

LOI Form

LOI

If you would like to complete this Letter of Intent in Word first and copy your answers over later, use the following link: [Download LOI](#)

The rubric that will be used to score your Letter of Intent can be found here: [Download LOI Rubric](#)

Please pay attention to character limits while working on your draft. These limits include spaces.

Organization Name*

Boys & Girls Clubs of the Suncoast

Project Name*

Create a brief name for this large capital project. This is how it will appear throughout the PCF grant portal.

Future Leaders Academy

EIN*

59-1566799

Incorporation Year*

What year did your organization incorporate? This will be the year listed on your determination letter from the Internal Revenue Service.

1971

Organizational Mission Statement*

What is your organization's mission statement? This should be no longer than one or two sentences.

Our mission is to provide high quality out of school time Club experiences proven to ensure our young people, especially those who need us most, are on track to graduate from high school with a plan, demonstrate good character and citizenship, and live a healthy lifestyle.

Unique Entity ID (SAM)

Please provide your organization's Unique Entity ID number. This is a specific number used by the federal government to identify your organization. **This is different from a DUNS number, which the federal government no longer uses.**

If you do not have a Unique Entity ID number, you can create an account on [SAM.gov](#) and apply for one here (it is

free and may take 3-4 days for approval): <https://sam.gov/content/home>

This field is optional as to not stop a qualifying organization from applying. HOWEVER, a Unique Entity ID number will be required if your organization is approved for a grant. Your organization should apply for a number now if it does not yet have one.

Character Limit: 12

F73DR24AQ1V1

Annual Operating Budget Size*

Please provide the amount of your annual operating budget (expenditures only) for your entire organization.

\$8,968,641.00

Amount Requested*

The maximum grant amount is \$5 million. You may request up to 5% for grant administration, project management, and other indirect costs. Please be sure your indirect cost rate is represented in the figure you put below.

Note: You will be required to upload a more detailed budget if you are approved for the full application stage. You will need to also attach any bids, estimates, and agreements with contractors or other vendors in relation to the proposed project.

\$3,750,000.00

Does the total project cost exceed the amount your organization is requesting?*

Please note: Answering "Yes" will cause additional questions to load later in this application.

Examples

ABC Childcare is seeking funding for a new playground. ABC Childcare is asking PCF to fund \$150,000 for certain equipment, and will seek other funding and donations for the remaining \$20,000 of the playground. ABC Childcare would select "Yes" for this question.

Better Tomorrow, a mental health provider, is looking to expand their counseling center by two rooms to meet increased service demand arising from the pandemic. Better Tomorrow has secured \$25,000 in private contributions, and wants to request the remaining \$125,000 in this grant. Better Tomorrow would select "Yes" for this question.

DBE Food Pantry is seeking funding for a new HVAC unit for their pantry, and is requesting \$40,000 from PCF to cover the entire cost. DBE Food Pantry would select "No" for this question.

Yes

Parent Non-Profit/Subsidiaries*

If your organization has a parent non-profit that has multiple subsidiaries, will multiple subsidiaries be applying in this process?

Example

Better Tomorrow is the parent non-profit of three organizations. Two of those organizations want to apply in this process. Both would select "Yes" on this question.

No

Request Specifics

Organization Programming Background*

Please describe the programming your organization offers to the community and the length of time it has been doing so. That is, what does your organization **do** and **how long** has it been doing it?

Since 1959, Boys & Girls Clubs of the Suncoast has sought to provide high-quality, out-of-school-time Club experiences proven to ensure our young people, especially those that need us most, are on track to graduate from high school with a plan for their future, demonstrate good character and citizenship, and live a healthy lifestyle. We offer a variety of comprehensive programming designed to appeal to the unique ages, interests and needs of Pinellas County's most disadvantaged youth. While we are nationally recognized, we are locally run, ensuring every Club site is responsive to the specific needs of the community it serves. At Boys & Girls Clubs of the Suncoast we recognize that in order to facilitate great futures for our youth we need to address the needs of the family as a whole. In addition to offering financial literacy workshops and health screening fairs to parents and caregivers, each Club director and their staff seek to develop close relationships with our members in order to evaluate and cater to the unique needs and circumstances of each child. This is designed to ensure that issues and challenges can be recognized and dealt with as they arise, creating a safe, dynamic and quality experience for the entire family and maximizing our ability to impact their lives.

With eight Club locations in Pinellas County, strategically placed in areas identified as high need, we seek to serve young people whom other agencies have difficulty reaching. We are governed by a volunteer board comprised of thirty-two community leaders and maintain a charter in good standing with Boys & Girls Clubs of America. Throughout our history, BGCS has served tens of thousands of youth, many from economically disadvantaged circumstances, through our evidence-informed, life-altering programming. Our approach to youth development is three-pronged and focuses on the areas of academic success, healthy lifestyles and good character and citizenship development.

Community Need*

Please describe the community need that exists for your programming. If you are able to cite quantitative, local data, that will strengthen your proposal.

According to the Tampa Bay Partnership Regional Competitiveness Report, the Tampa/St. Petersburg/Clearwater region sees a high school graduation rate for economically disadvantaged high schoolers, of just 70.3%. This ranks over 7% behind the national average of 77.60%. When comparing our Tampa Bay market to the three largest markets in Florida (South Florida, Orlando, and Jacksonville) our region is the worst with respect to high school graduation, third-grade reading proficiency, number of teens arrested, and youth who are neither employed or in school.

In fact, when compared to similarly sized metropolitan markets across the nation, Tampa Bay, Ranked 15 out of 20 for High School graduation rates. (The worst of all Florida metros.)

Ranked 15 out of 20 for High School graduation rates for economically disadvantaged youth. (The worst of all Florida metros.)

Ranked 17 out of 20 for the share of population aged 16 to 24 years old who are neither employed nor enrolled in school. (The worst of all Florida metros.)

Ranked 19 out of 20 for educational attainment rate for AA/AS, BA/BS, and professional degrees. (The worst of all Florida metros.)

Ranked 20 out of 20 for labor force participation aged 25-64. (The worst of all Florida metros.)

These issues are compounded by research from the Florida Chamber of Commerce's 2030 Blue Print, stating "Florida is now the third most populous state and by 2030, 26 million Floridians will call Florida home; 2 million net new jobs will be needed to accommodate expected population growth."

These statistics point to a significant talent pipeline deficiency among Tampa Bay residents. Disadvantaged communities are also disproportionately represented in these numbers, a fact especially highlighted by the recent COVID-19 pandemic in which these individuals and families realized more economic stress, higher unemployment rates, and more severe and long-term health issues.

Negative Economic Impact*

The following question is the keystone of a strong application in this process. If your organization cannot demonstrate a negative economic impact from the pandemic, your application will not qualify for committee review. If you are uncertain about what constitutes negative economic impact or how to demonstrate it, please contact PCF staff for technical assistance.

Describe your organization's negative economic impact arising from the COVID-19 pandemic. Examples could include:

- A reduction in revenue from 2019 to 2020
- Inflationary pressures
- Increases in demand for services that have not been compensated for through new revenue
- The use of reserves for unbudgeted expenses since the onset of the pandemic, and such use of reserves has prevented the purchase of capital assets
- A need for capital assets to offset community need for which your organization does not have the resources to purchase due to the negative economic harm from the pandemic
- A need for additional capital assets to adapt operations to accommodate health and safety guidelines by the CDC
- Growth in restricted pandemic-related revenue that does not permit capital asset acquisition

Note: If you are applying for both a Small Purchase and Large Project, you may reuse the answer for this question PROVIDED THAT the negative economic impact is relevant to both requests.

As our community endured the challenges brought on by the pandemic, Boys & Girls Clubs of the Suncoast had to pivot our programs and resources to address needs that were most pressing during the COVID-19 crisis. This necessitated the delaying of a comprehensive campaign that was originally launched in the fall of 2019. The campaign was intended to raise funds for a Future Leaders Academy for teens building which was based on a previously identified community need surrounding the scarcity of workforce development and post-secondary educational preparedness programming for teens in Pinellas County. The project was shelved to allow BGCS to focus on more immediate needs including food distribution to youth and tutoring for disadvantaged students who were falling further behind their more advantaged peers as a result of the pandemic. In the interim, the health crisis highlighted and exacerbated the inequities present in these

communities and demonstrated an even greater need among these teens for programming intended to help break the cycle of generational poverty.

Additionally, BGCS experienced a significant loss of revenue during the pandemic as the main fundraiser, the Annual Gala, was moved to an online format. This caused a 40% reduction in revenue from 2019 to 2020, a trend which continued into 2021. The revenue loss ignited a domino effect whereby BGCS went from having more than a month of operating reserves down to less than a half a month. In addition to the fundraiser, resources were dedicated to basic needs such as hot meals to kids and teens. In fact, BGCS went from serving 76,000 meals in 2019 to serving 155,000 meals in 2021. BGCS also raised its minimum wage for part-time employees in order to remain competitive in a market where labor became scarce and inflation grew. Starting wages went from \$10 an hour to \$15 an hour and then to \$17 an hour in 2022. Existing employees such as fundraising staff had to re-focus efforts towards addressing these gaps.

Lastly, inflation has taken a major toll on the organization. The steadily rising costs of supplies and equipment has had an impact on the immediate needs of the organization as well as the resources required to complete the Academy's facility. Despite all of these challenges, BGCS has experienced an explosion in the number of youth and families seeking our programs. From 2020-2022 there has been a more than 50% increase in our youth served and registered members, demonstrating a community need that has only increased throughout the pandemic.

Proposal Description*

The American Rescue Plan Act requires a request that is reasonable and proportional to the level of economic impact your organization experienced. This means the request you describe below should not be greater than the economic harm your organization has suffered.

Please describe your project proposal and address the following:

- What project will be undertaken with these funds?
- What is the estimated lifespan of the project/property improvement?
- How does it address the negative economic harm you described in the previous question?

Boys & Girls Clubs of the Suncoast is seeking funding for the construction of a Future Leaders Academy facility. This building is designed to be a transformational zone where teens can utilize state of the art learning equipment to envision a great future for themselves. It will also be a place where industry leaders can meet the future workforce directly and demonstrate best practices to better prepare future candidates for employment. Teens will work to develop skills to meet the needs of the most competitive, high demand fields throughout the Tampa Bay region including, but not limited to, tourism, technology, energy, finance, health care, manufacturing, construction, and criminal justice. Throughout the school year and summer, students will engage with an on-site career coach, working to provide the technical skills critical to future career success including a written plan for high school graduation. Concepts taught will include soft skills, financial literacy, ACT/SAT prep, scholarship assistance, 21st century job readiness preparation, STEAM specific training utilizing artificial intelligence, and entrepreneur skill development classes. The center will serve as the catalyst for students in Pinellas County as they seek to discover what is available to them post high school graduation.

BGCS began rolling out a campaign to raise funds for this transformative project but had to pivot as a result of the COVID-19 pandemic. Resources were shifted to more pressing community needs including food distribution and tutoring for youth who were falling behind academically. As a result of the pandemic, inequities in educational opportunities for low-income youth were highlighted. These kids and teens were less likely to have access to educational support and technology at home while their families focused on survival amid job loss, rising inflation, and overall economic uncertainty. These challenges, combined with the Tampa Bay Regional Competitiveness Report mentioned earlier, illustrated an even greater need for the Workforce Academy. As such, BGCS is focusing on restarting the derailed campaign and expanding our workforce development program in order to serve an even greater number of teens. Since the building will

belong to BGCS, we anticipate its lifespan as greater than twenty years. In fact, BGCS has owned our Pinellas Park Club facility since the 1960s and still maintains it as our flagship Club.

Number Served*

How many people will directly benefit from this capital project annually?

1000

Unduplicated vs. Duplicated*

Is the number indicated above duplicated or unduplicated?

Duplicated: A client is counted each time they access services

Unduplicated: A client is counted once, regardless of the number of times they access services

Example: ABC Food Bank operates two mobile food pantries, one in Clearwater and one in St. Petersburg. Taylor, a Pinellas County resident, goes to both food pantries. If ABC Food Bank counts Taylor's visit TWICE, it is **duplicated**. If ABC Food Bank counts Taylor's visit ONCE, it is **unduplicated**.

Unduplicated

Other (Explanation Required)

If you selected "Other" in the previous question, please explain how your organization determined the number of clients that will benefit from the proposed capital project.

Rent vs. Own*

Does your organization rent or own the property for which you are proposing modifications?

Note: Selecting "Rent" will cause more questions to load below.

Own

Guiding Principles - Client Impact*

The American Rescue Plan Act, which provides the funding for this grant program, aims to ensure an equitable recovery from the COVID-19 pandemic. The term "equity" is defined as:

The consistent and systematic fair, just, and impartial treatment of all individuals, including individuals who belong to underserved communities that have been denied such treatment, such as Black, Latino, and Indigenous and Native American persons, Asian Americans and Pacific Islanders and other persons of color; members of religious minorities; lesbian, gay, bisexual, transgender, and queer (LGBTQ+) persons; persons with disabilities; persons who live in rural areas; and persons otherwise adversely affected by persistent poverty or inequality.

One of the guiding principles of this fund is that it will apply a lens of equity to ensure the needs of specified priority populations are met.

Will this project benefit the community members defined above that have experienced disproportionate negative impacts from the COVID-19 pandemic? If so, how?

BGCS' mission compels us to work to address systemic racial inequity. More than 77% of the youth we serve are African American or persons of color and 93% qualify for the free and/or reduced lunch program, an indicator of federal poverty level; and 76% come from single-parent households. In fact, we have intentionally placed our Clubs in areas that have high need and/or low-income families which research shows disproportionately affects minority populations. It has always been our mission to close the opportunity gap that exists for these kids and teens, and to provide resources that are needed to achieve their full potential for a successful future. Given the exacerbation of inequity resulting from the COVID-19 global health crisis, we recognize these efforts are more important than ever.

The Futures Leaders Academy is an opportunity to expand and enhance upon our mission. It will serve low-income teens from surrounding neighborhoods in South St. Petersburg as well as teens from all eight of BGCS' locations and throughout the county. The mission is to provide these youth with experiences designed to narrow the opportunity gap present among low-income and at-risk populations, and to build meaningful work experiences which support preparation and transition into the labor force and the development of a foundation of positive work experiences. Breaking the cycle of generational poverty is even more critical following lessons learned through the health crisis. Those in low paying and entry levels jobs were the most likely to experience major economic disruption from the pandemic. These are the very individuals targeted for service through the Futures Leaders Academy.

Community Connection

The American Rescue Plan Act (ARPA) prioritizes organizations that either have headquarters or carry out the majority of their operations inside Qualified Census Tracts (QCTs). QCTs are a standard method of identifying communities with a large proportion of low-income residents. The U.S. Department of Housing and Urban Development determines what areas qualify as QCT.

To assess if your organization serves or is headquartered in a QCT, use the following link:

https://www.huduser.gov/portal/sadda/sadda_qct.html

In the top right-hand corner, choose the state of Florida and Pinellas County. Then on the left-hand side of the screen, click the box next to "Color QCT Qualified Tracts." The QCT zones are denoted in purple. You can also map your address by adding it into the address box at the top to see if your location is inside the zones.

Below, please provide the location of your operations and the location of your headquarters, if different.

Headquarters Location*

Please provide your organization's headquarters address as it appears on your Sunbiz account. To check your Sunbiz registration, you may search here: <https://dos.myflorida.com/sunbiz/search/>

4625 East Bay Drive, Suite 103, Clearwater, FL, 33764

QCT Determination - Headquarters*

Is this organization headquartered in a QCT?

No

Project Location*

Please provide the address or intersection where the property being modified is.

South St. Petersburg Census Tract 212

QCT Determination - Project*

Is this organization's project in a QCT?

No

QCT Impact*

PCF understands that just because a project may not be located in a Qualified Census Tract, those who reside in one may access your services and may come to the location where your organization's project will take place.

- If applicable, please describe if you have clients that reside in a QCT as indicated on the map linked above, and the proportion of your clients that come from these areas.
- If your organization does not serve clients from a QCT, you can write "Not Applicable" below.

The location for the Future Leaders Academy will be in the South St. Petersburg Qualified Census Tract and it will serve teens from surrounding neighborhoods. Additionally, Boys & Girls Clubs of the Suncoast has eight other Clubs located in other census tracts in Pinellas County. The Academy will serve these youth and others throughout the County. Analyzation of our current membership indicates that more than 75% of youth served reside in a qualified census tract.

QCT Determination - Clients*

Does this organization's project benefit residents of QCTs?

Further determination required

This section aims to capture general demographic data about your organization and to see how you engage with and represent the community you serve. PCF has generalized the demographic data questions more than it has in other processes because of the public nature of this process. PCF understands that identity disclosure can be a sensitive matter and wants to respect your organization's board and staff. If your organization feels comfortable sharing more detailed demographic information, it may do so in the "Community Representation and Connection" section.

Community Representation and Connection*

Describe how your organization is representative of, or has authentic connections to, the community your proposal seeks to serve. You can list other community-based organizations that work on programming with you and/or list examples of your work within this community.

Boys & Girls Clubs of the Suncoast has served Pinellas County for over sixty years. Our longevity in the community, coupled with our national partnership with Boys & Girls Clubs of America has allowed us to build trust and brand recognition, and our commitment to excellence in quality and programming has demonstrated our organizational sustainability. Our CEO, who is himself a person of color and an alum of a Boys & Girls Club, has been working with the board governance committee to ensure the diversity of leadership in our organization is a better reflection of our community. As a result of these efforts, our board is roughly equal in terms of gender, and 20% of our directors are persons of color, a 13% increase over our previous fiscal year. Our executive leadership team is comprised of 60% women, and 30% that identifies LGBTQ+.

Additionally, BGCS has worked tirelessly to collaborate with other community organizations to ensure we are maximizing our impact on communities that have traditionally been difficult to reach. Our strong partnership with Pinellas County School Board and the Juvenile Welfare Board of Pinellas County has allowed us identify other youth organizations, and offer resources and best practice sharing opportunities. These relationships have also enabled us to participate in community wide forums and task groups including the Campaign for Grade Level Reading in Pinellas County and the Family Services Initiative through which our staff can continue to impact our community. Organizations such as United Way Suncoast, the Junior League of St. Petersburg, the Deuces Live, St. Petersburg Chamber of Commerce, Sheriff's Office of Pinellas County, St. Petersburg College, University of South Florida, and Suncoast Center provide us with resources and other services which we can offer to our members and their families.

Leadership Demographics - CEO/Executive Director*

Does your CEO/Executive Director consider themselves a member of one or more of the following populations? Check all that apply.

- BIPOC defined as Black, Latino, and Indigenous and Native American persons, Asian Americans and Pacific Islanders and other persons of color
- LGBTQ+ (Lesbian, Gay, Bisexual, Transgender, Queer+)
- Neurodiverse/physically disabled

BIPOC

Leadership Demographics - Executive Level Leadership Team*

Does your executive leadership team consider themselves a member of one or more of the following populations? Check all that apply.

- BIPOC defined as Black, Latino, and Indigenous and Native American persons, Asian Americans and Pacific Islanders and other persons of color
- LGBTQ+ (Lesbian, Gay, Bisexual, Transgender, Queer+)
- Neurodiverse/physically disabled

LGBTQ+

Leadership Demographics - Board Membership*

Do your board members consider themselves a member of one or more of the following populations? Check all that apply.

- BIPOC defined as Black, Latino, and Indigenous and Native American persons, Asian Americans and Pacific Islanders and other persons of color
- LGBTQ+ (Lesbian, Gay, Bisexual, Transgender, Queer+)
- Neurodiverse/physically disabled

BIPOC

LGBTQ+

Cost Difference

Estimated Total Project Cost*

Please specify the total cost of this capital project.

Example: ABC Childcare is seeking funding for a new playground. ABC Childcare is asking PCF to fund \$20,000 for certain equipment, and will seek other funding and donations for the remaining \$150,000 of the playground, for a total project cost of \$170,000. ABC Childcare would put \$170,000 below.

\$7,000,000.00

Cost Difference*

How does your organization plan to cover the cost of this project beyond the amount requested in this LOI? Please also specify if your organization can carry out the potential ARPA-funded portion of this project without other funding being secured.

Boys & Girls Clubs of the Suncoast's proposal with the City of St. Petersburg is \$1 million in support of the building project. We have actively been working with City Officials to discuss potential locations within the census tract. We are also in the process of securing the use of the New Markets Tax Credit which equates to \$1.6 million in additional funding. Currently 2 CDEs have expressed viable interest in providing the resources for the New Markets Tax Credit. We have been in conversations with other Boys & Girls Clubs across the state including Manatee County, Orlando and Miami, who have benefited from the New Markets Tax Credit to share best practices for us to utilize for the completion of the project. BGCS has restarted our comprehensive campaign which was halted due to the COVID-19 pandemic. The campaign committee is comprised of local philanthropists and community leaders. Our fundraising staff, with support from our board of directors, has shifted efforts to focus on this campaign, and has re-visited individuals and corporations who had previously expressed an interest in the project but who altered their efforts to assist with pandemic relief. We have actively been engaged with major corporations within our area including Raymond James, TD Synnex, Bank of America, Florida Blue, BayCare, and Duke Energy who have all expressed significant interest in the project and investment opportunities. We have also been working with St. Petersburg College, as an investment and programmatic partner for the new facility. Our fundraising efforts currently puts us at 40% of the needed funding for the Future Leaders Academy facility, not including the funding opportunity through ARPA. If BGCS is not awarded funding through this ARPA opportunity, the project will be delayed until

adequate funds can be secured. BGCS is committed to the project and will continue to seek funding opportunities to bring it to fruition.

Financial Overview

Budget Summary*

Please provide a brief sketch of the categories of expenses and the costs needed for your project. If your organization is requesting compensation for indirect costs, be sure to note the percentage (up to 5%) and dollar amount below.

If you are invited to complete the full application, you will be asked to upload current verifiable bids, proposals, price lists [from your potential vendor(s)] from the past 60 days. If a contractor has already been selected for a construction project for which you are requesting funding, you will need to upload their bid. You are strongly encouraged to collect any remaining bids, proposals, and price lists shortly after submitting this LOI.

Boys & Girls Clubs of the Suncoast is requesting funding in support of the construction of the Future Leaders Academy. Budget line items for the project include the purchase of property, architectural services, permitting and survey needs, construction costs, labor, furniture, fixtures, and technology. BGCS will also be requesting 5% in indirect costs to assist with staff time directed toward the project including, but not limited to, members of the finance team, fundraising team, and administrative employees who will oversee the building's design and layout. BGCS has chosen to work with Jason Jensen of Wannemacher Jensen Architects to assist with the phases of construction and planning as he sits on our Board's Safety Committee and is familiar with BGCS's goals and strategic plan. In addition to assisting with location identification, and survey work, Jason provided in-kind architectural renderings of the building. He will also assist with obtaining bids and other requirements for construction.

Project Preparedness*

If your letter of intent is approved, you will have 30 days to submit a full proposal. This will require multiple estimates/bids for your project that detail the costs you've sketched out above from potential contractors that would do the actual work.

Where are you in the planning process for the implementation of this project? Please describe your organization's readiness for this project including your ability to collect bids and select contractors and/or vendors. **If you have already selected a contractor for the project, you will need to describe how that contractor was chosen.**

Example

Better Tomorrow has spoken with contractors about their counseling center expansion project, but has only sought one proposal from a contractor. Better Tomorrow would describe so below, having sketched out the costs in the previous question. Better Tomorrow would indicate its plan to obtain more quotes/bids upon submitting this LOI.

Community Arts 'R Us has begun construction on its new arts center, as it had secured 75% of the funding for it before the pandemic. Therefore, a contractor has already been selected, and is looking to obtain the funding necessary to complete the project. Below, Community Arts 'R Us would explain it has a cost proposal ready to upload from their selected contractor, and is ready to carry out the rest of the project if funding is awarded.

Boys & Girls Clubs of the Suncoast, in tandem with Jason Jensen of Wannemacher Jensen Architects, the City of St. Petersburg and Austin Karrick and Bill Kent from George F. Young, are vetting viable properties in the South St. Petersburg Census Tract. Jason was selected through our Board of Directors project task force and sits on our board-led Safety Committee. Jason's familiarity with the organization's most recent strategic plan, finalized this year, as well as its mission, vision, and values; combined with his construction experience make him an ideal candidate to head the project. Austin Karrick, serves as our realtor and was vetted through our general counsel comprised of local attorneys on BGCS' Board of Directors. Serving as our project manager, Jason along with our project task force, is working to ensure all bids and permits required are secured in a timely manner. Also, the New Markets Tax Credit program through the Federal Government requires a similar process that we are prepared and committed to fulfill. Our Clubs and Board of Directors understands the importance of this project. Using guidance from the social determinants of health, the project will work toward providing economic prosperity for young people. Through our selection process, we have formulated the team needed to see the construction to completion. Jason and his team at Wannemacher Jensen Architects have completed renderings and design for the Future Leaders Academy.

Other Funding Sources*

Please describe any other funding not already mentioned that your organization has applied for or obtained for this project. This includes but is not limited to Community Development Block Grants (CDBG), local government grants (including Tourist Development Council funding), foundation grants, and donors (you do not need to disclose donor identities, simply amount raised that is allocated to this project). This includes any matching grants or in-kind contributions you may have obtained.

If none, please write N/A.

BGCS has a proposal with the City of St. Petersburg for \$1 million in funding to support the facility's construction. BGCS is in the process of securing the federal New Markets Tax Credit, estimated to provide \$1.6 million in additional funding. Through philanthropy efforts, we have obtained \$204,356 to aid in the cost of the new facility. The fundraising team has relaunched the comprehensive campaign which was tabled at the start of the COVID-19 pandemic, and has approached additional individual and corporate donors with a significant interest in supporting the expansion of our teen workforce development program. BGCS has been working with Florida State Legislators regarding appropriations for this capital project. Boys & Girls Clubs in Sarasota, Desoto and NE Florida have all utilized legislative appropriations for construction projects with great success. In 2021, our Board of Directors collectively stepped up through a board-led initiative to eliminate all organizational mortgage debt, demonstrating their commitment to organizational sustainability and expansion. This project is an example of the Board's dedication to our mission and the impact it is having on the young people in Pinellas County. We currently stand at 40% funding completion.

Changes in Operating Costs*

Please answer this question based on the descriptions below:

- If this project **increases** ongoing operational costs (programmatic, operating maintenance or other costs), how will you compensate for the difference?
- If this project **decreases** ongoing operating costs, how will it do so?
- If this project **does not affect** operating costs, please note so below.

In addition to programmatic offerings, the Future Leaders Academy will facilitate a social enterprise. This endeavor is designed to serve two main purposes. The first is to provide teens with opportunities for service learning, work experience, and real-world financial literacy lessons. The second purpose is to provide a funding stream to support operating costs for the Academy as it will increase BGCS' corporate budget. Already established partnerships with organizations interested in funding work in the teen workforce

development space, include TD Synnex, Pinellas County Sheriff's Office, Bank of America, and BayCare will also provide sources of revenue. The Future Leaders Academy also provides the opportunity for new funders who express an interest in investing in the field of economic development for underserved and at-risk populations.

Fund Management Capacity*

Please describe your organization's capacity to manage these potential ARPA funds in terms of fiscal management and financial infrastructure.

This includes, but is not limited to, the use of accounting software that can track a general ledger and multiple accounts and the ability to work on a reimbursement-basis.

The inability to handle a reimbursement-basis grant does not disqualify your organization from applying.

Boys & Girls Clubs of the Suncoast has an experienced three-person finance team. The Chief Financial Officer is a Chartered Financial Analyst (CFA) and the controller is a Certified Public Accountant (CPA). BGCS' CEO and its board-led Finance Committee, comprised of CPAs, attorneys, and bankers, work with finance staff to oversee all aspects of the organization's fiscal governance. The team is very experienced in working on a reimbursement-bases as our major funder, the Juvenile Welfare Board of Pinellas County, requires this as well. We also work with several federal grant organizations including the Department of Juvenile Justice, and the United States Department of Agriculture that utilize this type of structure. The finance team uses a financial system called Sage Intact which allows it to track multiple accounts effectively and efficiently. BGCS has recently updated its financial policies and procedures ensuring a seamless operation for fund management.

Additional Information

Additional Upload

If you have something else to share, you can upload it here in PDF format.

Please note: Due to limitation of this grants system, the upload field will not carry over to the full application if you are moved forward to the full application phase. You will need to upload this file again if you are moved forward in the process.

Future Leaders Academy.pdf

Anything else to share?

If you have any details to share regarding this grant request, you may do so below.

BGCS is in the final stages of identifying a property in St. Petersburg. Properties have been located in either Tangerine Plaza, The Deuces Live, or Jordan Park. We plan to utilize the federal New Markets Tax Credit which will require the location to be within a Qualified Census Tract.

File Attachment Summary

Applicant File Uploads

- Future Leaders Academy.pdf

PROPOSAL

TEEN WORKFORCE



FUTURE LEADERS ACADEMY

PREPARING TOMORROWS LEADERS, TODAY



BOYS & GIRLS CLUBS
OF THE SUNCOAST

ORGANIZED BY:

Boys & Girls Clubs of the Suncoast

ABOUT US



**GREAT FUTURES
START HERE**

WHY BGCS?

Since 1959, Boys & Girls Clubs of the Suncoast has provided high quality out of school time Club experiences proven to ensure our young people, especially those that need us most, are on track to graduate from high school with a plan for their future, demonstrate good character and citizenship, and live a healthy lifestyle. We offer a variety of comprehensive programming designed to appeal to the unique ages, interests and needs of Pinellas County's most disadvantaged youth. While we are nationally recognized, we are locally run, ensuring every Club location is responsive to the specific needs of the community it serves.

According to our retired Superintendent of Schools, Dr. Michael Grego, "there is no other youth service organization that works with the hardest to reach kids that is focused on outcomes". We utilize research informed programming, created by Boys & Girls Clubs of America, which includes the largest youth outcomes system in the country.

Our operational model allows us to cater to kids and teens that often fall between the cracks due to income constraints and economic inequality. It is within these communities that we assure no child is left behind by strategically placing our facilities in areas of high need as determined by our local government. These include a high number of families living at or below the poverty line, failing schools, and vulnerable youth populations where the juvenile arrest rate is disproportionately high. It is at the core of our mission to ensure every teen we work with, graduates on time, with a plan for their future.

WHY IT MATTERS



According to the Tampa Bay Partnership Regional Competitiveness Report, the Tampa/St. Petersburg/Clearwater region sees a high school graduation rate for economically disadvantaged high schoolers, of just 70.3%. This ranks over 7% behind the national average of 77.60%.

When comparing our Tampa Bay market to the three largest markets in Florida (South Florida, Orlando, and Jacksonville) our region is the worst as it relates to high school graduation, third-grade reading proficiency, number of teens arrested, and youth who are neither employed or in school.

As it relates to building a strong pipeline of talent, the Tampa Bay region is one the worst ranking areas of the 20 national metropolitan markets.

Specifically, the Tampa Bay metropolitan market ranks nationally:

- Ranked 15 out of 20 for High School graduation rates. (The worst of all Florida metros.)
- Ranked 15 out of 20 for High School graduation rates for economically disadvantaged youth. (The worst of all Florida metros.)
- Ranked 17 out of 20 for the share of population aged 16 to 24 years old who are neither employed nor enrolled in school. (The worst of all Florida metros.)
- Ranked 19 out of 20 for educational attainment rate for AA/AS, BA/BS, and professional degrees. (The worst of all Florida metros.)
- Ranked 20 out of 20 for labor force participation aged 25-64. (The worst of all Florida metros.)

These issues are compounded by the research demonstrated by the Florida Chamber of Commerce, in the 2030 Blue Print, stating "Florida is now the third most populous state and by 2030, 26 million Floridians will call Florida home; 2 million net new jobs will be needed to accommodate expected population growth."



GOALS & OBJECTIVES

Imagine a transformational zone, where teens can utilize state of the art learning equipment to envision a future for themselves. A place where industry leaders can meet the future workforce directly, sharing and training best practices to better prepare future job candidates. The Future Leaders Academy will be exactly that experience.

Teens will work to develop skills to meet the needs of the most competitive, high demand fields throughout the Tampa Bay Region including;

- Tourism Industry
- Technology Innovation
- Energy Industry
- Finance
- Health Care
- Manufacturing and Construction
- Criminal Justice

Throughout the school year and summer, students will engage with an on-site career coach, working to provide the technical skills critical to future career success. Some courses available will include:

- Soft skills training
- Financial literacy
- ACT/ SAT prep
- Scholarship assistance
- 21st century job readiness preparation
- STEAM specific job readiness training, using artificial intelligence as a tool, to create real life career examples
- Entrepreneur skill development classes by local professionals

The Future Leaders Academy will transform career preparation and skill develop opportunities for teens, and how they approach planning for their futures. It will serve as the connector, and catalyst for students around our region, as they seek to learn about what's available for them. The center will be based in Pinellas County, accessible to High School students throughout the year.

It is our goal in the first year of programming to serve up to 1,000 high school students in the facility with each year scaling to accommodate more students.

BUILDING RENDERING & DESIGN

Building design from Wannemacher Jensen Architects





**BOYS & GIRLS CLUBS
OF THE SUNCOAST**



TIMEFRAME

Throughout 2022 the project planning phase and investment alignment are taking place. It is our prediction the property acquisition and construction will begin in 2023 with the project completion taking place by 2025.

INVESTMENT

Capital and program investment includes the development and construction completion of the Future Leaders Academy. The total estimated investment needed from philanthropy efforts and community partners is \$7 million.

- Each room will host various skill development focuses with interactive technology components.
- Through a modernized approach the building will be equipped with virtual and augmented reality features, and smart boards, allowing for conducive creative space for learning and innovating.
- Boys & Girls Clubs of the Suncoast, administrative offices will be included with the design, allowing for a shared workspace, and safe monitoring interaction with the teen population.
- Social enterprise concept will be made available to host sustainable concept design and allow for program longevity.

**“Building a strong pipeline of talent.. is
arguably the most critical factor in a
community’s ability to compete and prosper.”**

Stated Tampa Bay Partnership Regional Competitiveness Report.

Providing meaningful work experiences for teens, supporting their preparation and transition into the labor force, and developing a foundation of positive work experiences is in the best interest of the entire Tampa Bay region. Boys & Girls Clubs of the Suncoast is uniquely positioned to bring existing workforce readiness programs to scale and address the critical talent pipeline deficiencies.

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