

# Julie's Family Learning Program



**FOUNDED:** 1974  
**CURRENT ANNUAL BUDGET:** \$1.2M  
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## Investment Opportunity

Julie's Family Learning Program is at a critical growth point and seeks an investment of \$3.3M over the next two years to increase program and organizational capacity. With this investment, Julie's will reach 200 more families over two years, increase efforts to help obtain housing for families, and improve long-term participant tracking methods. Julie's also will invest in additional staff to improve operations and strengthen the fundraising team to increase individual and corporate donations.

According to the Centers for Disease Control and Prevention, childhood experiences such as domestic violence, homelessness, and abuse have a significant negative impact on an individual's lifelong health and economic opportunity. Those traumas and multigenerational poverty lead to toxic stress, which decreases the ability of an individual to thrive in life.

Julie's Family Learning Program (Julie's) works with mothers and children to stabilize their families through housing assistance, education, parenting support, childcare, and assistance in navigating state agencies.

Julie's serves 200 families annually, reaching the most vulnerable populations. The majority of program participants face overwhelming challenges that make their parenting journey more difficult:

- 51% are homeless
- 30% have an open case with the Department of Children & Families (DCF)
- 50% struggle with addiction

Julie's provides a safe haven for mothers and their children where they receive support, academically and developmentally, to attain their educational and life goals. Each family receives an average of 800 hours of service over six years with Julie's staff.

## Two-Year Goals

- Reach 200 more families, providing access to the food pantry, educational programs, substance abuse referrals, court advocacy support, and life skills development and coaching
- Open a new childcare room to reach 68 children
- Diversify revenue streams by increasing donations from corporations and individual donors by 30%

## Ways to Invest

### FINANCIAL

- \$100,000 over two years funds a second infant care room
- \$10,000 sponsors annual tuition for a child enrolled in the licensed childcare facility or Montessori preschool
- \$2,500 covers 10 sessions of Family Literacy Classes for both mothers and children

### IN-KIND

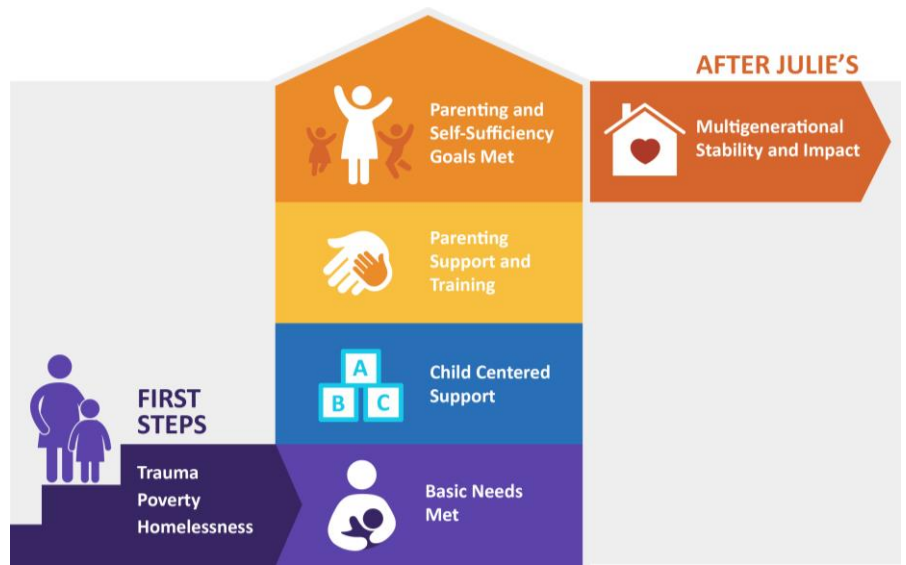
- Tutor adults and children in English, math, science, and history
- Lead workshops on financial management, health and wellness, computers and technology
- Assist in planning annual fundraising events

## Leadership & Governance

Executive Director Robert Monahan has been affiliated with Julie's in different capacities since its founding. He assumed an executive director role in 2013 and has been instrumental in securing Julie's current South Boston location where all the programs are now housed. Prior to Julie's, Bob worked for the Boys and Girls Club of Boston and is on the board of South Boston Neighborhood Development Corporation. Julie's is governed by a 15-member Board of Directors:

- Ellen Segal, Chair of the Board
- Sharon Asiaf
- Linda Bessom
- Laretta Brennan
- Eleanor Clancy
- Christine Fennelly
- Theresa Finn-Dever
- Barbara Gutierrez
- Matthew A. Karlyn
- Kristen Lambert
- Jean Stanford
- Karen Whiteknact
- Pamela Williams
- Lynda Schweitzer Wood
- Michelle Wu

## JULIE'S MODEL



## MULTILAYERED MODEL WITH STRATEGIC INTERVENTIONS

Julie's target population is female-headed households that have experienced trauma, live in poverty, and are determined to make a change in their lives. Given these challenges, the children in Julie's program have a higher risk of negative future outcomes, including incomplete education, incarceration, and addiction. Julie's provides powerful intervention to both mothers and children by hosting them in one place where they can safely learn, get treatment, and set, achieve, and celebrate their goals.

Through a wide range of programming, Julie's provides strategic support to help mothers and children for generations to come. Julie's unique model includes:

- **Basic Needs:** Julie's provides food, diapers, and clothing to mothers with the most urgent needs.
- **Adult Engagement:** Mothers commit 20 hours a week until their child is six years old. Julie's participants take classes to get their HiSET (GED) and improve life skills (financial management, writing, reading, and math).
- **Child Development:** Infants, toddlers, and preschoolers are brought into a supportive and nurturing environment where they are guided to meet educational and developmental milestones. Julie's uses the Montessori preschool model to incorporate the child's psychological, social, and physical development as part of their educational plan.
- **Advocacy:** With over 30% of mothers with open DCF cases, Julie's provides critical support to ensure mothers and children are represented in welfare cases and court.
- **Emergency Management:** Sometimes a missed bill is all it takes to send a family on a negative trajectory. Part of Julie's effective model is to ensure that mothers are well equipped to address any unexpected emergencies and to provide support as needed.

“

**At Julie's, I learned coping skills, effective parenting, budgeting, advocacy, and a calling to give back.**

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**ARLENE**

**Julie's Graduate and Employee**





**Julie’s helped me get my high school diploma and taught me ways to grow stronger as a mother. I went on to earn a degree in early childhood education.**

**DIANE**  
Julie’s Graduate



## LONG-TERM MULTIGENERATIONAL IMPACT

Julie’s programming has a long-term impact on society at large. With intensive support and intervention, mothers and children leave Julie’s with the resources they did not have before they entered the program. For mothers this means higher education, job training, and greater earning capacity. For the child it means access to high quality childcare and positive childhood experiences. The impact is measureable and the mothers who commit to Julie’s have positive educational and parenting outcomes:

- 1,500 women have transitioned to secondary education, job training, or employment as a result of participation in Julie’s programs
- 100% of children graduate from the Montessori preschool to 1<sup>st</sup> grade with consistently high levels of motivation, ability, and academic preparation

According to the Center on the Developing Child at Harvard University, three of the most rigorous long-term studies found a range of returns between **\$4 and \$9 for every \$1** invested in early learning programs for low-income children. Program participants followed into adulthood benefited from increased earnings while the public saw returns in the form of reduced special education, welfare, and crime costs, and increased tax revenues from program participants later in life. Ultimately, all of society benefits from investments in early childhood programs.

## FINANCIAL SUSTAINABILITY

Julie’s is poised to grow strategically through new partnerships and additional fundraising efforts. The organization will further ensure sustainability by engaging new individual, foundation, and corporate supporters. With a strong executive team and an engaged Board of Directors, Julie’s is well-poised for steady expansion.

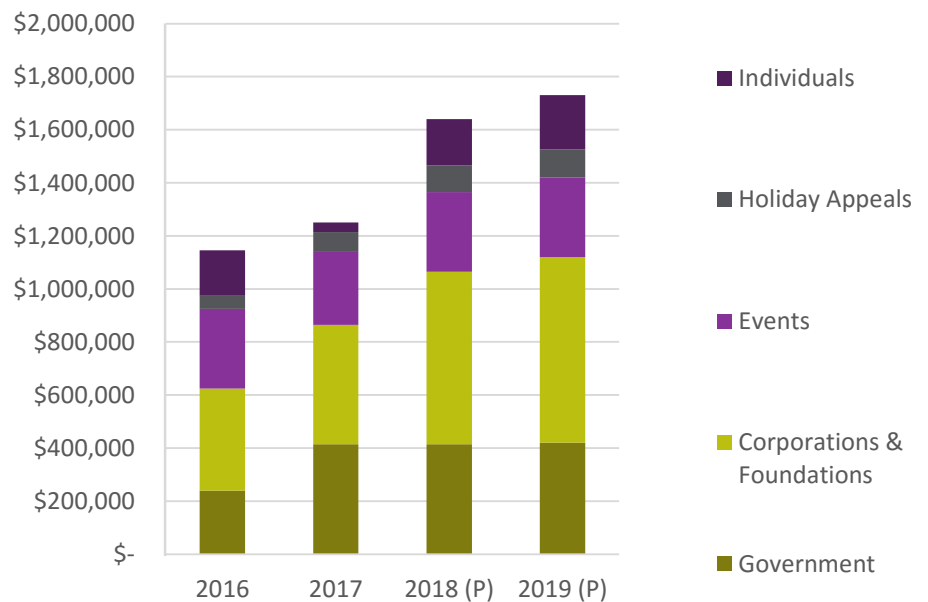
### Key Investors

- MA DEPARTMENT OF ELEMENTARY AND SECONDARY EDUCATION
- MA DEPARTMENT OF CHILDREN AND FAMILIES
- THE JANEY FUND
- THE LINDEN FOUNDATION
- THE YAWKEY FOUNDATION

### Partners

- BEACON AND BAY COVE EARLY INTERVENTION
- FULL FRAME INITIATIVE
- HOME FOR LITTLE WANDERERS
- NOTRE DAME EDUCATION CENTER

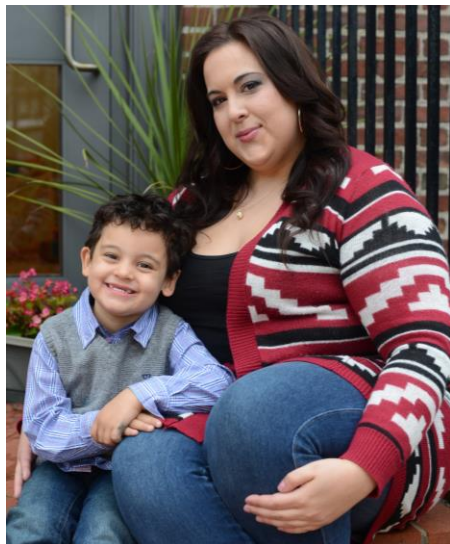
### Revenue by Source



### Success Story: Diana

Diana came to Julie’s Family Learning Program after the birth of her son, David. She was shuffled between living with her grandmother and multiple foster homes. After coming to Julie’s while homeless, she completed all the parts of the HiSET (GED) test and achieved her high school diploma, while David was enrolled in Julie’s infant program.

With support from Julie’s during her transition out of the program, Diana secured public housing. She also received assistance with resume writing and job searches, which helped Diana find full-time employment with benefits. Finally, by testing above grade level, her 6-year-old son David has a head start as he enters 1<sup>st</sup> grade. Diana’s determination combined with Julie’s multilayered interventions has changed the trajectory of their lives.



## PROGRAM PERFORMANCE AND ORGANIZATIONAL HEALTH

Below is a summary of the key measures that Julie’s will track over the next two and a half years to demonstrate progress, ensure fiscal and strategic organizational growth, and address challenges. Note: Fiscal year is July 1 to June 30.

	FY 2017	FY 2018 (P)	FY 2019 (P)
<b>PROGRAM PERFORMANCE</b>			
Number of children reached through comprehensive wraparound services	37	56	68
Number of families reached	200	300	400
Adults who show improvement in life skills (sobriety, parenting, and budgeting) according to pre- and post-testing	80%	85%	90%
Program participants who secure stable housing	30%	40%	50%
Women who receive HiSET (GEDs)	50%	60%	70%
<b>ORGANIZATIONAL HEALTH/CAPACITY-BUILDING</b>			
Additional staff needed to improve operations and increase fundraising efforts	Recruit	2	4
Increased number of community partners	4	6	8
Total revenue	\$1.25M	\$1.64M	\$1.73M

## SOCIAL IMPACT

Julie’s is working to improve the lives of women and children who have been negatively impacted by multigenerational poverty and trauma. Below are the indicators that Julie’s will continue to track to ensure that determined mothers have the opportunity to grow, learn, and achieve their educational goals along with their children. With increased staff capacity and fundraising efforts, Julie’s will track the following indicators:

INDICATOR	2017
Montessori graduates who enter 1 <sup>st</sup> grade testing above grade level	100%
Adults who show improvement in literacy and writing	80%
Percentage of Julie’s mothers who pursue a college education	To be tracked
Percentage of Julie’s children who attend college	To be tracked