



Work Readiness | Entrepreneurship | Financial Literacy

October 18, 2021

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

Re: Special Events/Funding Donation Request Program

Junior Achievement of South Florida (JASF) continues its mission to inspire and prepare young people to succeed in a competitive, global economy. Young people face the challenge of succeeding in an increasingly complex global economy and they need help to succeed from local business leaders, educators, and mentors.

JASF serves over 50,000 students per year with the help of 7,000+ JA-trained volunteers, mentors and 2,000 teachers. JA offers 30 programs to provide relevant, hands-on experiences that improve students' knowledge and financial literacy, workforce readiness, and entrepreneurship skills.

Every public school 5th grade student in Margate participates in our JA BizTown program. **During the 2020/2021 school year we served over 400 students from 3 elementary schools in the City of Margate with our JA BizTown program.** JA BizTown included up to 16 hours of classroom learning and a one-day real life simulation. In response to COVID-19 JASF launched virtual simulations to engage students who are unable to attend the on-site simulation. To ensure continued delivery of our programs to students, all JA programs are available online including JA BizTown and JA Finance Park.

We hope the City of Margate will continue to partner with us by investing in this essential education. The students we are training today are the future drivers of our local economy – our consumers, our employees, and our business owners.

If you have any questions regarding this proposal, please feel free to contact me directly at 954.979.7111 or laurie@jasouthflorida.org.

Kind regards,

A handwritten signature in blue ink that reads "Laurie Sallarulo".

Laurie Sallarulo
President/CEO

JA World Huizenga Center at the Lillian S. Wells Pavilion
1130 Coconut Creek Blvd.
Coconut Creek, FL 33066
954.979.7100
JASouthFlorida.org



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: 10/15/2021	
Organization Leader: Ms. Laurie Sallarulo		Title: President/CEO	
Mailing Address: 1130 Coconut Creek Boulevard	City: Coconut Creek	State: FL	Zip: 33066
Phone Number: 954.979.7100		Email Address: Laurie@jasouthflorida.org	
Website: www.jasouthflorida.org		Tax ID: 59-0871446	
Total number served by organization in last calendar year: <u>43,802</u> . Of which, <u>428</u> were Margate residents.			
Total number of Margate residents projected to be served in next calendar year: <u>854</u>			
FDACS Charity Registration No.: CH <u>1491</u>		Organization Information <i>(Please indicate which of the following criteria your organization meets):</i>	
<p>Organization Description:</p> <p>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 more than 50,000 students</p>		<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: \$37,570
% of funding request used to provide services: 100	% of funding request for administration: 0
<p>Please describe the intended use of requested funds and indicate the time period you are requesting these funds for <i>(please attach letters of community support if applicable):</i></p> <p>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 Adventures experience this year. We project that four hundred and forty-two (442) students will be completing the 16-hour in-class JA BizTown curriculum. 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. Upon completion of the curriculum students will then complete a one-day simulation at JA BizTown within JA World. The capstone experience is from approximately 8:00 am to 2:00 pm. 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). Students unable to attend the on-site capstone experience will have the</p>	



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 students' participation in the one-day capstone simulation at JA World or the virtual JA BizTown Adventures experience.

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

JA BizTown is an educational program that 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.

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, Liberty Elementary, 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. Students will receive up to 16 hours of in-class curriculum followed by the one-day capstone simulation at JA BizTown in JA World. The virtual JA BizTown Adventures program will be available for students who are unable to attend the on-site capstone simulation.

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 JA BizTown Capstone program or JA BizTown Adventures (virtual 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.



SPECIAL EVENTS FUNDING/DONATION REQUEST APPLICATION FOR ORGANIZATIONS

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

Broward County Public Schools: \$4,420 (\$10 per student)
Broward County: \$6,802 (\$15.39 per student)
Capstone Fees towards curriculum: \$3,646 (\$8.25 per student)
Additional funds of \$7,662 to come from a percentage of storefront sponsorships (includes In-Kind)

Has your organization received funding from the City of Margate in the past? Yes No
If yes, please indicate the amount and the year:

We are grateful for the City of Margate's past support.
2016 - \$1,000
2017 - \$1,000
2018 - \$1,000
2020 - \$1,000

(Organization) Junior Achievement of South Florida agrees to ensure compliance with all applicable federal, state, and local laws and regulations.

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.

Pursuant to Florida Statute 95.525, a person who knowingly makes a false written declaration is guilty of the crime of perjury by false written declaration, a felony of the third degree. **Under penalties of perjury, I, Laurie Sallarulo declare that I have read the foregoing Application and to the best of my knowledge and belief, the facts stated in it are true.**

Authorized Representative (Printed): Laurie Sallarulo Date: 10/18/2021

Authorized Representative (Signature): *Laurie Sallarulo* Date: 10/18/2021

STATE OF FLORIDA
COUNTY OF BROWARD

The foregoing instrument was acknowledged before me by means of physical presence or online notarization this 18th day of October, 2021, by Laurie Sallarulo, who is personally known to me or produced identification and did not take an oath.



Print Name: LINDA L. LYNCH
Notary Public, State of Florida at Large

OFFICIAL USE ONLY

- Tax exempt notification received
- Approved annual budget
- Broward County Records Review
- Most current Form 990
- Completed audit
- Records review

- FDAC Registration
- Charity Navigator Report
- Local Business Tax Receipt

Date Received: <u>10/18/2021</u>	Application Reviewed By: <u><i>AS</i></u>
Amount Approved by City Commission:	Date Approved:
	Account #

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 complete the Request for Redaction of Exempt Personal Information.

N/A for Junior Achievement of South Florida

Request for Redaction of Exempt Personal Information

(rev 6/2021)



I, _____, declare I am:

- A **victim** of battery, stalking, harassment or domestic violence. [F.S. 119.071(2)(j)1 - documentation required]
- An **active or former sworn or civilian law enforcement personnel**, including correctional and correctional probation officers or spouse or child of same. [F.S. 119.071(4)(d)2.a]
- An **active or former personnel of the Department of Children and Families** who duties include the investigation of abuse, neglect, exploitation, fraud, theft, or other criminal activities or spouse or child of same. [F.S. 119.071(4)(d)2.a]
- An **active or former personnel of the Department of Health** whose duties are to support the investigation of child abuse or neglect or spouse or child of the same. [F.S. 119.071(4)(d)2.a]
- An **active or form personnel of the Department of Revenue** or local government whose responsibilities include revenue collection and enforcement of child support enforcement or spouse or child of same. [119.071(4)(d)2.a]
- A **current or former nonsworn investigative personnel of the Department of Financial Services** whose duties include the investigation of fraud, theft, workers' compensation coverage requirements and compliance, other related criminal activities, or state regulatory requirement violations or spouse or child of same. [F.S. 119.071(4)(d)2.b]
- A **current or former nonsworn investigative personnel of the Office of Financial Regulation's Bureau of Financial Investigations** whose duties include the investigation of fraud, theft, other related criminal activities, or state regulatory requirement violations or spouse or child of same. [F.S. 119.071(4)(d)2.c]
- A **current or former certified firefighter**, or spouse or child of same. [F.S. 119.071(4)(d)2.d]
- A **current or former justice of the Supreme Court, district court of appeal judge, circuit court judge, or county court judge** or spouse or child of same. [F.S. 119.071(4)(d)2.e]
- A **current or former state attorney, assistant state attorney, statewide prosecutor, or assistant statewide prosecutor** or spouse or child of same. [F.S. 119.071(4)(d)2.f]
- A **general magistrate, special magistrate, judge of compensation claims, administrative law judge of the Division of Administrative Hearings, or child support enforcement hearing officer**; or spouse or child of same. [F.S. 119.071(4)(d)2.g]
- A **current or former human resources, labor relations, or employee relations director, assistant director, manager, or assistant manager** of any local government agency or water management district whose duties include hiring and firing employees, labor contract negotiations, administration, or other personnel related duties or spouse or child of same. [F.S.119.071(4)(d)2.h]
- A **current or former code enforcement officer**, or spouse or child of same. [F.S. 119.071(4)(d)2.i]
- A **current or former guardian ad litem**, or spouse or child of same. [F.S.119.071(4)(d)2.j]
- A **current or former juvenile probation officer, juvenile probation supervisor, detention superintendent, assistant detention superintendent, juvenile justice detention officer, juvenile justice detention officer supervisor, juvenile justice residential officer, juvenile justice residential officer supervisor, juvenile justice counselor, juvenile justice counselor supervisor, juvenile justice counselor administrator, human services counselor administrator, rehabilitation therapist, or social services counselor of the Department of Juvenile Justice** or spouse or child of same. [F.S. 119.071(4)(d)2.k]
- A **current or former public defender, assistant public defender, criminal conflict and civil regional counsel, and assistant criminal conflict and civil regional counsel** or spouse or child of same. [F.S.119.071(4)(d)2.l]

- A current or former **investigator or inspector of the Department of Business and Professional Regulation** or spouse or child of same. [F.S. 119.071(4)(d)2.m]
- A **county tax collector**, or spouse or child of same. [F.S. 119.071(4)(d)2.n]
- A current or former **Department of Health personnel** whose duties include, or result in, the determination or adjudication of eligibility for social security disability benefits, the investigation or prosecution of complaints filed against health care practitioners, or the inspection of health care practitioners or health care facilities licensed by the Department of Health or spouse or child of same. [F.S. 119.071(4)(d)2.o]
- A current or former **impaired practitioner consultant** who is retained by an agency or current or former **employee of an impaired practitioner consultant** whose duties result in a determination of a person's skill and safety to practice a licensed profession or spouse or child of same [F.S. 119.071(4)(d)2.p]
- A current of former **emergency medical technicians or paramedics** certified under chapter 401, F.S. or spouse or child of same. [F.S. 119.071(4)(d)2.q]
- A current of former **personnel employed in an agency's office of inspector general or internal audit department** whose duties include auditing or investigating waste, fraud, abuse, theft, exploitation, or other activities that could lead to criminal prosecution or administrative discipline. [F.S. 119.071(4)(d)2.r]
- A current of former **directors, managers, supervisors, nurses, and clinical employees of an addiction treatment facility.** [F.S. 119.071(4)(d)2.s]
- A current of former **directors, managers, supervisors, and clinical employees of a child advocacy center** that meets the standards of s. 39.3035(1) and fulfills the screening requirement of s. 39.3035(2), and the **members of a Child Protection Team** as described in s. 39.303 whose duties include supporting the investigation of child abuse or sexual abuse, child abandonment, child neglect, and child exploitation or to provide services as part of a multidisciplinary case review team. [F.S. 119.071(4)(d)2.t]
- Any other exemption not listed above that may apply based on Florida Statute (write exemption below):

Under penalties of perjury I, _____, declare that I have read the foregoing document and that the facts stated in it are true.

Signature Date

STATE OF FLORIDA
COUNTY OF BROWARD

The foregoing instrument was sworn to (or affirmed) and subscribed before me this _____ day of _____, 20_____, by _____.

Notary Public

Personally Known _____ OR Produced Identification _____
Type of Identification Produced _____
Physical Presence _____ OR Online Notarization _____

(seal)

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