

**City of Franklin**  
**APPLICATION ADDENDUM**

For the funding year, July 1, 2015 through June 30, 2016

**Name of Agency:** Gentry's Education Center at the Store Front

**Date:** December 15, 2014

**Please provide a detailed description of the proposed use of funds that the City of Franklin might provide for Fiscal Year 2015:**

Gentry's Education Center at the Store Front is requesting \$15,000 to be leveraged with additional funds to provide STEM Enrichment during the 2015/2016 academic year.

Funding from the City of Franklin will provide additional Science, Technology, Engineering, and Math (STEM) education for students. STEM School is an important addition to the before and after school program currently available through Gentry's. Students will develop math and science skills through STEM projects, aligned with Common Core Standards. Most of the students who will participate are currently functioning below their grade level expectations. Engaging projects will encourage participation, improving their academic knowledge and skills. It will incorporate project-based learning in all STEM areas and culminate in a field trip to the U.S. Space and Rocket Center in Huntsville, AL.

Objective - Student achievement in Math will reduce the gap between All Students and Students who are Economically Disadvantaged by at least 5% to a gap of 8.5 or less by May 2016 for students who regularly attend Gentry's.

STEM School is a year-round program for students and families to help them develop and improve Science, Technology, and Math skills.

Upon notification of funding, this program will be announced to the community through social media, newsletters, and word-of-mouth. It will include information about eligibility and program offerings. Students at Johnson Elementary School and Freedom Intermediate School will be eligible with preference given to those with the greatest need, based on academic ability and family income. Participants and teacher/tutors will be recruited at this time. Gentry's Director will hire teacher/tutors who are highly qualified and enjoy working with students from this neighborhood.

In February, STEM School will begin by analyzing students' beginning abilities based on standardized testing and information from current teachers. Teacher/tutors will work with students individually and in small groups of up to five before and after school, providing student tutoring through engaging activities based on their individual needs. Students will complete project-based STEM activities that help them realize STEM is all around them in art/design,

sports/fitness, and music/performing arts. In May an interim assessment will determine progress and needs to achieve objectives by the end of the year.

During the summer students will participate in STEM Camp, where they will continue to improve academic skills in an engaging format during half-day sessions for two weeks.

In the fall the previous schedule and activities for the before and after school program will continue.

In December, all participants will be assessed to measure the impact of STEM School. These results will be shared through social media, Gentry's newsletter, and report to the City of Franklin.

**Please provide information any interaction that your agency has with the operation of City of Franklin departments (e.g., response to calls from Police after domestic incidents, provision of meals or lodging to displaced person, etc.):**

Gentry's has not had any formal interactions with the City of Franklin departments as described above.

Please answer completely the following questions using additional pages if necessary:

**1. Specifically what services did your agency/program provide last year for which you are requesting funding this year? What were the objectives and results? (Include description of program capacity, intensity and duration of services.)**

Last year, Gentry's provided tutoring, homework assistance, and academic enrichment to two primary groups: economically disadvantaged students and students with significant achievement gaps.

- 84 students (2<sup>nd</sup>-4<sup>th</sup> grade) were served during the school year; 118 students attended the Summer Academy; and 60 pre-kindergarten children attended the Linda Cope Pre-K Summer Camp.
- Services were provided by the executive director, one program director, one data analyst, three site directors, and thirty-two certified teachers from the Franklin Special School District ensuring use of common core educational standards.
- During the school year, students were provided 12-15 hours per week of homework assistance and individual/small group tutoring to increase proficiency in reading, language arts, and math.
- Enrichment activities provided another path to proficiency during the school year and in the full-day Summer Academy for K-6 students.
- Students were assessed three times throughout the year using STAR Renaissance Math and Reading to determine progress and expected performance on the annual state standardized assessment. Assessments aided in planning instruction to score well on this.

Goals and objectives were developed in response to glaring academic disparities among economically disadvantaged students and their peers. Academic achievement was assessed in terms of gains made in grade level growth. Attendance, behavior, and parental involvement were considered as these factors can positively impact achievement. Actual objectives and results for Gentry's during the 2013-2014 school year are:

**Objective 1.** 70% of students will demonstrate a .4 grade level growth/gain in reading and math by the final benchmark in May 2014.

**Result** - Students averaged more than one year's progress from fall 2013 to spring 2014 in both reading and math.

Reading - Of the 84 students in grades 2-4 who attended at least 30 days, 80 demonstrated at least a .4 grade level growth/gain by March 2014. They averaged .8 progress Fall 2013 - Spring 2014.

Math - Of the 84 students in grades 2-4 who attended at least 30 days, 63 demonstrated at least a .4 grade level growth/gain by March 2014. They averaged .8 progress Fall 2013 - Spring 2014.

**Objective 2.** 80% of students will attend 50 days or more in program activities.

**Result** - This goal was met.

**Objective 3.** 40% of students who attend 30 days or more will have less than 3 disciplinary actions

**Result**- Of all 84 students enrolled, only two had disciplinary actions. Each of these had only one incidence.

**Objective 4.** 50% of parents will attend 2 or more activities per year.

**Result** - More than 50% of parents attended at least two special activities during the year already. Gentry's helped ensure this by creating a family-friendly atmosphere where their drop-in visits were encouraged, translators were available, and there was always time to talk with staff.

## **2. Are there procedures in place for measuring the results achieved by your agency/program? If so, provide detailed data.**

A systematic procedure is in place to monitor student progress throughout the program and to assess the program's impact annually. Evaluation is conducted in conjunction with Franklin Special School District to ensure Gentry's program aligns with school district goals.

Achievement is measured through formative and summative assessments.

- Formative assessment monitors student learning to provide ongoing feedback that is used to modify learning intervention strategies for students who are not making expected progress. This data is analyzed to ensure students are meeting requirements for proficiency in math, reading, science, and social

studies and identifies students that are not proficient. Information is used to improve test-taking skills and modify interventions. Gentry's primarily uses STAR Reading and Math research-based assessments to collect formative data throughout the year. They are student-centered as the student is able to see his/her strengths and weaknesses and target areas that need work.

- Summative assessments are the final measure of achievement designed to evaluate student learning at the end of the academic year and compare it to a standard. The Tennessee Comprehensive Assessment Program (TCAP), the state standardized achievement test, is the summative assessment for Gentry's participants. Results are used to measure individual gains in performance as well as the entire group and scores of subgroups for economically disadvantaged and for minorities.

Attendance is recorded each program day to identify students who attend on a regular basis. Consistent attendance is necessary for students to receive a true benefit of supplemental instruction. Data is analyzed weekly to track absences and develop communication plans to parents/classroom teachers to encourage attendance.

Behavior is gauged by the number of referrals made to the principal, detention, and suspension. Gentry's goal is to identify students with behavioral intervention needs and connect them with appropriate services, thus reducing behavior problems that interfere with learning. Data collected on behavior problems allows Gentry's to assess effective interventions in the after school program and the regular classroom.

Success of the proposed program, STEM School, will be formatively using Star Reading and Math and summatively using the TCAP. STEM School's outcomes are designed to counteract some issues faced by its children from low-income families in Franklin.

Outcome 1 - Student achievement in Math will reduce the gap between All Students and Students who are Economically Disadvantaged by at least 5% to a gap of 8.5 or less by May 2016 for students who regularly attend Gentry's.

**3. Does your agency/program receive any external quality review or accreditation? If so, provide a copy of certificate or license and please explain.**

Gentry's meets the standards for Child Care Centers and School Age Programs according to TN State Board of Education Chapter 0520-12-01. A copy of the Certificate of Approval is attached.

**4. What percent of your local agency/program budget is your allocation request? Explain specifically how the allocation amount requested would be spent.**

Gentry's is requesting \$15,000. This investment request represents 8% of Gentry's agency budget for FY2015-2016. These funds would be allocated to STEM education.

## 5. What other fundraising activities does your agency/program engage in during the year?

Gentry's Education Center at the Storefront (Gentry's) engages a multi-faceted, long-term focused fundraising program to grow the base of financial support for its tutoring and enrichment projects. In 2015-16, we seek to further broaden our individual base of support, while maintaining as many foundation and federal grants as possible. To do this, we aggressively pursue a multi-level direct mail campaign, major gifts from individuals through outreach both to current donors and prospects, and charitable foundation and corporate cultivation and prospecting.

- Gentry's will use **program fees** as a revenue source for unrestricted income to support tutoring and enrichment activities. Fees will be charged each semester and in the summer for participants.
- Gentry's will require the Board of Directors to adhere to a **Give/Get Policy** in which a specific amount of financial support is received from each Board member either from a personal contribution or in getting a specific amount of money from a funding source.
- Gentry's will engage the staff in the **20/20 Campaign** in which each participant solicits a \$20 donation from 20 individuals to raise money in the spring. The Executive Director and the Board Chair will continue with industry and corporate engagement to build relationships that support Gentry's mission and services either with monetary or in-kind revenue.
- Gentry's will raise funds via the **Alternative Gift Fair** in December in partnership with local faith-based organizations.
- Gentry's will implement Giving Matters into its literature to direct donors to the "Donate Now" tab of our profile for those that would be willing to give online. Further consulting is needed to pursue Facebook or Twitter social media tools.
- Gentry's will utilize a **grant development** team to prospect research, write, and submit grant applications that are deemed a suitable match in focus areas for both the funder and Gentry's.
- Gentry's has in place a **systematic acknowledgement process**, and we will continue that with the following basic schedule: Within 48 Hours: Thank you call made by Executive director/staff ; Within 1 Week: Personal handwritten note sent ; Monthly: Board Chair and Executive Director send thank you letter to donors at the \$500+ level

## 6. Do you charge any fees for your services?

Registration fees are \$30.00 per student. Pre-Kindergarten program fee is \$60.00/week. After school tutoring program fee is \$20.00/week. Enrichment courses are \$60.00 for nine weeks of services. Gentry's is able to receive vouchers from the Family First program to assist with fee payments. To ensure no child is excluded, scholarships are available to students from very-low income households.

INTERNAL REVENUE SERVICE  
P. O. BOX 2508  
CINCINNATI, OH 45201

DEPARTMENT OF THE TREASURY

Date: APR 12 2011

GENTRYS EDUCATION CENTER AT THE  
STORE FRONT INC  
2226 HENPECK LN  
FRANKLIN, TN 37064

Employer Identification Number:  
27-1202003  
DLN:  
401080085  
Contact Person:  
JEFFERY A CULLEN ID# 31215  
Contact Telephone Number:  
(877) 829-5500  
Accounting Period Ending:  
December 31  
Public Charity Status:  
170(b)(1)(A)(vi)  
Form 990 Required:-  
Yes  
Effective Date of Exemption:  
December 30, 2009  
Contribution Deductibility:  
Yes  
Addendum Applies:  
No

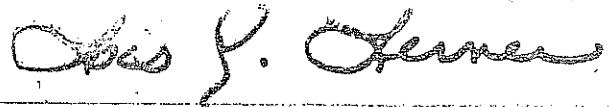
Dear Applicant:

We are pleased to inform you that upon review of your application for tax exempt status we have determined that you are exempt from Federal income tax under section 501(c)(3) of the Internal Revenue Code. Contributions to you are deductible under section 170 of the Code. You are also qualified to receive tax deductible bequests, devises, transfers or gifts under section 2055, 2106 or 2522 of the Code. Because this letter could help resolve any questions regarding your exempt status, you should keep it in your permanent records.

Organizations exempt under section 501(c)(3) of the Code are further classified as either public charities or private foundations. We determined that you are a public charity under the Code section(s) listed in the heading of this letter.

Please see enclosed Publication 4221-PC, Compliance Guide for 501(c)(3) Public Charities, for some helpful information about your responsibilities as an exempt organization.

Sincerely,



Lois G. Lerner  
Director, Exempt Organizations

Enclosure: Publication 4221-PC

Letter 947 (DO/CG)



TENNESSEE DEPARTMENT OF EDUCATION  
**CERTIFICATION OF APPROVAL**

**Gentry Education Foundation at Johnson**

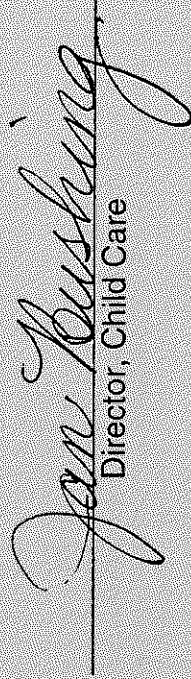
This agency has met the minimum standards for child care program approval

pursuant to T.C.A. 49-1-302(l) et seq.

Maximum number of children enrolled: 85      Fiscal Year 2013-2014

Location: 815 Glass Lane      County: Williamson

  
\_\_\_\_\_  
Commissioner

  
\_\_\_\_\_  
Director, Child Care