

eBay Foundation

2145 Hamilton Ave.
San Jose CA 91423

Proposal Submitted by:

On Your Feet

EIN # 95-4201793 IRS 501 (c) 3 organization

William Berle

Director of Development

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Proposal Requesting Total of \$37,500
Round Focus Adult , education and job retraining

Project: Basic Computer and Technology Training for
Adult Education and Employability

On Your feet

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818-379-6566 x225

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1. Mission Statement

On Your Feet's unwavering mission statement since 1989 has been **the prevention or reversal of homelessness** and evictions through direct financial assistance, followed by comprehensive supportive services that build self-sufficiency, employability, and financial well-being. On Your Feet provides a short term solution to place or keep families in stable housing, while focusing on job skills training, job placement, and individualized counseling to provide long-term self-sufficiency and stability.

2. Projects Completed

On Your Feet has eleven years of experience, and we are very proud to have achieved great levels of success across a variety of public and private programs, including:

- **Rental Assistance / Eviction Prevention** - Our original program (since 1989) of customized financial assistance, which has placed or kept over 4000 low income and homeless families in stable housing, with an approximate success ratio of 85% of clients remaining in housing over 12 months.
- **Moving To Opportunity** - The largest H. U. D. pilot program in 30 years, moved low-income housing project families into middle class neighborhoods to demonstrate the effect of environment on self-sufficiency. On Your Feet successfully placed 90 of the 114 participant families, achieving the highest success rate, at the lowest cost, of all five MTO agencies nationwide. (See attachment A)
- **Mobility and Mobility+** - A federal program serving families rendered homeless by the '94 "Northridge Quake". On Your Feet successfully relocated nearly 600 low-income families into housing with the highest number of case files, and the largest number of successful moves into permanent housing, **at the lowest per-family cost of all agencies.** (see attachment B)
- **Family Self-Sufficiency** - On Your Feet participates in both Los Angeles **City and County Family Self Sufficiency** programs, currently serving 365 low income families by distributing and administering federal government subsidized housing vouchers for both programs.
- **Jobs+** - Los Angeles City Housing Authority's Jobs+ was another federal pilot program. OYF's results were well over 90% of eligible clients finding and retaining employment.
- **First Time Homebuyer Program** - Our first time home ownership program has helped over 150 families with home purchases since 1995. This is available to all our clients, and includes credit repair, budgeting, financing, and other empowerment-oriented services.

In 1999/2000, On Your Feet has completed the **MTO follow-up program**, completed the 1999 L. A. City and County **Family Self-Sufficiency programs** and qualified for contract renewal, completed the 1999 contract for L. A. County Housing Authority's **Section 8 housing voucher program** and qualified for renewal, and have continuously operated our original **Rental Assistance / Eviction Prevention program**.

3. Geographic Area Served

On Your Feet serves clients throughout the greater Los Angeles County area, through our main office in Sherman Oaks, and our satellite office in Long Beach.

4. What will we Accomplish, Number Served, Statement of Need

This request is to fund expansion and continuation of our basic computer and office technology training, allowing homeless, at-risk, and economically/physically disadvantaged clients to qualify for entry level employment. The grant will allow us to :

- (1) Hire a credentialed instructor on a one year contract, offering free of charge basic computer skills and office technology classes to all our clients, as well as offering the classes to homeless or at-risk clients referred by several other non-profit agencies we work with.
- (2) Upgrade the computer classroom technology with modern office systems capable of running the software used by most offices. (Our current computer classroom is "equipped" with antique 386 and 486 machines that cannot run the software used by large employers. Students cannot learn internet-based applications, e-messaging, and other emerging office technologies.) eBay Foundation's grant will thus also furnish the hardware technology to make the best possible use of the instructor

The number of people served by this proposed grant will be 240 homeless, at-risk, and economically/physically disadvantaged clients, referred either through our own private and public programs, or referred by any of the other non-profit agencies in our resource network.

In today's world, basic computer skills are becoming a core need to qualify for livable wage jobs, even for jobs that traditionally required no technical ability whatsoever:

- * An overnight package delivery courier now must use a hand-held computer to track and report his packages.
- * An entry level office receptionist uses computer paging and messaging, relaying a memo to the boss by e-mail.
- * A store counter clerk facilitates all transactions through "point of sale" software on a networked workstation, which calculates the amount of change and will not open the cash drawer without the correct key sequence procedure.

- * Even a fast food order taker can no longer shout “three cheeseburgers!” to the cook, the order must be input to a computerized, networked register and appears on a screen in the kitchen.

Computer technology will continue to streamline business at all levels, but those without computer skills are pushed further away from being able to qualify for even entry level employment. Clearly, basic computer skills are the key to preparing a person for almost any job. Livable-wage employment is both the immediate and long-term key to getting homeless and at-risk people’s lives back on track. Technology is the key to the continued growth and prosperity of the American economy, and computer skills are becoming the make-or-break factor for job seekers. Teaching previously uneducated people to use computers and modern office technology is at the core of their employability. On Your Feet wants to teach this technology to our clients, allowing us to fulfill our overall mission of taking them off the streets and putting them back into a productive place in society.

5. Amount of Money Requested and How it Will be Spent

The total project budget for the requested grant is \$37,500, which includes funding for one year’s salary for a qualified basic computer skills instructor, as well as ten mid-line computer workstations, a networked printer, and software needed for a functional classroom. This classroom will allow us to offer free of charge basic (and intermediate) computer skills classes, qualifying previously uneducated persons for entry level employment in today’s technology-driven business environment.

The grant funds will be spent as follows: Ten discounted computer systems at \$600 each, totaling \$6000, and one twelve month contract for a certified instructor at \$30,000, plus \$1500 in miscellaneous supplies, software, training aids, etc. The office rent, utilities, telephone, internet access account, furniture and employee-related insurance/benefits costs will be covered by On Your Feet as “In-Kind” contributions toward the project.

Proposed Project Budget / Project Income Sources
On Your Feet
Basic computer Skills Classroom Project

Computer Equipment Ten mid-line computer systems (Pentium500 or higher) with monitors and accessories -----	\$6,000.00
 Credentialed or Certified Computer Skills Instructor one year employment contract -----	 \$30,000.00
 Miscellaneous, software, training aids, etc. -----	 \$1,500.00
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Total Budget for One-Year proect	\$37,500.00

6. Partial Funding / Reduced Grant Amount

Although we sincerely wish this program to be funded at the level requested, if it is deemed necessary by the eBay Foundation the duration of the program and the number of persons served can be cut in half, by reducing the computer skills instructor contract to 6 months. The computer equipment costs will be the same. This would yield a total grant of \$22,500.00 .

7. Other Sources of Funding

On Your Feet is funded by a combination of government social service programs, private contributions, and private fundraising.

- The Los Angeles County and Los Angeles City Family Self-Sufficiency contracts generate gross revenues of approximately \$200,000 per year.
- The Los Angeles County Section 8 Subsidized Housing Voucher Program contract generates approximately \$50,000 per year.
- Private Donors and Foundations contribute approximately \$45,000 per year.
- Private Fundraising events, Holiday Card appeal, Annual Network Bowling Party, and individual donations generate approximately \$100,000 per year.

8. Program Expected Outcomes / Measurement of Outcomes

The success of the project will be simply illustrated by a direct numerical comparison between the number of people who have completed the one-month basic computer skills training program, versus the projected number of 240 (average of 20 per month for twelve months). Based on our previous experience with computer training and our other counseling and job training programs, we expect that some percentage of those who begin the training will drop out for personal reasons, work-related scheduling problems, etc. Considering this, we estimate a **minimally successful** project will be 33-49% completion rate. Our estimate of a **moderately successful** project will be a 50 to 66% completion rate. Our estimate of a **very successful** project will be anything above 66% completion rate. The timeline is twelve months, beginning one month following actual funding.

9. eBay User Participation

William Berle, eBay username victorbravo , is the full-time Director of Development for On Your Feet. Mr. Berle is a non-commercial seller and buyer with 26 (genuine) positive feedback comments. On Your Feet's full-time Housing Counseling Program Caseworker,

Jamie Gordon (and her significant other) are also eBay participants with the shared username 142langdon .

10. Where Did You Hear About eBay Foundation

As mentioned, the Director of Development for On Your Feet as an active, enthusiastic eBay participant. A search of the eBay site quickly located the charitable arm of the company.

11. Annual Budget, Percentage of Annual Budget Requested from eBay

On Your Feet operates various publically and privately funded programs in addition to ongoing fundraising. The annual budget varies due to programs closing out, and new programs opening. Two new programs (L. A. County Housing Counseling Services, United Way “Help the Homeless Fund”) have begun in July/August 2000. An exact number cannot be given until the end of the year. For approximate purposes, On Your Feet’s current annual budget is approximately \$450,000 to \$600,000 . Therefore, this grant request would represent between 6.25% and 8.33% of the total budget.

12. Conclusion

On Your Feet has achieved an enviable record of success, across a wide variety of publicly and privately funded programs, including two federal pilot programs. We have almost always achieved the highest level of program success, at the lowest cost of all participating agencies. We would be delighted to provide you with additional documentation and a wealth of references at your request.

We believe that our proposed program is an *excellent match* with eBay Foundation’s grantmaking desires, because we will be using technology to teach underserved and disadvantaged people the skills needed to get their lives back on track. Without such a program, these skills would be unavailable to less fortunate people... ironically *people who need modern job skills the most* so they can get back into society.

Our grant request is not to create another generic educational website, or to disseminate information more efficiently, or to promote abstract concepts. On Your Feet proposes to use technology hands-on, to **directly** improve the lives of real people in need, and to give them the skills to become self-sufficient. We believe this is a far more important use of technology, and a purpose much closer to actually keeping technology’s promises of “a better life” for everyone. We sincerely hope that eBay Foundation agrees, and will let us bring technology to a usable level for those in need.

Karin Stahl
eBay Foundation
2145 Hamilton Ave.
San Jose CA 91423

September 14, 2000

Dear Karin,

Once again, thank you for your continued encouragement of On Your Feet's submittal of a grant request. Attached hereto is one original and one copy of our grant application, formatted per your application guidelines e-mailed to me the other day. I trust that everything is in order, however if you need any changes to be made or additional information to be submitted before the proposal is considered, please let me know and I will comply immediately.

On behalf of all of us at On Your Feet, we sincerely hope that you and the other eBay Foundation directors will look favorably on our request. As mentioned, I will be delighted to furnish documentation on our previous performance, and a wealth of references at your request.

Thanking you in advance for your consideration and favorable reply,

Bill Berle
Director of Development
On Your Feet
818-379-6566 x225