|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Key Partners | Key Activities | Mission (Program) | Beneficiary Relationships | Beneficiary Segments |
|  |  | Our Social Value Proposition |  |  |
| Not for ProfitsPublic SectorSchoolsFoundations | Program planning/implementationTraining | What’s our unique way of making an impact/solving the problemProgramsServicesMilestone/Outcomes | StudentsVolunteers | Elementary and Middle Schools |
|  | Key Resources |  | Distribution ChannelsHow we reach them |  |
|  |  |  | Schools |  |
| Cost Structure | Impact Metrics |
| Volunteer StipendEquipmentMaterials | Behavior changeSocial Impact |
| Key Partners(Non Program) | Key Activities (Non Program) | Donor-Focused Value Proposition | Donor Relationships | Donor Segments |
|  |  |  |  |  |
| BusinessesDonorsIndividual/Corporate Foundations | Relationship ManagementEventsNetworkingDevelop/submit Grant ProposalsEmail CampaignWebsiteMarketing Materials |  | IndividualsCorporateFoundationsVolunteers |  |
|  | Key Resources(Non Program) |  | Distribution Channels |  |
|  | Executive DirectorVolunteersRental SpaceDonor DataCashLine of Credit? |  | EventsWebsiteFacebook |  |
| Cost Structure(Non Program) | Revenue Streams |
| OverheadStaffRentOutsources Services | DonationsGrantsSales proceedsAuction |