



GRANT APPLICATION
For the LICF Competitive Grants Program

Do not write in this space
ID # 19-20
IA: Youth

NOTE: This form is PDF fillable. You must download and save on your computer.

I. ORGANIZATION OVERVIEW

Legal Name of Organization ECNY Foundation, Inc.
Other name organization may be known as: N/A
Year Organized or Incorporated 2016 EIN (Employer Identification Number) 81-3101205
Address 8 Leon Court Phone 917.836.0741
Fax N/A
City/State/Zip Centereach, NY 11720-3880 Website www.ecnycorp.com

If the address for receiving charitable donations differs from the address at which services are provided, indicate where and to whom checks are to be sent:
N/A

Paid Staff Head Maria Themistocleous-Frey Title CEO - Non paid
(Executive Director, CEO, President, or comparable)
Paid Staff Head Direct Phone 917.836.0741 Email maria@ecnyfoundation.org
Board Chair Eileen Eckhart Email eileen@ecnyfoundation.org

Contact Person for this Proposal (if other than Paid Staff Head)

Name N/A Title
Phone Email

IRS CLASSIFICATION (as indicated on your IRS Letter of Designation)

[X] (501c3) [] (501c4) [] (501c9) [] Other [] Not Applicable*
[] Covered under Group Exemption EIN # 81-3101205 Name of Organization ECNY Foundation, Inc.

*If Not Applicable, are you a Public Agency/Government Unit? [] YES [X] NO

*If Not Applicable, do you have a fiscal sponsor agreement with a 501c3 nonprofit? [] YES [X] NO

If yes, name of organization

NOTE: If you are using a Fiscal Sponsor, please obtain the following documents and submit with this application:

- (a) A letter signed by Executive Director of the fiscal sponsor organization stating their agreement to administer funds for the applicant; explanation of relationship to the applicant; and disclosure of any fees charged (if applicable).
(b) Current Board List with officers and professional affiliations.
(c) Most recent audited financials (do not send Form 990 unless requested)

GOVERNANCE

Attach a list of current board members and officers, and their professional affiliation.

- (a) Are there two or more paid staff members on the board? YES NO
- (b) Are any of the organization’s officers, board members, or highly compensated employees related to each other? YES NO

If you answered YES to any of the above, please provide an explanation:

Raymond A. Frey, Jr. is the spouse of Maria Themistocleous-Frey and assisted in funding the development of the ECNY Foundation.

- (c) Do you have a written conflict of interest policy in compliance with the New York Nonprofit Revitalization Act? YES NO

Click here to review: <http://www.licf.org/GrantSeekers/GrantseekerResources.aspx>

If you answered NO, please explain and indicate what steps are being taken to be in compliance.

Organizational Demographics

	Number of Professional Staff	Number of Support Staff	Number of Board Members	Number of Volunteers (if available)	Percent of Population Served
Asian/Asian-American					
Black/African-American			1		
Hispanic/Latino			4	2	
Native American			1	1	
White, Non-Hispanic			13	5	
Female			11	6	
Male			8	2	

ELECTORAL DATA

What is the U.S. Congressional District of your agency’s primary location? **(CHOOSE ONE)**

To review map, click here <http://www.latfor.state.ny.us/maps/2012c/c-LongIsland.pdf>

- District 1 District 2 District 3 District 4 District 5

7. Will any part of requested funds be used for lobbying? YES NO

If yes, please indicate dollar amount: Direct Lobbying \$_____ Grassroots Lobbying \$_____

(For information on lobbying, click here: <http://www.ncladvocacy.org/tklegally.html>)

PLEASE ANSWER THE FOLLOWING AS IT PERTAINS TO THE SPECIFIC PROGRAM/PROJECT:

8. Which U.S. Congressional District(s) will be served by this program/project? (CHOOSE MULTIPLE IF APPLICABLE)

District 1 District 2 District 3 District 4 District 5

9. Which TOP (3) communities (by ZIP CODE) will be served by this program/project?

(1) 11706 (2) 11798 3) 11722

If more than (3), please select from the following:

NASSAU COUNTY _____ SUFFOLK COUNTY _____ EAST END _____ ISLANDWIDE X

10. Which populations will be served by this program/project?

AGE: General Population OR if age group represents more than 51% choose ONE:

- Children (0-11) Youth (12-24) Children & Youth (0-24) Adults (25-65)
- Elderly (65+) Families Intergenerational Youth & Adult (12-65)

GENDER: General Population OR if gender represents more than 75% choose ONE:

- Male Female Transgender/Gender Non-Conforming

ETHNICITY/RACE: General Population OR if ethnicity/race represents more than 51% choose ONE:

- Asian-Asian/American Black/ African-American Hispanic/Latino
- Native American White, Non-Hispanic Mixed, Non-White Other

AUTHORIZATION

The undersigned, an authorized officer of the organization, does hereby certify that the information set forth in this grant application is true and correct:

Maria Themistocleous-Frey
Signature of Paid Staff Head or Board Officer

CEO

Title

Maria Themistocleous-Frey

January 3rd, 2019

PRINT NAME

Date

ECNY Foundation, Inc. Board Members:

Maria Themistocleous-Frey – Executive Consultants of New York, Corp. (Executive Board Member)

Raymond A. Frey, Jr. – Keller Williams Points North (Executive Board Member)

Eileen Eckhardt – TEKWELD (Executive Board Member, Board Chairwoman)

Maria Duchin – Executive Consultants of New York, Corp. (Executive Board Member)

Jaime Ulloa – Hopc4Immigrants (Political Liaison Advisory Board Member)

Jessica Arato McHugh – Harborside (Advisory Board Member)

Denise Anchico – The Port Washington Public Library (Advisory Board Member)

Lori Happich – Henry Schein (Advisory Board Member)

Patricia Kirk – Dime Community Bank (Advisory Board Member)

Chad Mathon – Drive DeVilbiss Healthcare (Advisory Board Member)

Brian Cohen – Long Island Speakers Bureau (Advisory Board Member)

Jason Schaefer – Northwell Health (Advisory Board Member)

Christina Mathieson – LEAP EDU (Advisory Board Member)

Tylar Vigliarolo – Hofstra University (Junior Advisory Board, Chairman)

Katelyn O'Brien – Pace University (Junior Advisory Board, Vice Chairwoman)

Stafford Chipungu – Towson University (Junior Advisory Board Member)

Marissa Arocho – NY Department of Education (Junior Advisory Board Member)

Frandy Tapia – Queens College (Junior Advisory Board Member)

LICF COMMUNITY RESPONSE - PROPOSAL SUMMARY

Organization: ECNY Foundation, Inc.

Grant Request: \$ 50,060.00

INSTRUCTIONS: Do not leave this page blank. Identify key points from your Proposal Narrative to provide a clear and concise synopsis of your program/project. Use **12 pt. font ONLY**. Do not exceed one page. Bullet points are acceptable.

Problem Statement: *(include population that is affected)*

Currently, there is no adequate resource that connects Long Island businesses directly to young emerging talent on Long Island. For years there has been a disconnect that results in local employers unable to fill positions, and students unable to find employment. Additionally, students are typically unprepared for their chosen industry, leading to many students changing fields multiple times delaying their graduation and accruing more debt. While this affects all of Long Island it disproportionately impacts high-need neighborhoods where students don't have access to resources to discover new/additional career paths.

Project Description: *(include key goals and objectives)*

ECNY will develop a website to be utilized as a tool by all Long Island workforce development stakeholders. It will be a directory of resources and guide for students, parents, workforce coordinators, and job seekers, providing career pathway information. The information will be set up in regional cluster specific career industries. It will be a communication engine for regional stakeholders that will give them the ability to provide up-to-date information and resources. Each cluster will be cataloged providing information that includes: employment/internship/exploration opportunities and industry specific training via videos, pod cast, and news gathered from local leaders in the industry.

After completion of the website, ECNY will begin to hire, train, and develop local workforce coordinators via specially trained ambassadors. In addition to training the workforce coordinators, ambassadors will also act as liaisons who provide up-to-date training and information on trending industries. This will provide workforce coordinators with the ability to share with their students exactly how to use the website to obtain employment/internship opportunities.

Expected Outcomes: *(What is the impact you expect to achieve at the end of the grant period?)*

- Completion of CareermapLI website.
- Creation of a steering committee that consists of business leaders, local officials, academics, and young professionals.
- Hiring and training of 2 ambassadors.
- Establishing relationships with workforce coordinators in high-need areas.
- Connecting with 100 workforce coordinators across Suffolk and Nassau Counties.
- Procure additional funding through partnerships with local companies.

Proposal Narrative: CareerMapLI

1. Problem Statement:

Currently, there is no adequate resource that connects Long Island businesses directly to young emerging talent on Long Island. For years there has been a disconnect that results in local employers unable to fill positions, and students unable to find employment. Additionally, students are typically unprepared for their chosen industry, leading to many students changing fields multiple times, delaying their graduation and accruing more debt. While this affects all of Long Island, it disproportionately impacts high-need neighborhoods where students don't have access to resources to discover new/additional career paths. According the most recent statistics on the www.ny.gov website, the number of unemployed civilians, as a percentage of the civilian labor force on Long Island, between 16 and 24 years old, is 8.2%.

2. Project Description & Activities:

ECNY will provide relevant and current information connecting educational institutions with opportunities using our platform to assist students in learning more about trending industries, and career clusters that we will be highlighting. Through the creation of the CMLI website, it will become an asset that will be incorporated into students' job searches, to help gain insight into internships, and additional industry specific value-added information.

ECNY will collaborate with workforce development coordinators and educational leaders to create programming that provides mentorship, speed interviewing events, training programs, and other job seeker facing opportunities. This also provides us the perfect audience to share and provide demonstrations of the website.

ECNY works with the Long Island community at a grass roots level, which provides us with information, at its granularity, to be able to create programs and initiatives that add impact to the unemployed/underemployed. This knowledge gives us an advantage, and ability to make sure the website is effective, and geared towards user needs.

Our ECNY Foundation Junior Advisory Board is a Millennial run initiative that has allowed us to introduce dozens of Long Island based business decision makers to meet with soon to be graduates. It has led to employment opportunities, scholarships, and work abroad programs, which would also be posted on the CMLI website. This initiative has encouraged our Millennials to take action in their communities, secure their futures through the cultivation of their own networks, and embrace ECNY's philosophy of "paying it forward".

We will have a series of videos produced to be showcased on each career cluster page. Each will serve as an introduction and information site for visitors about the types of Long Island careers that exist for each category.

3. Expected Outcomes & Evaluation:

ECNY will create a series of benchmarks and dates that each phase of the project will be completed by. We will develop a series of KPI's (key performance indicators) to keep track of website usage, areas for improvement/growth, partnership opportunities, based on industry trends, and job opening trends within each sector. By leveraging these analytics, it will allow us to quickly assess data insights for additional website implementations/changes.

Weekly touch bases and monthly Committee meetings will be scheduled to discuss KPI's and strategize solutions/new friendly user features to be implemented on the website, or in our marketing endeavors. Partnership with chosen website development company will ensure all strategies are meeting/exceeding expectations. This will provide continued development support for overall website functionality and optimal website usage.

Committee Members will be assigned to manage project initiatives. This includes, but is not limited to: meeting with potential collaborators, scheduling training sessions to educate groups/organizations on usage, event coordination for workshops, scheduling CMLI job fairs, events, and additional initiatives to provide website usage success.

Ongoing partnerships with organizations such as Microsoft, The Department of Labor, Educational and Governmental organizations, among others, will provide opportunities to share CMLI and incorporate its usage through their daily jobseeker strategies.

Email Newsletter Campaigns - We will create and manage the distribution of quarterly email newsletters highlighting organizational achievements, news and thought leadership.

4. Sustainability:

Through the development of the website, ECNY will create videos for each the 16 industry specific career clusters. ECNY will market this as a "grassroots initiative that will provide tremendous PR value" for partnering Long Island organizations. Our strategy is to off-set the cost of what we need to operate and help attain funding by getting companies within the industries we will be filming to donate \$5000.00+/ per video to the Foundation. We will add the funder's logo on the website, and on marketing material.

We will also market our funders during Radio Shows, and our weekly email blasts. ECNY serves on multiple professional and Government Boards, which gains us access to decision makers at organizations such as PSEG, Fios, Microsoft, among others, that also have Foundations we will be applying to grant funding from.

5. Agency Background:

The ECNY Foundation is a 501c3 organization supporting the economic development of Nassau and Suffolk communities for over 9 years, by providing job search strategy and career services programs. ECNY has a successful track record of cultivating strategic partnerships, and a tremendous scope of community outreach, through working with, and providing programming/volunteer work for many organizations, municipalities, and educational institutions such as the NYS Department of Labor, Stony Brook University's Corporate Center for Education, Empire State Development, The Smithtown Industry Advisory Board, The Oyster Bay/N. Hempstead/Glen Cove Workforce Development Board, and Suffolk County Community College. ECNY has created over 20 programs, including our Flagship "ECNY Job Search Boot Camp"™, that successfully serve High-School Students to Senior Executives and our returning Veterans.

Statistics & Facts:

- Over 2000 People have participated in The ECNY Job Search 8-Week Boot Camp, with an average of 38% of participants attaining employment within each 8-week program, and over 56% landing within 2 months of taking our program.
- ECNY has been the sole trainer for Stony Brook University's Corporate Center for Education, Project Management Professional's Job Search Training Program for over 5 years. We have a success rate of over 40% on average, and as high as 53% job attainment rate, within the 8-week curriculum we teach.
- ECNY has assisted over 3,800 individuals attain employment on Long Island Since 2012.
- ECNY has been a contractor for, and created programs for, the Suffolk County Department of Labor for over 6 years and has been invited to Cooperstown to speak at the New York State Economic Development Operations Conference, and discuss our success, and how we can implement our programs across New York.

In addition, ECNY Foundation, Inc. been asked to speak at the 2019 Workforce Educational Career Advisors Conference in Albany, April 4th-5th, the perfect audience for the CareerMapLI initiative.

ECNY Foundation, Inc.

1.212.500.0585 | info@ecnyfoundation.org

"Workforce Development IS Economic Development"®

INCOME BUDGET for Project/Program - LICF

ORGANIZATION: ECNY Foundation INC.

Total Project/Program Cost: \$ 290,270.00
Amount Requested: \$ 50,060.00

List all sources of anticipated **INCOME** for the project/program for which LICF funding is requested

Source	Amount
CONTRIBUTIONS	
<u>Business</u>	<u>\$ 1,320.00</u>
<u>Individual</u>	<u>\$ N/A</u>
EARNED INCOME	
<u>Fees for Service</u>	<u>\$ N/A</u>
<u>Membership Income</u>	<u>\$ N/A</u>
<u>Special Events</u>	<u>\$ N/A</u>
<u>Product Sales</u>	<u>\$ N/A</u>
<u>Interest Income</u>	<u>\$ N/A</u>
OTHER INCOME	
<u>Balance Forward</u>	<u>\$ N/A</u>
<u>Operating Reserve</u>	<u>\$ N/A</u>
<u>In-Kind Support</u>	<u>\$ N/A</u>
	TOTAL: <u>\$ 1,320.00</u>

List all sources of anticipated **GRANT INCOME** for the program/project for which funds are requested. Indicate **STATUS** of grants by selecting either "Committed" "Pending" or "To Be Requested."

Source	Status	Amount
GOVERNMENT GRANTS	Committed / Pending / To be Requested	
<u>Workforce Development Institute</u>	<u>Committed</u>	<u>\$ 20,000</u>
<u>_____</u>	<u>_____</u>	<u>\$ _____</u>
<u>_____</u>	<u>_____</u>	<u>\$ _____</u>
<u>_____</u>	<u>_____</u>	<u>\$ _____</u>
<u>_____</u>	<u>_____</u>	<u>\$ _____</u>
<u>_____</u>	<u>_____</u>	<u>\$ _____</u>
	TOTAL:	<u>\$ 20,000</u>
CORPORATE GRANTS		
<u>PSEG</u>	<u>TBR</u>	<u>\$ 5,000</u>
<u>Optimum/Altice</u>	<u>TBR</u>	<u>\$ 5,000</u>
<u>Northwell Health</u>	<u>TBR</u>	<u>\$ 5,000</u>
<u>Bethpage Federal Credit Union</u>	<u>TBR</u>	<u>\$ 5,000</u>
<u>Fios/Verizon</u>	<u>TBR</u>	<u>\$ 5,000</u>
<u>Investors Bank</u>	<u>TBR</u>	<u>\$ 5,000</u>
	TOTAL:	<u>\$ 30,000</u>
FOUNDATION GRANTS		
<u>_____</u>	<u>_____</u>	<u>\$ _____</u>
<u>_____</u>	<u>_____</u>	<u>\$ _____</u>
<u>_____</u>	<u>_____</u>	<u>\$ _____</u>
<u>_____</u>	<u>_____</u>	<u>\$ _____</u>
<u>_____</u>	<u>_____</u>	<u>\$ _____</u>
<u>_____</u>	<u>_____</u>	<u>\$ _____</u>
	TOTAL:	<u>\$ _____</u>
OTHER (please specify)		
<u>_____</u>	<u>_____</u>	<u>\$ _____</u>
<u>_____</u>	<u>_____</u>	<u>\$ _____</u>
<u>_____</u>	<u>_____</u>	<u>\$ _____</u>
	GRAND TOTAL:	<u>\$ 50,000.00</u>

EXPENSE BUDGET for Project/Program - LICF

List all program/project expenses and indicate how LICF funds would be allocated

ORGANIZATION: ECNY Foundation INC.

Amount of Grant Request \$ 50,060.00

Total Program/Project Cost \$ 290,270.00

ITEM	Program/Project Total Cost	LICF Allocation
Personnel (List all staff & title assigned to program/project)		
Maria Themistocleous-Frey, Executive Director	75,000.00	0
Tylar Vigliarolo, Program Lead/Ambassador	50,000.00	0
Katelyn O'Brien, Ambassador	30,000.00	0
Maria Duchin, Administrative Staff	33,600.00	0
Benefits & Payroll Taxes	28,290.00	0
Consultants		
Professional Fees (please specify)		
Grant Writer	5,000.00	5,000.00
SUBTOTAL PERSONNEL	221,890.00	5,000.00
OTPS		
Travel & Meetings	8,000.00	8,000.00
Marketing & Advertising	5,000.00	5,000.00
Equipment	2,000.00	2,000.00
Supplies & Materials	1,200.00	1,200.00
Professional Development/Training	5,000.00	5,000.00
Printing & Copying	2,000.00	2,000.00
Telecommunications	1,440.00	1,440.00
Postage & Delivery	800.00	800.00
Occupancy/Utilities	13,620.00	13,620.00
In-Kind	0	0
Depreciation	0	0
Contract Services (please specify)		
IT Support	2,400.00	2,400.00
Website Maintenance	3,600.00	3,600.00
Phase #2 Website Development	15,000.00	
OTHER (please specify)		
Payroll Services	8,320.00	
SUBTOTAL OTPS	68,380.00	45,060.00
TOTAL EXPENSES	290,270.00	50,060.00
DIFFERENCE (INCOME LESS EXPENSE)	288,950.00	

Projected Annual 2019 Operating Budget

Expense	Category	Amount
Executive Director	Salary	\$ 75,000.00
Project Lead	Salary	\$ 50,000.00
Ambassador	Salary	\$ 30,000.00
Administrative Staff	Salary	\$ 33,600.00
Grant Writer	Consultant	\$ 5,000.00
Payroll Tax	Tax	\$ 28,290.00

OTPS

Payroll Fee	Service	\$ 8,320.00
Travel	Travel	\$ 8,000.00
Social Media Marketing	Marketing	\$ 3,000.00
Traditional Marketing	Marketing	\$ 2,000.00
Equipment	Equipment	\$ 2,000.00
Supplies and Materials	Office	\$ 1,200.00
Professional Development	Training	\$ 5,000.00
Printing and Copy	Office	\$ 2,000.00
Phone and Internet	Telecomm	\$ 1,440.00
Postage and Delivery	Courier Services	\$ 800.00
Rent/Meeting/Training Space	Occupancy/Utilities	\$ 13,620.00
IT Support	Service	\$ 2,400.00
Website Maintenance	Service	\$ 3,600.00
Phase 2 Website	Service	\$ 15,000.00

Totals		
Personnel		\$ 221,890.00
OTPS		\$ 68,380.00
Total Expense		\$ 290,270.00