

From: [Sherwood, Nina](#)
To: [Rosenson, Valerie](#)
Subject: Fw: Email 1 of 5: Glenbrook Community Center
Date: Monday, August 22, 2022 4:55:17 PM

Dear Valerie,

Please share the following 5 emails with the Legislative and Rules Committee and add all of them and their attachments to the public legislative history for item number LR31.024.

Please also redact personal contact information contained below.

Thank you,

Nina Sherwood

From: Sherwood, Nina
Sent: Wednesday, August 10, 2022 10:41 PM
To: Simmons, Caroline; Pankosky, Valerie
Subject: Email 1 of 5: Glenbrook Community Center

Dear Mayor Simmons,

Thank you for chatting with me today about the Glenbrook Community Center. As discussed, I am forwarding you all of the information I have from two prospective buyers. **This email is one of five.** I have two emails from Michael Thomas and two emails from Jamie D'Agostino.

I have spoken with both of them by phone and find each of them to serious about purchasing the property. They have agreed to allow me to share the information they sent to me with you, along with their contact information. They also know that they would not be able to purchase the property without going through a public bid process. Please feel free to contact them.

Rev. Michael and Jamie both expressed a sincere passion about maintaining and restoring the historic nature of the building and its function as a community center. They are both familiar with the building and its current condition as they were involved with the center when it was being ran by Jerry Pia.

It is clear to me from my discussions with them that they would be open minded to discussing how their business plan could better serve the neighborhood.

The following is their contact information:

Rev. Michael Thomas

[REDACTED]
[REDACTED]

Jamie D'Agostino

[REDACTED]
[REDACTED]

Rev. Michael Thomas sent one email with an executive summary of his business plan (email 2 of 5) and one email with the full business plan (email 3 of 5).

Jamie D'Agostino provided an email he sent to the Board of Reps office for the public hearing last month which has a business plan attached (email 4 of 5) and an email with communications between him and the board office (email 5 of 5.)

I really appreciate you looking into this and hope that we can work together towards the best thing for Stamford.

Sincerely Yours,

Nina Sherwood

From: [Sherwood, Nina](#)
To: [Rosenson, Valerie](#)
Subject: Fw: Email 2 of 5: Glenbrook Community Center
Date: Monday, August 22, 2022 4:55:43 PM
Attachments: [Executive Summary CommunityResourceCenter.pdf](#)

From: Sherwood, Nina
Sent: Wednesday, August 10, 2022 10:43 PM
To: Simmons, Caroline; Pankosky, Valerie
Subject: Email 2 of 5: Glenbrook Community Center

From: Michael Thomas <leadpastor@theactschurch.co>
Sent: Tuesday, August 2, 2022 12:33 PM
To: Sherwood, Nina
Cc: Michael Thomas; Teena Thomas
Subject: THE ACTS COMMUNITY RESOURCE CENTER EXECUTIVE SUMMARY - GCC

Good afternoon,

Please see attached requested ESR pertaining to the GCC. My wife and I are available to discuss at your convenience. Thank you so much for this opportunity!

Mike & Teena Thomas



EXECUTIVE SUMMARY

The Acts Community Resource Center, Inc.

The *Acts Community Resource Center* will be incorporated with the state of CT. which currently occupies 98 Richmond Hill Ave Stamford, CT will use the space at 35 Crescent Street for the use of the Acts Community Resource Center. *Acts Community Resource Center* is incorporated in the state of Connecticut and will be a 501(c) 3 (pending) non-profit.

Vision

A community where youth, individuals, and families are safe, stable, and thriving.

Mission

To develop and implement programs that empower and improve the quality of life for youth, individuals and families, the disenfranchised and people of color through, health, recreation, economic empowerment, and education.

Services

The Acts Community Resource Center will provide the following services:

SERVICE TYPE	SERVICES	SERVICE PROVIDER
Education	<ul style="list-style-type: none">• Day Care• After-School Program• English as a 2nd Language	Acts Community Services, Inc.
Counseling	<ul style="list-style-type: none">• Parenting• Conflict Resolution• Mental Health• Marriage• Anger Management	Acts Community Services, Inc. and Partners
Recovery (Substance Use)	<ul style="list-style-type: none">• Group Counseling• Individual Counseling	Acts Community Services, Inc.
Health	<ul style="list-style-type: none">• Gymnastics• Basketball• Swimming (Future Plan)• Recreation Programs• Diet and Nutrition	Acts Community Services, Inc.
Economical	<ul style="list-style-type: none">• Small Business Owner• Financial Management• 1st Time Home Ownership	Acts Community Services, Inc.

Partners

Partners will link with Acts Community Development Corporation to provide the key services at the resource center. Partners will sign a linkage agreement with the *Acts Community Development Corporation*. They will be offered shared office space in our center and placed on our program calendar to avoid conflict in office usage. No partner will have dedicated office space as most will provide no more than 8-16 hours of service per week.

The Need

The surrounding community does not have a community resources center for a 3-mile radius. The nearest center that offers the services we propose is located Downtown Stamford. Access to services at these centers provide a challenge. Membership to our center will be on a sliding scale fee so that a wider array of individuals can benefit from the services we provide.

Funding

We will seek “start-up cost” grants from City, County, and State agencies. We will also seek program funding from government agencies, banks, philanthropists corporate and individual donors. The goal will be to finance the first 2 years of the program with a minimum of \$1 million loan from TD Bank, Bank of America or another institution that provides start-up funds.

Competition

We will compete directly with other community centers located in the Downtown Stamford area. Our product is unique/superior because we will implement Mental Health, Sobriety and English as a Second Language services. We do not anticipate new providers with our unique message or services to enter this market in the near future.

Risk/Opportunity

There are no risks associated with the start of this community center. We have key stake holders who will mentor and guide our strategic plan. We have the opportunities to provide services in an area that does not have any services similar to what we propose.

Initial Staff

- Chief Executive Director - Rev. Michael Thomas/Rev. Teena Thomas
- Executive Assistant
- 5 Department Heads
- 5 Program Assistants for each department

From: [Sherwood, Nina](#)
To: [Rosenson, Valerie](#)
Subject: Fw: Email 3 of 5: Glenbrook Community Center
Date: Monday, August 22, 2022 4:56:07 PM
Attachments: [Business Plan 2022 Min Thomas FINAL copy.pdf](#)

From: Sherwood, Nina
Sent: Wednesday, August 10, 2022 10:44 PM
To: Simmons, Caroline; Pankosky, Valerie
Subject: Email 3 of 5: Glenbrook Community Center

From: Michael Thomas [REDACTED]
Sent: Monday, August 8, 2022 4:19 PM
To: Sherwood, Nina
Cc: Acts Church Of stamford
Subject: Acts Community Resource Center - Business Plan

Good afternoon Nina,

Please see attached Business plan for review. Let me know if there's anything that you have a question on.

Thanks so much,
Rev. Mike & Teena Thomas

Sent from my iPad

BUSINESS PLAN

The Acts Community Resource Center, Inc.

AUGUST 2022



Table of Contents

1. Table of Contents
2. Executive Summary
3. Business Description & Vision
4. Definition of the Market
5. Description of Products and Services
6. Organization & Management
7. Marketing and Sales Strategy

Executive Summary

The Acts Community Resource Center, Inc. (ACRC) mission is to provide health and wellness, spiritual, emotional and social services to its members in the Stamford community. Founded in 2022, ACRC will provide services in Glenbrook and to the neighboring communities. It is our mission to provide practical solutions to some of the most challenging problems confronting communities today. ACRC strives to reach and uplift all people in need.

Purpose of the project

- The aim of our project is to renovate the Glenbrook Community Center.
- Create an environment for a wider range of community activities and users
- Creating a flexible space suitable for a wide variety of community uses and worship
- Maximizing available space
- 25 units of affordable housing – studio, 1 bedrooms and 2 bedrooms (upon approval)
- Generate revenue for the City of Stamford
- Keep within the existing zoning regulations
- Preserve the historic stone and stucco facade

Business Description & Vision

The Acts Community Resource Center will be a provider of life transformation, social, educational and economic services to individuals and families.

The Acts Community Resource Center will be incorporated with the state of CT. which currently occupies 98 Richmond Hill Ave Stamford, CT will use the space at 35 Crescent Street for the use of the Acts Community Resource Center. *Acts Community Resource Center* is incorporated in the state of Connecticut and will be a 501(c) 3 (pending) non-profit.

Vision

A community where youth, individuals, and families are safe, stable, and thriving.

Mission

To develop and implement programs that empower and improve the quality of life for youth, individuals, families, and the disenfranchised through, health, recreation, economic empowerment, and education.

The Acts Community Resource Center is intended to overcome the dual barriers of **Access and Process** that hinder the ability of those living in the community to effectively utilize a wide range of recreational, health, social services. The Acts Community Resource Center will address the **Access** issue by offering services to all regardless of ability to pay using a sliding scale fee and

payment plans. The **Process** issue will be addressed through a single point of contact through our Program Assistants who will work with our members to develop a holistic care plan across a range of services, many of which will be provided on-site either by Acts Community Resource Center staff or service partners. If successful in this regard, The Acts Community Resource Center intends to open additional community resource centers in other underserved communities in CT.

Partners

Partners will link with Acts Community Development Corporation to provide the key services at the resource center. Partners will sign a linkage agreement with the Acts Community Development Corporation. They will be offered shared office space in our center and placed on our program calendar to avoid conflict in office usage. No partner will have dedicated office space as most will provide no more than 8-16 hours of service per week.

Services

The Acts Community Resource Center will provide the following services:

SERVICE TYPE	SERVICES	SERVICE PROVIDER
Education	<ul style="list-style-type: none"> • Day Care • After-School Program • College Prep • English as a 2nd Language 	Acts Community Services, Inc.
Counseling	<ul style="list-style-type: none"> • Parenting • Conflict Resolution • Mental Health • Marriage • Anger Management 	Acts Community Services, Inc. and Partners
Recovery (Sobriety & Substance Use)	<ul style="list-style-type: none"> • Group Counseling • Individual Counseling 	Acts Community Services, Inc.
Health and Wellness	<ul style="list-style-type: none"> • Gymnastics • Basketball • Swimming (Future Plan) • Recreation Programs • Diet and Nutrition 	Acts Community Services, Inc.
Economical Empowerment	<ul style="list-style-type: none"> • Small Business Owner • Financial Management • 1st Time Home Ownership 	Acts Community Services, Inc.

Our Goal is

- To provide community services that are in need and not being offered in the nearby area
- To partner with the great leaders of the city so that we can affect the lives of our young people, adults and families
- Provide strong leaders for the future.

- To provide a haven for those who are lost and hurting.
- To host major conferences and events that will impact Stamford and the world.
- To reach and enrich the lives of thousands of children and youth.
- To reach and enrich the lives of thousands of adults.

Identification for the Need for Improvements

- The existing structure is old and in need of repair.

Description of Site

The proposed site is at 35 Crescent Street Stamford CT 06906.

Timeline of the Building Renovation Project

We anticipate the completion of this renovation to be approximately 1 year.

Management and Appraisal of Project

The Developer is to be determined. Co-Developer is Rev. Michal Thomas.

The Renovation Project

- Propose the total renovation for the building which will be paid for by HUD federal funding as well as donor and corporations.
- The anticipated budget for this renovation project would be \$10 million depending on loan approval.
- Renovations to include:
 - Develop 25 units of affordable housing – studios, 1 bedrooms and 2 bedrooms (upon approval)
 - Rehabilitation of the building
 - New commercial kitchen
 - Security System with HD Cameras and Sensors

Business Goals and Objectives

The following goals provide the overarching direction for how Acts Community Resource Center, Inc. will proceed in order to achieve its vision. These goals and objectives were derived from interviews with leaders in our community as well as from information gathered from the members and leaders at our center. **The objectives are reflected in present tenses to reflect there outcome once they are attained.**

Goal 1:

Engage within and reach out into our community: We will become a vital voice in the larger communities beyond our center by increasing our outreach, service, and social action efforts.

Objective A. Certain Acts Community Resource Center, Inc. programs are consciously designed to address local community needs and to encourage involvement by members of the local community.

Objective B. Acts Community Resource Center, Inc. continually strives to expand or add outreach programs such as the Youth Services, Life Skills, and Education and Mentoring.

Objective C. Children are involved in Social Action initiatives, such as community dinner and thrift store.

Objective D. Acts Community Resource Center, Inc. is certified as a Green Community Center by 2027 and conduct future appropriate green activities to maintain certification.

Objective E. Acts Community Resource Center, Inc. events and member perspectives are included in media regularly.

Objective F. Collaborative programming is increasing between our center and other local organizations and initiatives.

Objective G. Develop a Social Justice Committee to lead and highlight social action issues and opportunities at annually.

Objective H. The Social Justice Committee reports social action activities and successes to the center using a variety of communication methods.

Goal 2.

Provide good stewardship of our property: We will restore and maintain our buildings and grounds to a condition that will best facilitate the center and goals of the members.

Objective A. Our buildings and grounds are maintained routinely in sound and attractive condition so that they adequately serve the needs of Acts Community Resource Center, Inc. programs.

Objective B. Our buildings and grounds comply with fire, safety, ADA and other regulatory requirements.

Objective E. Our income properties are operated responsibly as a good landlord while maximizing income to Acts Community Resource Center, Inc.

Objective G. Suitable space is available for all of the center's programs and activities.

Goal 3.

Measure our progress: We will commit resources to establish and regularly use feedback mechanisms and tracking tools to measure our overall progress toward achieving our objectives, goals, and vision.

Objective A. All new members are surveyed to assess the effectiveness and their satisfaction with their orientation to The Acts Community Resource Center, Inc. membership.

Objective B. A meaningful sample of visitors are surveyed to get their first impression of The Acts Community Resource Center, Inc. The Acts Community Resource Center, Inc. from various perspectives: congregation, sanctuary, church service, fellowship, etc.

Objective C. All members are surveyed annually to determine levels of satisfaction with various aspects of the center, including their own areas of particular interest and any volunteer roles they may have contributed.

Objective D. A meaningful sample of visitors to The Acts Community Resource Center, Inc. events are polled to find out about their experience (e.g., feeling welcome, facilities, etc.)

Objective E. Important membership statistics are regularly measured and tracked, such as growth, attrition, attendance, participation, interests, volunteer service and canvass data.

Objective F. Additional feedback mechanisms and tracking measures are established and utilized as needed to properly measure progress towards objectives, goals and our vision.

Note: These goals are numbered for reference purposes, not to indicate order or priority. These goals work synergistically toward our vision.

Objectives provide the steppingstones to achieve our goals and ultimately our vision. For each of the strategic goals, a number of objectives are identified. Most of our objectives represent ongoing initiatives, rather than one-time events. Many of the initiatives are familiar and already in progress to some extent.

Process

At the beginning of each calendar year, the Community Center's Board works with the committees, staff and the community leaders to determine which objectives should be adopted for the coming year and who has primary responsibility for each objective. As noted above, most of the objectives represent ongoing initiatives, some objectives will be newly adopted each year, while others will be already in progress. In either case, it is important for the assigned lead(s) to identify the approach to be taken in the coming year, as well as key milestones, so that progress can be measured and communicated. A template will be developed to capture this information; the responsible lead will complete this form for submission to the Board by the specified Board meeting.

Accountability

To assure timely implementation and review of this plan, The Acts Community Resource Center, Inc. Board will:

1. Accept primary responsibility for the plan's execution
 - Assign implementation of Strategic Plan objectives to appropriate committees
 - Receive reports on progress at monthly Board meetings
 - Report progress relative to the Strategic Plan to the congregation at least quarterly.The Board may designate a person or team to oversee execution of the Strategic Plan, including progress tracking.
2. Regularly update the Strategic Plan
 - Review the Strategic Plan at the Board Retreat in odd-numbered years.
 - Actively solicit comments and suggestions from the congregation in advance of these biennial reviews

Definition of the Market

Description of Industry and outlook

Slowing participation numbers and donations, increased skepticism among younger generations will likely occur in the next several years. Despite lower attendance, revenue will experience slow growth as higher disposable incomes allow individuals to make more donations.

Revenue for the social service industry primarily comes from the government followed by charitable donations by patrons. The amount of donations the organization will receive mainly depends on the centers attendance and personal disposable income level. Improving employment and economic growth are the primary drivers for disposable income, while attendance is influenced by demographic factors such as age, religious affiliation and education.

Critical Needs of Market

The critical needs of the market translates to the critical needs of the community which we serve. The surrounding community does not have a community resources center for a 3-mile radius. The nearest center that offers the services we propose is located Downtown Stamford. Access to services at these centers provide a challenge. Membership to our center will be on a sliding scale fee so that a wider array of individuals can benefit from the services we provide.

The following needs have been identified to be in short supply in the Stamford community and its neighboring cities:

- Teach life skills courses in anger-management, depression, self-esteem, attitude, character and habit, parenting, finance, courtship and marriage.
- Marriage counseling providing education, support and resources
- Mental Health counseling providing education, support and resources
- Alcoholics Anonymous weekly group to support sobriety
- Narcotics Anonymous weekly group to support a substance abuse free life
- Affordable housing: Studio, 1bdm
- Affordable After-school program
- Affordable Daycare and Kindergarten
- Affordable Basketball clinic, Gymnastics and Aquatics
- Employment Assistance
- Wealth/Financial Management Course
- Home Buyers Education Course

Funding

We will seek “start-up cost” grants from HUD-Federal housing agency. We will also seek program funding from banks, philanthropists corporate and individual donors also. The goal will be to finance the first 2 years of the program services with a minimum of \$1 million loan from TD Bank, Bank of America or another institution that provides start-up funds.

Competition

We will compete directly with other community centers located in the Downtown Stamford area. Our product is unique/superior because we will implement Mental Health, Sobriety and English as a Second Language services. We do not anticipate new providers with our unique message or services to enter this market in the near future.

Risk/Opportunity

There are no risks associated with the start of this community center. We have key stake holders who will mentor and guide our strategic plan. We have the opportunity to provide services in an area that does not have any services similar to what we propose.

Initial Staff

- Co - Chief Executive Director - Rev. Michael Thomas/Rev. Teena Thomas
- Executive Assistant
- 5 Program Directors
- 1 Program Assistants

Target Market

There are 122,643 individuals in the Stamford CT area who would benefit from the services we offer. The Acts Community Resource Center primary target area includes: Greenfield.

General Profile of Targeted Clients

Stamford (/ˈstæmfərd/) is a city in Fairfield County, Connecticut, United States. According to the 2010 census, the population of the city is 122,643. As of 2017, according to the Census Bureau, the population of Stamford had risen to 131,000, making it the third-largest city in the state (behind Bridgeport and New Haven) and the seventh-largest city in New England. Approximately 30 miles (50 kilometers) from Manhattan, Stamford is in the Bridgeport-Stamford-Norwalk Metro area which is a part of the Greater New York metropolitan area.

Stamford is home to four Fortune 500 Companies,^[4] nine Fortune 1000 Companies, and 13 Courant 100 Companies, as well as numerous divisions of large corporations. This gives Stamford the largest financial district in the New York metropolitan region outside New York City itself and one of the largest concentrations of corporations in the United States.

Neighborhoods

Stamford is composed of approximately 45 distinct neighborhoods, including 2 historic districts.^[14]

ZIP Codes

The commonly known neighborhoods throughout Stamford (with ZIP Codes that roughly cover the same areas) are as follow:

- 06901 - Downtown
- 06902 - Cove, Dolphin Cove, East Side, Harbor Point, Roxbury, Shippan, Shippan Point, South End, Waterside, West Side, and Westover
- 06903 - North Stamford, Long Ridge, High Ridge, and Scofieldtown
- 06905 - Belltown, Bulls Head, Hubbard Heights, Mid-Ridges, Newfield, Revonah Woods, Ridgeway, and Turn of River
- 06906 - Glenbrook
- 06907 - Springdale

Demographics

The population density is 3,101.9 people per square mile (1,197.5/km²).

Age and Gender

The proportion of the population under the age of 18 was 21.6%, age 18 to 24 was 7.8%, age 25 to 44 was 32.5%, age 45 to 64 was 25.0%, and 65 years of age or older was 13.1%. The median age of 37.1 is slightly lower than the U.S. median age of 37.2. Composition of the population based on sex is 50.7 females to 49.3 males. (Source: 2000 U.S. Census)

Education

Stamford has one of the most highly educated populations in the U.S. Nine out of ten are high school graduates. Those possessing a bachelor's degree or higher is estimated at 43.6% of the population. Stamford is tied with Iowa City, Iowa for the U.S. metropolitan area with the highest percentage of the adult population holding a bachelor's degree or higher; 44 percent of adults hold a degree.

The branches of the University of Connecticut, University of Bridgeport and Sacred Heart University. The University of Connecticut's campus is located in a large modern building in downtown that opened in 1998 after extensive renovations to an abandoned former Bloomingdale's store that closed in 1990.^[34] The University of Bridgeport is located in the River Bend Executive Center, Fairfield County's premier communication and information high tech park, While Sacred Heart University is located at Landmark Square. In 2017, UCONN Stamford opened a 300 student dormitory hall around the corner from the Stamford Campus on Washington Blvd.^[35]

As no study has been conducted to assess the cost of education in Stamford, it is difficult to tell whether or not Stamford has a well-funded public education system. Although providing a public education is a state responsibility, Connecticut ranks near the bottom in state share of public education expenditures. Thus, the majority of education funding must come from local governments like that of Stamford. According to the State Department of Education, in the 2004-05 academic year, 42.7% of Stamford's public school students were economically disadvantaged, 34.8% did not have English as a home language and 11.6% were students with disabilities. Research has shown that these populations need additional resources to meet state academic standards. Owing to the state school finance system, the burden of these extra necessary costs of education falls primarily on Stamford's local government. The public school

system is an integrated district with racial balance requirements exceeding those of the state of Connecticut. State standards require that a school's racial makeup be within 25% of the community's racial makeup. Stamford's standard is a more strict 10%. Over the years, schools have become unbalanced.

Stamford has three public high schools: Westhill High School, Stamford High School, and the Academy of Information Technology and Engineering. The city also has several private schools, including Trinity Catholic High School, Villa Maria School, and Bi-Cultural Jewish Day School, King Low Heywood Thomas, and The Long Ridge School as well as two state charter schools: Trailblazers Academy Charter Middle School^[36] and Stamford Academy Charter High School,^[37] both operated by human services nonprofit Domus.^[38]

Ethnicity and race

2017 Census Statistics counted Stamford's population to be 131,000. A 2009 Census survey estimated 48,676 housing units to be in existence. Stamford's population characteristics are as follows (Source: U.S. Census Bureau, 2010 US Census):

- White - 53.3%
- Hispanic - 23.8%
- Black - 13.1%
- Asian - 7.8%
- Two or More Races - 1.4%
- All Other Races - 0.5%

More than one out of three residents (35%) are foreign born. A language other than English is spoken at home by 45% of the population. The main ancestries of the population (Source: 2013 American Community Survey Estimate) are: Italian (12.4%), Irish (5.9%), Polish (4.5%), English (2.9%), German (2.9%), and Russian (2.3%). The top ten countries of origin for the foreign-born population (Source: 2010 US Census Bureau) are:

- Dominican Republic - 8,144
- Guatemala - 7,707
- India - 5,133
- Haiti - 5,071
- Jamaica - 2,753
- Colombia - 2,679
- Peru - 2,560
- Mexico - 2,478
- Ecuador - 2,313
- China - 1,991
- Honduras - 1,279

Housing

There are 47,317 housing units at an average density of 1,253.6 per square mile (484.0/km²). There are 45,399 households out of which 28.7% had children under the age of 18 living with them, 48.5% were married couples living together, 11.5% had a female householder with no husband present, and 36.2% were non-families. 28.7% of all households were made up of individuals and 9.8% had someone living alone who was 65 years of age or older. The average household size was 2.54 and the average family size was 3.13.

Income

According to a 2007 estimate, the median income for a household in the city was \$72,315, and the median income for a family was \$88,205.^[17] Males had a median income of \$48,386 versus \$36,958 for females. The per capita income for the city was \$34,987. About 5.4% of families and 7.9% of the population were below the poverty line, including 8.7% of those under age 18 and 9.7% of those age 65 or over.

Description of Products and Services

COMMUNITY SERVICES

Acts Community Resource Center, Inc. community programs are “beyond the walls” of our local center. Our programs work with the wider community to meet the needs of the community.

Day Care

Serving children from 3-5 years of age from 8am-6pm.

After-School

Serving children 6-13 years of age from 3pm-6pm. Homework help and recreation.

College Prep

Serving children 14-18 years of age. Proving SAT classes, College essay and application assistance as well as volunteering and tutoring.

English as a Second Language

ESOL Classes: for non-native speakers to improve listening, speaking, reading, and writing. Adult Basic Education Classes: for students who already speak English but want to improve their reading and writing. English for Work Classes: for Intermediate and Advanced speakers looking for work or already employed and want a better job.

Health and Wellness

Physical fitness and health education classes for children and adults. An increased interest among Americans to improve their health and enhance quality of life by engaging in an active

lifestyle. These activities also have very few barriers to entry, which provides a variety of options that are relatively inexpensive to participate in and can be performed by most individuals. The most popular general fitness activities amongst the U.S. population include: Fitness Walking (111.1 million), Treadmill (53.7 million), Free Weights (51.3 million), Running/Jogging (49.5 million), and Stationary Cycling (36.7 million).

Gymnastics

Recreational Gymnastics classes will be segmented by age and skill level. We will offer regular gymnastics, cheer and tumbling, and advanced training. Our classes will be limited to eight (12) students per class to ensure plenty of individual attention.

Aquatics

In addition to our six lane lap pool, will also offer a separate recreation pool for family use. A certified lifeguard will be on duty at all times the pools are open. We will offer a variety of classes from child and adult swim lessons to aqua fitness. Special Needs Aquatic Play. Children with special needs and their families will be invited to play and socialize in an informed and fun filled environment.

Basketball

Our recreation court will be used primarily as a basketball clinic. The most heavily participated in sports in the United States were Basketball (24.2 million). This was followed by Golf (23.8 million), Tennis (17.8 million), Baseball (15.9 million), and Soccer (11.4 million). Basketball's success can be attributed to the limited amount of equipment needed to participate and the limited space requirements necessary, which make basketball the only traditional sport that can be played at the majority of American dwellings as a drive-way pickup game.

Voice

We will focus on **vocal technique** to increase vocal range, build vocal strength, blend smoothly between head voice and chest voice, achieve mixed voice and belt coordinations, master multiple musical and vocal styles, sing high notes with ease, and eventually achieve technical and artistic mastery.

Music

Children will be taught how to play various musical instruments and how to read music.

Mental Health

Licensed clinicians (Psychologists, Therapists, Social Workers) will provide group and individual counseling. Medicaid and third-party health insurances will pay for services.

Life Skills

Offers a syllabus with courses in counseling on many compelling subjects such as anger-management, attitude, self-destructive behaviors, and parenting skills

Sobriety

A partnership with an alcoholic anonymous group will provide a 12-step clean and sober program.

Economic Empowerment

Will provide, first time home buyer seminars, resume writing, and career counseling.

Clothing Thrift Store

Our clothing pantry provide free items, gently used items, baby supplies, work attire, and more to low income individuals.

Community Dinner

Every quarter, we invite the entire community to a meal fit for a king. We anticipate serving approximately 400 per event.

Hours of Operation

Monday-Friday	8:00 – 21:00	All Youth, Health, Recreation, Arts and Social Services
Saturday	10:00 – 15:00	Birthday Parties and Rental times available
Sunday	10:00 – 14:00	Church Service

Holiday Closures: New Year's Day, Memorial Day, Independence Day, Labor Day, Thanksgiving Day, Day After Thanksgiving, Christmas Day

Hours of operation are re-evaluated periodically and may change based on community needs.

Excellent Customer Service

Acts Community Resource Center, Inc focuses on our customers (community members) above all else. As we've have built trust and loyalty – as well as customer retention – when we go out of our way to take care of our customers. So, we have set customer service as top priority for our church. Acts Community Resource Center, Inc does whatever it takes to earn and maintain a solid relationship. And then follow through on our promises.

Quality Products

Customers keep coming back to us because they know our products are reliable and of the highest quality. Quality is our hallmark –it's ingrained in the way you do business. We ensure that our services are delivered by trained professionals in their respective field of work with the appropriate credentials.

Membership Fees

Daily Fees

TYPE	FEEES
Adult	\$10
Youth	\$8
Senior	\$8

Monthly Fees

TYPE	FEEES
Adult	\$62
Youth	\$45
Senior	\$45
Family	\$101

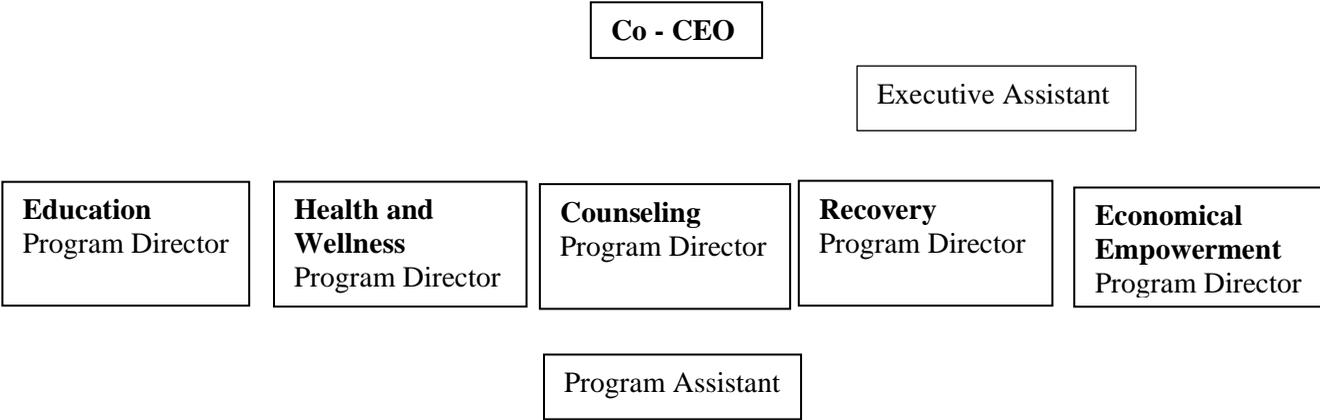
Annual Fees

TYPE	FEEES
Adult	\$550
Youth	\$400
Senior	\$400
Family	\$900

Organization & Management

Organizational Chart

(Initial Staff)



Legal Structure

Corporation, 501 (C) 3

Marketing and Sales Strategy

Channels of Marketing Distribution

The following table contains information regarding proposed advertising and outreach efforts.

Age Group	Communication Type
Pre-School	<ul style="list-style-type: none"> • Post flyers at local daycares
School Age	<ul style="list-style-type: none"> • Use social networking websites
Adult	<ul style="list-style-type: none"> • Use social networking websites
Overall	<ul style="list-style-type: none"> • Mail PP&R West Service Zone quarterly activity guide to all households that have registered for any activity • Distribute quarterly activity guide and activity specific flyers to local schools and public library • Mail age-specific and activity specific flyers/cards to past registrants, et.al. • Post flyers on Community Center Bulletin Boards • Post activities on PP&R web calendar • Create and hang posters advertising upcoming events • Hand out bags, for prizes, that include flyers for facility classes at annual Halloween Carnival. • Prominently display marketing material during all community social events including the annual ice cream social • Use Blog site to highlight special activities • Submit postings to local media outlets • Attend and participate in school-hosted events • Increase marketing distribution into Forest Heights neighborhood • Post flyers on community bulletin boards in apartment and condominiums

Sales Strategy

Our strategy is to ...

- Offer the opportunity for people of all ages to grow educationally, physically and in service.
- Offer an open community which values every individual.
- Identify and try to meet the needs of the local community.
- Offer a safe space for all.
- Work in partnership with other groups in the community as appropriate.
- Work in partnership with other local churches whenever possible

Achieving our Strategy

We will partner with a social media content intern from a local college to support our marketing needs providing experience in lieu of income.

From: [Sherwood, Nina](#)
To: [Rosenson, Valerie](#)
Subject: Fw: Email 4 of 5: Glenbrook Community Center
Date: Monday, August 22, 2022 4:56:18 PM
Attachments: [Mariposas Bilingual Learning Center.pdf](#)

From: Sherwood, Nina
Sent: Wednesday, August 10, 2022 10:45 PM
To: Simmons, Caroline; Pankosky, Valerie
Subject: Email 4 of 5: Glenbrook Community Center

From: Jamie M. D'Agostino [REDACTED]
Sent: Wednesday, August 10, 2022 2:50 PM
To: Sherwood, Nina
Subject: FW: Preserving 35 Crescent Street

From: Jamie M. D'Agostino
Sent: Monday, July 25, 2022 11:48 PM
To: vrosenson@stamfordct.gov
Subject: Preserving 35 Crescent Street

To whom it may concern,

Please share the following and attached information with the members of the Board of Reps who will be deciding the future of the Glenbrook Community Center.

My name is Jamie D'Agostino and I have been seeking an opportunity to purchase the Glenbrook Community Center since fall of last year. After reading the recent (6/11/22) article in the Stamford Advocate, I figured the opportunity was gone. I was not aware of tomorrow's meeting until last minute. I have been looking for an opportunity to make an offer on the property for a fair market value of \$1.2MM to \$1.4MM.

As a lifelong resident and homeowner of Stamford, a product of Stamford public schools, a 19-year Stamford Business owner and employer and as a father of two Stamford Public School children, I am very invested in Stamford and CT. I also attended the Glenbrook Community Center growing up in

Glenbrook.

My business, Netology is currently outgrowing its 2,800 sf office space at 1200 Summer Street where I own the office condo. Upon searching for new office space for Netology, I have also been considering purchasing space for my wife's new business venture to build a bilingual learning Center. It is my preference to keep Netology in Stamford and help my wife build her learning center in this market as well. I am VERY interested in purchasing the building to house my wife's Bilingual Learning Center and also my 23-person Managed IT Support company (Netology).

I can share details of the wife's venture and how it will serve the Stamford and Glenbrook communities with robust early child development, but I figured attaching a draft of her business plan would suffice. Netology is a growing Stamford-based business with \$5MM in revenue and an increasing head count that serves many SMBs in Stamford and the greater Fairfield County.

As a 3rd generation son of Stamford, I would love to give that 79-year-old historical building the love it deserves and serve the wonderful Glenbrook community that I grew up with. As a potential owner of the property I would be open to providing community space. Whether it be a youth event in the gym, a meeting room for a book club or a barbecue in the parking lot, as the new caretakers, my wife and I would be passionate about engaging the local community. We would also be passionate about preserving the historical features of the building as well.

How could we make this happen?

Sincerely,

Jamie

Jamie D'Agostino
CEO/Founder
Netology, LLC.

1200 Summer Street, Suite 302

Stamford, CT 06905

P: 203.975.9630

F: 203.547.6246

On The Web @ www.netologyllc.com

Support Line: 1.877.261.3865, Option 2.



Get [Outlook for iOS](#)

CONFIDENTIAL

Mariposas Bilingual Learning Center

Business plan
Prepared April 2022

Contact Information

Natalie Ortiz
nataliem687@gmail.com

Table of Contents

Executive Summary1

Summary1

Organization3

Overview3

Team4

Services6

Programs6

Target Market8

Market Needs8

Competition.....9

Executive Summary

Summary

Who We Are

Mariposas Bilingual Learning Center is an early childhood learning center that specializes in preparing our youngest learners to flourish in the world that surrounds them. The mission of Mariposas is to embrace every learner for their unique personalities and help them mold their personal outlook of life.

Children who attend Mariposas will learn through a bilingual immersed curriculum where fun and learning is integrated seamlessly. Through this English and Spanish curriculum, children will have the opportunity to develop a second language while strengthening their first language.

Programs Offered

All programs at Mariposas Bilingual Learning Center will be provided in a Bilingual Model, giving children as young as 2 years old access to learn a new language. Throughout our programs the social, emotional, and cognitive development of children will be fostered through project-based learning. Children are taught Spanish through games, music, movement, art, outdoor activities, and gardening.

Programs offered are:

- 2 Years Old, Exploring My World Program
- 3 Years Old, Yo Puedo Preschool Program
- 4 Years Old Pre-Kindergarten Program
- Before and After School Care
- After School STEM Program
- After School Remedial Support

- Summer Camp

Who We Serve

Mariposas serves a diverse group of families who are seeking a trust worthy enriching and high quality academic program for children ages 2 through school age. Our learning center will target any family who is willing and able to invest in their child's early childhood education. From a demographic standpoint, we will attract working families that want to set to their child for success by giving them the opportunity to learn a second language from highly qualified certified teachers with many years of experience.

Why Us?

Mariposas Bilingual Learning Center is unlike any other center because it is run and directed by 4 educators who together have over 15 years of experience in bilingual and early childhood education. We have joined forces to create a meaningful and enriching program that will take early childhood care to another level. We understand the value an enriching program can have on the educational success of a child. By offering a Bilingual Education, children who attend Mariposas will have a jumpstart to be better prepared to live in the diverse world we all live in.

Families who join Mariposas will be embarking on a journey that will transform the educational experience of young children and their family. Each member plays an integral role in the mission and goals that Mariposas has set forth focusing on every aspect of a child's development.

Organization

Overview

Mission

Mariposas Bilingual Learning Center's mission is to intentionally build a collaborative learning community while celebrating the strengths of all learners. We strive to promote the growth of physical, social/emotional, language, literacy, and pre-academic skills for all children through developmentally appropriate practices that serve as a foundation for future learning. Our biggest mission is to better prepare children to live and succeed in the diverse world we live in by providing them with a well rounded bilingual curriculum in English and Spanish.

Vision

Our vision at Mariposas is to create and maintain a safe, supportive, and nurturing learning environment for all children, families, and staff which promotes social/emotional competence as a foundation for developing the whole child. We achieve this by celebrating the strengths of all learners and supporting the growth of physical, social emotional, language, literacy and pre-academic skills through developmentally appropriate practices that serve as a foundation for ongoing learning in two languages, English and Spanish.

Core values

- Inclusive Environments
- Embracing the Whole Child
- Bilingual Education
- Family Involvement
- Community Partnership

Team

Management Team

The management team at Mariposas Bilingual Learning Center is composed of certified, dedicated teachers who share a passion for early childhood education. Utilizing their own experiences and effective practices in bilingual education, the staff at Mariposas have been inspiring young minds for over 15 years.

Meet the Team:

Yajaira Ortiz

I was born in Ecuador but moved to this beautiful country at the young age of 5 years old. As a bilingual learner growing up in the United States, I learned early on the power of having a DREAM and never letting go of your GOALS. I graduated from Mercy College with a Dual Masters Degree in Early/Child Education and Special Education. I also hold certification in Bilingual Education Birth -12 grade. I have had the privilege to work as a head teacher for over 15 years in both a private and public school setting with 10 years of that experience in a Dual Language classroom. My passion is to provide children with meaningful experiences that allows them to grow with confidence and a positive outlook on their future.

I am a life long learner who is continuously being pushed my number one inspiration in life, my family. I am married to another educator, Raul who shares the same passion in life as I do. We have two amazing children who are to this day, our WHY. On my free time, I enjoy creating memories with my family and exploring the world around us!

Susan D'Agostino

I was born and raised in Cardiff South Wales, United Kingdom. At the age of 18, I left the United Kingdom to pursue my dream and become an au pair for 3 beautiful boys. I did not stop my dreams there. I went on to follow my passion and goals to become a life long educator. I graduated from Marymount of Fordham with a dual

certification in Special Education and Childhood 1-6. I graduated with a Dual Masters Degree in Early/Child Education and Special Education. I have been very fortunate to work in a diverse school setting for the last 15 years. I always seeks to provide playful and enriching environments for students to develop meaningful experiences, expand their creative thinking, and find their unique voices. I've always had a heart for children and fascination with how they learn.

I am married to my wonderful husband Jamie and we have two beautiful girls. When I am not in the classroom we like to travel, create memories and spend time being together. My family has always been my inspiration to be a better person and educator.

Caridad Jimenez

I was born and raised in the Bronx and my family is from Puerto Rico and Guatemala. I am married to my wonderful husband Carlos and we have three beautiful children. When I am not in the classroom, I enjoy spending my time with them! I graduated from Lehman College where I obtained a Dual Masters Degree in Early Childhood Education and Special Education Birth to 12th. I am also certified in Bilingual Education. I have had the honor to work in very diverse school setting for private and public. I am a positive person who has an enthusiastic outlook on life. I love teaching and I get a great sense of joy and achievement from seeing my students develop and grow as individuals.

Inginia Del Rosario

Services

Programs

2 Years Old, Exploring My World Program

Our Toddler program is designed to provide each child with a safe and nurturing environment that will stimulate learning while encouraging them to explore the world around them. In an effort to prepare the children for the 3's preschool program, children are introduced to the concept of center play. Furthermore, the bilingual curriculum provides a strong vocabulary enriched base so that literary skills may be introduced to children in both English and Spanish. Teachers will speak to children in both English and Spanish providing them with the necessary exposure to learn a new language.

3 Years Old, Yo Puedo Preschool Program

Our, *Yo Puedo Preschool Program*, is a full day childcare program that provides your child with a wide array of hands on learning opportunities to help your child grow. Our commitment to health and safety gives your preschooler the physical, emotional, technological and cognitive foundation they need to thrive in school and in life. Our classrooms are designed around your child's unique needs and safety.

Furthermore, the bilingual curriculum provides a strong vocabulary enriched base so that literary skills may be introduced to children in both English and Spanish. Teachers will speak to children in both English and Spanish providing them with the necessary exposure to learn a new language.

4 Years Old Pre-Kindergarten Program

Our Pre-K Program gives children the motivation, desire and preparation to start their educational journey in a school aged school. Children in our Pre-K program are encouraged to ignite their curiosity about the world they live by exploring, playing, making inferences and developing their own sense of purpose.

Our Pre-K Bilingual curriculum introduces several learning concepts such as literacy, math, and critical thinking skills in both English and Spanish. Vocabulary development is very important at this stage too, as children will begin to learn the art of writing. The classrooms are organized into centers such as reading, science, math, and writing. Furthermore, children are exposed to a print-rich environment, which allows students to associate written language to oral language, in two languages. Parents are fully aware of their child's academic progress through quarterly assessment tools and parent- teacher conferences.

Target Market

Market Needs

A Problem Worth Solving

High quality early childhood learning centers are in demand in the Stamford area as most current centers have a long waiting list. The city of Stamford eliminated their school based Pre-K programs making parents look for other educational options for their young children. As the community is growing and demographically changing, the need for a bilingual program will significantly solve the lack of bilingual early childhood programs available in Stamford and its surrounding communities.

Our Solution

Mariposas Bilingual Learning Center (Mariposas BLC)

Mariposas BLC will provide the city of Stamford with a well versed bilingual Preschool program that will prepare students to live and grow in culturally and linguistically diverse world. Students will learn through hands on and project based learning in both English and Spanish. Children will learn at their own pace and gain the confidence to express their ideas, talents and abilities. Each classroom at **Mariposas BLC** will provide students with a warm, nurturing, safe and welcoming environment where students will feel comfortable to make friends, and develop their self confidence as they strengthen their cognitive skills.

At **Mariposas BLC**, we focus on providing children with the lessons and tools to make strides in:

- Personal, Social and Emotional Development
- Communication, Language and Literacy
- Problem Solving, Reasoning and Numeracy
- Knowledge and Understanding of the World
- Physical Development
- Creative Development
- Basic language skills in English and Spanish

We are certain that a well rounded educational start the the cities young scholars will not only impact the school system but the community as a whole. Students who attend **Mariposas BLC** will be more culturally and linguistically diverse and prepared to take on an ever changing world.

Competition

Current Alternatives:

There are numerous child care providers in the local area; however, the majority of these child care providers are monolingual. Given our mission and vision our primary competitors are those who offer a bilingual educational experience.

From: [Sherwood, Nina](#)
To: [Rosenson, Valerie](#)
Subject: Fw: Email 5 of 5: Glenbrook Community Center
Date: Monday, August 22, 2022 4:56:34 PM

From: Sherwood, Nina
Sent: Wednesday, August 10, 2022 10:46 PM
To: Simmons, Caroline; Pankosky, Valerie
Subject: Email 5 of 5: Glenbrook Community Center

From: Jamie M. D'Agostino <jdagostino@netologyllc.com>
Sent: Wednesday, August 10, 2022 2:49 PM
To: Sherwood, Nina
Subject: FW: Public speak request...

From: Jamie M. D'Agostino <jdagostino@netologyllc.com>
Sent: Tuesday, July 26, 2022 11:22 AM
To: Rosenson, Valerie <VRosenson@StamfordCT.gov>; Board of Representatives <bdreps@StamfordCT.gov>
Subject: Re: Public speak request...

Hi,

I would prefer to have my written comments distributed to committee members.

Thank you,

Jamie D'Agostino

Get [Outlook for iOS](#)

From: Rosenson, Valerie <VRosenson@StamfordCT.gov>

Sent: Tuesday, July 26, 2022 9:57:44 AM

To: Jamie M. D'Agostino <jdagostino@netologyllc.com>; Board of Representatives <bdreps@StamfordCT.gov>

Subject: RE: Public speak request...

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Mr. D'Agostino –

Thank you for contacting the Board of Representatives. You have already submitted written comments for tonight's public hearing. You may either have your written comments distributed to committee members, OR read into the record tonight, OR you may speak at the public hearing. You may only select one of these 3 options. Which would you prefer?

Thank you,

*Valerie T. Rosenson
Legislative Officer
Board of Representatives
888 Washington Boulevard, 4th Floor
Stamford, CT 06904-2152
Office - 203.977.5032
Cell – 203.658.4853
VRosenson@StamfordCT.gov
She/her*

From: Jamie M. D'Agostino [REDACTED]
Sent: Monday, July 25, 2022 11:54 PM
To: Board of Representatives <bdreps@StamfordCT.gov>
Subject: Public speak request...

To whom it may concern,

My name is Jamie D'Agostino and I would like to sign up to public speak regarding "Resolution Approving the Sale of Property Located at 35 Crescent Street by the City of Stamford to Crescent Housing Partners, Llc". Please confirm receipt.

Thank you,

Jamie

Get [Outlook for iOS](#)