

Project Precocious Inc.

Introduction Presentation

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I. Overview

Leadership



Jacob Posada

Co-Founder & Co-Chairman

Jacob is currently a Senior Associate at Monroe Capital where he focuses on software private credit investing. Jacob's philanthropic efforts include serving as a volunteer of SEO's Alternative Investments program.



Dan New

Co-Founder & Co-Chairman

Dan is currently an Analyst at Partners Group where he focuses on investing in infrastructure. Dan's philanthropic efforts have involved serving as the Co-Founder and Co-Chairman of Part of the Solutions Junior Board.



Grant Gilbert

Partner

Grant is currently an Associate at TA Associates where he focuses on healthcare software investing. Grant's philanthropic efforts include serving as a board member for Mental Health Association of San Francisco.

Select
Experience



Select
Experience



Select
Experience



Value Creation Strategy

2020

Year Founded

6

*Nonprofit Organizations
Supported*

30+

*Relationships to support
nonprofit partners*

Pro bono sustainability, governance & technology enablement advisory for nonprofits.

- Project Precocious is a nonprofit providing sustainability, governance and technology enablement advisory to other nonprofits.
- Project Precocious' competitive advantage is established through having a team with deep operational and financial expertise, long term vision and commitment to the partnerships we pursue.

II. Partnership Value & Approach

Long-Term Partnership Approach

Project Precocious has two types of advisory offerings and has achieved several notable results through them.



Sustainability & Governance Advisory

Assess organizations current sustainability and governance standings using a data-driven approach to bolster awareness and effectiveness of initiatives.



Technology Enablement

Evaluate organizations existing technology environments and explore software recommendations from technology partners that can increase operational efficiency.

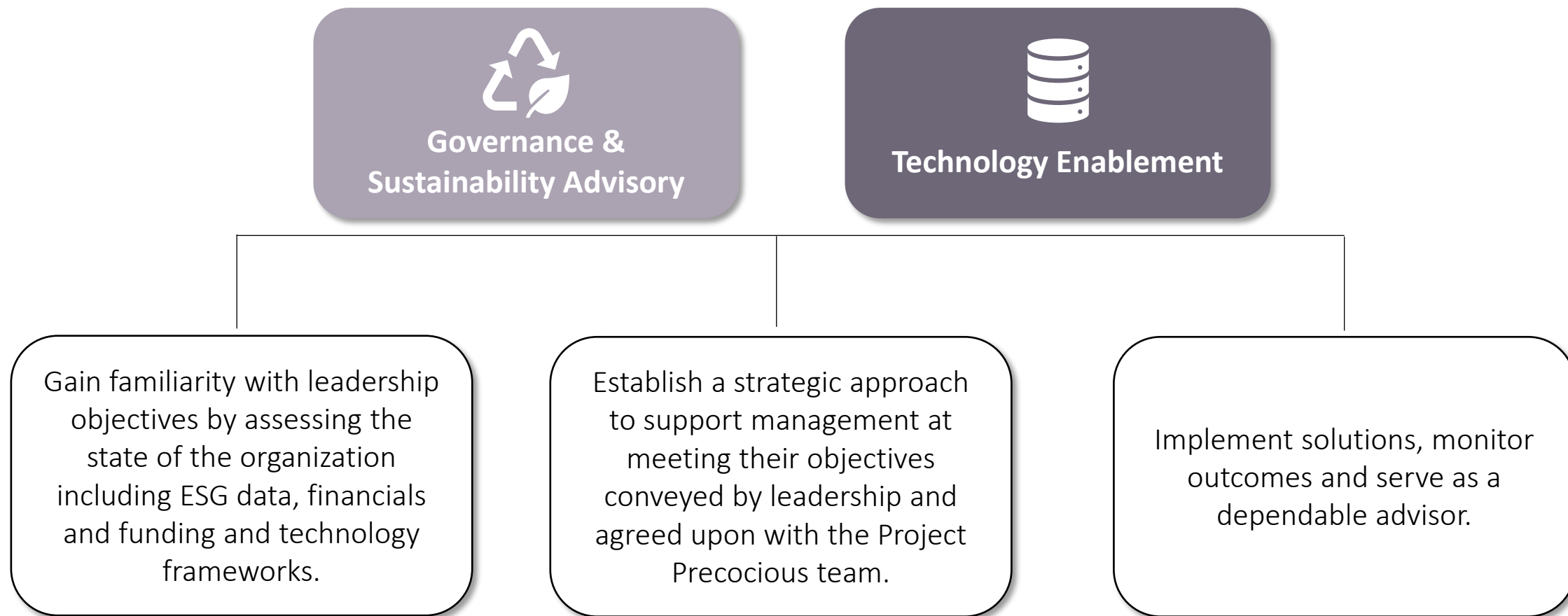
- ✓ Established a junior board for a partner organization with 12-members that raised \$30k over its first 2-years of operation.
- ✓ Deployed a proprietary ESG framework based on the United Nations Sustainability Development Goals that led to partner organizations expanding their offerings and volunteer bases.
- ✓ Evaluated 20+ enterprise software vendors, resulting in Oracle Net Suite and Splunk granting in-kind software donations to several organizations partnered with.

Implementation Approach & Sustainability Development Goals

Project Precocious has a proven partnership approach and is eager to explore new opportunities.



Partner Organizations Involvement Lifecycle



Note: leadership defined as Board of Directors, and management team of partner organizations.

III. Appendix – Partnership Case Studies

Swim Strong Foundation Partnership Overview

Overview

- Founded in 2006 and based in New York, NY, Swim Strong Foundation ('Swim Strong' or 'the Organization') is a non-profit organization that has provided water safety and swimming lessons to 10K+ participants.
- Project Precocious Inc. has served as an advisor to the Swim Strong Foundation since July 2020, by supporting the organization at launching and developing its Know Before You Go™ (KBYG) program.
- Project Precocious conducted diligence on the organization's ESG, Technology and strategic initiatives.
- Through conversations with management, Project Precocious identified and validated Swim Strong's efforts at developing an environmentally driven water safety instructional program.

Sustainability Advisory

- Project Precocious assessed Swim Strong's Sustainability Return on Investment through the application of its ESG Intelligence Tracking model to strengthen the organization's ESG strategy.
- **Input:** Project Precocious identified that total development, execution and fees costs associated with Swim Strong's KBYG program are estimated at \$265.5K.
- **Output:** Project Precocious conducted further diligence to validate conclusions that on average for every dollar donated, 64% of costs are comprised of program development expenses, 29% outreach costs and 6% fees and expenses.
- **Outcome:** To date, the organization's program has benefitted 17.7K+ participants, and the establishment of 24 private and public partnerships with corporations, religious institutions, and civic organizations.

Technology Enablement

- Project Precocious evaluated Swim Strong's technology frameworks and conducted an outreach to various technology enterprise partners on its behalf.
- **Challenges Identified:** In FY'20, management experienced challenges with its existing Enterprise Resource Planning (ERP) provider, leading the organization to explore other ERP alternatives.
- **Proposed Recommendations:** Project Precocious supported management by evaluating 20+ ERP, CRM and Productivity software vendors, resulting in Oracle Net Suite and Splunk granting the organization in-kind software donations.
- During FY'22 Project Precocious conducted diligence on Tendeci Software a Donor Relationship Management ('DRM') vendor to support management's decision of integrating Salesforce as its official CRM vendor.

Governance Advisory

- **Challenges Identified:** Measuring SROI during FY'20 – FY'22 was challenging for the organization primarily due to the global COVID-19 pandemic which resulted in limited budgets and participation.
- **Proposed Recommendations:** By advocating for the organization, Project Precocious has been able to support management at expanding their existing partnership base, including private and public organizations, to promote the organization's brand awareness and mission.
- Project Precocious currently sits on Swim Strong's advisory committee and has supported management at strengthening and executing strategic initiatives.

Case Study – One Sandwich at a Time (OSAAT)

Overview

- Founded in 2011 and based in New York, NY, One Sandwich at a Time ('OSAAT' or 'the Organization') is a non-profit organization that partners with public and private sector organizations to harness community development. To-date, OSAAT has 50+ corporate partners and 150+ individual donors.
- Project Precocious Inc. has served as an advisor to OSAAT since May 2020, by supporting management and the board of directors with various ESG, Technology Enablement and Board Strategic initiatives.
- Through conversations with management, Project Precocious has conducted diligence on OSAAT's strategic expansion; as well as revitalizing its marketing and brand awareness strategy.

Sustainability Advisory

- Project Precocious assessed OSAAT's SROI by using its ESG Intelligence Tracking model to further strengthen the organization's ESG strategy.
- **Input:** From FY'17 – FY'19, OSAAT has raised more than \$185.6K.
- **Output:** Per conversations with management, for every dollar donated to the organization, 15% is allocated towards administrative fees and 85% towards program fees. OSAAT's total donations have led to the feeding of more than 600K individuals.
- **Outcome:** Project Precocious conducted research and introduced the organization to MSK's Food Pantry as an additional value-add partner to the organization, in addition to drafting an expansion proposal plan based on data published by Feeding America.

Technology Enablement

- Project Precocious assessed OSAAT's technology applications and facilitated the introduction to several technology companies.
- **Challenges Identified:** Through diligence, Project Precocious identified that many of OSAAT's processes were still being conducted manually and could benefit from automated applications.
- **Proposed Recommendations:** By leveraging Project Precocious' Software vendor database, the organization was able to further expand its knowledge on various ERP and CRM technologies.
- Furthermore, Project Precocious created a marketing newsletter for the organization aimed at increasing its prospect donor and volunteer base.

Governance Advisory

- Project Precocious has served as a long-term advocate for OSAAT, including supporting the execution of its "100 PB&J challenge" campaign.
- **Challenges Identified:** During conversations with the board of directors, Project Precocious supported management at developing its FY'21 execution plan and assessing its sustainability strategy.
- **Proposed Recommendations:** Project Precocious facilitated the introduction to public and private organizations to support the organization's expansion efforts. Additionally, Project Precocious drafted a proposal for its external expansion strategy plan and hosted bi-monthly calls to support its execution.
- Project Precocious served on OSAAT's advisory committee and has presented several expansion strategies to the board of directors.

Thank You.

Preliminary draft, subject to further revisions. The herein does not constitute proprietary advice or implementation in connection to a client or for-profit transaction.



Project Precocious, Inc.		
Established in May 2020		
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