

## NAPSHOT OF CURRENT PROGRAMS

### About Foundation for Successful Solutions (FSS)

Foundation for Successful Solutions (FSS) is a 501(c) (3) tax-exempt not-for-profit organization that provides technology access, training, and education to adults, youth, and families. FSS was incorporated in the State of California in June 2005 and received its federal and state tax-exempt status in 2007. Founded in 1999, FSS-Project T.E.C.H. initially operated as a sponsored project of the Community Partners incubator for emerging community initiatives (February 2000 through March 31, 2008).

At its core, FSS is committed to providing resources, support and education that bridges the digital divide through a comprehensive offering of programs and services that fundamentally use information and communications technologies (ICTs), and; committed to personal development by encouraging our community of students to recognize and nurture the best in themselves.

We promote educational achievement and life-long learning in a hi-tech environment and provide a secure nurturing environment for our community of students to easily and adequately adapt to managing an information and knowledge driven life. FSS endorses the element of community development and upholds this quality by providing the opportunity for people of all ages and backgrounds to take full advantage of its programs and services. The demand for our services continues to grow as we have expanded program offering to several locations in South Los Angeles and Mid-City Los Angeles such as Tom Bradley FamilySource Center, South Seas House and the Johnnie L. Cochran Middle School

### Programs

#### Community Technology and Digital Inclusion

The goals of our Community Technology program address digital inclusion and serves as the foundation of our strategic effort to diffuse information and communications technology in local underserved communities. Digital Inclusion provides a viable basis for equity to all residents of a community, including small businesses and community-based organizations. Our digital inclusion program provides technology access, technology literacy, relevant content and services including programs providing education and skill-building opportunities, hardware and software, internet connectivity, development of locally relevant content, and delivery of vital services through technology.

Specifically:

- Digital Literacy Classes (including programs for older adults, and native Spanish-speakers)
- Digital Storytelling
- Neighborhood Training Program (Computer Learn & Earn)
- Community Media
- Public Policy awareness, education, and advocacy

#### Youth Science and Arts Programs

Currently limited to our after-school and summer Achievement Plus program, an academic and college prep program focusing on algebra, college readiness, and California High School Exit Exam prep.

#### Mid-City Virtual Learning Network (Fall 2010)

The Mid-City Virtual Learning Network provides distance-learning opportunities to poor and low-income high school youth and adults residing in Mid-City Los Angeles, and surrounding communities. This partnership increases the capacity of Foundation For Successful Solutions (FSS) and our community partner West Los Angeles College to improve the quality of life for low-income communities, by providing access to:

- AP and college courses
- rich online multimedia educational content
- opportunities to collaborate with students across the state and potentially worldwide
- education and training content key to supporting the workforce development needs of Mid-City and greater Los Angeles
- to help foster a community of life-long learners to serve as role models and mentors for community youth.

*"The more I work with math students, the more I admire teachers' commitment and hard work they do given the current difficult economic circumstances school districts and classrooms are facing.*

*I personally feel programs like the Foundation for Successful Solutions provides are absolutely a crucial investment to prepare students academically and help them be productive members of society".*

*-- J. Melchor, Former FSS Tutor*



## FUTURE PROGRAMS

### Expansion of our Programs

#### Youth Science and Arts Programs

Our goal is to create a vibrant, collaborative learning environment that captures and nurtures the imagination and creativity of youth through hands on, project-based experiences. Expansion of programs include:

- a community-based science, technology, engineering, and mathematics center
- Design training
- Arts enrichment (music and digital media)

#### Micro-Enterprise/Business Training

In the spirit of international microenterprise projects, our goal is to provide business training and technology solutions that provide support for micro-businesses (i.e., mom/pop, home-based, and entrepreneurial), that have a measureable effect on the retention, growth and profitability of one's enterprise while contributing to the local economy.

#### Revenue-Generation

Our goal is to develop and utilize a sustainable revenue matrix consistent with organizational competencies. The matrix will provide a diverse source of revenue to support core operating and program budgets, including the ability to fund an operating endowment. Components of the matrix would include:

- Events (performances, benefits, and seminars)
- Rental revenue
- Marketing/licensing
- Annual fund/Capital campaign
- Planned giving
- Grants
- Technology-supported services
- Memberships

#### Vocation Training

With a focus on information and communications technologies (ICTs) and digital media technologies, our goals are to provide vocational training and be advocates of vocational training as a viable and meaningful educational option. This is accomplished through a matriculated curriculum leading to job placement, multiple career paths or self-employment.



## WHO WE SERVE....

Income*	Ethnicity	Gender	Age
45% Extremely low-income/poverty 39% Very Low-income 13% Low-income	52% African American 35% Latino 13% Includes Asian Pacific Islander, White, American Indian & multiple race	64% female 36% male	31% 60 yrs+ 40% 19-61 yrs 29% 18 yrs and younger
*HUD guidelines			

*I believe we exist to meet the needs of our communities. Education— especially public education —has been receiving one budget cut after another. It takes non-profit organizations like Foundation for Successful Solutions to access the needs of a community and provide programming that creates a solution to fulfill the need. Currently, FSS Achievement Plus Program Algebra Tutoring is taking 30 students by the hand and supporting them in developing their math skills and opening their eyes to the reality of obtaining a college education.*

*A. Jackson, A+ Program Coordinator*

*"Now I have to rethink my whole 'Everybody's Just out for Themselves' philosophy. Thank you so much for caring about the young people in the community. I had a wonderful time this summer at Project T.E.C.H."*

*P. Smith, FSS Student*

## PARTNERSHIP OPPORTUNITIES

At FSS, we are seeking like minded individuals and organizations as partners in our mission to provide solutions for success to traditionally underserved groups, through experiences and opportunities that blend the "high-tech, high-touch" skills required to compete and thrive in the 21st century. If you share our vision that every individual achieve their potential; that they are empowered to build strong families as well as inspired to develop and sustain vibrant communities, we invite you to join us in one of the following capacities:

- Sponsorship — Enter into a relationship that provides opportunities to advance your business while **"doing good."** Select a particular program or select a position as a Major Sponsor by supporting the entire FSS organization
- Grant — Provide a grant to fund and/or support a specific program area
- Donor — Give an outright gift of monies and/or in-kind product/services
- Co-Location — Help us to extend the service areas facility partner by hosting FSS program (s) at your location
- Champion — Commit to participate as a champion for your vision. Utilizing your personal and business contacts to provide resources that advance the programs of FSS.
- Board Member — Agree to serve on the board of Directors of FSS to provide policy, fundraising and governance support to FSS.

Please contact Karen L. Wade, President & CEO 323.300.6077 or 323.687.4662 to discuss the above as well as other opportunities to partner with FSS.

**ADMINISTRATION**  
**President/CEO**  
 Karen L. Wade

**Board of Directors**  
 GREG JONES  
 KIMBERLY JO  
 XAVIER LAZOORE  
 CHRISTOPHER D. LUCEY  
 JEFF NEWMAN  
 MARCUS ROBINSON  
 BENJAMIN S. WADE

## CURRENT AND PAST SUPPORT

### Civic

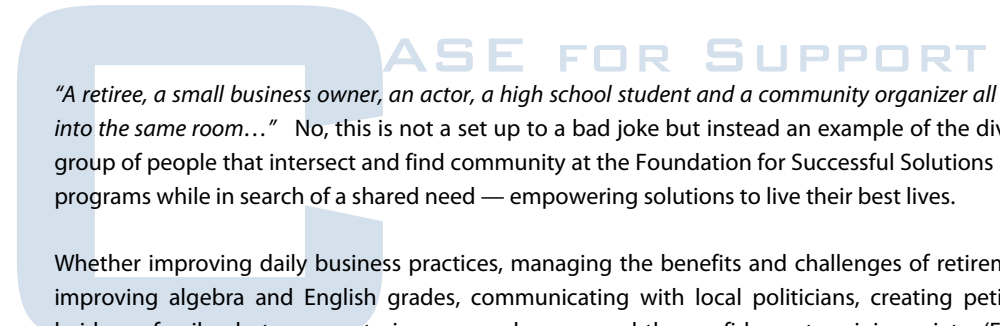
City of Los Angeles  
 Los Angeles City Recreation & Parks  
 Los Angeles Department of Cultural Affairs  
 United Way of Greater Los Angeles

### Corporate

Northrop Grumman Corporation  
 Southern California Edison  
 Raytheon

### Foundation

California Consumer Protection Foundation  
 Crail-Johnson Foundation  
 Dwight Stuart Foundation  
 Weingart Foundation  
 ZeroDivide



"A retiree, a small business owner, an actor, a high school student and a community organizer all walk into the same room..." No, this is not a set up to a bad joke but instead an example of the diverse group of people that intersect and find community at the Foundation for Successful Solutions (FSS) programs while in search of a shared need — empowering solutions to live their best lives.



Whether improving daily business practices, managing the benefits and challenges of retirement, improving algebra and English grades, communicating with local politicians, creating petitions, learning to restore heirloom family photos, or restoring personal power and the confidence to rejoin society, (FSS) has served as the rest stop and refueling resource for these and many more lives that find themselves at crossroads. "It's like the Gloria Estefan song **Coming Out of the Dark** and being given a gift that keeps on giving", states student Marilyn Moss. Yet, we want to do more!

Consequently, we are seeking like minded individuals and organizations as partners in our mission . . . to provide solutions for success to traditionally underserved groups, through experiences and opportunities that blend the "high-tech, high-touch" skills required to compete and thrive in the 21st century. At FSS, we have a clear vision that every individual achieve their potential; that they are empowered to build strong families, and inspired to develop and sustain vibrant communities.

We clearly understand that to realize our vision, everyone must have the same access to the educational, technological, and economic tools and resources (knowledge and information) fundamental to ensuring the success of anyone in pursuit of living a better life. Most important however, is that we also recognize that access to technology alone is not the answer. Once access is established, we must provide the *training and skills* that foster empowerment and self exploration which in turn promotes the use of technology as solutions to every aspect of daily life. As one of our clients David Smith states, "FSS saved my life, because I was completely and utterly isolated from society. Because of the affordable courses at FSS, I now feel functional, useful, connected and empowered to participate and contribute in daily life making contributions that matter."



FSS endorses the element of community development and upholds this quality by providing the opportunity for people of all ages and backgrounds to take full advantage of its programs and services. We believe that we share the same core values as many who want to . . . be good neighbors, build community, advance educational opportunities and preserve culture and history. We ask for your partnership in advancing the programs and services of FSS as we continue to provide solutions that help people live successful lives. Or... in the words of student Ozzie Platt, "I am very pleased with FSS – it has helped me launch another career – I'm enrolled in the Cisco Networking program now, because of FSS-Project T.E.C.H., - by me going to Project T.E.C.H. it put me in a position that I believe I can win – I was able to recreate myself – yes I have recreated myself because of this program."

With these considerations, we believe we hold a valuable and unique role within the community and appreciate careful review and consideration of this proposal. As we are sure you can surmise, funds received will assist FSS to touch and change many more lives, both young and mature.

At its own crossroads, FSS understands that to meet the growing needs of the communities it serves, the time is now, to grow from a small organization into an impactful, sustainable, and more complex organization. **Read on** to learn more about our programs and how you can become a partner...



# PARTNERSHIP OPPORTUNITIES



**PARTNERSHIPS** (Corporate & Small Business) - These partnerships deliver value and the highest level of relationship with FSS, its programs and clients. Designed for maximum return on your business investment the following levels provide both basic and custom opportunities and may include:

**MAJOR PARTNERSHIP** • \$15,000 — Annual

**PROGRAM PARTNERSHIPS** • \$5,000-\$10,000— (6 MONTHS)

Direct support for a specific program including

- Digital Literacy
- Mid-City Virtual Learning Network
- Achievement Plus Academic & College Prep Program
- DigiKids Digital Media Program
- Golden Keys Cyber Seniors Program
- Community Media and Digital Storytelling Programs

**OFFICIAL TECHNOLOGY PARTNERSHIP** • \$5,000 — 6 MONTHS  
(INCLUDES IN-KIND SUPPORT)

Support for organizational & program needs.

**WORKPLACE PARTNERSHIPS** for youth and adults —Annual

- Internship and work experience opportunities
- Employment placement opportunities
- Specialized training opportunities

**GRANTING ORGANIZATIONS** and/or private grantors are encouraged to consider a specific program opportunity that will contribute toward sustaining or expanding FSS programs including:

**YOUTH PROGRAMS**

- Academic and College Prep
- Digital Media

**ADULT PROGRAMS**

- Career Tech Training
- Digital Literacy
- Community Media

**DONORS** (Individuals & Small Business) can provide valuable support through restricted or unrestricted gifts that are either financial and/or in-kind and target the following:

**GIFT OPPORTUNITIES**

- Megabyte Level \$1000.00 to \$4999.99
- Gigabyte Level \$ 5000.00 +

**IN-KIND SUPPORT**

- Software
- Real Estate
- Educational materials & supplies
- Equipment Professional Services
- Training materials & supplies

**CO-LOCATION PARTNERS** play a key role in expanding our reach to underserved neighborhoods throughout the Los Angeles area. These partners provide physical space, outreach support, and building resources at their facility, while we provide the programs and services. FSS programs can include all or a combination of the following:

- Vocational Training/Tech Support (approx 1000-1500 sq ft)
- Youth Learning Center (Academic Support) (approx 1500-3000 sq ft)

**CHAMPIONS** are individuals who desire a formal relationship with FSS, but do not have the time to serve as a board member. They are an extension of FSS and its mission in the communities where they live, and are always seeking to provide a connection to other like minded organizations and individuals—those who share a passion for using technology as a key tool for community building and community economic development. They serve as Ambassadors for FSS and provide financial and human resources and expertise.

**BOARD MEMBERS** are crucial to the on-going success and sustainability of FSS. They hold the mission and goals of FSS in primary concern, and are the chief policy makers — committed to and responsible for the growth and success of FSS. Responsibilities include policy making and compliance, fundraising, and governance. They serve as Chief Ambassadors and are expected to use their expertise vigorously in support of FSS. FSS is a diverse organization and seeks board members with a variety of expertise, talents, and skills in the following areas:

- Legal
- Banking
- Post-secondary Ed
- Vocational Ed
- Social Enterprise
- Corporate (information and communication technology)
- Real Estate Development
- K-12 Education
- Science, Technology, Engineering, Mathematics
- Business Development/Micro Enterprise
- Public Relations/Communications/Marketing
- Digital Media
- Fundraising
- Financial Education/Literacy
- Community Economic Development



*Technology Empowering Community & Home*

# PARTNERSHIP OPPORTUNITIES REPLY FORM

5213 West Pico Blvd. | Los Angeles, CA 90019 | Tel: 323.300.6077 | Fax: 323.692.0674 | info@fsstech.org | www.fsstech.org

**CORPORATE PARTNER & DONOR RECIPROCITIES**  
*(I/We) would like to join FSS in its work to help individuals acquire the skills needed to compete and thrive in the 21st century.*



## Please check your selected Partnership

**MAJOR PARTNERSHIP • \$15,000 — Annual (includes)**

- Major partner titling for one year for all FSS programs, events and activities, Listed in all FSS PR communications, community outreach, signage, and all electronic and print media
- Major partner titling at all FSS events and activities

**PROGRAM PARTNERSHIPS • \$5,000 — 6 months (includes)**

- Program Partner titling for 6 months for all FSS programs, events and activities
- Listed as Program Partner in all FSS PR communications, community outreach, signage, and all electronic and print media for 6 months (position secondary to major partner)

**TECHNOLOGY PARTNERSHIPS • \$5,000 — 6 months (includes)**

- Official Supplier titling for 6 months for all FSS programs, events and activities
- Listed as Official Supplier in all FSS PR communications, community outreach, signage, and all electronic and print media for 6 months (position secondary to major partner)

**CO-LOCATION PARTNER • In-Kind**

**Please contact me regarding co-location partnership opportunities in the following areas (please check all that apply):**

- Vocational Training/Tech Support
- Youth Learning Center (Academic Support)

**MEGABYTE DONOR LEVEL • \$1000.00 - \$4999.00**

- Recognition as a Megabyte Donor at FSS annual donor event
- Donor listing on the FSS website (optional)

**GIGABYTE DONOR LEVEL • \$5000.00+**

- Recognition as a Gigabyte Donor at FSS annual donor event
- Donor listing on the FSS website (optional)

**WORKPLACE PARTNERSHIP — IN-KIND**

**GRANT PARTNER**  Yes, please contact me to discuss potential funding opportunities with my funding organization.  
 I will forward information regarding funding opportunities, priorities and guidelines.

**Comments:** \_\_\_\_\_

**IN-KIND PARTNER**  Yes, please contact me for information about In-Kind contributions.

**Comments:** \_\_\_\_\_

**CHAMPION**  Yes, please contact me about becoming a Champion.

**Comments:** \_\_\_\_\_

**BOARD MEMBER**  Yes, please contact me regarding Board Membership

**Comments:** \_\_\_\_\_

## RESPONSE FORM

Enclosed is my Donation/Contribution of \$ \_\_\_\_\_

Name: Mr. Mrs. Ms. Miss Dr. \_\_\_\_\_ Business Title \_\_\_\_\_ Company \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Contact Phone: ( ) \_\_\_\_\_ Cell Phone ( ) \_\_\_\_\_ Fax ( ) \_\_\_\_\_ E-Mail \_\_\_\_\_

Please mail or fax this form to the attention of :

Karen Wade, President & CEO

5213 West Pico Blvd. | Los Angeles, CA 90019 | Tel: 323.300.6077 | Fax: 323.692.0674 | info@fsstech.org | www.fsstech.org

A nonprofit 501(c)(3) Corporation Tax ID# 20-3298430

You may make your donation online at : [www.fsstech.org/get\\_involved/donate\\_now.html](http://www.fsstech.org/get_involved/donate_now.html)