



## **SPECIAL EVENTS FUNDING/DONATION REQUEST PROGRAM INFORMATION GUIDE**

Organizations or individuals seeking funding from the City of Margate must complete the Special Events Funding/Donation Request Application for Organizations or the Special Events Funding/Donation Request Application for Individuals. The amount requested cannot exceed \$1,000 per organization or individual. Organizations or individuals must submit said application and necessary documentation to:

City of Margate  
City Clerk's Office  
5790 Margate Boulevard  
Margate, FL 33063

For requests by both organizations and individuals, the funding request must further a public purpose as determined by the City Commission. If the requestor is an individual, the individual must be a City of Margate resident. If the requestor is an organization, the organization must:

- Be a non-profit organization, either with Articles of Incorporation filed with the Florida Department of State, or for those non-profits organized within another state, be registered with the State of Florida as a foreign corporation.
- Be in existence and operating within the State of Florida for at least twelve (12) months prior to the date of application to the City for a donation.
- Submit in addition to their application: (1) a copy of their 501(c)3, 501(c)4, or 501(c)6 notification letter; (2) a copy of their current Form 990 (if your organization is required to file this document); (3) a copy of their last completed audit; and (4) annual budget.

After receipt of the application, all applications shall be presented to the City Commission at the next regularly-scheduled City Commission meeting. The City Commission, at its sole discretion, shall determine which organizations or individuals are awarded funding. All decisions of the City Commission are final and binding. Once funding has been approved, the approved amount will be provided to the organization or individual. Please note that reports of service delivery/expenditures of any funds and/or receipts may be required. If an organization or individual is awarded a donation for a particular purpose/event, and the event is canceled, a full reimbursement to the City is required. Organizations and individuals may apply for one donation per fiscal year. Organizations or individuals that have failed to meet a reimbursement obligation in previous years or additional conditions of approval will not be eligible for future consideration until all prior obligations have been fulfilled.



# SPECIAL EVENTS FUNDING/DONATION REQUEST APPLICATION FOR ORGANIZATIONS

**Please attach pertinent background information to this application. You may attach additional pages, if needed.**

## ORGANIZATION PROFILE

Organization Name: Junior Achievement of South Florida		Today's Date: 9-18-17	
Organization Leader: Ms. Laurie Sallarulo		Title: President/CEO	
Mailing Address: 1130 Coconut Creek Blvd.	City: Coconut Creek	State: FL	Zip: 33066
Phone Number: 954-979-7111 direct		Email Address: Laurie@jasouthflorida.org	
Website: www.jasouthflorida.org		Tax ID: 59-0871446	
Total number served by organization in last calendar year: <u>46,861</u> Of which, <u>948</u> were Margate residents.			
Total number of Margate residents projected to be served in next calendar year: <u>876</u>			

Organization Description:

Organization Information (Please indicate which of the following criteria your organization meets):

- ☒ Tax Exempt status under Internal Revenue Code 501(c)3, 501(c)4, or 501(c)6. Please include copy of your notification letter and most current Form 990 if your organization is required to file this document.
- ☒ Not a private Foundation as defined under Internal Revenue Code 509.4.
- ☒ Volunteer Board of Directors is the governing body.
- ☒ Independent audit is performed each year. If so, please include last completed audit.
- ☒ Annual budget is approved by the Board of Directors. Please include.
- ☒ Registered with Charity Navigator.

## ABOUT THE FUNDING REQUEST

Funding Request: \$1,000

Total Budget/Cost for Special Event: \$9,387

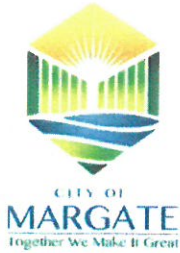
% of funding request used to provide services: 100%

% of funding request for administration: 0%

Please describe the intended use of requested funds and indicate the time period you are requesting these funds for (please attach letters of community support if applicable):

We are requesting \$9.09 per 5th grade student from Atlantic West Elementary School to help cover the \$85 per student cost of their JA BizTown experience. We project one hundred and ten (110) students from Atlantic West will be completing the 16-hour in-class JA BizTown curriculum plus the one-day simulation at JA World. The curriculum leads them through the study of business principles, career exploration, banking procedures, business decisions and economic terms; it also includes a job interview process. They will then complete a one-day simulation at JA BizTown within JA World on February 21, 2018 from 8:00 a.m. to 2:00 p.m. During their day at JA BizTown, the new "employees" will go to work at one of the eighteen businesses, receive paychecks, spend money, and hopefully pay back their business loan by the end of the day. While not every student can be the company CEO, every student becomes a member of each company's team with a shared goal to be successful (to pay back a business loan at the end of the day).





## SPECIAL EVENTS FUNDING/DONATION REQUEST APPLICATION FOR ORGANIZATIONS

Please provide a needs statement (Why do you need the requested funds?):

JA BizTown meets the needs of a diverse group of students by providing engaging, academically enriching, experiential lessons. It gives kids a chance to own, manage and grow their own business. JA BizTown students will:

- Understand a huge variety of occupations are available to them.
- Demonstrate a basic understanding of the free enterprise system.
- Build money management skills through a practical knowledge of economic concepts and banking practices.
- Develop an understanding of basic business practices and responsibilities.
- Demonstrate the soft skills necessary for successful participation in the work-world.

JA BizTown costs approximately \$85 per student to implement. This includes the cost of delivering classroom curriculum and providing a real life simulation experience at JA World. Broward County Public Schools provides transportation to and from JA World, and as of last year has helped financially as well.

Explain the public benefit (educational, economic, health, etc.) to the City of Margate and its citizens from the City funds received:

JA BizTown offers a solid foundation to youth from which to grow. It provides them with opportunities to understand their responsibilities toward becoming the productive, effective, and ethical employees and employers the future is already demanding. It often is the first step to understanding the business world and their part in it, while increasing the potential completion of their education. While not every student can be the company CEO, every student becomes a member of each company's team with a shared goal to be successful (to pay back a business loan at the end of the day).

"The education and hands-on, practical experience our students receive through JA helps us create a pipeline of successful students prepared to contribute to our local economy in the future," stated Superintendent Robert Runcie.

Please provide an outcome statement (What will be accomplished with the money?) explaining the impact as a result of obtaining funding from the City:

Funding from the City of Margate will help provide the fifth grade students of Atlantic West Elementary with knowledge of, and experience with, proper business greetings, answering a business phone, profit, accounts payable and receivable, writing checks, depositing funds, and balancing checkbooks, through the JA BizTown program.

Demonstrate how you will evaluate your results. These measures need to be directly related to the need and expected outcome:

- 90% of students complete the JA BizTown curriculum and one-day simulation, gaining experience with finding a job, business operations, and money management.
- 90% of students create a resume, apply for a job, are hired for a job and fulfill the assigned job duties.
- 90% of students open and manage a JA BizTown checking account.
- 85% of students show educational attainment between the pre- and the post-tests. These are administered on the first day of in-class curriculum and during the post-simulation follow-up in-class curriculum.
- Business CEO's create reports that detail production and sales figures, and provide instant feedback as to whether a business is meeting goals.
- Sales people receive practical training and experience with sales and customer service.



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Please list other sources and amounts being requested from other agencies:

Challenge/matching grant: \$1,000

Broward County Public Schools: \$1,430

In Kind Volunteer Services: \$1,643\*

In Kind Transportation: \$374

In Kind Land (based on percentage of value of the land donated by Broward College): \$157

Additional funds of \$3,783 to come from a percentage of storefront sponsorships.

\*Up to 70 volunteers are utilized EACH day at JA World!

Has your organization received funding from the City of Margate in the past? ☒ Yes ☐ No

If yes, please indicate the amount and the year:

Yes, \$1,000 was gratefully received in November 2016 towards the Atlantic West Elementary students' JA BizTown experience. Thank you!

(Agency) Junior Achievement of South Florida

\_\_\_\_\_ agrees to assure compliance with all applicable federal, state, and local laws and regulations, including but not limited to:

Civil Rights Act of 1964

Section 501 of the Rehabilitation Act of 1973

Title IX of the Education Amendments of 1975

Age Discrimination Act of 1975

Section 654 of OBRA of 1981

ADA of 1990

HIPPA of 1996

*This application must be signed by the applicant's authorized representative. By signing this application, the authorized representative certifies that the organization for which funding is sought has full knowledge of the grant request and is able to utilize the funds sought for their stated purpose. Please note that reports of service delivery and expenditures of any funds may be required.*

*I certify that the above information is true and accurate*

Authorized Representative (Printed): Laurie Sallarulo

Date: 9-18-17

Authorized Representative (Signature): Laurie Sallarulo

Date: 9-18-17

***This application and its content are considered a public record in accordance with Florida Statutes Chapter 119. If you believe any information on this application is exempt from public records in accordance with Florida Statutes Chapter 119, please provide an explanation and attach to this application.***

### OFFICIAL USE ONLY

Date Received:

Application Reviewed By:

Amount Approved by City Commission:

Date Approved:

Account #



## Board of Directors

Amy Allen, Chair, *Avison Young*  
Peter Anderson, Chair-Elect, *RaymondJames*  
Geoffrey Horst, Treasurer, *Deloitte*  
Franki Schmidt, Secretary, *American Express*  
John Ray III, Past- Chair, *Sonitrol*

Alfredo Aguirre, *Merrill Lynch Wealth Management*  
Evan Appell, *Gray-Robinson*  
Bob Arroyo, *Citrix Systems, Inc.*  
Mary Blasi, *City of Coconut Creek*  
Maureen Canada, *Lighthouse Point Marina*  
Christopher Cavanagh, *Petri Positive Pest Control*  
James Constantine  
Thomas Coyle, Jr., *Greenspoon Marder, P.A.*  
Carla Dorsey, *The Dorsey Group*  
Michael Fischler, *Fischler & Friedman*  
Kathy Foster, *Bluegreen*  
Alan Gross, *EY*  
Ryan Gudaitis, *Brown & Brown Insurance*  
Brandon Hensler, *NSU*  
Tim Hogans, *FPL*  
Brenda Horner, *Consolidated Credit Counseling*  
Nicholas Kaniaris, *PNC Bank*  
Bob Lamm, *Gunster*  
Lois Marino, *BBX Capital Foundation*  
Paul Marko, *Stiles Corporation*  
Carolina Mata, *Florida Community Bank*  
Michael McGinn, *Prince Capital Partners*  
Alan McKay, *FLT Geosystems*  
Ronnie Medina, *BB&T*  
Carol Molnar, *Comerica Bank*  
Stu Morris, *Morris Law Group*  
Arlene Pecora, *Signature Grand*  
Dr. Avis Proctor, *Broward College*  
Scott Rassler, *Rassler Financial Strategies*  
Michael Rearden, *Ameriprise Financial*  
Lisa Roney, *Crowe Horwath*  
Jerry Rosenthal, *Tire Hut*  
Tim Rubin, *Kaufman Rossin & Co.*  
Meaghan Ryan, *Seminole Gaming*  
Shawn Sackman, *SunTrust*  
Daphnee Sainvil, *Broward County Government*  
Patrick Sargent, *Regions Bank*  
Andrew Schultz, *Morgan Stanley*  
Joe Schumacker, *SpareZ, Inc.*  
Michael Schwarzberg, *Wells Fargo Advisors, LLC*  
Alfredo Suarez, *Royal Caribbean Cruises Ltd.*  
Erik Sussman, *MassMutual*  
Bob Swindell, *Greater Fort Lauderdale Alliance*  
Enid Valdez, *CTACE*  
Mark S. Walter, *Q.E.P. Co., Inc.*  
Matthew Verga, *KPMG*  
Mitch Welin, *ComRes*  
Michael Weymouth, *The Las Olas Company*  
Dave Wolnek, *After School Programs*  
Peter Woolf, *Interstate Asphalt Corp.*

Laurie J. Sallarulo, President, CEO

## Legacy Council

Andrew Cagnetta • Barb Capeletti • Debi Case •  
Gerry Czarnecki • Mike Greene • Bruce Hecker •  
Frank Jaumot • AG "Buddy" Johnson •  
Dr. Wilhelmina Mack • Judy Paul •  
Dr. Robert Preziosi • Brad Weinbrum

September 18, 2017

Mr. Joseph J. Kavanagh, MPA, CMC  
City of Margate  
5790 Margate Blvd.  
Margate, FL 33063

Dear Mr. Kavanagh and Commissioners,

Junior Achievement of South Florida is proud to have served 948 students from the City of Margate last year alone! Thank you for your support of our efforts to fulfill our mission and serve our youth.

- Atlantic West Elementary, 123
- Liberty Elementary, 191
- Margate Elementary, 157
- Margate Middle, 405
- Abundant Life Christian Academy, 72

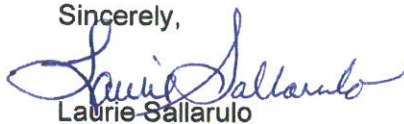
These same schools are scheduled for this year to complete the JA BizTown or JA Finance Park simulation portions on the following days at JA World Huizenga Center. **You are cordially invited to visit us on any of these days (@10:00 a.m.), or you can even volunteer with us** (approx. 8:00 a.m. arrival / 2:00 p.m. dismissal):

- Margate Elementary, December 19, 2017
- Liberty Elementary, January 11, 2018
- Margate Middle, January 11, 12 and 16, 2018
- Atlantic West Elementary, February 21, 2018
- Abundant Life Christian Academy, March 7, 2018

Junior Achievement of South Florida has once again received a challenge/match grant from a private donor to help secure public funding for the 2017-18 school year. Every dollar received from a public agency, including Broward's 31 cities, will be matched dollar for dollar. **We respectfully request that the City of Margate consider match funding of just \$9.09 per Atlantic West Elementary 5<sup>th</sup> grade student, or \$1,000, for the 2017-18 school year and partner with JA to prepare the youth of your city.**

If you have any questions, please feel free to contact me directly at 954-979-7111 or [laurie@jasouthflorida.org](mailto:laurie@jasouthflorida.org).

Sincerely,



Laurie Sallarulo  
President/CEO



OGDEN UT 84201-0038

In reply refer to: 0441646085  
Feb. 19, 2010 LTR 4168C E0  
59-0871446 000000 00  
00029847  
BODC: TE

JUNIOR ACHIEVEMENT OF SOUTH FLORIDA  
1130 COCONUT CREEK BLVD  
COCONUT CREEK FL 33066-1647

RECEIVED FEB 23 2010

Employer Identification Number: 59-0871446  
Person to Contact: A. HOPKINS  
Toll Free Telephone Number: 1-877-829-5500

Dear Taxpayer:

This is in response to your Feb. 09, 2010, request for information regarding your tax-exempt status.

Our records indicate that your organization was recognized as exempt under section 501(c)(3) of the Internal Revenue Code in a determination letter issued in May 1994.

Our records also indicate that you are not a private foundation within the meaning of section 509(a) of the Code because you are described in section(s) 509(a)(1) and 170(b)(1)(A)(vi).

Donors may deduct contributions to you as provided in section 170 of the Code. Bequests, legacies, devises, transfers, or gifts to you or for your use are deductible for Federal estate and gift tax purposes if they meet the applicable provisions of sections 2055, 2106, and 2522 of the Code.

If you have any questions, please call us at the telephone number shown in the heading of this letter.

Sincerely yours,

Sheila Bronson  
Dept. Manager, Code & Edit/Entity 3