

# **Youth On Their Own**

## ***A Guide to Charitable Giving***

**2009 - 2010**

The generosity of individual, corporate, foundation and service organization donors provides the largest portion of Youth On Their Own's (YOTO) revenue. This Guide presents a variety of charitable giving opportunities and options to complement donor preferences.

YOTO is a 501(c)(3) nonprofit organization dedicated to support the high school graduation and continued success of homeless unaccompanied youth by providing financial assistance, basic human needs and guidance through:

- a monthly stipend based on attendance and performance in school;
- special needs and emergency financial assistance; and,
- clothing, food, hygiene supplies, school supplies, and other basic needs;
- resource referral and advocacy.

During the 2009 – 2010 academic year, Youth On Their Own (YOTO) celebrates 23 years of community generosity and bright futures for nearly 10,000 student clients served who, through no fault of their own, found their lives disrupted by the lack of a stable, permanent home and a parent or long-term legal guardian physically involved in their lives.

Entering its third decade, Youth On Their Own remains devoted to meeting the increasing demand for student programs and services through strategic decision-making, innovative community collaboration and sound fiscal practices and management – all while retaining a client-centered attitude that has been YOTO's hallmark since inception.

YOTO takes its role as steward of contributed funds seriously. Finances are overseen by the Finance Committee of the Board of Directors and the organization voluntarily submits to an independent audit. YOTO is a qualified nonprofit organization and gifts to the organization are tax deductible to the extent allowed by law and the donor's personal financial circumstances.

Please contact Youth On Their Own at 520.293.1136 or email [teresalbaker@yoto.org](mailto:teresalbaker@yoto.org) if you wish to discuss charitable support of YOTO.

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## Ways to Contribute

Gifts of all sizes are welcomed and appreciated. Contributions may be made in honor of or in memory of an individual, on behalf of an individual, to recognize a group or organization or to celebrate an event, such as an anniversary, birthday or wedding.

**Charitable gifts may be made in a variety of ways, including:**

- **Cash, Checks, Money Orders, Credit Cards (VISA and MC)**
- **Valuable Personal Property**
- **Securities**  
Donations of securities are facilitated, on YOTO's behalf, by Wells Fargo Investments. Contact Sharla Shane, Wells Fargo Investments, 2195 E. River Road, Tucson, AZ 85718, (520) 318-0418.
- **Planned Giving**  
Planned Giving is a set of ways a donor can leave money/assets to YOTO at his/her death. Or, a way to invest money so that the donor receives benefits during his/her life and then bequeaths the remaining funds to YOTO. For example:
  - Bequests
  - Life Income Plans
  - Charitable Trusts
  - Gift Annuities and Deferred Gift Annuities
  - Gifts of Life Insurance or Retirement Benefits

YOTO recommends that donors interested in exploring planned gift options contact **The Center for Planned Giving**, an impartial philanthropic resource that offers confidential consultation with individuals exploring the possibilities of planned giving. The Center for Planned Giving is located at the Community Foundation for Southern Arizona, 2250 E. Broadway, Tucson, AZ 85719, 520.545.1117.

## Gifts, Sponsorships and Grants

### ***General Support Gifts (Unrestricted Gifts)***

General Support Gifts are YOTO's greatest need because they provide essential revenue to fund the organization's overall mission and allow the Executive Director, under the oversight of the Board of Directors, to apply funds where the need is greatest. Seventy-six percent of each general support dollar is used for direct assistance to YOTO students in the form of stipends, special needs assistance and guidance. The remainder provides the organizational infrastructure necessary to ensure quality services, to respond to changing and/or increasing needs and to generate/manage resources effectively.

### ***Restricted Support Gifts***

- Core Programs

- Stipends

YOTO's main student service is the monthly stipend provided to each student, which serves as an incentive for good school performance and regular attendance. It also "takes the edge off" of the poverty that often accompanies homelessness. It takes \$1,250 per year to support one homeless unaccompanied teen in the YOTO stipend program.

- Special Needs Funds

- Emergency Assistance

This fund provides rent, utility and food assistance for students who are struggling to meet basic needs, and includes transportation assistance (bus passes, car repair vouchers, gas cards), medical and dental care and help with school-related fees.

- Mini-Mall

Funds restricted to use for the on-site Mini-Mall help to provide food, clothing, furniture, household supplies, school supplies and hygiene items.

### ***Sponsorship***

A sponsorship provides a specific amount of financial support for a tangible project at YOTO. In exchange, the sponsor receives ongoing public credit on (or associated with) that project for a specified period.

Examples of sponsorship opportunities at YOTO include:

- Website
- Brochure
- Newsletters
- Events
  - Holiday Party (December)
  - Top of the Town Fundraising Gala (March)

### ***Grant Support***

Grant support is an important source of income for YOTO and may fund many of the needs mentioned above. Grants may also be used to initiate and to pilot new programs or to expand existing programs. Grants are distinguished from gifts in that they are often requested via a formal proposal (which may be as simple as a one-page letter or as complicated as a multi-page application requiring proposed deliverables and a budget), may be evaluated along with other nonprofit grant requests in a competitive environment, and – most importantly – require some level of post-award reporting that may involve accountability for outputs (types of services and numbers served), outcomes (impact) and expenditures.

Granting organizations typically have stated areas of funding interest. Where YOTO's mission and services match a prospective grantor's funding guidelines, YOTO appreciates the opportunity to apply for funding.

Grant support is being sought for the following areas:

- Stipends – see above

- Special Needs – see above
- Success Coach Program – funding a partnership with “Touch Point Connection,” a local nonprofit, to provide one-on-one coaching and support to YOTO students.
- “Teenage Mothers Moving Forward” Program – program providing guidance to pregnant and parenting teens in the YOTO program as they develop written plans for their future.

***Endowment***

Established in 2008, the YOTO Endowment provides an opportunity for donors to support the long-term sustainability of the organization. Endowment contributions are invested and produce an annual return that supports YOTO’s programs and services. The principal of the endowment is never spent, making it a perpetual source of funding. Contributors may donate any amount to the main YOTO Endowment or a previously-established “Named Fund” within the YOTO Endowment; or they may establish a new Named Fund with a minimum donation of \$5,000 (which can accrue over a three-year period). The YOTO Endowment is managed by the Community Foundation for Southern Arizona.

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