



FOR YOUTH DEVELOPMENT
FOR HEALTHY LIVING
FOR SOCIAL RESPONSIBILITY

Program Development Committee

November 14, 2023

**YMCA Board Room
9:30am – 11:00am**

**PROGRAM DEVELOPMENT COMMITTEE
AGENDA
November 14, 2023**

COMMITTEE MEMBERS: John Rochford (Chair), David Lamb, Jay Scott,
Michael Hahn (CARES), Dolores Daly, Anna Romiti

GUESTS: Home School: Christine Cruse, Dorain Cassell
Pep4U: Carol Kolarov, Anette Monroe
Nutritional Program: Madison Cardullo
Mission Outreach Expansion: Stephanie Christin, Nick Saltas

PRESENTATIONS

9:30am – 9:45am
Home School

9:45am – 10:00am
Pep4U

10:00am – 10:15am
Nutritional Program

10:15am – 10:30am
Mission Outreach Expansion Plan

**10:30am – 11:00am
CLOSED SESSION
COMMITTEE MEMBERS ONLY**

1. PDF Deliberation/Vote on Requests
2. Meeting Minute Approval – May 17, 2022

HOME SCHOOL

YMCA Homeschool Program

Program Development Fund

YMCA of Orange County - Association Office

Dolores Daly
13821 Newport Ave.
Suite 200
Tustin, CA 92780

O: 714-508-7615

Dolores Daly

13821 Newport Ave.
Suite 200
Tustin, CA 92780

ddaly@ymcaoc.org
O: 714-508-7615

Application Form

Program Information

Project Name*

YMCA Homeschool Program

Total Request Amount*

What is the amount you are asking for in total, including future years of funding? Please format with appropriate commas.

\$35,000.00

Fiscal Year Request Amount*

What is the amount you are asking to be awarded this calendar year (Jan 1 - Dec 31)? Please format with appropriate commas.

\$35,000.00

Years of Requested Funding*

What is the total number of years this project will be requesting funding from the YMCA of OC?

One

Name of Supervisor*

Dorain Cassell

Area of Focus Addressed by this Program*

Youth Development

Type of Program*

Additional Program (existing YMCA program, not offered at my Y)

Age Level Served by this Program*

5-17

Estimated Number of Participants Served Annually by this Program*

180

Who and What?*

Answer the following questions about your requested program:

Who are the participants?

What is the program providing?

This program will serve students and families opting to educate their child(ren) through a homeschool program, as well as, any child from the general public looking to take part in enrichment classes. Academically, core educational programs, such as Math, English, History will be offered by Charter School teachers, while elective/enrichment courses such as, Swimming, Art, STEM, Cooking can be taught by our current YMCA Child and Youth Development, and Fitness staff. Homeschool families can choose a wide variety of options to meet the state requirements per grade levels. While there may be many vendors able to offer courses that fulfill the requirements, the YMCA is in a unique positions to offer homeschool families a sense of community. By taking part in classes at the Y, they can participate not only in the classes, but the greater Y activities.

Please see attached Homeschool Program Guide.

When and Where?*

Answer the following questions about your requested program:

When will it be offered (dates, times, or general schedule)?

Where will it be offered (location name)?

These programs will be initially offered at 3 of our Fitness facilities; Laguna Niguel, Mission Viejo and Newport Mesa. Refer to attached Homeschool Program Guide. Ideally, Homeschool courses can be offered late morning to afternoon when the fitness facilities are typically slower in traffic/attendance. Final hours will vary according to the classes being offered, the need within the community, and staff availability.

Why and How?*

Answer the following questions about your requested program:

Why is there a need for this program and have you done any research or gathered any data to back up your response?

How does this program meet this need? Give a brief overview of the curriculum, lesson plan, plan of action.

Over the past two years, parents have begun to take advantage of the choices they have in how their children will be educated. This was brought about and exacerbated by distance learning and the state guidance and mandates on vaccinations and mask usage placed upon their children. According to Amy Ricibus the Board of Children's Health, an estimated of 30,000 children will opt out of public schools in the Fall of 2022.

We have seen a decline in the student population at our existing elementary school programs, and according to the OC Register article written by David Downey on April 12, 2022 Santa Ana school population has fallen 5.3%, Garden Grove 3.8% and Capistrano Unified 1% since 2021. We have also partnered and have consulted

with a homeschool provider, who has expressed a great need within the community to accommodate these families looking for a more community based organization that can also provide the social aspects needed for the healthy development of children. Our programs will meet this need. Our elective/enrichment programs are professionally written and have been designed to meet the educational, developmental and social needs of children in many different ways, which are outlined in our Homeschool Program Guide.

Program Timeline*

Assuming that your program is funded at the beginning of the next quarter, how long will it take to implement? Include estimated dates for marketing, planning, training, hiring, target start date, program operation dates, and program completion date (unless it is planned to be ongoing once implemented).

The program has been fully developed and the marketing collateral is complete. A Senior Program Director will be hired to manage the program by June 1st. The program will launch on August 22nd. We will run five sessions coinciding with the typical school calendar. Below outlines the session timeline;

Fall I: August 22, 2022 - October 15, 2022

Fall II: October 17, 2022 - December 17, 2022 (no classes Thanksgiving week)

Winter: January 9, 2023 - February 18, 2023

Spring I: February 27, 2023 - April 8, 2023

Spring II: April 17, 2023 - May 27, 2023

Program Impact

Program Benefits*

Describe the benefits of this program for its participants.

Students enrolled in courses will gain new knowledge, skills and abilities, will learn to collaborate with other children, will develop socially and emotionally, will become more physically active, will value differences in others and build friendship are a few of the benefits they will receive from participation in our program.

Community-Wide Benefits*

Describe the benefits of this program to the larger community (i.e. impact at school, neighborhood, city, county, etc.) If not, please write N/A.

When the families and community can produce well educated, socially and emotionally developed children then the entire community is better. We have more adults that positively contribute to our society.

Underserved/At-Risk Population Impact*

Does this program target an underserved or at-risk population? If so, describe how this program addresses the needs of the population. If not, please write N/A.

This program does not specifically target underserved/at-risk population.

Benefits Measurement Criteria*

Describe how the benefits of the program will be measured.

We will measure our success through student and parent surveys measuring progress and growth in variety of areas including, but not limited to

- Gain new knowledge, skills and abilities
- Collaboration with other children
- Demonstration of caring, honesty, respect and responsibility
- Increased confidence
- Values difference in others
- Developed friendships

Benefits Measurement Reporting*

How often will the above measurements be completed?

Once per year

Other

If you chose "other," please note the frequency.

Additional Expansion*

Can this program be expanded to serve additional communities? If so, please describe the potential level of expansion. If not, please write N/A.

The potential for growth is extensive because of the increase in families opting to homeschool their children, the low overhead to open a new location and the possibility of partnerships with other non-profits and churches.

Community Partnerships*

Describe any existing or potential collaborations with partners (schools, non-profits, etc.). If none, please write N/A.

Typically, Homeschool families enroll their students in a local Charter School. Charter schools geared towards homeschoolers provide instructional funds and allows families to use this money on a variety of educational things for kids. Charter Schools provide approved vendors for families that can offer classes. The YMCA of Orange County currently partners with Cabrillo Point Academy, Citrus Springs Charter School, Empire Springs Charter School, Epic Charter School, Excel Academy, Harbor Springs Charter School, iLead Hybrid Learning Studios, Mission Vista Academy, Pacific Coast Academy, Ocean Grove Charter School, River Springs charter School, Sage Oak Charter School, Sky Mountain Charter School and South Sutter Charter School.

Sustainability

How long will it take for this program to be self-sustaining?*

This program will be self-sustaining by the second year operation. By year two, with steady growth each location can produce an operating net of \$35K per location. By year three, with continued growth we estimate each location can produce an operating net of \$130K per location.

Program Funding Sustainability*

Describe how this program will be self-sustaining once you no longer require YMCA Program Development Funds.

Our current plan is to offer 10 six to eight week classes five times per year. Class capacity is twenty students. Initially we anticipate low enrollment until we build our reputation in the homeschool communities. For the first year, our goal is to achieve 25% of capacity in each class. In year two, our goal is to achieve 50% capacity for each class. In year 3, our goal is to achieve 100% capacity in each class.

Identified Funders*

List any funders that have been identified (in addition to the YMCA Program Development Fund) and if that funder would be considered:

- New: Never before provided any funds to any YMCA program
- Existing: Currently provides funding for any YMCA program

If no funders have been identified, please write N/A.

Homeschool families are provided funding through the charter school to cover educational expenses. The families register with the YMCA and the YMCA submits a purchase order for reimbursement by the charter school for the class.

Attachments

Budget*

Please attach your high level budget. *Required

HomeSchool_PDF_Budgets.pdf

Marketing/Promotional Plan

Please attach a Marketing/Promotional Plan. *Optional

Interest Level

Attach any received and documented inquires, interest through survey results, etc.*Optional

Competition Shops

Attach any competitors/prices/offerings/locations. *Optional

Letters of Support

Attach any letters of support from existing or potential partners. *Optional

Key Staff Biographies

Attach any key staff bios. *Optional

Signatures

Signature of Submitting Staff/Volunteer*

Dorain Cassell

Signature of Supervisor (Staff) / Sponsoring Staff (Volunteer)*

Dolores Daly

Date*

05/05/2022

File Attachment Summary

Applicant File Uploads

- HomeSchool_PDF_Budgets.pdf

YMCA of Orange County

Homeschool Support

Year 1 Budget Proposal

	Homeschool Support	Homeschool Support	Homeschool Support
	Newport Mesa	Laguna Niguel	Mission Viejo
Kids	60	60	60
Number of Classes	11	10	10
Number of Sessions	5	5	5
Staff	2	2	2
Revenue	\$74,500	\$71,875	\$71,875
<i>Expense</i>			
Salary and Wages	40,300.00	39,280.00	39,280.00
2220 Retirement Plan Premiums	3,423.20	3,423.20	3,423.20
2245 Employee Insurance Benefits	3,944.60	3,945.26	3,945.26
2310 FICA	2,380.68	2,380.68	2,380.68
2320 Unemployment Insur Prem	233.40	233.40	233.40
2330 Worker's Compensation	1,565.34	1,565.34	1,565.34
Wages and Benefits Total Expense	51,847.22	50,827.88	50,827.88
2510 Office/Misc Supplies	450.00	450.00	450.00
2520 Maintenance/Janitorial Supplies	600.00	600.00	600.00
2670 Telephone-Cellular	450.00	450.00	450.00
3210 Mileage Reimbursement	2,000.00	2,000.00	2,000.00
3320 Staff Development/Training	672.00	672.00	672.00
3425 Program Expense	12,000.00	12,000.00	12,000.00
3459 Staff Uniforms	50.00	50.00	50.00
3492 Nutrition	1,200.00	1,200.00	1,200.00
3520 Transportation	1,500.00	1,500.00	1,500.00
4360 Hiring Costs	452.00	452.00	452.00
Flex Expenses Sub-Total	19,374.00	19,374.00	19,374.00
2880 Property/Liability Insurance	856.75	826.56	826.56
2885 SIR Expense	223.50	215.63	215.63
3710 Fair Share	843.34	813.63	813.63
3912 Sales Tax	0.00	0.00	0.00
4810 Overhead Association Fee	11,920.00	11,500.00	11,500.00
Fixed Expenses Sub-Total	13,843.59	13,355.81	13,355.81
Total Operating Expenses	85,064.81	83,557.69	83,557.69
Net	(10,564.81)	(11,682.69)	(11,682.69)

YMCA of Orange County

Homeschool Support

Year 2 Budget Proposal

	Homeschool Support	Homeschool Support	Homeschool Support
	Newport Mesa	Laguna Niguel	Mission Viejo
Kids	115	110	110
Number of Classes	11	10	10
Number of Sessions	5	5	5
Staff	2	2	2
Revenue	\$146,375	\$143,750	\$143,750
<i>Expense</i>			
Salary and Wages	40,300.00	39,280.00	39,280.00
2220 Retirement Plan Premiums	3,423.20	3,423.20	3,423.20
2245 Employee Insurance Benefits	3,944.60	3,945.26	3,945.26
2310 FICA	2,380.68	2,380.68	2,380.68
2320 Unemployment Insur Prem	233.40	233.40	233.40
2330 Worker's Compensation	1,565.34	1,565.34	1,565.34
Wages and Benefits Total Expense	51,847.22	50,827.88	50,827.88
2510 Office/Misc Supplies	862.50	825.00	825.00
2520 Maintenance/Janitorial Supplies	1,150.00	1,100.00	1,100.00
2670 Telephone-Cellular	450.00	450.00	450.00
3210 Mileage Reimbursement	2,000.00	2,000.00	2,000.00
3320 Staff Development/Training	672.00	672.00	672.00
3425 Program Expense	23,000.00	22,000.00	22,000.00
3459 Staff Uniforms	50.00	50.00	50.00
3492 Nutrition	2,300.00	2,200.00	2,200.00
3520 Transportation	1,500.00	1,500.00	1,500.00
4360 Hiring Costs	452.00	452.00	452.00
Flex Expenses Sub-Total	32,436.50	31,249.00	31,249.00
2880 Property/Liability Insurance	1,683.31	1,653.13	1,653.13
2885 SIR Expense	439.13	431.25	431.25
3710 Fair Share	1,656.97	1,627.25	1,627.25
4810 Overhead Association Fee	23,420.00	23,000.00	23,000.00
Fixed Expenses Sub-Total	27,199.40	26,711.63	26,711.63
Total Operating Expenses	111,483.12	108,788.50	108,788.50
Net	34,891.88	34,961.50	34,961.50

YMCA of Orange County

Homeschool Support

Year 3 Budget Proposal

	Homeschool Support	Homeschool Support	Homeschool Support
	Newport Mesa	Laguna Niguel	Mission Viejo
Kids	210	200	200
Number of Classes	11	10	10
Number of Sessions	5	5	5
Staff	2	2	2
Revenue	\$292,750	\$287,500	\$287,500
Expense			
Salary and Wages	40,300.00	39,280.00	39,280.00
2220 Retirement Plan Premiums	3,423.20	3,423.20	3,423.20
2245 Employee Insurance Benefits	3,944.60	3,945.26	3,945.26
2310 FICA	2,380.68	2,380.68	2,380.68
2320 Unemployment Insur Prem	233.40	233.40	233.40
2330 Worker's Compensation	1,565.34	1,565.34	1,565.34
Wages and Benefits Total Expense	51,847.22	50,827.88	50,827.88
2510 Office/Misc Supplies	1,575.00	1,500.00	1,500.00
2520 Maintenance/Janitorial Supplies	2,100.00	2,000.00	2,000.00
2670 Telephone-Cellular	450.00	450.00	450.00
3210 Mileage Reimbursement	2,000.00	2,000.00	2,000.00
3320 Staff Development/Training	672.00	672.00	672.00
3425 Program Expense	42,000.00	40,000.00	40,000.00
3459 Staff Uniforms	50.00	50.00	50.00
3492 Nutrition	4,200.00	4,000.00	4,000.00
3520 Transportation	1,500.00	1,500.00	1,500.00
4360 Hiring Costs	452.00	452.00	452.00
Flex Expenses Sub-Total	54,999.00	52,624.00	52,624.00
2880 Property/Liability Insurance	3,366.63	3,306.25	3,306.25
2885 SIR Expense	878.25	862.50	862.50
3710 Fair Share	3,313.93	3,254.50	3,254.50
4810 Overhead Association Fee	46,840.00	46,000.00	46,000.00
Fixed Expenses Sub-Total	54,398.81	53,423.25	53,423.25
Total Operating Expenses	161,245.02	156,875.13	156,875.13
Net	131,504.98	130,624.87	130,624.87

PEP4U

PEP4U averages for phone calls and emails from interested participants 2023

January – 16

February – 24

March – 17

April – 25

May – 24

June – 18

July – 15

August – 29

PEP4U class averages at Laguna Niguel YMCA

Averages for YMCA LN classes 2023	Cycling - Monday	Yoga - Monday	Boxing - Tuesday	Bigger and Stronger - Wednesday	Endurance - Thursday	Tai Chi - Friday
January 2023	6	12	7	9	14	5
February 2023	7	11	12	11	15	8
March 2023	6	12	10	10	12	7
			Move to the Groove		Boxing	
April 2023	5	9	10	12	8	7
May 2023	5	10	8	14	9	9
June 2023	5	11	9	13	11	11
July 2023	6	11	11	14	8	12

PEP4U Biographies

JERRY MILLER

President PEP4U Board of Directors

Jerry Miller has been board president of PEP4U since 2022. Miller has supported the Parkinson's community in Orange County for many years. He has served as co-president of the Orange County Chapter of The American Parkinson Disease Association (APDA) and on the board of directors of the National Parkinson's Foundation Orange County Chapter (NPF OCC). During his service with NPF OCC, Miller played a significant role in establishing the Parkinson's Association of Orange County (PAOC). Additionally, he sat on the board of the PAOC and briefly served as its acting president.

He was inspired to help out with PEP4U when his wife was diagnosed with PD at age 50, and he saw firsthand the immediate impact that intense exercise had on his wife's symptoms.

Miller also has nearly 30 years of experience in human resource leadership spanning multiple industries Fortune 500 companies. Before his human resources career, Miller served as a captain in the United States Army.

KERRY KEEN

VP PEP4U Board of Directors, Donor Relations, and Grant writer

Kerry has been a volunteer with PEP4U since August of 2018. Her focus is raising the much-needed funding that PEP4U requires to sustain its operations. She has a background in Human Resource management, training, and organizational development. Prior to her long-term service as a volunteer, Kerry worked at Stanford University as a local HR Manager in four of the University's graduate schools and then as a training and development specialist in the central HR division of the University.

Following her retirement from Stanford, during her many years as a volunteer, she worked as a Girl Scout leader for 13 years, as a member of her daughter's elementary, middle school and high school PTA boards, and worked as a fundraising volunteer for the South Orange County School of the Arts at Dana Hills High School.

GABI FREI, PT

PEP4U Steering Committee Chairperson, Member Board of Directors

Gabi was born and raised in Switzerland and came to the USA with her husband in 1993. She works as a Physical Therapist at Saddleback Outpatient Rehabilitation in Laguna Hills, with a focus on oncologic rehabilitation as well as patients with a variety of diagnoses including Parkinson's disease. Gabi is a certified lymphedema therapist, and is also certified in treating individuals with PD with the LSVT BIG and the PWR! methods. In addition, she is an Adjunct Faculty member at Chapman University, where she instructs Physical Therapist Students in Acute Care Medicine.

Gabi is a member of the PEP4U Board of Directors, and also holds the position of Steering Committee Chairperson. She strives to engage and motivate PEP4U participants to exercise regularly, while keeping it fun. She likes to share her love of dancing with the class, and incorporates different styles - ranging from Salsa to line dancing to doing the macarena and more - into her exercise classes.

PATRICIA (TRICIA) S. BROWN, PT, DPT, NCS

PEP4U Member Board of Directors, Founding Member

Dr. Patricia “Tricia” Brown, PT, DPT, NCS, sits on the board of directors and the steering committee of PEP4U. Brown is a licensed physical therapist, certified by the American Board of Physical Therapy Specialists in Neurology since 1999. She is an associate clinical professor in the doctor of physical therapy program at Chapman University’s Rinker Health Science campus in Irvine, Calif.

Brown is passionate about providing rehabilitation and wellness for those living with Parkinson’s disease. She is certified in the LSVT BIG treatment approach for people with PD and teaches the method to physical and occupational therapists across the globe. She is also certified by the National Parkinson’s Foundation and has completed the Parkinson’s Foundation Faculty Training Workshop.

With PEP4U since its founding, Brown has been a lead pro-bono exercise instructor for nine years. Her specialty interests include balance and fall risk reduction and vestibular rehabilitation.

Dr. Brown is inspired when she sees participants actually begin to move better when they truly work hard in the classes.



FOR YOUTH DEVELOPMENT®
FOR HEALTHY LIVING
FOR SOCIAL RESPONSIBILITY

ENDLESS POSSIBILITIES

Program Development Fund



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May 21, 2015

Dear YMCA of Orange County , Riverside County and San Gabriel Valley Staff and Community Members,

Since 1887, the YMCA has been a critical service provider and beloved community presence in our local communities. Driven by evolving dynamics in the neighborhoods we serve, the “Y” offers a variety of programs that are flexible enough to meet local needs, yet remain anchored in our core values of Caring, Honesty, Respect, and Responsibility. We continue to earn the loyalty and support of our community because we *are* the community. We are a powerful association of men, women, and children joined together by a shared commitment to nurture the potential of kids, promote healthy living, and inspire social responsibility. Every staff and community member past and present is a part of that long and rich history of providing life enriching programs to children, adults and families.

In order to continue the Y’s work today and in the future, several years ago the YMCA Board of Directors and staff leadership began implementing foundational changes to our organization. Due to the diligent work of all staff, YOC is a fiscally sound organization with a solid business model, which includes faithfulness to our mission, quality programs, consistent operational structure and strong fiscal responsibility. We are happy to report that because of everyone’s hard work, we have a cash reserve that not only creates stability for our organization, but allows interest earned from our investments to be designated to a new **Program Development Fund** which will focus on expanding the Mission of the YMCA. As a non-profit, we will always strive to recognize and enhance our ability to produce social value and garner the support as a worthy cause driven organization and we believe this new fund will fill a vital role in achieving this goal.

We understand and respect that staff and community members directly delivering programs to the community are in a unique and valuable position to identify needs and programs that can best fill those needs. This document outlines the Y’s Program Development Fund and highlights your role as a staff and community member in moving the Mission of our organization forward.

This fund would not be possible without the hard work and dedication of YMCA staff members and the visionary leadership of our Board of Directors. Thank you to everyone that contributed to the success of our organization and the creation of this fund.

Sincerely,

2015 Program Development Fund Committee Members:

John Rochford, Chair	Rosanna Coveyou, Co-Chair	Jeff McBride, CEO
Beth Haney, Board Member	Jay Scott, Board Member	Cara Owens, COO
Dolores Marikian, CDO	Joan Loch, Board Assistant Secretary	Dave Lamb, CVO

YMCA of Orange County Program Development Fund

Purpose

The Program Development Fund was established by the YMCA of Orange County (YOC) Board of Directors in 2014. YOC operates a strong business model that includes faithfulness to our mission, quality programs, consistent operational structure and strong fiscal responsibility. The Program Development Fund was established to utilize interest earned from the YMCA Investment Portfolio to develop and/or expand programs that will benefit the communities we serve.

Source of Funds

Due to the YOC strong business model, reserve funds are placed in the YMCA Investment Portfolio. The YMCA Investment Portfolio has the twin objectives of preserving the long-term, real purchasing power of the Y's assets and generating a predictable and growing stream of annual distributions that will support the Institution's needs as defined and modified by the Board, from time to time.

The Association anticipates that it will annually distribute a percentage of the investment returns in excess of fees as determined by and approved by the Board. For this purpose, the portfolio shall make use of a total-returns-based methodology, meaning that it will fund distributions from net investment income, net realized capital gains, and proceeds from the sale of investments.

The Association intends to use distributions from the fund to support its objectives which shall be set forth by management, ratified by the Board and changed from time to time depending on the needs of the organization. Distributions must always benefit the organization. Intended uses include but are not limited to:

- Direct scholarships, with 100% of the funds going toward program with no administrative burden
- Matching funds to augment development of annual giving which will be used for scholarships
- Capital projects

Guiding Principles

As a non-profit, we strive to recognize and enhance our ability to produce social value and garner the support as a worthy cause driven organization. Funds will be used to develop or expand the YMCA Mission in the communities we serve with programs that:

- Align with YMCA focus areas of Youth Development, Healthy Living and Social Responsibility
- Compliment or enhance the current YOC Strategic Plan
- Address an unmet need
- Add value to the community in which we serve
- Are innovative
- Utilize collaboration with partners that align with our focus areas and values
- Can measure and track short and long term impact and results

Program Development Fund Committee

The committee shall be comprised of the YMCA's Chief Executive Officer, the COO, the CDO and at least four members appointed by the agreement of the Executive Committee. The Committee shall be accountable to the Board for overseeing the Program Development Fund.

Members of the Committee acknowledge their solemn duty as fiduciaries and shall act responsibly in the interest of the Association. Additionally, each member shall provide full and fair disclosure of all material facts regarding any actual or potential conflicts of interest.

The Committee will meet on a quarterly basis to formally review and approve or reject new applications. The Committee will conduct an annual assessment of any approved and funded program through the Program Development Fund.

Geographic Areas of Focus

Funds will be designated to serve the communities within our service area as outlined by YUSA.

Types of Support

Funds can be used to support:

- New program development
- Existing program expansion

Funds will not be used to support:

- Individuals
- Deficit or debt reduction
- Capacity building
- Fundraising dinners or events
- Lobbying or political activism
- Redistribution to other nonprofit groups

Grant Duration

Funds are awarded for the period of time necessary to complete the proposed outcomes, with most funding ranging between one and three years. Please note that the fund generally does not approve support to programs on a continuing annual basis unless approved by the Program Development Fund Committee.

Funding Amounts

Applicants should request a grant amount that is consistent with a thoughtful and sustainable program budget. Based on individual circumstances, the Committee will use flexibility and apply judgment to each request on a case-by-case basis.

How To Apply

The committee accepts and processes requests throughout the year with no deadlines. Applying to our Program Development Fund involves the following application process:

STEP1: Complete a **New Program Proposal** (Attachment A) and **Budget** (Attachment B)

-----Wait for Response from Committee-----

STEP 2: If it is determined from the New Program Proposal that the request meets the Committee's interests, the applicant will be provided with instructions and forms required to prepare and submit a formal application that will include:

- a. Required Attachments
 - i. Program Development Fund Grant Application (Attachment C)
 - ii. Budget
 - iii. **Marketing Plan** (Attachment D)
- b. Optional Attachment
 - i. Competition Shops (Attachment E: Sample)
 - ii. Interest Levels (documented inquires, survey results, etc.)
 - iii. Outcome measurement tool (Attachment F: Sample)
 - iv. Letters of support from existing or potential partners (if applicable)
 - v. Biographies of key staff

STEP 3: If requested, present proposal to Program Development Committee

STEP 4: If approved, the following must be submitted by the deadline outlined in the approval letter

- a. Final marketing plan approved by Marketing Department
- b. Training plan
- c. Purchasing plan
- d. Final budget
- e. Outcome Measurement tool approved by Advancement Department

STEP 5: All approved programs will submit a grant update report to the Committee within six months of approval.

All programs will be assessed annually by the Program Development Committee. Information regarding the six month and annual reports will be provided in the approval letter.

What We Look For

We understand that every program operates in its own distinct setting and that even the strongest programs have challenges. The committee also recognizes that program needs and challenges may differ depending on where the program is in its lifecycle. With this understanding in mind, below is a list of measures we use as general guidelines (not a checklist) when we review grant applications.

- High quality, impactful programs targeting disadvantaged and/or underserved populations
 - Program is well planned and appropriate for the YMCA given our mission, track record and capacity
 - Program is feasible in terms of resources (staffing, funds, etc.) and timeline, with a strong financial plan in place
 - Program is in demand
 - Can demonstrate how support could have a measurable impact on the specific community or population
 - Branch, area or staff has a track record delivering strong programs
 - Branch, area or staff assesses impact and learns from results
 - Requests involving new partnerships (for example, with schools or other non-profits) should have a letter of support already secured
- Strong branch, area or program leadership
 - Effective leadership and management
 - A well trained, engaged and supported staff
 - The ability to identify and adapt to internal and external changes
- Solid financial position and program sustainability strategy
 - Branch, area or program is financially stable
 - There is a funding model in place that can support programs and services
 - Program has reasonable short and long term sustainability strategies and the capacity to successfully execute them

It should be noted that that the points listed above reflect just some of the criteria we use when reviewing grant applications. In addition, these criteria are looked at within the context of each individual circumstance and we do not expect that every application will fully meet every criteria listed. However, by sharing this list, our goal is to provide greater transparency regarding the Committee's review process, and further promote open and candid communication.

Termination of Program Development Fund

The Program Development Fund can be terminated at any time by the Board of Directors of the YMCA of Orange County.

8. Marketing/Promotion plan

- Who is the target audience? _____
- Where is the target audience? _____
- Is this program targeted at existing and or new members? _____
- Will there be an initial promo offered at launch? YES NO
- Overall cost to promote/advertise \$

9. MISC:

**YMCA OF ORANGE COUNTY
PROGRAM DEVELOPMENT FUND
GRANT APPLICATION**

PROGRAM INFORMATION	
Date:	
Name of Program to be Funded:	
Key Contact for Program:	
Contact Phone Number:	
Contact E-Mail Address:	
Branch/Child Care Area/Division:	
Name and address of location of program:	
Name of Supervisor:	
Area of focus addressed by this program (Youth Development, Healthy Living or Social Responsibility):	
Type of Program: New (not a typical Y program) Additional Program (existing YMCA program, not offered at my Y) Value Add Program (Add on MB/Existing constituents)	
Grade / Age level served by this program:	
Estimated number served annually:	
Description of Program to be Funded:	
Program timeline (target start date or program operation dates):	
PROGRAM IMPACT	
Describe the benefits of this program on the participants:	
Describe the benefits to the larger community (i.e.; impact at school, neighborhood, city, county, etc.)	

Does this program target an underserved or at-risk population? If so, describe how this program addresses the needs of the population:	
Describe how the benefits of the program will be measured:	
Describe how often the benefits will be measured:	
Can this program be expanded to serve additional communities? If so, please describe the potential level of expansion.	
Describe any existing or potential collaboration with partners (schools, non-profits, etc.)	
SUSTAINABILITY PLAN	
Describe how this program can be self-sustaining (funded without financial support from YMCA program development fund):	
How long will it take for this program to be self-sustaining:	
Describe any additional funders that have been identified in addition to the YMCA Program Development Fund?	
Describe relationship with additional funders:	

Required Attachments:

- Budget (high level – please attach)
- Marketing/Promotion plan

Optional Attachments:

- Interest level: (If you have received and documented inquiries, interest through survey results, please attach)
- Competition Shops: (Attach any competitors/prices/offers/locations)
- Letters of support from existing or potential partners
- Biographies of key staff

Signature of Submitting Staff/Volunteer: _____

Signature of Supervisor (staff) / Sponsoring Staff (Volunteer): _____

Date	Program / Events To Promote; Benefits & Target Messaging	Print Promotion (flyers, postcards, posters, banners, doorhangers, Ads)	E Mails, PR, and Web - YMCAOC and other sites	Social Media
August				
Sept				
Oct				
Nov				
Dec				

Income Statement by Month for the period of 01/01/2023 to 08/31/2023

Generated by dkerns@pep4u.org on 2023-09-01 10:00:00

Account Nu	Account Name	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
Income									
4000	Contributions Income	11,555.32	493.60	1,213.28	1,260.01	692.28	1,091.82	1,485.12	1,393.37
4005	Grant Income	0.00	0.00	0.00	5,400.00	0.00	0.00	0.00	0.00
4100	Interest Earned	0.28	0.26	0.27	0.25	0.23	0.20	0.19	0.00
	Total Income	11,555.60	493.86	1,213.55	6,660.26	692.51	1,092.02	1,485.31	1,393.37
Expense									
5000	Instructor Fees	650.00	3,030.00	3,180.00	3,630.00	3,210.00	3,580.00	3,580.00	4,135.00
5010	Administrative Fees	600.00	587.50	612.50	693.75	525.00	718.75	587.50	0.00
5020	YMCA Rent	550.00	0.00	0.00	1,350.00	0.00	0.00	105.00	0.00
5025	YMCA Laguna Niguel	1,150.00	0.00	1,200.00	700.00	1,300.00	1,300.00	1,200.00	1,150.00
5027	YMCA Newport Mesa	0.00	0.00	600.00	0.00	600.00	0.00	300.00	350.00
	Total 5020 - YMCA Rent	1,700.00	0.00	1,800.00	2,050.00	1,900.00	1,300.00	1,605.00	1,500.00
5300	Office Supplies	0.00	0.00	0.00	0.00	0.00	46.09	0.00	0.00
5310	Meeting and Cloud Storage Fees	0.00	54.99	54.99	54.99	55.99	55.99	55.99	55.99
5315	Constant Contact	0.00	0.00	0.00	0.00	0.00	143.50	0.00	0.00
5325	Post Office Expense	0.00	0.00	119.50	0.00	0.00	234.50	0.00	0.00
5330	Social Events	0.00	43.06	0.00	0.00	0.00	330.81	105.00	0.00
5345	Tax Expenses	0.00	0.00	25.00	0.00	0.00	0.00	0.00	0.00
5370	Insurance	0.00	0.00	0.00	2,473.00	0.00	0.00	0.00	0.00
5390	Marketing	0.00	0.00	1,343.64	0.00	0.00	32.33	0.00	0.00
5430	Accounting Services	0.00	360.00	0.00	0.00	0.00	0.00	0.00	0.00
5500	Misc Expense	429.00	0.00	33.18	240.00	0.00	0.00	0.00	0.00
	Total Expense	3,379.00	4,075.55	7,168.81	9,141.74	5,690.99	6,441.97	5,933.49	5,690.99
	Net Income (Loss)	8,176.60	-3,581.69	-5,955.26	-2,481.48	-4,998.48	-5,349.95	-4,448.18	-4,297.62

23-08-29 18:20

YTD Amount

19,184.80

5,400.00

1.68

24,586.48

24,995.00

4,325.00

2,005.00

8,000.00

1,850.00

11,855.00

46.09

388.93

143.50

354.00

478.87

25.00

2,473.00

1,375.97

360.00

702.18

47,522.54

-22,936.06

NUTRITIONAL PROGRAM

Nutrition Program Expansion 2024: Wellness Coach, LAUNCH!

Program Development Fund

Huntington Beach Family YMCA

Mr. Jonathan Espinoza
8875 Adams Ave
Huntington Beach, CA 92646

O: 714-378-4784

Ms Madison Cardullo

8875 Adams Ave
Huntington Beach, CA 92646

mcardullo@ymcaoc.org
O: 949-981-8962
M: 949-981-8962

Application Form

Program Information

Project Name*

Nutrition Program Expansion 2024: Wellness Coach, LAUNCH!

Total Request Amount*

What is the amount you are asking for in total, including future years of funding? Please format with appropriate commas.

\$29,740.00

Fiscal Year Request Amount*

What is the amount you are asking to be awarded this calendar year (Jan 1 - Dec 31)? Please format with appropriate commas.

\$29,740.00

Years of Requested Funding*

What is the total number of years this project will be requesting funding from the YMCA of OC?

1

Name of Supervisor*

Jonathan Espinoza

Area of Focus Addressed by this Program*

Healthy Living

Type of Program*

New (not a typical YMCA program)

Age Level Served by this Program*

14 - 99yrs old

Estimated Number of Participants Served Annually by this Program*

1500

Who and What?*

Answer the following questions about your requested program:

Who are the participants?

What is the program providing?

Current and prospective members in our local communities would be the direct persons who would benefit from this program expansion to include Wellness Coaching. A wellness coach component at our branches would significantly enhance a member's experience and overall success at our gyms by providing personalized guidance, support, and get them started on a path to health. With a wellness coach, members receive a tailored personalized path that includes realistic goal setting, overcoming barriers, and providing basic nutrition and stress management techniques. Moreover, wellness coaches offer motivation, accountability and an expertise, ensuring that members make the most of their membership and achieve long-term health and wellness outcomes. A wellness coach is a valuable resource that would help empower gym members to reach their full potential and guide members to various Y offerings that help them sustain a healthy lifestyle. The addition of wellness coaches would increase our face time with members, provide community opportunities within the Y organization, and allow for optimizing customer service between our staff and members. This program will help new and current members feel at home at the YMCA, allowing them to be long term members at our facilities.

When and Where?*

Answer the following questions about your requested program:

When will it be offered (dates, times, or general schedule)?

Where will it be offered (location name)?

The program will encompass various components scheduled throughout the year at different intervals. In an ongoing capacity, initial wellness coach consultations, each lasting for one hour, will be offered to our members as an inclusive member benefit, covered by their monthly dues. This novel program, entitled "LAUNCH!", will be accessible to members at each of the Orange County YMCA branches, encompassing Fullerton, Huntington Beach, Laguna Niguel, Mission Viejo, and Newport Mesa. The primary objective of this initiative is to elevate customer service standards, optimize member outcomes, and foster member retention. Furthermore, we are introducing a revamped small-group intervention program, previously known as "Lose to Win." This will take the form of a quarterly workshop, accommodating 4 to 6 participants per class, spanning a 6-week duration with one weekly meeting. This quarterly program will also be available at all five YMCA locations within our association. Following its launch in 2024, the scope of this role may expand to encompass additional member benefits and wellness-oriented activities overseen by our dedicated wellness coaches.

Why and How?*

Answer the following questions about your requested program:

Why is there a need for this program and have you done any research or gathered any data to back up your

response?

How does this program meet this need? Give a brief overview of the curriculum, lesson plan, plan of action.

In the United States, only 8% of Americans have received appropriate preventative clinical services recommended for addressing their personal health concerns and diagnoses. It is evident that preventative services in our county, state, and community are notably deficient, requiring individuals within our communities to consistently strive upstream in their pursuit of improved health and wellness outcomes (Borsky et al, 2021). This program has been meticulously crafted to bridge the gap between traditional healthcare practices and the implementation of sustainable, positive behavioral lifestyle changes. This approach seeks to cultivate a more proactive mindset with respect to overall health and, in doing so, enhance the quality of life within our communities.

The introduction of Wellness Coaches at the Orange County YMCA branches is a proactive response to addressing this community need. These professionals will serve as guiding lights for our members, fostering a sense of community while concurrently assisting individuals in mitigating negative behaviors through a scientifically validated methodology.

The "LAUNCH!" Wellness Coach Program is a pivotal initiative designed to provide our members with a comprehensive and personalized two-part, one-hour session. Its significance lies in addressing the specific needs of our members, empowering them to embark on a transformative journey towards improved health and overall well-being.

The initial part of the program entails a personalized tour and an information session, during which members will be introduced to the full spectrum of amenities, classes, and programs available at our facilities, tailored to meet their individual requirements. Members will be encouraged to complete a brief questionnaire, allowing us to discern their unique goals and needs, thus ensuring a customized experience.

Subsequently, members will delve into a comprehensive packet meticulously crafted to address behavior change and surmount the barriers obstructing their path to achieving their goals. The Wellness Coach will play a pivotal role in helping members formulate SMART (Specific, Measurable, Achievable, Relevant, and Time-bound) goals, develop a personalized action plan, and receive guidance on fundamental nutritional principles, stress management techniques, and the cultivation of micro habits that are essential for long-term success.

Upon completion of the program, each member will depart with a fully personalized plan, armed with the knowledge and tools to embark on their wellness journey with confidence. This transformative experience ensures that our members are no longer merely anonymous faces in the crowd; it fosters a sense of community and reassures them that we are fully committed to their well-being. We aim to make the YMCA their second home, a place where they can not only pursue their health and wellness goals but also find a supportive and caring community to accompany them on their journey.

Program Timeline*

Assuming that your program is funded at the beginning of the next quarter, how long will it take to implement? Include estimated dates for marketing, planning, training, hiring, target start date, program operation dates, and program completion date (unless it is planned to be ongoing once implemented).

Our current objective and timeline are set to initiate this new endeavor on January 1st, 2024, with the intention of promoting it as a "New Year, New You" program titled "LAUNCH!", aligning seamlessly with our member benefits. This initiative has been in development for the majority of the current quarter and last. The selection process for Wellness Coaches at each facility has already mostly concluded, and they are scheduled to attain their NASM Nutrition Certification by March 2024, affording them ample preparation time. As a licensed practitioner, I will personally curate all curriculum and information to be disseminated to our members. This will enable our Wellness Coaches to commence the program in January as they work to finish

their certifications. As they complete their certifications, we will proceed with small group interventions, further supporting our members in their journey toward realizing their health potential.

Concurrently, market research and the creation of mock marketing materials are ongoing. Upon their approval and subsequent release, we anticipate finalizing and commencing our promotional efforts in late October or early November of 2023. As the Nutrition Program expands to encompass wellness coaches, this will be a great added benefit to incoming and current members in the New Year.

The Wellness Coaches, already tentatively assigned to their respective branches, will commence training in November & December of 2023. This training will encompass expectations, member relationship goals, and guidance on conducting the one-hour sessions with our members. As most of our Wellness Coaches are current employees transitioning into this new role, they already embody the YMCA's core values and mindset.

Once preparations are complete, our marketing campaign will initiate late in December, leading to a full-scale launch in January 2024. It's important to note that this program will be ongoing, and as of now, no specific end date has been defined.

Regarding the 6-week interventions, the curriculum and outline are already substantially developed. Marketing efforts will assist in creating a Y-branded package early next year, paving the way for the commencement of the 6-week intervention classes in the second quarter of 2024.

Program Impact

Program Benefits*

Describe the benefits of this program for its participants.

Participating in a wellness coaching program offers individuals a transformative journey toward improved overall well-being and personal growth. These programs are uniquely structured to empower participants to set and achieve their wellness goals by focusing on key elements such as behavior change, the creation of SMART (Specific, Measurable, Achievable, Relevant, Time-bound) goals, and the resolution of barriers that may have thwarted progress in the past. Wellness coaching delivers a range of invaluable benefits to those who engage in the process.

Behavior change is at the core of wellness coaching programs. Coaches help participants identify and adjust negative habits while fostering healthier ones. Through a combination of education, guidance, and motivation, individuals acquire the skills and mindset needed to make meaningful and lasting changes in their daily routines, whether it relates to nutrition, exercise, stress management, sleep, or other wellness aspects.

Overcoming barriers is an inherent focus of wellness coaching. Coaches work with participants to identify and address the obstacles that may have previously hindered progress. These barriers can take many forms, including time constraints, stress, motivation deficits, or external factors like work or family demands. Through collaborative problem-solving and effective coping strategies, participants develop the skills to navigate these obstacles, ensuring that they do not impede their wellness journey.

In conclusion, a wellness coaching program offers a powerful platform for personal transformation, delivering a wide array of benefits that encompass physical, mental, and emotional well-being. Participants can anticipate gaining clarity, accountability, enhanced self-awareness, and motivation to create lasting behavior changes. The ripple effects of wellness coaching result in an improved quality of life, increased self-confidence, and financial savings, making it a wise investment in overall well-being. The guidance and

support provided by a certified wellness coach create a nurturing and empowering environment that enables individuals to thrive and unlock their full wellness potential.

Community-Wide Benefits*

Describe the benefits of this program to the larger community (i.e. impact at school, neighborhood, city, county, etc.) If not, please write N/A.

Starting at a foundational level, the provision of an upstream approach to health enhancement within our local community is instrumental in addressing health concerns at their root, as opposed to merely addressing symptomatic manifestations of these diseases. Through the promotion of healthier behaviors, the cultivation of effective stress management techniques, and the facilitation of positive lifestyle adjustments, wellness coaching serves as a proactive means to avert the emergence and exacerbation of health issues. This program not only has a direct and discernible impact on the well-being of our local communities within the YMCA of Orange County but also holds the potential to extend its reach to our immediate neighborhoods. By empowering an increasing number of members to thrive in their overall health and wellness, the ripple effects of this initiative become evident.

Accessible wellness coaching programs within our community present a unique opportunity to foster a culture of well-being, thus motivating individuals to make deliberate choices that contribute to healthier and more wholesome lifestyles. The prioritization of health promotion on a community scale yields a discernible reduction in the prevalence of chronic diseases and lessens the demand for medical interventions, thereby elevating the quality of life for community members.

The implementation of a wellness coaching program serves as a proactive, preventative, and upstream approach to enhancing health and overall well-being within our community. This approach not only curtails the incidence of health issues, lessens the economic burden of healthcare costs, and diminishes absenteeism but also contributes to heightened productivity, improved mental health, and a greater sense of life satisfaction. By cultivating a culture that champions well-being, wellness coaching profoundly contributes to the resilience of our local community.

Underserved/At-Risk Population Impact*

Does this program target an underserved or at-risk population? If so, describe how this program addresses the needs of the population. If not, please write N/A.

N/A

Benefits Measurement Criteria*

Describe how the benefits of the program will be measured.

Measuring the progress of a wellness coaching program can be achieved through a multifaceted approach. Firstly, surveying participants is invaluable for gathering feedback on their experiences, satisfaction levels, and perceived benefits. These insights provide qualitative data that offer a comprehensive view of the program's impact. Secondly, tracking member retention rates provides a quantitative indicator of the program's success. High retention rates signal that participants find value in the coaching, leading to continued engagement. Lastly, monitoring member goal progression is a direct and tangible way to assess the program's effectiveness. By analyzing the achievement of SMART goals and wellness milestones, we can quantify the real-world impact on participants' lives. In combination, these methods offer a framework for

evaluating and enhancing the wellness coaching program's efficacy and relevance to the YMCA of Orange County participants.

Benefits Measurement Reporting*

How often will the above measurements be completed?

Other

Other

If you chose "other," please note the frequency.

Quarterly

Additional Expansion*

Can this program be expanded to serve additional communities? If so, please describe the potential level of expansion. If not, please write N/A.

N/A

Community Partnerships*

Describe any existing or potential collaborations with partners (schools, non-profits, etc.). If none, please write N/A.

N/A

Sustainability

How long will it take for this program to be self-sustaining?*

The Wellness Coaching program is currently in a tentative trial phase as a member benefit, aimed at providing our community with access to a proactive health initiative. By adopting the Freemium business model, we offer a fundamental level of wellness coaching at no cost, with the overarching goal of optimizing member outcomes. This strategic approach seeks to foster long-term member retention, increased program enrollment, and a cascading effect that contributes to the expansion of our member base. This provision of a complimentary member benefit not only serves as a demonstration of the efficacy of the YMCA's staff and initiatives but also as a platform for promoting other fee-based services, programs, and classes. With the trial period in consideration, we have conducted comprehensive financial analyses and budgeting, which positions us to offer Wellness Coaching as a paid service, akin to our current presentation and marketing of personal training at the YMCA of Orange County.

Program Funding Sustainability*

Describe how this program will be self-sustaining once you no longer require YMCA Program Development Funds.

Upon evaluating the program's effectiveness based on the outlined performance metrics, each branch will engage in additional deliberation to determine the program's long-term sustainability. This process will involve deciding whether to retain the program as a member benefit within the existing Freemium business model or, alternatively, to consider broader expansion aimed at transforming it into a paid service at the branches.

Furthermore, our commitment to sustainability extends to our readiness to enhance the capabilities and offerings of Wellness Coaches. This adaptability empowers us to continually improve the program's value proposition, thus facilitating the transition towards offering it as a premium paid service that aligns with the evolving needs and preferences of our members as well as ensuring our branches continue to receive benefits from the program itself.

Identified Funders*

List any funders that have been identified (in addition to the YMCA Program Development Fund) and if that funder would be considered:

- New: Never before provided any funds to any YMCA program
- Existing: Currently provides funding for any YMCA program

If no funders have been identified, please write N/A.

N/A

Attachments

Budget*

Please attach your high level budget. *Required

PDF Grant Budget.xlsx

Marketing/Promotional Plan

Please attach a Marketing/Promotional Plan. *Optional

Interest Level

Attach any received and documented inquiries, interest through survey results, etc.*Optional

Competition Shops

Attach any competitors/prices/offerings/locations. *Optional

Letters of Support

Attach any letters of support from existing or potential partners. *Optional

Key Staff Biographies

Attach any key staff bios. *Optional

Signatures

Signature of Submitting Staff/Volunteer*

Madison Cardullo

Signature of Supervisor (Staff) / Sponsoring Staff (Volunteer)*

Jonathan Espinoza

Date*

11/07/2023

File Attachment Summary

Applicant File Uploads

- PDF Grant Budget.xlsx

Wellness Coach Initiative Budget: LAUNCH!

Wellness Budget Plan	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YEAR TOT
Number of WC Sessions - HB	20	20	20	15	15	15	20	20	20	13	13	13	204
Rate of Wellness Package													
Number of WC Sessions - MV	20	20	18	15	15	15	20	18	20	13	13	13	200
Rate of Wellness Package													
Number of WC Sessions - LN	20	20	20	15	15	15	20	20	20	13	13	13	204
Rate of Wellness Package													
Number of WC Sessions - NM	23	23	23	20	18	20	20	20	23	15	15	15	235
Rate of Wellness Package													
Number of WC Sessions - FUL	20	20	20	18	18	18	20	20	23	15	15	15	222
Rate of Wellness Package													
													1065

YEARLY TOTAL: 1065 Members Served

Employee Wages	Hourly Rate	*DOL Satus	*Jan Hours	*Feb Hours	*Mar Hours	*Apr Hours	*May Hours	*Jun Hours	*Jul Hours	*Aug Hours	*Sep Hours	*Oct Hours	*Nov Hours	*Dec Hours	YEAR TOT
Wellness Coach HB	23	PT	20	20	20	15	15	15	20	20	20	13	13	13	204
Wellness Coach MV	23	PT	20	20	18	15	15	15	20	18	20	13	13	13	200
Wellness Coach LN	23	PT	20	20	20	15	15	15	20	20	20	13	13	13	204
Wellness Coach NM	23	PT	23	23	23	20	18	20	20	20	23	15	15	15	235
Wellness Coach FUL	23	PT	20	20	20	18	18	18	20	20	23	15	15	15	222
															1065

TOTAL HOURS WORKED: 1065
TOTAL LABOR: 24,295

Branch Counts	Total	5%	10%	15%
HB	2692	135	269	405
MV	2653	133	265	399
LN	2683	134	268	402
NM	3412	171	341	513
FUL	2883	144	288	432
	14323	716	1431	2148
Parameters: No Employees Those 18+ eligible				

Nutrition Program Expansion: Y 360 6 Week Intervention

Employee Wages	Hourly Rate	*DOL Satus
Registered Dietitian	33	FT

NUTR Budget	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YEAR TOT
Y 360 Intervention Program Cost	250	250	250	250	250	250	250	250	250	250	250	250	
Number of Enrollees - HB Only	6			6			6			6			24

Overview	Enrollment	Rate	Revenue	RDN Hours to Complete	Cost of RDN
Y 360 Intervention 6 Week - HB Only	6	250	1,500	6	200

PDF Grant Proposal Budget:

	Labor	Program Cost	Total Funding Requested:
Wellness Coach Certification	-	3745	
Wellness Coach Program	24,295	-	
Y 360 6 Week Intervention Pilot	200	1500	\$29,740
Total:	24,495	5245	

MISSION OUTREACH EXPANSION

Stephanie Christin

CARES Partnership Application - 1

Fullerton Family YMCA

Jordan Garcia
2000 Youth way
Fullerton, CA 92831

O: 949-322-3227

Stephanie Christin

1011 Eugene Dr Apt B
Fullerton, CA 92832

schristin@ymcaoc.org
O: 949-322-3227
M: 949-322-3227

Application Form

Program & Contact Information

Date*

01/01/2024

Name of Program*

Mission Outreach Expansion Plan

Requested Amount*

If a funding request, what is the total amount requested from CARES? If it is not a funding request, please type N/A.

\$36,610.65

Program Status*

Existing Project

Type of Request*

On-Going

Name of Organization*

Mercy Commons

Key Contact for Program*

Stephanie Christin

Key Contact Phone Number*

949-322-3227

Key Contact E-mail Address*

schristin@ymcaoc.org

Program Administrative Contact Name*

This person should be available to answer phone calls and email inquires within 2 business days.

Stephanie Christin

Program Administrative Contact Phone Number*

949-322-3227

Program Administrative Contact Email Address*

schristin@ymcaoc.org

Program Request

CARES Partnership Requested Items*

Please describe what you are requesting from the CARES Partnership for this program? (e.g. funds, space, volunteers, other)

The Mission Outreach expansion plan seeks to bolster existing missional programs at the Fullerton Family YMCA with needed funding in order to maximize impact and reach as well as launching new partnerships. These growing initiatives provide the meaning behind the fun and recreation of the Y brand and are crucial in setting us apart from competitors and therefore impacting the overall growth, increase and possible donated funds of the entire association.

Funds requested:

Mission Coordinator Hours increase: \$25,125.65

Ongoing Gospel Parenting Support group: \$400

August 2023 Healthy Living Series: \$1025

October 2023 Safety Around Water: \$2100

July 2024 Vacation Bible School: \$2460

Spiritual Formation Staff Retreat: \$5500

Total Program Cost*

Estimated total cost of this program?

\$36,610.65

Estimated Length/Term of Program*

Please choose the estimated start and completion dates of this program. (If an ongoing program, write "ongoing".)

All occur yearly: Ongoing Gospel Motherhood Support meets monthly, fatherhood quarterly

Healthy Living Series: weekly, 6 weeks

Safety Around Water 2 full day events, yearly

July 2024 Vacation Bible School meets 4 days

Staff Retreat for a 3 days

Estimated Length/Term of Funding*

(Note: a minimum 3 month lead time is required from application date to implementation. CARES Partnership funds a max. of 3 years)

Please state the begin and end dates you would like to receive funding. If you are not requesting funding, please write "N/A".

Beginning Jan 1, 2024 for 3 years

Demographic Outreach*

How will you reach/market to your target demographics?

We will reach our target market for the Gospel Motherhood Group by promoting to the members of the YMCA Fullerton. The Healthy Living Series is designed for specific transitional housing through OC United and Crittenton. SAW and VBS are programs through which we reach our target market through organizational relationships with Elementary schools, Solidarity, and OC United.

Estimated Number Served Annually*

500+

Program Details

Who and What?*

Answer the following questions about your requested program:

Who are the participants?

What is the program providing?

- Gospel Parenthood Support group: Mothers of children ages 0 to 12 and launching for Fathers of children ages 0 to 12
- Healthy Living Series: former-foster and / or at-risk young adults transitioning into independent and sustainable adulthood. Men and women ages 17-25
- Safety Around Water: elementary school children in under resourced communities
- Vacation Bible School: Children grades 1-6 from the Maple neighborhood, members of the YMCA and larger Fullerton area.
- Spiritual Formation Staff Retreat: Combining Mercy Commons members and leaders with YMCA staff desiring to deepen their spiritual connection to Jesus

When and Where?*

Answer the following questions about your requested program:

When will it be offered (dates, times, or general schedule)?

Where will it be offered? (Include address and business name, if applicable)

- Gospel Parenthood Support group: Second Thursday of each month at 9:30 am
- Healthy Living Series: 6 weeks in August and 6 weeks in January
- Safety Around Water: September and October
- Vacation Bible School: July 22, 2024-July 25.
- Spiritual Formation Staff Retreat TBD in 2024

Why and How?*

Answer the following questions about your requested program:

Why is there a need for this program and have you done any research or gathered any data to back up your response?

How does your program meet this need? Give a brief overview of the curriculum, lesson plan and plan of action.

Gospel Parenthood Support group:

There are 457 active Family Units here at Fullerton. This group provides an environment where families can grow in their support of one another and in building a deeper sense of community. In addition to this it provides a place to encourage one another in faith and relationship with Christ. Our first sign up resulted in 9 women registering and the group had positive feedback.

A testimonial from one of the mom's: "Being a part of this experience was such a blessing. I loved getting to know all the moms in the group and having such encouraging and honest conversation. Thank you so much for making this happen! Looking forward to joining again in the future."

This program will follow book studies and topical discussions around faith.

Healthy Living Series:

This program is tailored specifically for partnership organizations with clients in need of life skill training due to past history of trauma, displacement and foster care. Topics are determined through an interview process with the organization.

In 2022 we served 7 young adult girls from OC United in transitional stages of independence. When asked to rate their overall experience of the program from 1 to 5, 5 being the highest, 100% of them rated it 5. This same group will return this year for new topical trainings and we will be adding a secondary partner organization with 20 incoming clients from Crittenton Services for Children and Families.

This program offers training in working out, eating healthy, have emotional health and skills in building healthy relationships through good communication and self awareness.

Safety Around Water:

According to the National Drowning Prevention Alliance drowning is the leading cause of unintentional injury-related death for children ages 1-4 and in the top 5 causes of unintentional injury-related death from birth to 5 years old. Sixty-four percent of African-American, 45 percent of Hispanic/Latino, and 40 percent of Caucasian children have few to no swimming skills. When parents have no/low swimming skills (or competence) ability, their children are unlikely to have proficient swimming skills. This affects 62 percent of Hispanic/Latino children. Seventy-nine percent of children in households with incomes less than \$50,000 have few-to-no swimming skills. Learning to swim can reduce the risk of drowning by 88 percent for 1 to four-year-olds who take formal swim lessons.

Vacation Bible School:

The main desire for this is to create opportunities for children in the maple neighborhood who do not have access to transportation to have a local VBS program. This will take place at the Maple neighborhood YMCA and will run for 4-5 days during the summer and include bible lessons, games, songs and crafts that encourage kids to learn about Jesus.

Staff Retreat:

A staff retreat would deepen spiritual connection, offer rest and rejuvenation, give opportunity to personal growth & emotional healing and promote team connectedness.

Program Impact

Program Goals*

List the top 3 goals of the program.

To create opportunity for redemptive and empowering skills and ideals to be taught to members through the truths of the gospel and the tools available through the YMCA.

To serve the under-resourced members of this city with mercy and justice and charity through the resources of the YMCA.

To provide opportunity for non-believers to know God's love and learn more about his truths.

Measuring Impact*

Describe how the goals of the program will be measured to determine impact.

We will continue to conduct follow up surveys with the Moms group and the Healthy Living Series.

The SAW program will be measured by the attendance and number of children it reaches.

The VBS program will have an attendance goal of 20 children to start with.

Benefits Measurement Reporting*

How often will the above measurement be completed?

Once per year

Other

If you chose "Other", please note frequency.

Community Benefits*

Describe the benefits to the larger community (i.e.; impact at church, school, neighborhood, city, county, etc.)

Giving opportunities to experience and know Christ through community-based programs, activities, and partnerships is both the desire of cares and a key to establishing emotional connections with potential members and donors of the Y.

The Gospel Parenthood Support group will impact the parent members of the YMCA by creating a safe place for support, vulnerability and deep transformative friendships. Mothers will do book studies and grow together in their ability to seek Christ and raise children that are strong in their faith.

The Healthy Living Series impacts the partner organizations by aiding them in their mission and impacts the clients by giving them relevant and valuable tools for healthy habits and growth in maturity and independence.

Safety Around Water impacts the local low income communities by providing life saving knowledge and base skills around water. These kids will also be able to play and interact with Jesus loving volunteers.

VBS impacts the maple neighborhood by providing a safe place for children to play, grow and learn about Jesus during the summer months when they may not have childcare options.

Community Benefits Measurement*

How will the benefits to the larger community be measured?

We will continue to conduct follow up surveys with the Moms group and the Healthy Living Series. The SAW program will be measured by the attendance and number of children it reaches. The VBS program will have an attendance goal of 20 children.

Community Benefits Measurement Reporting*

How often will the above measurements be completed?

Once per year

Other

If you chose "Other", please note the frequency.

Undeserved/At-Risk Population Impact*

Does this program target an under-served or at-risk population? If so, describe how this program addresses the needs of the population. If not, please write N/A.

The Healthy Living Series impacts young adults who have aged out of the foster system or experience violence.

Safety Around Water impacts the local low income communities.

VBS impacts the maple neighborhood.

Additional Expansion*

Can this program be expanded to serve additional communities? If so, please describe potential level of expansion.

Expansion and possibilities of the mission initiatives are truly innumerable.

Meditation and behavioral and mental health are high areas of specialty program interests (25% and 25% of non-Y members) This can lend itself to room for a Center for Inner Wellness/Spiritual Wellness into the future expansions. Each of these programs have great potential in leading up to this kind of development.

Ultimately my primary need for expansion is space. My desire is to expand the branch by building an all purpose classroom space for pursuit of mental, spiritual, and emotional wellness. This space would be located in our unoccupied old playground area and would increase the ability to host programming dedicated to both CARES and other departments in the branch.

Community Partnerships*

Describe any existing or potential collaboration with partners (churches, schools, non-profits, etc.)

The Gospel Parenthood Support group partners with faith leaders at Mercy Commons

The Healthy Living Series partners and serves OC United and Crittenton

Safety Around Water partners with local schools like Richman and Maple and Mercy Commons church

VBS partners with Mercy Commons Church and possibly Solidarity or other Maple neighborhood churches.

Staff Retreat with Mercy Commons Church and the YMCA

YMCA Partnership*

How does your organization/program envision partnering with the YMCA? Where specifically do you see collaboration and/or mutual benefit opportunities?

We are already in collaborations with Mercy Commons and the Y but these offer expanded collaboration with organizations like OC United, Crittenton, Maple Elementary and the city of Fullerton.

Volunteering Procedure*

How do you screen and train your volunteers?

Volunteers are selected from the known and trusted members of Mercy Commons Church

Fiscal Sustainability Plan

How long will it take for this program to be fiscally self-sustaining?*

(i.e. Program no longer relies on YMCA CARES funding. Please note: CARES program funds a max. of 3 years)

The goal would be that the YMCA and Mercy Commons would build it into their budget within 3 years of proving the value of each program.

Program Funding Sustainability*

Describe how the program can be fiscally self-sustaining (will the project continue once the support from YMCA CARES Fund has ended?)

The visibility and community impact of these efforts will create more reason and opportunity for donation drives and grant requests into the future. These programs show our value to the city and our willingness to generously partner with community organizations. They also add value to our membership (Parenting Group and VBS can be seen as member retention efforts). The Healthy Living Series provides opportunities for more contracts with nonprofits in need of access to our facility.

These CARES initiatives provide the meaning behind the fun and recreation of the Y brand and are crucial in setting us apart from competitors and therefore impacting the overall growth, increase and possible donated funds of the entire association.

Identified Funders*

Describe any funders or partners that have been identified in addition to the YMCA.

The Safety Around Water program is partly funded by Dana Point Harbor Partners.

How will the program be supported if the full fundraiser request amount is not approved?*

There may be a need to seek other grants or creatively approach a way to generate donation or income. Though a large impact for this program will be to provide the opportunity for more campaign dollars.

Partnership Agreements

Does the partnership organization agree with the following historical Christian faith declarations:*

- There is only One God who exists in Three Persons (Trinity)
- Jesus Christ is God in the flesh (fully man-fully God), born of a virgin, lived a sinless life, died bodily on the cross as the propitiation for all sin, resurrected from the dead, seated on the right hand of the Father advocating continually on behalf of the saints, and will return one day to receive His Church unto Himself
- The Bible is God’s Inerrant Word and we trust it as such
- Humanity is born in original sin and in need of the Savior—Jesus Christ
- Salvation comes through trusting Christ by faith
- God’s Church is made up of all believers in Christ; past, present and future
- All believers will be resurrected bodily in the last day and will spend eternity in heaven with God

Agree

Does the partnership organization agree with the following CARES Partnership Statement of Faith:*

The Young Men’s Christian Associations seek to unite those individuals who:

- Regard Jesus Christ as their God and Savior
- Accept the Holy Scriptures
- Desire to be His disciples in their faith and life
- And associate their efforts for the extension of His Kingdom to all

Agree

Required Attachments

IRS Determination Letter (e.g. 501(c)(3), etc)*

IRSandFaith.docx

Note: If approved, certificates of insurance will be required from all participating parties.

Organization Statement of Faith*

Attach your organizations statement of faith

IRSandFaith.docx

Itemized listing of program costs/expenses/income/etc.*

Download the file, complete the budget template and upload.

CARES Partnership Budget Template

CARES Programs Budget Breakdown - Budget (1).pdf

Optional Attachments

Optional Additional Attachment

You may attach one (1) additional attachment that you feel will enhance your application. (e.g. brochure, flyer, annual report, etc.)

Signatures

Signature of Requestor/Partner*

Stephanie Christin

Date*

11/07/2023

File Attachment Summary

Applicant File Uploads

- IRsandFaith.docx
- IRsandFaith.docx
- CARES Programs Budget Breakdown - Budget (1).pdf

I represent both Mercy Commons and the YMCA and I have added the following:

YMCA IRS Document link: <https://ymcaoc.org/wp-content/uploads/2022/10/2021-YMCA-of-Orange-County-990-Public-Disclosure.pdf>

YMCA Mission: The YMCA of Orange County puts Christian principles into practice through programs that build healthy spirit, mind, and body for all.

Statement of Faith of Mercy Commons:

- We believe the Scripture, Old and New Testaments, are inspired by God and inerrant as they were originally given.
 - (2 Tim. 3:16; 1 Cor. 2:13)
- We believe God has revealed himself as one God existing eternally in three persons, Father, Son and Holy Spirit; distinguishable yet indivisible.
 - (Matt. 28:19; 2 Cor. 13:14)
- We believe the Lord Jesus Christ, fully God and fully man, was conceived of the Holy Spirit and born of the virgin Mary and is the Savior of humanity.
 - (Luke 1:26-35; John 1:18; Is. 7:14, 9:6)
- We believe God created humanity in his image free from sin, but humans rebelled through Adam's sin and are born spiritually dead, with a sin nature that separates them from God.
 - (Rom. 5:12, 18)
- We believe Jesus Christ died on the cross as a substitutionary sacrifice for the sins of all people. He was buried and then resurrected on the third day, appearing to his disciples.
 - (1 Cor. 15:1-4; Rom. 4:25)
- We believe in the salvation of sinners by grace through repentance and faith in the perfect and sufficient work of Jesus Christ crucified and resurrected, by which forgiveness of sins is granted.
 - (Eph. 2:8-9; Heb. 9:12, 22; Rom. 5:11)
- We believe Jesus Christ ascended into heaven, in his exaltation as heavenly High Priest, and in his personal, literal and bodily coming to earth again a second time to establish his kingdom's reign.
 - (John 14:2-3; 1 Thess. 4:13-18; Heb. 4:14)
- We believe in the person of the Holy Spirit, his convicting and regenerating work, and abiding presence in the true believer. The Holy Spirit indwells all true believers and he has been sent to be the Comforter and Empowerer of the Christian church, to enable believers to produce the fruit of the Holy Spirit and to experience the spiritual manifestations of the Holy Spirit for the common good of the body, according to Scripture.
 - (John 16:13; Eph. 4:7; Rom. 12:6; Gal. 5:22; 1 Cor. 12:4-11)
- We believe that the universal church is the company of the called-out ones; it is the body of Christ where all believers join together to pursue the work of the ministry of Jesus Christ with him as the head. We believe that the local church is an autonomous group of believers who join their lives together by a covenant. The local church is governed by Scripture and operates under the lordship of Christ with pastor-elders leading the people toward faithfulness in Christ. The office of the pastor-elder is limited to men as qualified by Scripture.

- o (Eph. 1:22-23; 1 Tim. 3:1-13; Titus 1:5-9; 1 Pet. 5:2-4)
- We believe in water baptism by full immersion as a confession by the believer in the death and resurrection of Jesus Christ and an expression of faith and obedience to his command.
 - o (Matt. 28:19; Acts 2:37-41, 19:1-6)
- We believe in the breaking of bread, commonly called communion or the Lord's Supper, where bread and the cup are the symbols of celebration and remembering Jesus' sacrifice.
 - o (1 Cor. 11:28-32)
- We believe in eternal life for the believer and eternal punishment for the unbeliever who has rejected the sacrifice of Jesus Christ as Savior.
 - o (John 5:24, 3:16; Mark 9:43-50; 2 Thess. 1:9)

I represent both Mercy Commons and the YMCA and I have added the following:

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- We believe in the salvation of sinners by grace through repentance and faith in the perfect and sufficient work of Jesus Christ crucified and resurrected, by which forgiveness of sins is granted.
 - (Eph. 2:8-9; Heb. 9:12, 22; Rom. 5:11)
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- We believe in water baptism by full immersion as a confession by the believer in the death and resurrection of Jesus Christ and an expression of faith and obedience to his command.
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 - o (1 Cor. 11:28-32)
- We believe in eternal life for the believer and eternal punishment for the unbeliever who has rejected the sacrifice of Jesus Christ as Savior.
 - o (John 5:24, 3:16; Mark 9:43-50; 2 Thess. 1:9)

CARES Programs Budget Breakdown

	Rate	Units	Total		
Increased Capacity for Mission Coordinator					
Increase from 20 to 35 hrs/week			\$25,125.65		
Gospel Parenting					
Snacks	\$20.00	12	\$240.00		
Materials	\$16.00	10	\$160.00		
TOTAL			\$400.00		
Per person Cost		12	\$33.33	per year	
Healthy Living Series					
Staff	\$20.00	5	\$100.00		
Meals	\$15.00	60	\$900.00		
Drinks	\$25.00	1	\$25.00		
TOTAL			\$1,025.00		
Per person Cost		10	\$102.50		
Vacation Bible School					
Lead Staff/Teacher	\$20.00	60	\$1,200.00		
Support staff	\$19.00	30	\$570.00		
Craft Materials	\$60.00	4	\$240.00		
Snacks	\$80.00	4	\$320.00		
Curriculum	\$130.00	1	\$130.00		
TOTAL			\$2,460.00		
Per Child Cost		40	\$61.50		
Safety Around Water					
Transportation	\$500.00	2.00	\$1,000.00		
Craft Supplies	\$300.00	1.00	\$300.00		
Pizza	\$15.00	40.00	\$600.00		
Snacks	\$2.00	100.00	\$200.00		
TOTAL			\$2,100.00		
Per Child Cost		\$100.00	\$21.00		
Staff Spiritual Retreat					
Supplies	\$300.00	1.00	\$300.00		
Food	\$1,200.00	1.00	\$1,200.00		
Location	\$2,000.00	2.00	\$4,000.00		
TOTAL			\$5,500.00		
Year Total			\$36,610.65		



Mission Outreach Expansion Plan

Fullerton Family YMCA and Mercy Commons



mercy
commons

CARES
PROGRAM

Serving the Community. Caring for Others. Elevating the 'C' in YMCA.



2023 at a glance

- **Strategic Relationship Building**
 - OC United
 - Solidarity
 - City of Fullerton (Councilman Zahra)
 - Maple Elementary
 - Fullerton Free Church
- **Partnership Events**
 - Love Fullerton with OC United
 - Safety Around Water with Mercy Commons and Aquatics
 - Healthy Living Series
 - Fullerton Free Food Drive
 - Angel Tree (over 100 gifts donated) with Mercy Commons



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LOVE Fullerton



CARES PROGRAM

Serving the Community. Caring for Others. Elevating the 'C' in YMCA.



Healthy Living Series for OC United



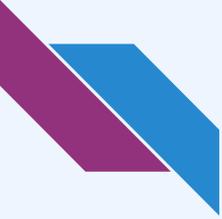
mercy
commons

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Serving the Community. Caring for Others. Elevating the 'C' in YMCA.



Safety Around Water



2023 at a glance

- **Advocacy and Donation Drives**
 - Maple Forum and City Council Meeting
 - Manna Forum and \$500 grant award - Love ful.
 - Backpack and Book Drives for Maple Center
 - Thanksgiving meals for 30 YMCA families in need
- **Spiritual Support and Discipleship**
 - Continued Prayer ministry through the prayer request box (37 submitted since I began)
 - Launch of Gospel Motherhood
 - Monthly staff devotions with Mercy Commons



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Expansion Plan Overview

- 15 additional hours allocated to Mission Coordinator role
- Gospel Motherhood will expand to Gospel Parenting with a men's support group
- Healthy Living Series will now serve Crittenton
- Safety Around Water will now include Bus transportation to make it more accessible for low income families without transportation.
- Two new faith forward initiatives:
 - Vacation Bible School
 - Staff Spiritual Retreat



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PROGRAM



Expansion Plan Overview

- GOALS
 - To create opportunity for redemptive and empowering skills and ideals to be taught to members through the truths of the gospel, relationship with other believers and the tools available through the YMCA.
 - To serve the under-resourced members of this city with mercy and justice and charity through the resources of the YMCA.
 - To provide opportunity for non-believers to know God's love and learn more about his truths.



CARES
PROGRAM



Gospel Parenthood

How many? 40-100

Who? Mothers and Fathers of children ages 0-12

When? Once per month for moms and quarterly for dads

There are 457 active Family Units here at Fullerton. The Gospel Parenthood groups provide an environment where families can grow in their support of one another and in building a deeper sense of community within the branch. In addition to this, it provides a place to encourage one another in faith and relationship with Christ. Our first sign up resulted in 9 women registering and the group had positive feedback.

Impact: The Gospel Parenthood Support group will impact the parent members of the YMCA by creating a safe place for support, vulnerability and deep transformative friendships. Mothers will do book studies and grow together in their ability to seek Christ and raise children that are strong in their faith.

“Being a part of this experience was such a blessing. I loved getting to know all the moms in the group and having such encouraging and honest conversation. Thank you so much for making this happen! Looking forward to joining again in the future.”



Healthy Living Series

How many? 40

Who? former-foster and / or at-risk young adults transitioning into independent and sustainable adulthood. Men and women ages 17-25

When? 6 weeks in August and January

This program is tailored specifically for partnership organizations with clients in need of life skill training due to past history of trauma, displacement and foster care. Topics are determined through an interview process with the organization.

In 2022 we served 7 young adult girls from OC United in transitional stages of independence. When asked to rate their overall experience of the program from 1 to 5, 5 being the highest, 100% of them rated it 5. This same group returned this year for new topical trainings and we will be adding a secondary partner organization with 20 incoming clients from Crittenton Services for Children and Families. This program offers training in working out, eating healthy, having emotional health and skills in building healthy relationships through good communication and self awareness.

Impact: aid to the partner organizations and impact to the clients by giving them relevant and valuable tools for healthy habits and growth in maturity and independence.

“Thank you for everything. This was my first time experiencing something like this. It was very nice.”



Safety Around Water

How many? 100

Who? Elementary School aged

When? Once per year

According to the National Drowning Prevention Alliance drowning is in the top 5 causes of unintentional injury-related death from birth to 5 years old. Sixty-four percent of African-American, 45 percent of Hispanic/Latino, and 40 percent of Caucasian children have few to no swimming skills. When parents have no/low swimming skills (or competence) ability, their children are unlikely to have proficient swimming skills. This affects 62 percent of Hispanic/Latino children. Seventy-nine percent of children in households with incomes less than \$50,000 have few-to-no swimming skills.

This program will impact the local low income communities by providing life saving knowledge and base skills around water. These kids will also be able to play and interact with Jesus loving volunteers.

The cost of this program is currently shared with the Dana Point Harbor Project, our request is based on the funds not covered by DPH.



CARES
PROGRAM

Serving the Community. Caring for Others. Elevating the 'C' in YMCA.



Vacation Bible School

How many? 50

Who? School aged kids of Fullerton

When? Summer

We desire to introduce a transformative and spiritually enriching experience for the children in our community footprint. Vacation Bible School (VBS) is not just a summer activity; it's a Gospel forward opportunity. We aim to nurture the spiritual growth of children, instilling them biblical teaching.

VBS isn't just for children; it's a community event that brings families, volunteers, and neighbors together. Partnerships will be formed and strengthened during VBS. The Maple Center and the YMCA and its programming will receive great exposure through this week. Beyond the opportunity to be shaped by the Gospel, VBS instills important life skills and values in children. Through teamwork, kindness, and service, participants learn how to be compassionate and responsible individuals.

VBS at Maple will connect Maple elementary, the “Mamas of Maple,” the YMCA and Mercy Commons as partners to serve these kids. And it will take place on a week that is not conflicting with Maple Summer school and offered towards the end of summer when working parents are in need of summer activities for their children.



CARES
PROGRAM

Serving the Community. Caring for Others. Elevating the 'C' in YMCA.



Staff Spiritual Retreat

How many? 30-60

Who? Mercy Commons leaders and YMCA staff

When? Winter of 2024

It is Mercy Common's desire to offer the opportunity for Staff to attend a 2 day spiritual retreat.

We believe that there are significant benefits to participation both for the individual and for the YMCA as an organization.

- **Deepened Spiritual Connection:** This retreat will provide a dedicated and focused environment for spiritual reflection, meditation, and prayer. It is our desire to offer opportunity to connect deeper with Jesus. It is our hope that individuals can initiate, reignite and strengthen their faith in Jesus.
- **Sabbath training:** The combination of mindfulness practices and a peaceful environment can lead to relaxation and improved mental well-being. Even more, there can be a deeper understanding of the spiritual practice of the sabbath.
- **Personal Growth & Emotional Healing:** Retreats encourage self-reflection and self-awareness, allowing participants to gain insight into their lives, values, and goals. As well as provide a safe space and process for individuals to process and release emotional burdens.
- **Team Connectedness:** This will be a natural outcome to the time spent together.





Fulfilling the Mission of Cares and furthering the YMCA Brand

Giving opportunities to experience and know Christ through community-based programs, activities, and partnerships is both the desire of cares and a key to establishing **emotional connections** with potential members and donors of the Y.

According to the Greater Than Analytics data, Meditation and behavioral and mental health are high areas of specialty program interest (25% and 25% of non-Y members). This shows value to the continued expansion of the program even for a future **Center for Inner Wellness/Spiritual Wellness** within the branches.

CARES initiatives provide the meaning behind the fun and recreation of the Y brand and are crucial in setting us apart from competitors.

Funds Request

Gospel Parenting			
Snacks	\$20.00	12	\$240.00
Materials	\$16.00	10	\$160.00
TOTAL			\$400.00

Healthy Living Series			
Staff	\$20.00	5	\$100.00
Meals	\$15.00	60	\$900.00
Drinks	\$25.00	1	\$25.00
TOTAL			\$1,025.00
Per person Cost		10	\$102.50

Safety Around Water			
Transportation	\$500.00	2.00	\$1,000.00
Craft Supplies	\$300.00	1.00	\$300.00
Pizza	\$15.00	40.00	\$600.00
Snacks	\$2.00	100.00	\$200.00
TOTAL			\$2,100.00
Per Child Cost		\$100.00	\$21.00



Vacation Bible School			
Lead Staff/Teacher	\$20.00	60	\$1,200.00
Support staff	\$19.00	30	\$570.00
Craft Materials	\$60.00	4	\$240.00
Snacks	\$80.00	4	\$320.00
Curriculum	\$130.00	1	\$130.00
TOTAL			\$2,460.00
Per Child Cost		40	\$61.50

Staff Spiritual Retreat			
Supplies	\$300.00	1.00	\$300.00
Food	\$1,200.00	1.00	\$1,200.00
Location	\$2,000.00	2.00	\$4,000.00
TOTAL			\$5,500.00

	Rate	Units	Total
Increased Capacity for Mission Coordinator			
Increase from 20 to 35 hrs/week			\$25,125.65

Total Request for **\$36,610.65** per year

PDF Meeting Minutes
May 17, 2022

PROGRAM DEVELOPMENT FUND COMMITTEE

**May 17, 2022
MINUTES**

Present: John Rochford, Jay Scott, Dolores Daly, Anna Romiti, Beth Macaller, Jeff McBride, David Lamb

Absent: John Rochford

Guests: Michael Prange, Zach Brooks, Dorain Cassell, Joe Jimenez

1. Adventure Guides

- a. Michael Prange and Zach Brooks gave a recap/overview of the initial request
- b. Reviewed updated budget with the committee
 - Requesting \$10,000 in additional funds to help cover program expenses (EZ Ups, Grills other supplies to make a better experience for families)

2. Esports

- a. Joe Jimenez gave the committee an overview of the eSports program, the opportunities and the potential impact this program can create not only for the YMCA but for the Youth that participate in this program. Joe also shared several success stories such as highschoolers wanting to start a career in this arena
 - Requesting \$25,000 to be used towards a dedicated e-sports space, tournaments, marketing and continuing to build a robust program

3. CYD Home School

- a. Dorain Cassel presented the homeschool program and described the classes that will be offered (arts cooking, photography, etc), explained the process of how a parent will sign their child up through a charter school, there are currently over 600,000 home school kids in Orange County
 - Requesting \$35,000 to expand this program further into the community

4. Guests were excused, committee discussed each request and have awarded the following:

- a. Adventure Guides \$10,000 year one and \$5,000 year two
- b. eSports \$15,000
- c. CYD Homeschool \$35,000
 - Jay Scott motioned to approve the awarded amounts to each program
 - Dave Lamb seconded the motion
 - Unanimous Vote – All in Favor