

Walk-Off Charities of Jax, Inc. – Empowering Our Families’ Youth Program

FY 2024-2025 City Grant Proposal Term Sheet

Grant Recipient: Walk-Off Charities of Jax, Inc. (“Walk-Off Charities” or “Provider”)

Program Name: Expansion of Empowering Our Families’ Youth Program (the “Program(s)”)

City Funding Request: \$250,000

Contract/Grant Term: October 1, 2024 – September 30, 2025

Any substantial change to this FY 2024-2025 City Grant Proposal Term Sheet (the “Term Sheet”) or the attached Program budget will require City Council approval.

PROGRAM OVERVIEW:

The mission of Walk-Off Charities is to provide opportunities, resources, and access to the game baseball (and softball) to any youth that desires to learn or play. We specifically target underserved areas of town with diverse populations to help create equitable learning, playing, and exposure opportunities for youth that otherwise would not have those opportunities. Through our Programs, projects, and events, we give the youth in these communities a sense of belonging and pride. Through practices and games, players learn many life lessons like the value of teamwork, overcoming adversity, good sportsmanship and much more. Through the provision of equipment, uniforms, and other needs, we’ve broken barriers for access and entry into a game that was once available for all, which we hope to make possible again.

Clinics – Walk-Off Charities conducts clinics each year for area third graders, mostly from schools in underserved areas, executed in conjunction with Duval County Public Schools. We also create community clinics through local parks. We provide each child with a new glove, a ballpark lunch, and quality instruction.

Free Leagues - With the increased costs of participation in the game of baseball (equipment, training fees, and travel ball), many local area recreation programs and advanced play opportunities have been negatively affected. To combat those costs and increase participation, we have partnered with Major League Baseball's RBI (Reviving Baseball in Inner Cities) program, stepping up to the plate to organize and support programs that provide play opportunities to any youth that desires.

Specifically, we have designed three "leagues" that take place three times a year: Spring, Summer, and Fall. The *Spring League* is focused on youth ages 4-14 years old and provides coaches training, uniforms and equipment for teams, and covers the cost of umpires for games. This is the traditional time of year for recreation baseball/softball and provides the opportunity for many youths participating for the very first time, in a fun yet competitive environment. The *Summer League* is focused on youth ages 13-18 years old (middle and high school) providing uniforms, equipment, and umpire fees for teams. This League provides additional playing opportunities, skill development, and exposure for players that can't afford to “pay-to-play” in the travel ball environment. The *Fall League* is focused on developing youth of all ages that want to continue to play baseball at the recreation level and at the middle/high school level (4-18 years old). Although not the traditional “season”, this league allows youth to play more games and get more reps at both levels, typically a time for middle and high school aged players to further develop their skills for their respective spring school seasons.

Scout Team - To combat the expense of the typical travel ball organization, Walk-Off Charities created the WOC Scout Team, an 18U all minority team, comprised of players from across Jacksonville. The purpose of this team was to provide experiential and exposure opportunities for top minority players through tournaments, showcases, and special events. Through these opportunities and through this team, Walk-Off Charities is committed to help these players achieve their dream of playing college baseball. Walk-Off Charities covers nearly all expenses including tournament fees, hotel costs, coaching stipends, uniform costs, equipment, and more,

something no other local organization has done. In only two years, this Program has seen 10+ players go on to play baseball at the collegiate level and the goal is to help many more.

PROGRAM SCOPE OF WORK:

Through our Programs, we will be serving over 2,000+ kids each year intending to increase this number.

Clinics – For a child to attend one of our clinics it costs \$20 per child. This cost includes equipment, a glove for each child to keep, coaching instruction, and a hot dog lunch. The majority of these children come from Title 1 schools where they are on free or reduced lunch plans, so a big part of this Program is ensuring that we feed them since they are missing their free meal at school. The clinic is about 2 hours long that includes a large group welcome, warmup and stretch, glove distribution, four stations to teach specific baseball/softball skills (hitting, pitching, catching, fielding), all with assistance from about 20-25 coaches.

Free Leagues – For our *Free League*, we spend \$3,500 per team which includes the cost of uniforms, equipment, umpire fees, and more. The planning and preparation for the Program begins several months in advance that includes meetings, player and coach registration, field work/prep, uniform orders, coaches' trainings, umpire trainings, and skills clinics. The season lasts approximately two months and includes 8-10 regular season games (barring any weather delays or cancellations) and additional playoff games that helps determine a champion per age group. There are six age divisions: Baby Ball (3- & 4-year-olds), T-Ball (5- & 6-year-olds), Rookie Ball (7- & 8-year-olds), Minors (9- & 10-year-olds), Majors (11- & 12-year-olds), and Juniors (13- & 14-year-olds). Boys and girls are welcome to play in any division, however, there are also two softball (girls only) divisions for Minors (9- & 10-year-olds) and Majors (11- & 12-year-olds). Many kids in this Program are participating for the very first time and lack additional equipment necessary to play (cleats, gloves, etc.).

Scout Team – The cost per player on our Scout Team is \$3,000

This Program is our higher-level development, experience, and exposure opportunity for high school aged players that includes weekly practices, games, and tournaments. Throughout the summer, this team travels to a few out-of-town events that creates new experiences and provides additional exposure to college coaches and pro scouts. Players receive practice gear (shirt/shorts/hat) and equipment (as needed) and the team covers the cost for travel (hotels/transportation), high level quality coaching, tournament entry fees, and more. The team plays 25+ games each summer and includes opportunities for college tours, professional baseball games, and volunteer hours. The Program focuses on the wholistic person, the student-athlete, as we provide learning opportunities through guest speakers, covering the importance of leadership, taking advantage of opportunities, working hard to achieve your dreams. Although we'd love for every player to play college baseball, we know that's not realistic, so preparing them for life after baseball is also an important part of this Program, coaches teach players how to responsible, reliable, and accountable.

PROGRAM IMPACT & REPORTING:

Walk-Off Charities tracks all kids that come through our Programs. Below is a breakdown of the information that is collected for each Program.

Clinics - The Elementary schools have their principals sign up for the clinics through the DCPS Athletics Office for the entire year. The schools report the date they are coming and the number of students they will be bringing. DCPS then provides these figures to us so we can plan accordingly for each clinic.

Free Leagues - All associations participating in our *Spring League* must register their team and players through our online registration platform. This is done before the beginning of each season so we can begin to plan, getting everything set up and in place for the season. All teams, players, and coaches participating in our *Summer League* must also register through our online registration platform prior to the start of the season, allowing time for

uniform orders, coaches meetings, and game scheduling. All associations or teams, players, coaches participating in our Fall League must also register through our online registration platform.

Scout Team - The Scout Team is an opportunity for the best minority players to display their skills and abilities. Anyone that wishes to join this team must attend one of our open workouts (“tryouts”) which requires them to pre-register. We collect player and parent information that includes school, grad year, player height/weight, parent name, email, and phone number, and more. This team receives steady and consistent contact throughout the summer through emails, group messages, and in person parent meetings. Parents are included in the process and all communication.

PAYMENT TERMS:

A 25% advance payment will be paid to the Provider upon contract execution for Program startup costs. Subsequent payments will be made based on units of services or deliverables, which will be derived from the scope and work and negotiated with the Provider prior to contract execution. Proper documentation of each unit/deliverable must be provided before payment is rendered.

Unit of Service:

Cost per Unit:

Program	# of kids/Teams	Amount	Total Funding Request
Clinic	2000 Kids	\$20/per kid	\$40,000
Free Leagues	42 Teams	\$3,500/per team	\$147,000
Scout Team	21 Players	\$3,000/per player	\$63,000

TOTAL FUNDING

\$250,000