



## Impact Interns: Summer 2021

### Organization Information

Organization Name:	TCP Academy
Address:	640 Ravenwood Dr., Glen Burnie, MD 21060
Website:	<a href="http://www.tcpacademy.md.org">www.tcpacademy.md.org</a>
Organization Description:	<p>TCP Academy is a start-up micro school serving middle school students. Our mission is “Empowering virtuous students to discover their sense of purpose while becoming bold leaders.”</p> <p>To achieve our mission, we focus on developing the social, emotional, cognitive and spiritual development of students through project-based learning, while at the same time introducing students to the workforce through hands on field trips to local businesses where they engage with employees to learn about different jobs and the necessary skills to be successful in the workforce.</p>
Intern Supervisor: (Name, title, email)	Andy Schindling, Executive Director, tcpcharity.as@gmail.com

### Position Description

Internship Time Period (include projected dates):	<input checked="" type="checkbox"/> Summer 2021 Internship dates: June 1 – August 10, 2021
Hours Per Week:	15 hours a week – total of 150 hours
Number of Weeks:	10 weeks
Undergrad/Grad Intern eligibility:	<input type="checkbox"/> Graduate <input checked="" type="checkbox"/> Undergraduate
Internship Description and Duties:	<p><b>Business Development Champion</b></p> <p><b>Position Summary</b> Our impact internship provides individuals with the opportunity to be a part of building something very unique in the education space by being a part of a founding team that is launching a micro school for middle school students.</p> <p><b>Duties:</b></p> <ul style="list-style-type: none"> <li>• Solicit and secure Business Partnerships consisting of donations, sponsorships and field trip partners.</li> <li>• Research and create a spreadsheet of potential foundation grant opportunities.</li> <li>• Write grant requests to foundations and businesses.</li> <li>• Secure partnerships with local organizations to support our community events and initiatives</li> </ul>



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College Park, MD 20742  
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Web: dogood.umd.edu

<p>Description of long-term project the Impact Intern will lead or substantively contribute to:</p>	<p>The intern will work directly with our Founder and play a big role in building new relationships with individuals and businesses who are interested in supporting TCP Academy.</p> <p><b>Substantive Contribution – Launching a Micro School</b> TCP Academy will be a brand-new school with a very unique learning model especially in our County, so we need to increase our business partnerships and donation revenue by 50-75%. In this role the Intern will play a substantive role in supporting our Founder in generating new revenue and partnerships for TCP Academy.</p> <p>The efforts of the intern will increase the number of scholarships we can provide, the number of business world experiences our students receive, and strengthen the impact our community initiatives make.</p>
<p>Qualifications and/or skills desired:</p>	<ul style="list-style-type: none"> <li>• Passion and enthusiasm for education and kids.</li> <li>• Very strong written and verbal communication skills.</li> <li>• Attention to detail and the “small” things.</li> <li>• Successful history in sales or being able to generate revenue.</li> <li>• Highly proficient at and comfortable with asking people for money.</li> <li>• Effective at communicating over the phone.</li> <li>• Persuasive, energetic and charming.</li> <li>• Desire and ability to take initiative and be proactive.</li> <li>• Ability to work individually.</li> <li>• Reliable transportation.</li> <li>• Go-getter attitude and can handle and bounce back from failure or hearing the words NO or NOT INTERESTED.</li> <li>• Responsive and great time management.</li> </ul>
<p>This position requires specific clearances, background checks, or specific documentation upon hiring. Please list requirements or write Not Applicable.</p>	<p>No</p>
<p>The following information is required from the intern:</p>	<p><input checked="" type="checkbox"/> Resume  <input checked="" type="checkbox"/> Cover Letter  <input type="checkbox"/> Writing Sample  <input checked="" type="checkbox"/> Other: Examples of how you successfully generated revenue and how much (if known)</p>



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Interviews will be conducted via the following methods:	<input checked="" type="checkbox"/> Zoom <input type="checkbox"/> Google Hangouts <input type="checkbox"/> WebEx <input type="checkbox"/> Other: _____
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