



BETTER SITTERS TODAY. BETTER PARENTS TOMORROW.®

Founded by Patricia A. Keener, M.D.

FUNDING YOUR SAFE SITTER® PROGRAM

Student Fees for Your Safe Sitter® Program

Safe Sitter® is designed to be a service to your community, not a profit-making venture. However, it can be budget neutral with fees paid by the students covering your costs. Remember that your fees should be appropriate for the families that you plan to serve.

Where to Look for Additional Funds for Your Safe Sitter® Program

- The best place to look may be **within your own organization**. Hospitals often have foundations that give grants for programs such as Safe Sitter®. Schools may have parent groups that raise money to pay for special programs like Safe Sitter®. Youth organizations and churches may solicit funds from individuals, businesses, civic organizations or foundations.
- **Sponsorships** may be a good option. Service clubs such as **Kiwanis or Optimist** may be interested in sponsoring your Safe Sitter® program. Local businesses may want to sponsor your program. The sponsor could pay the cost of running the Safe Sitter® program in exchange for recognition in your promotional materials. **Note:** The sponsoring organization's logo may be added to Safe Sitter® materials as long as the Safe Sitter® logo is not changed in any way.
- If you have any concerns about the fit of a potential sponsor with a youth-serving program, we suggest you follow your instincts. If you want our input, please call us.
- Applying for foundation funds can be a time-consuming process. Only a small percentage of foundation proposals are actually funded. If you decide to pursue foundation grants, consider first any foundation that has already given grants to your organization and is familiar with the quality of your work.
- Be sure to coordinate any funding request with the person who oversees your organization's fundraising. That person may have other suggestions and could be very helpful to your efforts.

Advantages for Your Organization

Safe Sitter® normally does not generate revenue, but it can provide many valuable advantages for your organization.

- Increase your public goodwill by offering a high-quality community service.
- Make linkages with local businesses, especially if you teach their employees' children.
- Hospitals can include Safe Sitter® in the health promotion services they sell to businesses.
- Hospitals can increase their visibility to employees prior to open enrollment for insurance benefits.
- Not-for-profit hospitals can include net costs in their quantifiable community benefit calculation for accountability of tax exempt status.
- Youth organizations can use Safe Sitter® to recruit early adolescents to participate in their full array of programs and services.

Fill-in-the Blank Request for Funding for Start-Up Costs

(Date)

(Funder's Name)

(Funder's Address)

(Funder's City, State, Zip)

Dear **(Ms. Funder)**:

Safe Sitter® is a highly-structured, competency-based curriculum designed to train adolescents to be safe, nurturing babysitters. The nonprofit program was founded in 1980 by Indianapolis pediatrician, Dr. Patricia A. Keener. It offers medically accurate instruction packaged with innovative teaching techniques and student materials. There are over 500,000 Safe Sitter® graduates from coast to coast and in England.

In **(your city)**, as in most communities, inadequate emphasis is placed on the magnitude of the responsibility a young adolescent accepts when babysitting. Most young adolescents lack knowledge of first aid, rescue skills, behavior management techniques, and how to handle medical or household emergencies. Successful completion of an educational program addressing these competencies should be a community standard for child care providers of all ages.

We request your support in bringing Safe Sitter® to **(your city)**. A gift of **(\$ amount)** would pay all the start-up costs and allow **(your organization)** to become a Safe Sitter® teaching site. Most of the ongoing operational costs in the future would be covered by student fees.

Each year Safe Sitter® National Headquarters receives reports of Safe Sitter® graduates who have used the skills they learned in Safe Sitter® to save lives. There are many layers of benefits from Safe Sitter®. Young children in **(your city)** will be safer because their babysitters will be trained. Adolescents will feel valued because they will have the skills to run their own babysitting service. Parents of babysitters will know their adolescents have learned how to keep themselves safe while babysitting and when home alone.

Please consider this request to help bring all these benefits to **(your city)**. If you need further information, please call me at **(your telephone number)**.

Sincerely,

(Your name)

Fill-in-the-Blank Request for Operating Funds

(Date)

(Funder's Name)

(Funder's Address)

(Funder's City, State, Zip)

Dear **(Ms. Funder)**:

For the past **(number)** years we have offered Safe Sitter® classes at **(your organization)**. Safe Sitter® is a highly-structured, competency-based curriculum designed to train adolescents to be safe, nurturing babysitters. The nonprofit program was founded in 1980 by Indianapolis pediatrician, Dr. Patricia A. Keener. It offers medically accurate instruction packaged with innovative teaching techniques and student materials.

We have trained over **(number)** children in **(your city)**. The program is very popular. We already have children on a waiting list for next year's classes. Our goal is to offer Safe Sitter® as a community service, not as a profit-making venture. The effectiveness of the program is due in part to highly skilled Instructors who teach with a ratio of no more than eight children for each adult Instructor. Costs for maintaining skilled Instructors continue to rise.

To keep Safe Sitter® available and affordable, we only charge **(\$ amount)** per student. We request your support in allowing **(your organization)** to continue bringing this valuable program to the people of **(your city)**. A gift of **(\$ amount)** would cover the personnel costs for next year's classes. Student fees would cover the balance of the costs.

Each year Safe Sitter® National Headquarters receives reports of Safe Sitter® graduates who have used the skills they learned in Safe Sitter® to save lives. There are layers of benefits from Safe Sitter®. Young children in **(your city)** are safer because their babysitters are trained. Adolescents feel valued because they have the skills to run their own babysitting service. Parents of babysitters know their adolescents have learned how to keep themselves safe while babysitting and when home alone.

Please consider this request to help **(your organization)** continue to offer this valuable service. If you would like to see an actual Safe Sitter® class, you are invited to attend the Ceremony at the end of our class on **(date and location)**.

If you need further information, please call me at **(your telephone number)**.

Sincerely,

(Your name)

Fill-in-the-Blank Safe Sitter® Start-Up Costs

Site Registration Fee—includes special teaching materials and lifetime support, 1-time only fee	\$375
Instructor Workshop Fee—train (number) Instructors @ \$50 each	\$
Time/travel costs for (number) Instructors to attend Instructor Workshop	\$
Infant and child CPR manikins *	\$
Doll, equipped diaper bag, telephones, toys*	\$
Enlargement of visuals	\$
Total	\$

* Not necessary to purchase if you can borrow

Fill-in-the Blank Revenue/Expense per Safe Sitter® Class

Revenue	
(Fee per student) x (number of students)	\$
Staff Expense	
(Number of staff) x (number of hours prep/teaching) x (hourly rate)	\$
Supply Expense	
(Number) Safe Sitter® Student Manuals @ \$15.00 <u>or</u> Safe Sitter® Kits @ \$25.00	\$
(Number) copies of written test, student evaluation, Parent Letter x (cost)	\$
(Number) of miscellaneous supplies—pencils, nametags x (cost)	\$
Facility Expense	
Classroom rental (if applicable)	\$
Refreshments (<i>optional</i>)	\$
Miscellaneous Expense	
Mailing costs—recruitment fliers, registration correspondence	\$
Net—revenue minus expenses	\$

- Note: Not-for-profit hospitals can include net costs in their quantifiable community benefit calculation for accountability of tax exempt status.