

# Investment Connection Request for Proposal - St. Louis

Response ID:95 Data

## 3. Enter Your Submission's Details

1. Project/Program Name:

Summer Youth Academy

2. Organization's Legal Name (as shown on IRS Letter of Determination):

Dream Builders 4 Equity

3. Doing Business As (DBA - if name differs from legal name):

4. Organization Contact Info:

	Info
Street Address 1	4220 Duncan Ave.
Street Address 2	
City	St. Louis
State	MO
Zip	63110
Organization Phone Number	314-327-5173
Organization Website:	dreambuilders4equity.org
Organization Email Address	michael@dreambuilders4equity.org

5. Executive and Primary Contact Info:

	Info
Executive Director or Top Executive:	Michael Woods
Executive Phone Number:	314-327-5173
Executive Email Address:	michael@dreambuilders4equity.org
Primary Contact for this proposal:	Candace Hayes
Primary Contact's Phone Number:	773-563-1906
Primary Contact's Title:	Administrative Coordinator
Primary Contact's Email Address:	candace.hayes@wustl.edu

6. Are you a 501(c)3?

Yes

7. Organization Mission Statement (Please limit response to 1,000 characters)

Dream Builders believes that equitable opportunities are foundational for youth to realize their fullest potential. We envision a world where all communities have the courage to dream, the skills to build, and the resources to own our future. Our mission is to advance disadvantaged youth through personal and professional development, working alongside them to rehabilitate vacant properties, creating affordable homes and thriving communities. Additionally, we provide at-risk youth with access to a

diverse and broad set of assets through mentorship, entrepreneurship, scholarship, and leadership training. Access to these assets will provide these youth with the necessary skills to succeed academically and professionally, and attain ownership in the development of low-income/highly distressed communities.

8. Briefly summarize your organization's history. (Please limit response to 1,000 characters):

Dream Builders 4 Equity, a 501(c)(3) non-profit, was co-founded by Neal Richardson and Michael Woods in 2016. Due to the success of their pilot program with 5 Beaumont high school students, they won the 2017 WashU SEI competition. In 2018, fifteen DB4E students rehabbed a once vacant property in the North city neighborhood of Lewis Place. The youth also published an inspiring book titled "All In" detailing their journey. To date, students have generated \$14,000 in sales from their first book published. This June, 25 new students (13 high school students & 12 collegiate interns) became the second DB4E cohort and took professional development courses at Saint Louis University. They will rehab a vacant property in the Kingsway East neighborhood of North St. Louis City and will publish a book at the end of this year reflecting on their experience. The first cohort has continued to work on various other community development projects throughout North city in phase two of the academy.

9. Briefly describe the organization's current programs and activities - Include examples of recent accomplishments, i.e., number of people served annual, housing units built, loans made, etc. (Please limit response to 1,000 characters):

Dream Builders uses an innovative model to provide at-risk youth with the opportunity to attain financial ownership in real estate located in low-income, distressed communities. This ownership will be earned by attending life/job skill courses and contributing to community development efforts. The youth will also be required to publish a book describing their experiences, how the program has benefited their present lives and will assist them in the future, and how they plan to continue to provide support to underserved communities. The profits earned from the real estate and book sales will be allocated towards their educational expenses. Since DB4E's inception in 2016, 40 students have participated in the summer program through which they received over \$56,000 in wages, \$25,000 in book sales and \$15,000 in scholarships. The youth will have successfully rehabbed two properties by the end of 2019.

10. Organizational Annual Budget:

\$1,500,000

11. Organization Fiscal Year:

From date (mm/dd/year) : 08/01/2019

To date (mm/dd/year) : 08/01/2020

12. Proposal Summary (Please limit response to 1,000 characters):

Dream Builders 4 Equity is determined to increase the economic mobility and stability of North city families and youth, and bolster their courage to dream for better futures. By advancing disadvantaged youth through personal and professional development, and teaching them to rehabilitate vacant properties alongside minority contractors, we create affordable homes for thriving communities. We propose to leverage our successful model for rehabbing homes with our youth to scale our impact. Meaningful, generational change requires us to focus our efforts, and we aim to sustain and amplify our impact through cultivating communities. By focusing 25 home rehabilitations in one neighborhood over the next five years, and partnering with the Equal Housing and Opportunity Council (EHOC) to secure mortgages that overcome the appraisal gap, we can create a housing market in a traditionally redlined neighborhood and create family economic mobility and stability through home ownership.

13. Type of CRA eligibility for your proposed project (check all that apply):

Affordable housing

Community development finance

Economic/workforce development

Financial access, capability and empowerment

Neighborhood revitalization and stabilization

14. Is your project/program (check one):

Expansion of existing project

15. Type of request (check one):

Grant

16. Amount Requested:

\$160,000

17. Total Project Budget:

\$1,100,000

18. Funding Period Requested:

From date (mm/dd/year) : 06/01/2020

To date (mm/dd/year) : 08/07/2020

19. Geographical Area(s) Served - Include specific counties MSAs, city(ies), neighborhood(s). (Please limit response to 1,000 characters):

North St. Louis City neighborhoods of Lewis Place and Kingsway East and South St. Louis City neighborhood of Gravois Park

20. Please list other funding secured or potential sources of funding for this project. (Please limit response to 1,000 characters):

Incarnate Word Foundation, Pettus Foundation, Missouri Foundation for Health, Saigh Foundation, U.S. Bank, Wells-Fargo, JP Morgan Chase, YouthBridge, Individual Contributions

21. Describe how you verify low-moderate income (80% of Area Median Income (AMI) status of program participants or geographies, i.e., percent/number receiving reduced or free school lunch, census tract data or other method). Please be specific! Listing low-income zip codes does not provide sufficient information. You must describe how you verify the income of individual program participants or in the case of geography, census-tract level data. (Please limit response to 1,000 characters):

Through our partnership with STL Youth Jobs, the socioeconomic status of the youth participants is determined based upon a review of their household income, their parent(s)'s employment status and their tax data. The low-moderate income status of the neighborhoods we are developing is determined by a thorough review of census-tract level data to determine rates of unemployment, poverty and vacant homes present in the neighborhood.

22. What community development needs or barriers will this project/program address? (Please limit response to 1,000 characters):

DB4E addresses the vacant home epidemic in St. Louis city while employing youth and exposing them to a broad array of careers. We must be intentional in solving these issues by placing youth at the center of the conversation. Each young person who disconnects from school or work costs an estimated \$704,020 over his or her lifetime in lost earnings, lower economic growth, lower tax revenues, and higher government spending. The research on justice-involved youth shows that lack of employment is one of the biggest predictors of justice system involvement and unsuccessful re-entry. And research has shown that access to employment and job training opportunities can help youth avoid a lifetime of negative justice-related consequences. Many of our young people do not come from families who are able to create or seek employment opportunities for the youth, so it is up to us to supply our local kids with an education-to-work pipeline.

23. Is this project part of a larger initiative, i.e., special government designation or a larger collaborative community effort? If yes, please explain. (Please limit response to 1,000 characters):

Yes, we are in partnership with the Art Place Initiative in the Gravois Park neighborhood. Beginning this fall, 8 students will be selected to work full time with Art Place on the 25 beautification projects they aim to complete by 2025. These students will be paid \$15/hr and will receive a more in-depth introduction to the construction industry. Through this partnership with DB4E, Art Place will access a seasoned and effective general contractor, a

dynamic group of youth, and a diverse coalition of subcontractors. Moreover, DB4E youth—our most important and vulnerable assets— will not only be able to learn and apply new trades that have the potential to transform their life trajectory but they also will be able to share their experiences of working with Art Place in their self-published book. Lastly, partnership with DB4E will ensure Art Place works with a diverse network of minority youth, contractors, and sub-contractors.

24. Describe who will be served through this proposed project/program including the percentage of clients currently served or the predicted percentage served who are either LMI or the percentage of small businesses with revenues of \$1 million or less. (Please limit response to 1,000 characters):

The primary clients served through this program will be our youth, who are 100% LMI. There will be 50 student participants in 2 phases of the program in June 2020. Students in phase 1 will be going through the 8-week academy, which includes mentorship, professional and personal development, financial literacy and entrepreneurship. Students in phase 2 will be continuing work with Art Place and other contracting jobs to earn a living wage. Residents of the LMI neighborhoods we develop will also be served by the rehabilitation of vacant homes and the beautification of occupied homes. We predict that 50% of the homeowners in Gravois Park who will receive beautification projects are LMI and 60% of the first time homeowners in Kingshighway East and Lewis Place neighborhoods will be LMI. Mortgages will only be subsidized by EHOC to those who qualify as LMI.

25. What are the goals of this project?. (Please limit response to 1,000 characters):

By 2025, \$160,000 will produce 250 student graduates of the summer youth academy, 50 homes (25 vacant homes rehabbed and sold to first-time homeowners & 25 beautification projects to serve current residents), \$835,000 of youth wealth created (\$375K in scholarship funds, \$360K in youth employment and \$100K in book sales) and \$4,000,000 in community investment (\$4M in minority contractor revenue, \$1.6M in construction labor wages & 250 living wage jobs created).

26. What is the timeline for implementing this project?. (Please limit response to 1,000 characters):

We aim to have the youth academy fully funded and operating at full capacity by June of 2020 when the next cohort of students will join Dream Builders. This will allow us to offer our students the most robust set of resources and support that we can.

27. Significant Partnerships:

Does this project/program involve any external partners that may add capacity, programmatic experience and/or funding? (Please limit response to 1,000 characters):

**Capacity Building:** Beaumont High School, Lift For Life Academy, Clyde C Miller Academy and Blewitt ICA (partnership w/ local high school to engage at-risk youth)

**Programmatic Experience:** St. Louis University (site of summer academy), Prime U (personal branding), Urban Land Institute (urban planning), Employment Connections (Job readiness training), Treasurer Tishaura Jones/Prosperity Connection (financial literacy) & Your Words STL (creative writing)

**Funding:** STL Youth Jobs covers the cost of wages for our students during the summer academy and Art Place Initiative offers them employment post-academy.

28. Who will be responsible for developing, documenting and reporting relationships with connections made through the Investment Connection? (Please limit response to 1,000 characters):

Candace Hayes, the primary contact for this proposal, will be responsible for these tasks.

29. What are the anticipated measurable outcomes of this project?. (Please limit response to 1,000 characters):

We anticipate six measurable outcomes for Dream Builders 4 Equity. In the short term, we aim to both increase economic mobility and decrease the unemployment rate for impoverished black youth across the St Louis area through our summer academy. Furthermore, we anticipate a steady increase in affordable homeownership in North St. Louis City. In the long run, we anticipate the elimination of vacant homes throughout North city and an increase in the net worth of black households due

to the increased homeownership. Additionally, we anticipate the long-term success of minority contractors who will have sustained business via our community development initiative.

30. How do/will you evaluate this project? Describe the measurement tool(s). (i.e., participation checklists, pre/post surveys, intake sheet, etc.) (Please limit response to 1,000 characters):

Dream Builders 4 Equity tracks the effectiveness of our program by measuring the success of our students. During the academy, we use weekly surveys, attendance records, and exit interviews to measure student satisfaction. Post-academy, we will track our students' journeys into higher education and/or the workforce. This is the primary metric used to measure the long-term effectiveness of the academy's training.