



# 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: 8-2-2018
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: 47085 Of which, 910 were Margate residents.			
Total number of Margate residents projected to be served in next calendar year: 876			
<b>Organization Description:</b> Junior Achievement of South Florida was founded in 1959 by the Fort Lauderdale Rotary Club and served 373 high school students that first year through the JA Company Program (now called JA Fellows). In 1981, Junior Achievement of South Florida expanded into the middle/elementary school classrooms, serving 3,202 K-12 students that first year and growing to an average of 17,000/year. In 2009, with the opening of JA World Huizenga Center at Broward College, the largest of 36 such JA facilities around the world, Junior Achievement of South Florida further expanded its service to impact almost 50,000 students per year, with the help of over 6,800 JA-trained volunteers and 2,000 teachers.		<b>Organization Information (Please indicate which of the following criteria your organization meets):</b> <input checked="" type="checkbox"/> 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. <input checked="" type="checkbox"/> Not a private Foundation as defined under Internal Revenue Code 509.4. <input checked="" type="checkbox"/> Volunteer Board of Directors is the governing body. <input checked="" type="checkbox"/> Independent audit is performed each year. If so, please include last completed audit. <input checked="" type="checkbox"/> Annual budget is approved by the Board of Directors. Please include. <input checked="" type="checkbox"/> Registered with Charity Navigator.	

ABOUT THE FUNDING REQUEST	
Funding Request: \$1,000	Total Budget/Cost for Special Event: \$38,440
% of funding request used to provide services: 100%	% of funding request for administration: 0%
<b>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):</b> We are requesting \$1,000 to help cover the cost of providing all 5th graders from Atlantic West Elementary, Liberty and Margate Elementary Schools with the JA BizTown experience this year. We project that four hundred and fifty-one (451) students 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 October 3, December 13 and December 7, 2018, respectively, from approximately 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).	



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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).

Per Superintendent Robert Runcie, 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.

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, Liberty and Margate Elementary Schools 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:

Broward County Public Schools: \$4,510 (\$10 per student); \$2,255 (in kind transportation); \$1,912 towards curriculum  
Broward County: \$6,941 (\$15.39 per student)  
In Kind Volunteer Services: \$5,787 (Based on 11 Volunteers each day for 8 hrs @ \$23.33/hr)  
In Kind Land (based on percentage of value of the land donated by Broward College): \$644  
Additional funds of \$15,391 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 October 2017 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:

8-2-18

Authorized Representative (Signature): *Laurie Sallarulo*

Date:

8-2-18

***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 #