

Proposal for a public-private partnership between Charles County and Americans
All for the benefit of all families, especially those affected by the COVID-19 pandemic.

September 8, 2021

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#### **Email to Request a Meeting**

Dr. Dianna E. Abney Health Officer for Charles County dianna.abney@maryland.gov 301-609-6900 x 6

Re: Support for families that lost loved ones to COVID-19

Dear Dr. Abney,

Our 35-year-old 501(c)(3) People of America Foundation's Americans All program desires a public-private partnership with <u>FEMA</u> to advance that agency's support for families who have experienced—and continue to experience—personal losses due to the COVID-19 pandemic. In addition to receiving financial help with unanticipated funeral expenses, families need an appropriate way to get closure.



Our first step is to create a model that FEMA can replicate for nationwide distribution. Therefore, we would like to create a strategic partnership with Charles County, to document the development of that model.

I am outlining several of the benefits that a partnership between Americans All and Charles County will create. The main responsibility for the County is to publicize the opportunity and, like all future partners, determine how program revenue (see note 3) will be distributed in its jurisdiction.

- 1. Americans All has repurposed its unique <u>storytelling tool</u> to help families that lost a member(s) to COVID-19 to gain closure, and to permanently preserve the memories, contributions and achievements of their loved one(s). We also need to recognize the incredible, unselfish work of the first responders who risked their own lives to help those in need. In addition to up to 2,000 words, our legacy stories can be: augmented with images; hyperlinks; audio-video and music links; be published in <u>multiple languages</u>; be updated at any time (all version are permanently achieved) and can have part of the story password protected for privacy.
- Our storytelling tool is free for individuals, education organizations and nonprofits. <u>Businesses</u> and service
  providers, especially those rebuilding after the pandemic, pay a nominal fee to create their stories which
  can be used—and updated daily—to reach, and offer discounts to, their current and future customers and
  clients.
- 3. In Phase 2, we offer our members an optional, inexpensive subscription <u>upgrade</u>, after a free trial period, to receive additional program benefits and partner discounts. Importantly, we invest **80 percent** of member subscriptions and business fees in communities that support our program. <u>Schools</u> are a direct beneficiary of all revenue we receive.
- 4. By sharing stories, especially those of immigrants and underserved minorities, we recognize the contributions of <u>everyone</u>, reinforce the value of diversity, and promote tolerance and acceptance.
- 5. Storytelling helps students, especially those in high school, further their knowledge of history; strengthen their communications, research and writing skills; and help prepare them for success in our democracy, higher education and workforce. This nonpolitical resource can be implemented in several curriculum areas without interfering with existing teaching strategies. Topics for the stories can be chosen either by the student or the teacher and can focus on individual family members or groups, or those who have made an impact on the County or our nation.

Once established, our storytelling tool will help FEMA—and other relief organizations—provide comfort to groups or families that unexpectedly face a loss of life, or retroactively, reach out to continue to support families that have already experienced this type of tragedy.

#### **Summary of Americans All Benefits and Revenue Distribution**

Lifetime membership in <u>Americans All</u> (AA), a community outreach program of the 35-year-old nonprofit <u>People of America Foundation</u>, is free for individuals and nonprofit organizations. A major benefit of membership is the opportunity to use our unique storytelling tool to create and publish—on AA's <u>Heritage Honor Roll</u>—two legacy stories in English and as many stories as desired in <u>other languages</u>. Membership also includes a free, 3-month trial in the <u>Social Legacy Network</u> (SLN), a subscription service of the for-profit Americans All Benefit Corporation. After the free 3-month trial, AA members can continue to receive discounts from program partners and other benefits by subscribing to the SLN for only \$4 per month.

What makes our program unique is we include <u>historical information</u> to provide context for these stories. Even though AA is no longer active in the social studies arena, members can access our online K–12 nonpolitical supplemental <u>classroom resources</u> presented in multiple perspectives, which were sold to more than 2.000 schools and libraries nationwide.

AA has recently redirected the use of our unique storytelling tool. We want to support <u>FEMA</u>'s financial efforts to assist families who have lost a loved one to COVID-19 by also enabling them to permanently preserve the memories, contributions and achievements of their loved one(s). In addition, we want to urge recognition of the incredible, unselfish work of the first responders who continue to risk their own lives to help those in need. Our first step is to create a model that FEMA—and other national relief agencies—can replicate nationwide. A strategic partnership with you will afford us the opportunity to develop and test the model while bringing our program benefits and revenue to the county, state and its schools.

Storytelling helps students, especially those in high school or junior college, further their knowledge of history; strengthen their communications, research and writing skills; and succeed in our democracy, postsecondary and the workforce. Our storytelling tool can be implemented in several curriculum areas alongside existing teaching approaches. Students or teachers can choose the topics for the story, which can focus on individual family members or groups or those who have made an impact on their school, the county, state or our nation.

Creating a story is easy with the <u>template</u> we provide, and Americans All members do not have to complete their story to access program benefits. Members only need to start the story by filling in a few required fields—marked with a red asterisk—under "Honoree Information\*" and "Dates\*" on the template. Under the field "Legacy Story Text and Summary Text\*," type in the word "Later" in the "Summary Field." Then scroll down the template to the field "Publish My Story or Save My Work\*" and click on the button "Save My Work." These actions register you for Americans All, and you can add up to 2,000 words (1,000 can be password protected for privacy), hyperlinks, audio-visual and music links, photographs and logos to your story later. You can also publish a story in multiple languages and, for additional exposure, have it hosted by as many Legacy Partners as you desire.

<u>Local businesses</u>, cottage industries and professional service providers can join AA for an annual fee, which is paid in two installments of just \$49 each. You receive free Legacy Partner homepage(s) on our website—one for each location and in multiple languages, if desired—to share information about your business, industry or practice. You are listed on AA's <u>Discounts</u> page to advertise daily, if you so choose, discounts you are offering on your goods and services to AA members. For example, a restaurant could offer AA members a free non-alcoholic beverage and/or an appetizer or dessert at reduced price (like happy-hour). This would save the member more than their monthly subscription fee, and be an inexpensive marketing tool for the restaurant, thus making this process a no-brainer.

## **Summary of Americans All Benefits and Revenue Distribution (continued)**

You also receive free stories—published on our Heritage Honor Roll—when you enroll and each time you renew your membership. You can use these stories to explain who you are and your role in supporting your community.

Importantly, AA <u>invests 80 percent</u> of the revenue received from SLN subscriptions and Business Legacy Partner (BLP) sponsorships in communities and states that support our program. During the registration process, subscribers and businesses identify a school or other education organization to become the beneficiary of part of your subscription or sponsorship fees. SLN subscribers and BLPs can change the beneficiary you want to support at any time. <u>Schools receive</u> \$12 per year (or 25 percent) of each new or renewed SLN subscription and \$15 per year (or 15 percent) of each new or renewed BLP sponsorship. If no organization is specified, the funds will go to your state.

To qualify to receive these funds, schools must first <u>register</u> for AA and get their 6-digit identification code. We offer step-by-step tutorials to simplify the registration process. Schools can create and publish their Heritage Honor Roll story and Legacy Partner page(s) at any time. We recommend that the much shorter Legacy Partner page be created first, so students, families and businesses can post their stories on that page(s). Once a school has registered, AA will record how many SLN subscriptions and BLP sponsorships the school has received. Both the current month's activity and a cumulative total will be noted.

The easiest way for the school to receive AA funds is to use an existing checking account or to create a new one for this purpose. Schools will be provided a form from a secure third-party fiduciary to create a pathway for funds to be directly deposited from AA into the school's checking account. The pathway account number will be the school's 6-digit identification code, a dash, and its 5-digit Zip Code. For security reasons, only the third-party fiduciary will know the name of the school's bank and its pathway account number; the school's banking data will not be shared with AA.

All funds that AA receives from SLN subscriptions and BLP sponsorships will be electronically deposited into a master checking account. Every month, AA will electronically create an invoice on behalf of the school to release the funds from this master checking account. The funds will be transferred to the school's checking account using its pathway account number.

Americans All will also create a partnership entity in each state to receive that state's proportional share of the available revenue from subscriptions and sponsorships. The state entity will have complete control over how the funds the state receives are used. Each partnership entity will have a unique identifier—6 digits plus its <a href="two-letter state abbreviation">two-letter state abbreviation</a>. This identifier will also enable a SLN subscriber and a BLP to select a state to receive subscription and sponsorship funds absent a specific school to support. AA will use each school's Zip Code to link it to a state account.

To facilitate revenue distribution to each state, commonwealth and territory, we will create a master spreadsheet that each jurisdiction can access. The spreadsheet will show the monthly activity of each school—identified by its code—and the school's cumulative totals. The spreadsheet will also show the total number of SLN subscriptions and BLP sponsorships in each jurisdiction.

In summary, our unique tool enables the sharing of stories, especially those of immigrants, refugees and underserved minorities, so we recognize the contributions of everyone, reinforce the value of diversity, and promote tolerance and acceptance in our communities. Importantly, AA revenue also benefits schools, their community and their state.

## **How the Americans All Storytelling Program Works**

"Stories are one of the most powerful means that [all people] have to influence, teach, and inspire. Storytelling forges connections, among people and between people and ideas. They convey the culture, history, and values that unite people. When it comes to our countries, our communities, and our families, we understand intuitively that the stories we hold in common are an important part of the ties that bind." —Excerpted from a post by Vanessa Boris, author at Harvard Business Publishing, and Lani Peterson, Psy.D., psychologist, storyteller and executive coach.

To access all program benefits, including the ability to create, publish and update a legacy story on our <u>Heritage Honor Roll</u>, an individual needs to register for Americans All. Registration is <u>free</u> and a detailed <u>tutorial</u> walks the individual through each step. We only require a first and last name, e-mail address and a Zip Code. We do not require addresses, phone numbers or any other personal information, and member information is never shared or sold.

A story can only be edited or modified by the member who created it, but the story can be read and/or printed out by anyone. However, to print a story without having the URL information distorting the text, the reader must be a member of Americans All. If the author has privacy protected a portion of the story, the reader must obtain that password from the author as that information is not saved nor can be accessed by the program staff.

The 60-word summary (which can be the lead sentences in the story) follows the honoree's name on the Heritage Honor Roll landing page. This feature exists because It is possible that two individuals have the same first/last name. The summary will enable the reader to locate the story of their honoree. (See example below.)

**Allan S. Kullen** Maryland (*February 20, 1942 - ?*) Author, Businessman, Golfer, Inventor, Jewish, Marketing, Mergers-Acquisitions, Poland, Printer, Social Entrepreneur, Traveler

"Her name is Ester Baumgartner. Do you know her? She's a pretty Swiss girl who sings beautifully, and I think she lives near here." Allan had posed the question in a broken mixture of Hebrew and English to whoever would listen and could understand him. Allan had met Ester while on an archaeological dig at Masada in the Negev, Israel. All he knew by the time they parted ways was her name and that she was staying in Tel Aviv.

Read more [The "Read more" link will take the reader to the complete story.]

Legacy stories reflect members' views and Americans All does not vet these stories. The Heritage Honor Roll may contain more than one legacy story for an individual or a group—or the legacy story may appear in more than one language—because members have opted to recognize different contributions of the same individual or group or want to share the story in the native language of the honoree.

Because stories will be read by individuals of all ages, we want to ensure the legacy stories published on our Heritage Honor Roll do not contain inappropriate language. Therefore, all text is filtered through a secure, third-party Profanity App. If a word or phrase used in a story is on its

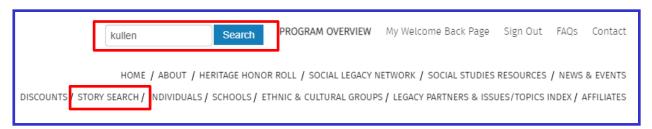
#### **How the Americans All Storytelling Feature Works (continued)**

"block" list, the member will receive an error message at the top of the template when he or she clicks on the "Publish My Story" button. If that occurs, replace the word or phrase by using its first and last letters and put an "x" for each letter in between, such as "sxxt."

We can override the App's list of blocked words. If an individual believes the "blocked" word is appropriate, contact us by e-mail. Put the word "Profanity" in the subject line. In the body of the e-mail, identify the "blocked word or phrase" and include the sentence in which it is used. If our editorial board agrees that the word or phrase is appropriate, we will remove the word or phrase from the App's block list and notify the member so he or she can insert the desired word or phrase into the story.

Within the Heritage Honor Roll, individual honorees are listed alphabetically by last name. If included, maiden names appear between parentheses and nicknames appear between quotation marks (but are not picked up by the Search Engine). If an exact birth or death date is not known, we add "c." to indicate it is an approximation. If the individual is still alive, we insert a question mark symbol (?). The honoree's occupation, field, industry or profession is listed last.

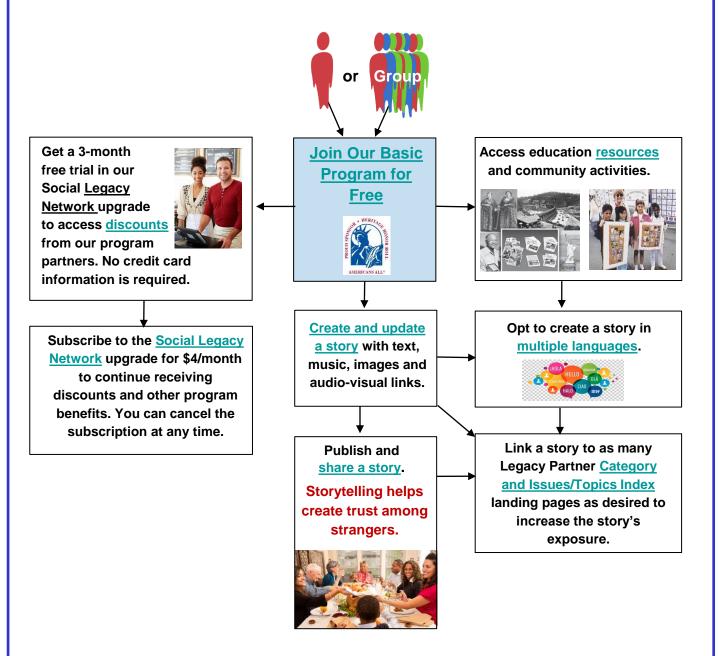
To find a legacy story about an individual or a group on our website, put the honoree's name or a key word in the search box or click on the "STORY SEARCH" tab that appears on the top of all pages.



When each story is published, it is assigned a unique 6-digit identification number. If a reader knows the number, he or she can use a shortcut to directly access the story. The reader simply types "www.americansall.org/node/" followed by its identification number as shown here, www.americansall.org/node/566231.



## Flow Chart of How the Americans All Program Works.



Business Legacy Partners pay a \$49 fee that is renewable every 6 months. They receive two Americans All memberships when they join and each time they renew. They also receive multiple Legacy Partner landing pages and a listing on our <u>Discounts</u> page, which can be updated daily. Moreover, businesses and service providers can use our program to co-market with other Business Legacy Partners.

Americans All invests 80 percent of the revenue from Social Legacy Network subscribers and Business Legacy Partner members in communities that support our program. In addition, our supplemental social studies resources help students succeed in our democracy, economy and workforce and reinforce the value of diversity, tolerance and acceptance. We also honor the contributions that immigrants continue to make to our nation, and we use historical timelines to establish context for their stories.

#### Sample Heritage Honor Roll Legacy Stories





Legacy stories can be up to 2,000 words (Rustin) or less than 1,000 words (Miller). They can be created in English (Rustin, <a href="www.americansall.org/node/566378">www.americansall.org/node/566378</a>), or in multiple languages (Miller, English, <a href="www.americansall.org/node/553032">www.americansall.org/node/554967</a>, and can be cross-referenced to each other by creating a hyperlink. The photograph can contain captions, if desired, and the story can use up to 5 logos that are relevant to the honoree's story. Moreover, the story can be further identified if the member includes several category "key words" (Rustin) to help a reader search for an individual.

#### **Legacy Partners**

Legacy Partners are businesses, cottage industries and professional service providers, and nonprofit organizations whose missions reinforce our goals of preserving <u>legacy stories</u>, acknowledging the contributions of <u>immigrants</u>, supporting social studies instruction and helping <u>small businesses</u> succeed.

All Legacy Partners receive a 6-digit ID Number when they register so their clients, members, friends and staff can easily find them on our site by putting the word "node" and that ID number after our web address—<a href="www.americansall.org/node/xxxxxx">www.americansall.org/node/xxxxxx</a>. Moreover, Legacy Partners can access Americans All logos and marketing materials to help advertise their membership in our program.

#### **Social Legacy Network**

The Social Legacy Network, an initiative of the nonprofit <u>People of America Foundation</u>, provides additional benefits to members of the Americans All program. Once individuals have registered for Americans All to create and share a legacy story, the foundation gifts him or her a free, 3-month trial subscription in our network as a thank-you for supporting our Foundation's mission and goals. After the trial period is over, members can elect to continue the subscription for only \$4 per month. Americans All will not automatically bill a member unless authorize us to do so, and the subscription can be cancelled at any time without penalty. Schools, students and students' families and nonprofits participate as lifetime members in Americans All at no cost.

#### Partnership Responsibilities of the Partner

Although the Americans All program provides a turnkey opportunity for the County in terms of putting stories online, there are several functions that it can do to enhance the program's success.

- Prepare announcements and media press releases about the partnership, focusing on how this program helps the County serve its citizens.
- Provide Americans All with access to historical information on the County so that stories can be added to the Americans All website.
- Help Americans All reach other organizations within the County, such as relief agencies, ethnic and cultural groups and its Department of Education so they can take advantage of utilizing the storytelling component for their members and students.

#### Partnership responsibilities of Americans All

In addition to providing the storytelling structure and the tutorials, the Americans All program is responsible for the following tasks.

- Maintaining the sections of the website that hosts legacy stories and expanding the content that
  puts the stories into historical perspective.
- With the County's direction and input, prepare all individual Legacy Partner pages so that stories can receive maximum exposure.
- Increase the number of Issues/Topics Index pages to host stories by category (see page 11).
- If needed, expand the 3-month free trial offer to join the Social Legacy Network to County members to 6-months to give the program time to gain traction.

#### **Nonprofit Legacy Partners and Issues/Topics**

Nonprofit Legacy Partners (NLPs) participate in Americans All at no cost because they host, on their free Legacy Partner home page(s) on our website, legacy stories that members have published on our Heritage Honor Roll to provide further exposure for these stories. These home page(s)—one for each chapter/division/office and in multiple languages, if desired—share information about the organization and help it better connect with current and future members. The NLP must first select a point of contact to register its group or organization (see page 13.)

NLPs are listed on our Legacy Partner landing page and can be searched by name, language, category and location. To help individuals and groups that share a common interest but do not have a national organization, and to consolidate stories on historically relevant topics, we have added landing pages for these issue/topics in our Legacy Partner section. If an individual or a group creates a story about an issue/topic we have not identified, notify us via our <u>Contact page</u> and we can create a landing page for that issue/topic.

Some of the major Categories (many have sub-pages) and Issues/Topics identified in our Legacy Partner section are these: [They can be accessed by typing www.americansall.org/node/xxxxxx]

American County, City or Town /node/566345

American History /node/566344

Champions of Social Justice /node/566356

Civil Rights Movement /node/566247

Civil War /node/566238

Civil War: Stories About People /node/566270

Colleges /node/566389

**Covid-19** /node/566360 (See page 12)

Education Organizations /node/566346

Ethnic and Cultural Groups /node/564232

First Responders /node/566361

Fraternal Organizations /node/566347

Homeschool Family Resource Supplier /node/565065

Jim Crow /node/566310

Legal Profession /node/566358

Libraries /node/566388

Military Personnel and Organizations /node/566348

Museums /node/566390

Political Leaders /node/566350

Political Organizations /node/566351

Social Organizations /node/566352

Social Studies Resource Providers /node/566353

Women's Suffrage Movement /node/566277

#### Sample of a Legacy Partner Landing Page



#### **Americans All**

PROGRAM OVERVIEW

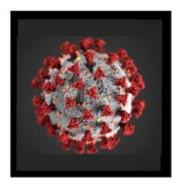
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1	Search

My Welcome Back Page Sign Out FAQs Contact

HOME / ABOUT / HERITAGE HONOR ROLL / SOCIAL LEGACY NETWORK / SOCIAL STUDIES RESOURCES / NEWS & EVENTS DISCOUNTS / STORY SEARCH / INDIVIDUALS / SCHOOLS / ETHNIC & CULTURAL GROUPS / LEGACY PARTNERS / AFFILIATES

#### COVID-19

View Create this page in an additional language



COVID-19 (Coronavirus disease 2019) is a contagious disease caused by severe acute respiratory syndrome coronavirus 2 (SARS-CoV-2). The first case was identified in Wuhan, China, in December 2019. It has since spread worldwide, leading to an ongoing pandemic.

Symptoms, which begin one to fourteen days after exposure to the virus vary, but often include fever, cough, fatigue, breathing difficulties, and loss of smell and taste. Most people (81%) develop mild to moderate symptoms (up to mild pneumonia), while 14% develop severe symptoms (dyspnea, hypoxia, or more than 50% lung involvement on imaging) and 5% of patients suffer critical symptoms (respiratory failure, shock, or multiorgan dysfunction). At least a third of the people who are infected remain asymptomatic and do not

develop noticeable symptoms at any point in time but can spread the disease. Some patients continue to experience a range of effects—known as long COVID—for months after recovery and damage to organs has been observed.

The virus spreads mainly when an infected person is in close contact with another person. Small droplets and aerosols containing the virus can spread from an infected person's nose and mouth as they breathe, cough, sneeze, sing, or speak. Other people are infected if the virus gets into their mouth, nose or eyes. A person who is infected can transmit the virus to others up to two days before they themselves show symptoms, as can an individual who does not experience symptoms. People remain infectious for up to ten days in moderate cases, and two weeks in severe cases. The standard diagnosis method is by real-time reverse transcription polymerase chain reaction (rRT-PCR) from a nasopharyngeal swab.

Preventive measures include physical or social distancing, quarantining, ventilation of indoor spaces, covering coughs and sneezes, hand washing, and keeping unwashed hands away from the face. The use of face masks or coverings has been recommended in public settings to minimize the risk of transmissions. Several vaccines have been developed and various countries have initiated mass vaccination campaigns, but new strains continue to show up. (Information from Wikipedia)

#### Legacy Stories from the Americans All Heritage Honor Roll

We are pleased to host and share these legacy stories created by honorees' family, friends and associates. They, like us, appreciate that heritage and culture are an integral part of our nation's social fabric and want to help students participate effectively in our nation's economy, workforce and democracy.

Search by:	-Any -	and .	Any -	~	]
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	Language	Sta	te		
and					ОГ
-					-
	Last Name of Individu	al	Eiret Name of I	ndividual	

#### Federal Emergency Management Agency (FEMA) (? - ?)

The Federal Emergency Management Agency is an agency of the United States Department of Homeland Security, initially created under President Jimmy Carter by Presidential Reorganization Plan No. 3 of 1978 and implemented by two Executive Orders on April 1, 1979.

Read more

Make a Difference, Get Involved TODAY!

Register for Americans All to create and permanently share a legacy story— CLICK HERE

Upgrade your Americans All program membership, after a free, 3-month trial, by subscribing to our Social Legacy Network so you and your family can maintain its benefits—membership cards for discounts on goods and services from our program partners and access to new K-12 social studies resources—
CLICK HERE

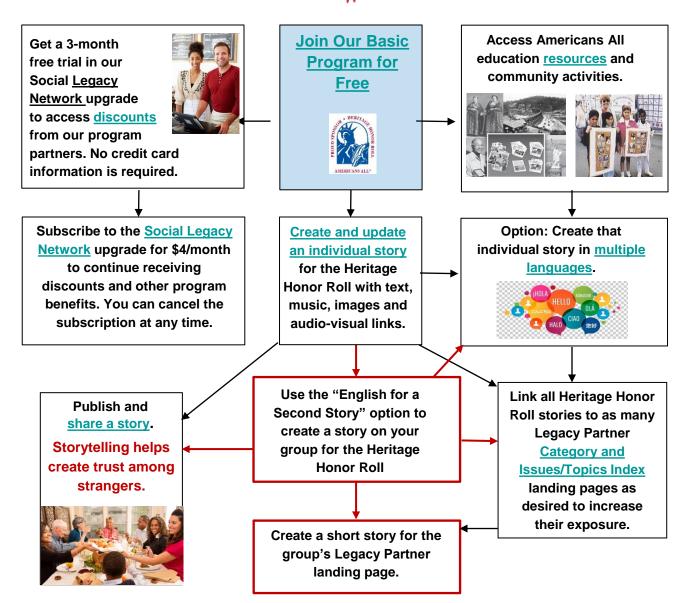
Become a point of contact so your business can become a Legacy Partner— CLICK HERE

Become a point of contact so your group or nonprofit organization can become a Legacy Partner for free— CLICK HERE

Become a point of contact so your school, library or historical society can become a Legacy Partner for free— CLICK HERE

> To learn more about Americans AI— CLICK HERE

# Point of Contact for a Nonprofit Group\*



<sup>\*</sup> The point of contact can create his or her own story for the Heritage Honor Roll and then use the "English for a second story" option under "Create a legacy story in an additional language" Action tab on their Welcome Back page to create a story on their organization for the Heritage Honor Roll.

#### **Appendix 1: One Page Information Sheet on Public-Private Partnership**

The 35-year-old 501(c)3 People of America Foundation desires a public-private partnership with <u>FEMA</u> to advance the agency's support for families who have experience—and continue to experience—personal losses due to the COVID-19 pandemic. In addition to help with unanticipated funeral expenses, families need an appropriate way to get closure. This is especially true if their loved ones never had a chance to express their feelings and/or say good-bye.

Our Americans All program has repurposed its unique storytelling tool to support these families at no cost to them or FEMA. Written stories celebrating lives—in contrast to oral histories that disappear after two generations—can keep a lost loved one's legacy alive and allow his or her achievements and contributions to inspire current and future generations.

Stories are published on our web-based Heritage Honor Roll and can contain up to 2,000 words, of which 1,000 can be password protected for privacy. They can contain images, logos, and links to text,

Americans All Program View this complete story at

music and audio-visual materials. The stories can also be created and published in multiple languages. Easy-to-use templates and tutorials simplify the process.

Students participating in the storytelling will strengthen their research and writing skills, helping to prepare them for success in our nation's democracy, economy and workforce. Legacy stories can also be hosted on pages of our program partners and appear in our topics index to give them greater exposure and relevance.

What makes Americans All unique is we include historical information to provide context for these stories. In addition, <u>local businesses</u> can join our program for a nominal fee, publishing stories and offering discounts to rebuild their customer base in the wake of the pandemic. We invest 80 percent of our membership revenue in communities that support our program.

Click Here to register for Americans All, for free.

Click Here for a step-by-step tutorial on how to create and publish a legacy story.

<u>Click here</u> to learn how to become a nonprofit Legacy Partner, for free, to host legacy stories.

## Appendix 2: History of the Parent Organization, the People of America Foundation and its Mission and Goals

The People of America Foundation was created in October 1995 to become the parent organization of Americans All, a national education program developed in the 1980s to recognize and honor the contributions of different immigrant groups to our nation's growth. We were formed as a nonstock corporation to manage and grow Americans All classroom resources and received notification of our publicly supported nonprofit status from the Internal Revenue Service in March 1997, a status reconfirmed in March 2001. Click here to review the foundation's recent tax returns.

Sensing a much greater need, we expanded our mission to supporting excellence in K–12 social studies instruction and promoting civic engagement in our nation's public and private schools to help ensure students are prepared to participate in our nation's democracy, economy and workforce and in our global world. Despite our success, however, the emphasis in education shifted toward STEM topics, which reduced funding for history and civics. Fortunately, our <a href="Heritage Honor Roll">Heritage Honor Roll</a> aimed to recognize, honor and preserve the contributions that all people have made, and continue to make, to our nation by recording their <a href="Legacy stories">Legacy stories</a>. This component is in line with author David McCullough's belief that "history is the story of people."

Even though its Americans All program has recently repurposed its unique **storytelling tool** to support families who have lost a loved one to Covid-19, the People of America Foundation remains true to its mission to honor the contributions that all immigrants, both forced and voluntary, have made—and continue to make—to the United States. The Foundation aims to reinforce our nation's values of diversity, tolerance and acceptance through legacy storytelling about individuals and groups. They also include historical information in timeline in **timeline** format that provides context for these stories. The Foundation recognizes that differences make us human, but respect for one another—a key to getting past stereotypes or politics—is the glue that makes communities work.

A second goal is to help students succeed in our democracy, economy and workforce by providing them, their families and their schools with free access to supplemental, inclusive social studies **resources** already being used in more than **2,000 schools** and libraries. The Foundation uses the Americans All unique storytelling tool to facilitate legacy preservation and enable students to communicate better. Families can also use this tool to pass on knowledge and experiences to current and future generations. Without this information, children will neither understand their roots nor develop their ethnic and cultural identity. In addition, storytelling brings communities together by sharing people's common histories, rather than their differences.

Lastly, the Foundations gives small businesses—many of which are minority-owned or employ people of color—new marketing tools to better reach their clients and customers. They can create their own stories to better connect with their clients and customers and access an inexpensive way to publish daily discounts on their goods and services for Americans All members. In the business world, an organization's stories, and the stories its leaders tell, help solidify relationships in a way that factual statements encapsulated in bullet points or numbers don't.

#### **Appendix 2: (Continued)**

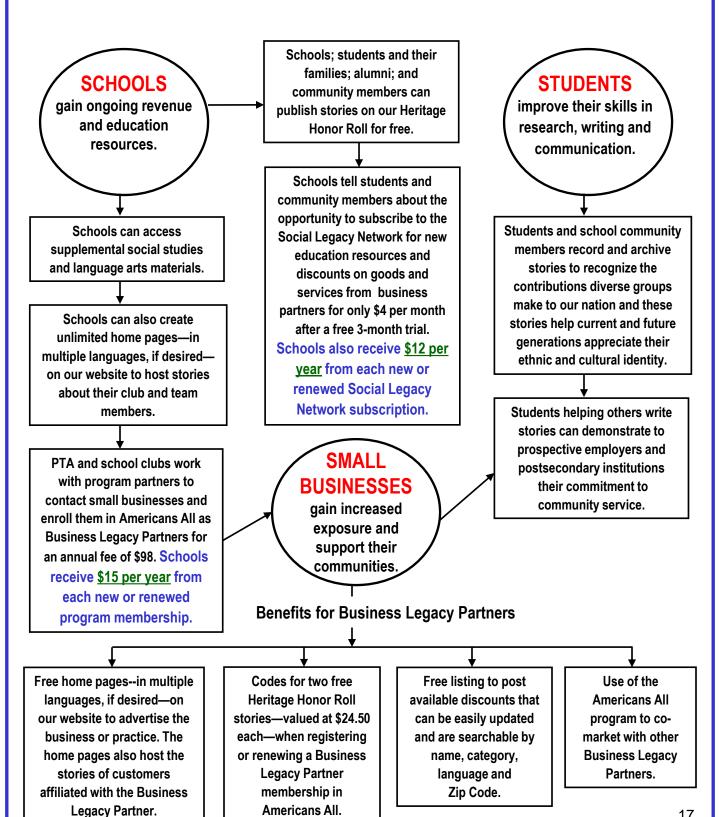
Because of their importance to our nation's financial health, our value to small businesses cannot be understated. According to the SBA, small companies create 1.5 million jobs annually and account for 64 percent of new jobs created in the U.S. (Fundera, 2019). More than 70 percent of small businesses shut down when the pandemic hit. A solution adopted by many has been to increase online activities to try and reach out to their client base and survive by selling their products and services online.

The new generation of entrepreneurs is more likely to create a side business. In fact, Millennials and Gen Zers are 188 percent more likely to do this than Baby Boomers or traditionalists (SalesForce, 2019). Social media is a preferred favorite for small business owners. In fact, 64 percent of surveyed small businesses use social media in their marketing strategy (The Manifest, 2019). The same study showed that nearly all small businesses advertise, and they rely on digital as a medium of advertisement because they can target their customers in a more effective manner. Our program can become a vital part of their marketing plans.

Schools frequently ask businesses for financial support but rarely provide them with anything of value in return. Our grassroots approach enables schools to receive ongoing revenue from the fees paid by Business Legacy Partners. Americans All members can also continue their Social Legacy Network subscription for a small monthly cost (\$4) after the free trial to receive additional benefits besides publishing a story on our web-based Heritage Honor Roll. Schools also benefit from the Social Legacy Network fees. The Foundation invests 80 percent of its membership and subscription revenue in communities that support its program.

Year 1	New Business Legacy Partners Enrolled	Total Business Legacy Partners Enrolled	Revenue O  Revenue from Business Legacy Partners @ 15/year		New Americans All Members Who Join for Free	New Social Legacy Network Members @ 25% of Americans All Members	Total Social Legacy Network Members	Revenue from Social Legacy Network Members @ \$12/year		Total Annual Revenue for a School	
			\$	300	400	100	100	\$	1,200	\$	1,500
2	20	40	\$	600	500	125	225	\$	2,700	\$	3,300
3	20	60	\$	900	600	150	375	\$	4,500	\$	5,400
1	50	50	\$	750	500	125	125	\$	1,500	\$	2,250
2	50	100	\$	1,500	600	150	275	\$	3,300	\$	4,800
3	50	150	\$	2,250	700	275	550	\$	6,600	\$	8,850

# Appendix 3: Americans All is a nonprofit community outreach program that specifically benefits schools and small business and service providers by using a unique storytelling tool and fundraising approach.



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## **Appendix 4: The Americans All Program Resources**

Standard textbooks used to teach social studies are like encyclopedias in which facts follow facts and no sense of drama or story exists. Students discover that things happened but rarely is it clear why they happened or whether it mattered. Often the result is that young people tune out the past.

Americans All texts incorporate narratives and visuals (i.e., posters and photographs), and our music program contains original recordings of songs representing diverse ethnic and cultural groups. All aim to accommodate students' different interests and learning styles and keep them engaged. Engaged students are more likely to stay in school.

Our instructional resources also focus on studying social studies from multiple perspectives; this inclusiveness can be a catalyst for diverse students learning how to interact respectfully and productively with all people in our nation and world.

