|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Key Partners | Key Activities | Mission (Program) | | Beneficiary Relationships | Beneficiary Segments |
|  |  | Our Social Value Proposition | |  |  |
| Not for Profits  Public Sector  Schools  Foundations | Program planning/implementation  Training | What’s our unique way of making an impact/solving the problem  Programs  Services  Milestone/Outcomes | | Students  Volunteers | Elementary and Middle Schools |
|  | Key Resources |  | | Distribution Channels  How we reach them |  |
|  |  |  | | Schools |  |
| Cost Structure | | | Impact Metrics | | |
| Volunteer Stipend  Equipment  Materials | | | Behavior change  Social Impact | | |
| Key Partners  (Non Program) | Key Activities  (Non Program) | Donor-Focused  Value Proposition | | Donor Relationships | Donor Segments |
|  |  |  | |  |  |
| Businesses  Donors  Individual/Corporate Foundations | Relationship Management  Events  Networking  Develop/submit Grant Proposals  Email Campaign  Website  Marketing Materials |  | | Individuals  Corporate  Foundations  Volunteers |  |
|  | Key Resources(Non Program) |  | | Distribution Channels |  |
|  | Executive Director  Volunteers  Rental Space  Donor Data  Cash  Line of Credit? |  | | Events  Website  Facebook |  |
| Cost Structure(Non Program) | | | Revenue Streams | | |
| Overhead  Staff  Rent  Outsources Services | | | Donations  Grants  Sales proceeds  Auction | | |