

Kids in Tech, Inc.

FOUNDED: 2016

CURRENT ORGANIZATION BUDGET: \$895,400

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Science, Technology, Engineering, and Math (STEM) is the fastest-growing sector in the US. In Massachusetts, STEM occupations employ ~600,000 people, 21% of the labor force. The number of STEM jobs in Massachusetts is expected to increase by 7.2% by 2028, accounting for 40% of total expected employment growth.*

Achievement in STEM depends on early immersion: 92% of boys and 97% of girls lack future interest if not exposed to STEM by the 5th grade. Many school systems, especially those in under-resourced neighborhoods, lack the capacity to provide students an adequate immersion in STEM. In 2022, 75% of 3rd - 8th graders in Lowell and Boston were partially or not meeting expectations on the Massachusetts Comprehensive Assessment System (MCAS).**

Kids in Tech, Inc. (KiT) partners with school districts and youth development organizations in Lowell and Boston to provide high quality STEM education for low-income and BIPOC students (8-14 years old) in an afterschool setting.

*Commonwealth Corporation STEM Report 2022

**2022 Massachusetts Department of Elementary and Secondary Education Report Card

Two-Year Goals

- Add 2 Tech Club sites in Lowell, 2 in Boston; expand to Worcester
- Serve 100 more students per year
- Add 1:1 tutoring and family STEM programming
- Add 5 new corporate partners and 4 new Board members
- Build capacity by adding a Development Director, Communications Manager, Program Director, and Data & Evaluation Manager
- Increase revenue by 10% and 20% in the next 2 years

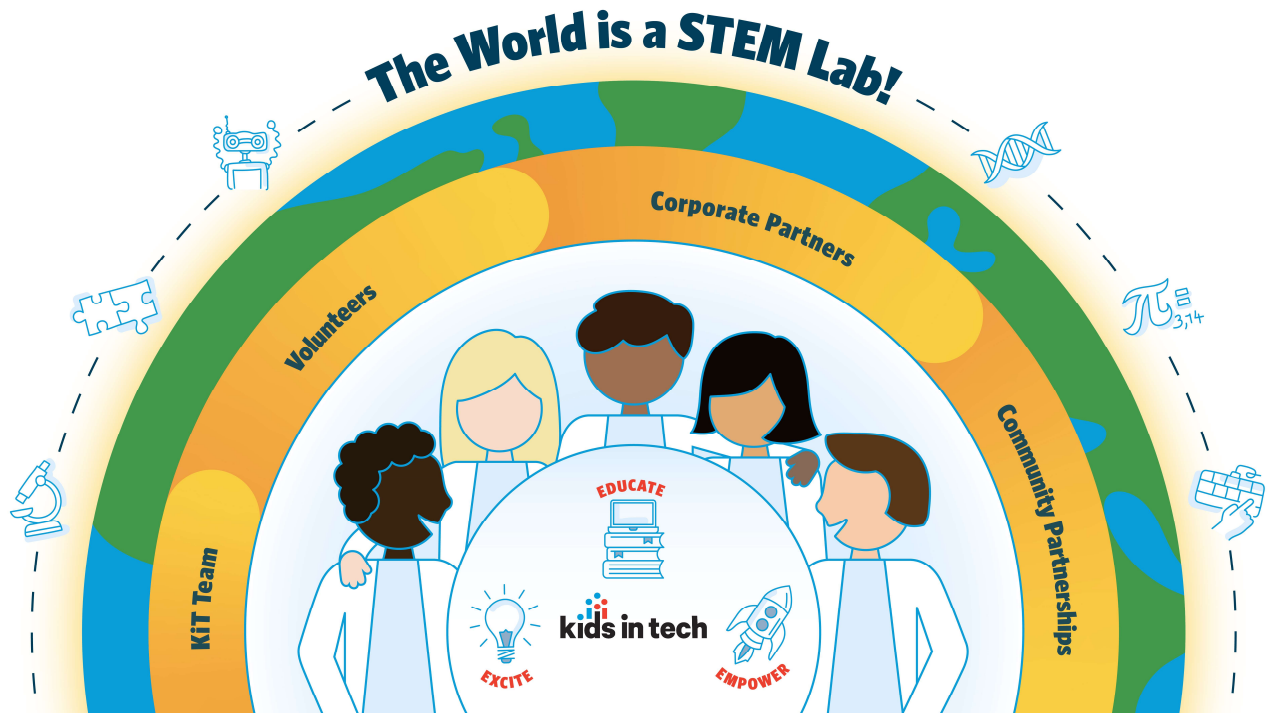
Investment Opportunity

Kids in Tech, Inc. seeks an investment of \$987,500 over two years to provide competitive salaries and benefits to 4 new FTEs: a Development Director and Communications Manager to build fundraising capacity; a Program Director to add 2 schools in Lowell, 2 in Boston, expand into Worcester, and further develop and standardize instructor training program; a Data Evaluation Manager to develop a data collection system to enable KiT to track and monitor student outcomes.

Ways to Invest

- Be a Career Day speaker
- Host a field trip or job shadow day
- Volunteer at an Afterschool Tech Club
- Volunteer at a KiT's Stem Week Event
- Apply to join the KiT Board of Directors
- Sponsor a Tech Club with gifts of cash, crypto, stock/securities, bequests.

Kids in Tech Model



Excite Kids about Learning

By 6th grade, kids in low-income households have spent 6,000 fewer hours in afterschool and summer learning than their peers in middle-income households. KiT's After School Tech Clubs help bridge this gap.

Tech Clubs (TC's) are exam- and grade-free. Students learn for the fun of learning; not to test. Classes range from 9 to 20 students and take place in students' elementary and middle schools or local community centers.

The twice-weekly, hour-long sessions in each 10-week TC focus on fun, relatable, project-based, hands-on learning activities that develop students' critical thinking, problem-solving skills, and creativity. TC's student to instructor ratio of 15 to 2, plus an additional 1 to 2 volunteers, to support students' learning.

Students learn best when instructors are excited and relatable. KiT follows a near peer model, recruiting and paying high school and college students from the community, who are close in age and demographics to the students.

KiT trains instructors on the curriculum, classroom management, and presentation skills, and provides ongoing coaching. Instructors gain STEM teaching experience, while developing self-confidence, leadership skills, and potential career paths. KiT plans to further develop and standardize its instructor training program in the next two years to optimize the students' learning and instructors' effectiveness.



Educate and Empower for the Future

The world is a STEM lab! Students discover how STEM is part of everyday life. They determine what interests them, which helps shape their future choices. What makes KiT's Tech Clubs unique is the wide range of topics KiT's curriculum covers. Students study a variety of STEM topics such as coding, how to use Google Forms to design a survey, AI and machine learning, biomedical engineering, filmmaking, robotics, digital citizenship, wearable tech, and graphic design. The kids are asked for input into what their interests are so they get a say in what they want to learn.

KiT participates in Massachusetts' STEM Week, where students, educators, and corporate sponsors from across the state engage in hands-on activities to design innovative solutions for common challenges. Field trips to STEM companies and Career Day speakers expose kids to what a future in technology could be.

KiT celebrates students' accomplishments at their annual showcase event in May where students proudly present their projects to their peers, parents, and school staff.

"I did Kids in Tech at my school and it was good. My teachers were nice and friendly....we made a tool to take out the fat from arteries -- that was cool!"

— Toni, 10, KiT Tech Club Student

Leadership & Governance

Founder, President & CEO, Olu Ibrahim, has an M.Ed., and experience in K-12 and postsecondary education, technology and innovation, workforce development, public policy, and business management. Inspired by the impact her tutoring of students in Lowell had on their learning and grades, Olu approached schools and organizations to offer a formal program, and KiT was born. KiT's four Board members live in the communities KiT serves and bring a wealth of financial and communications skills to the organization.

Financial Sustainability

KiT has intentionally developed a diverse funding stream to support its sustainability. KiT's funding sources include individuals, government, private foundations, and corporate partnerships. KiT is grateful to its funders and partners and seeks to expand its funding sources to continue to grow KiT's impact in the state of Massachusetts and, eventually, beyond.

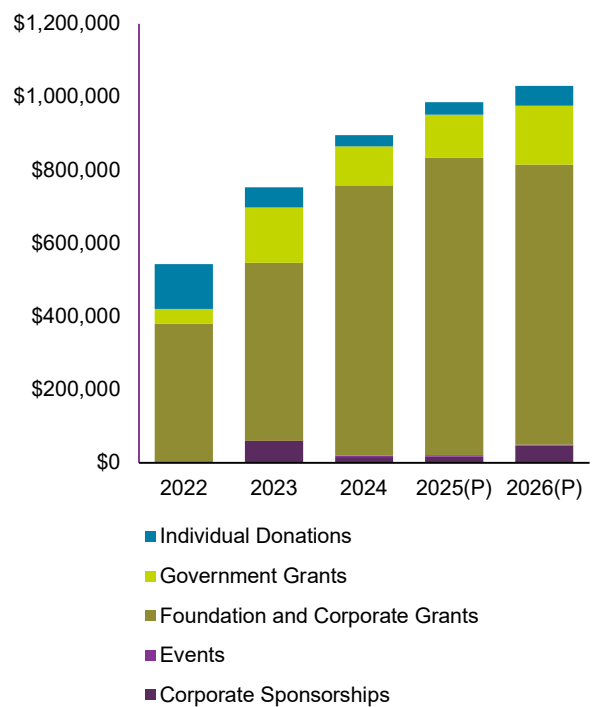
KEY INVESTORS

- Collegium Pharmaceuticals Inc.
- Commonwealth of Massachusetts
- Life Science Cares Boston
- Patrick J. McGovern Foundation
- Wellington Management Foundation

KEY SUPPORTERS

- Boston Public Schools
- Coalition for a Better Acre
- Epiphany School
- Individual Donors
- Lowell Public Schools

Revenue by Source





Success Story

Naomi's story as told by Olu Ibrahim

KiT's After School Tech Clubs encourage kids who may not have seen technology as a path for them to investigate and learn about the amazing opportunities technology offers while also having fun.

I first met Naomi at a KiT After School Tech Club when she was 10 years old. "I didn't think I was going to like Tech Club at first," she shared, "but it is really fun and interesting. I like that we get to build things, tear them apart, and build again. We also get to go on field trips and see real tech people at their jobs. I get to learn things that I do not learn in school."

I recently saw Naomi at Coalition for a Better Acre when she was picking up her little sister, who is now participating in a KiT Tech Club. Naomi is now attending Middlesex Community College and interning in local organizations to build skills as she pursues her goal of being a STEM educator focused on kids ages 1-5. She expressed her gratitude to KiT for inspiring her to pursue this career!

Program Performance and Organizational Health

Below is a summary of the key measures KiT tracks to demonstrate progress, create internal accountability, capture volume of services delivered, and lessons learned to adjust strategy as needed.

	FY 2024	FY 2025(P)	FY 2026(P)
Program Performance			
# of Tech Club sites/students served: Increase the # of Tech Clubs in Boston and Lowell	8/170	10/270	12/370
# of volunteers/hours served: Engage additional volunteers to serve existing and new Tech Clubs	75/400	85/450	90/475
Expand Tech Clubs to Worcester	Outreach	Planning	1-2
Add online STEM programs, (contingent on funding)		Research	Planning
Organizational Health/Capacity-Building			
Build Capacity: Hire a Development Director, Communications Manager, Data Evaluation Manager, and Program Director	4 FTEs	7	8
Number of corporate partnerships	27	29	32
Total Revenue	\$895,400	\$984,940	\$1,030,113

Social Impact

KiT envisions a future where every child is equipped with the skills necessary to pursue 21st century opportunities, where children courageously and joyfully explore STEM fields to become creators and builders of technological innovations and of their own futures. To measure the impact of its programs on students, KiT currently administers 3 widely used student self-reporting survey tools that measure program quality and student outcomes: Two PEAR's STEM Tools: Common Instrument Suite and Dimensions of Success, and the SAYO-Y: Survey of Academic and Youth Outcomes-Youth Survey. Below is the summary of the social impact that KiT aspires to have on Tech Club students in the next two years.

Indicator	Current Numbers	2026(P)
Increased understanding of the role of STEM in everyday life	91%	91%
Increased knowledge, interest, and skills in STEM fields following participation with focus on ESOL students	71%	80%
Improved technology skills	79%	85%
Improved classroom teamwork skill	71%	75%
Positive engagement with instructors	N/A	80%
Families engaged in STEM learning activities, pending funding for new programming	N/A	15