community The Need Improve and increase education in our children in the areas of economics, financial literacy, and workforce readiness. Children need to be better educated on how to make the right financial decisions, and they need to be better prepared when they begin their careers. When looking at statistics for the City of Memphis, the numbers are alarming. Shelby County Schools have an average drop-out rate of 30+% with some inner-city schools even higher. More than 30% of Memphis families have no banking relationship at all-neither savings, checking or credit card accounts. It's been well-publicized that Shelby County has one of the highest personal bankruptcy rates in the nation and we've been on that list for a number of years. This high bankruptcy rate has a negative impact on the community's economic growth. More importantly, those students that need the program the most are those having the most difficult time participating due to financial reasons. What if we were able to

show students at an early age the importance and benefit of staying in school? What if we could show them that it really matters how well they do in school? What if we could teach them leadership skills? What if we could teach these students at a young age how to budget and manage money, instilling a lifelong basis for making sound financial decisions? Junior Achievement can do all that and more.

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Narrative - Organization

Current programs and accomplishments. Please emphasize the achievements of the recent past.

JA BizTown is one of several programs a JA that can help benefit elementary aged students in the areas of financial literacy, entrepreneurship, and work readiness. JA BizTown is a 12,000 square-foot microcosm of a city with brightly colored storefronts that represent every major economic component of a community. Its fifteen enterprises include retail shops, bank, city hall, restaurant, radio station, distribution center, and wellness center. These students run every aspect of their own city: there is a mayor, banker, policeman, chief executive officers, personal trainer, radio disk jockey, salesmen, and many more professions. Students get to feel empowered with their own responsibilities and spend the day fulfilling their roles in business and city government. By preparing for and assuming the roles of producers and consumers, managers and employees, and government official, students learn firsthand about the economic process that will affect their future. Everything students will need to become productive, functioning citizens is covered prior to their visit with a four-week in-school curriculum. This includes holding elections, conducting interviews, securing business loans, writing radio advertisements, and creating sign designs for their businesses. JA BizTown is an interactive instructional program that reinforces students' language arts, social studies, math and technology skills by giving them real-life applications. A perfect way for younger students to get a glimpse of what the future can hold for them by allowing them to experience being an adult for a day. The simulation vividly illustrates the connection between hard work and tangible success, while teaching responsibility, leadership, decision-making and team building. Not only does JA BizTown positively benefit children, it allows teachers to create a learning environment in which students are given opportunities for real rather than imagined

experiences, active rather than passive learning, and actual decision-making with the consequences they can cause. Teachers in the Memphis area can expound their teaching styles and allow their students a one of a kind learning experience when they are given the opportunity to teach the JA BizTown curriculum followed by the simulation day. Students are able to come full circle with the classroom lessons and the on-site visit. There is no other program in our area who offers such a unique program for our students. The effects that JA BizTown has on the community are long lasting. As adults, we are called upon to make financial decisions every day of our lives. However, this crucial life skill is virtually ignored in elementary education. It is JA's firm belief that the best way to affect positive change in a community is to give the children the knowledge they need to make good decisions, the confidence they need to succeed and the skills they need to be work ready. Now is the time to invest in the lives of the children of Shelby County, so they can have a bright future that will positively impact our entire community.

Numbers of paid full-time staff: Five

Number of paid part-time staff: three

Number of volunteers: 500+

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Narrative - Funding Request

Please describe the program/project for which you seek funding and include how it will benefit the general welfare of residents in Shelby County, TN.

The Request Junior Achievement of Memphis and the Mid-South is requesting \$12,000 in funds to allow three (4) inner-city Shelby County School's the opportunity to participate in our JA BizTown program for the upcoming school year. In past years, to help schools afford the JA BizTown program, the Shelby County School system was able to supplement schools' participation, but funding cuts over the past few years now prohibit them from doing so. This request is needed due to the lost funding from the school system. With 81% of the Shelby County Schools considered Title 1 schools, many families cannot afford the \$30 per student fee. Losing the subsidy has been devastating to many of our public school kids and these are the students who need the program the most. No one

should miss this opportunity simply because they do not have the personal funds to do so.

General Operating Support

If applying for general operating support, briefly describe how this grant will be used.

N/A

Project Support

Please explain the specific project including a statement of its primary purpose and the need or problem that you are seeking to address.

Again, our request is strictly to allow four (4) SCS schools from our poorest areas of the community to participate in this worthwhile program. In total, we have close to forty schools interested in participating in the program but unable to do so because there are no funds. Your helping us with four of these schools will put a small dent in the need. Once again, the need is listed below: The Need Improve and increase education in our children in the areas of economics, financial literacy, and workforce readiness. Children need to be better educated on how to make the right financial decisions, and they need to be better prepared when they begin their careers. When looking at statistics for the City of Memphis, the numbers are alarming. Shelby County Schools have an average drop-out rate of 30+% with some inner-city schools even higher. More than 30% of Memphis families have no banking relationship at all-neither savings, checking or credit card accounts. It's been well-publicized that Shelby County has one of the highest personal bankruptcy rates in the nation and we've been on that list for a number of years. This high bankruptcy rate has a negative impact on the community's economic growth. More importantly, those students that need the program the most are those having the most difficult time participating due to financial reasons. What if we were able to show students at an early age the importance and benefit of staying in school? What if we could show them that it really matters how well they do in school? What if we could teach them leadership skills? What if we could teach these students at a young age how to budget and manage money, instilling a lifelong basis for making sound financial decisions? Junior Achievement can do all that and more.

How does the project contribute to your

This hands-on skills approach to learning fits perfectly into our mission of educating kids about economics and financial

organization's overall mission?

literacy. Not only does JA BizTown positively benefit children, it allows teachers to create a learning environment in which students are given opportunities for real rather than imagined experiences, active rather than passive learning, and actual decision-making with the consequences they can cause. Teachers in the Memphis area can expound their teaching styles and allow their students a one of kind learning experience when they are given the opportunity to teach the JA BizTown curriculum followed by the simulation day. Students are able to come full circle with the classroom lessons and the on-site visit. There is no other program in our area who offer such a unique program for our students. Along with students and teachers, parents are given a role to play during the JA BizTown simulation. Every school will need 15-30 parent volunteers to help students manage their shops and help guide them in making informed decisions. Research has shown that parent involvement in their child's education is positively related to the child's achievement. Our hope is that these parents' involvement after their support in JA BizTown will continue and they will remain engaged in their child's education future. This can result in having a long-term positive impact on children and their educational outcome.

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Narrative - Evaluation

Please explain how you will measure the effectiveness of your activities. Describe your criteria for a successful program and the results you expect to have achieved by the end of the funding period.

JA regularly gives pre and post tests to determine the effectiveness of the programs and their levels of success. For more than 50 years, JA of Memphis has been one of the few non-profit organizations that regularly and consistently evaluate its effectiveness. Independent research firms regularly conduct comprehensive evaluations of JA programs, and their findings reflect JA's commitment to quality. The results show the powerful influence that JA's programs and the JA volunteers have on today's students: Among students who have participated in JA: -82% felt more confident in their ability to interview successfully for a job -80% say JA programs are fun - 59% say JA helps them better understand or excel in other subjects, such as math or English JA high school students are more likely than their peers who do not participate in JA to: - attend college immediately after high school -volunteer for unpaid community service projects -participate in entrepreneurial activities after leaving high school Academic

Gains -average post-test scores increased 20-points, from 59% to 79% -The gains were consistent in all socio-economic backgrounds What may be more telling is the overall improvement in student academic performance. Consider the percentage of students receiving an A or B on their report card before and after their JA BizTown experience: Pre-JA Post-JA Reading 54% 90% Social Studies 54% 86% Math 44% 82% Attitudinal Gains The study also determined the student attitude about education, solving problems and self-efficacy. Pre-JA Post-JA It matters if I do well in school 8% 97% I am good at working in a group 40% 93% I am good at figuring out problems by myself 28% 88% I am as smart as most students 55% 88%

Attachments:

If your request is under \$25,000 please attach the following:

1. Copy of the entity's 501 (c) 3 certificate for charitable organizations or 501 (c) 4 certificate for civic organizations
2. Most recent IRS Form 990 or Financial Statements (balance sheet and income statement) as of the most recent fiscal year end certified by Chief Financial Officer/Treasurer of the entity.
3. Complete Budget for grant request

If your request is \$25,000 or more please attach the following:

1. Copy of the entity's 501 (c) 3 certificate for charitable organizations or 501 (c) 4 certificate for civic organizations
2. Copy of an annual audit as of a date within 18 months of the start of the current fiscal year.
3. Complete Budget for grant request

File 1	ShelbyCountyCommissionReq2015 EIN Information 001.jpg
File 2	ShelbyCountyCommissionReqAudited 20132014 Financial Rpt.pdf
File 3	ShelbyCountyCommissionReqJABizTownBudget20152016.doc

ACKNOWLEDGEMENT:

Read, and if you agree to the provisions, sign the following:

The information provided has been submitted in good faith and as completely as our records and recollections permit.

I understand that the information provided in this application shall be open to inspection upon filing with the office of the Shelby County Board of Commissioners.

Signature: LARRY COLBERT

Printed Name: Larry D. Colbert

Date 11/13/2015
