

# The Miami Foundation, Inc.

**Project Title:** Building Voice: Community Development through Arts Publishing in South Florida

**Grant Number:** 20.c.pr.110.539

## A. Cover Page Page 1 of 10

### Guidelines

Please read the current Guidelines prior to starting the application: 2019-2020 Specific Cultural Project Grant Guidelines

### Application Type

**Proposal Type:** Discipline-Based

**Funding Category:** N/A

**Discipline:** Literature

**Proposal Title:** Building Voice: Community Development through Arts Publishing in South Florida

## B. Contacts (Applicant Information) Page 2 of 10

### Applicant Information

- a. **Organization Name:** The Miami Foundation, Inc. 
- b. **FEID:** 65-0350357
- c. **Phone number:** 305.357.2084
- d. **Principal Address:** 40 NW 3rd Street, Suite 305 Miami, 33128-1839
- e. **Mailing Address:** 40 NW 3rd Street, Suite 305 Miami, 33128-1839
- f. **Website:** [www.miamifoundation.org](http://www.miamifoundation.org)
- g. **Organization Type:** Nonprofit Organization
- h. **Organization Category:** Other
- i. **County:** Miami-Dade
- j. **DUNS number:** 962741950

### 1. Grant Contact \*

**First Name**

Amanda

**Last Name**

Keeley

**Phone**

917.903.0907

**Email**

[amanda@exilebooks.com](mailto:amanda@exilebooks.com)

### 2. Additional Contact \*

**First Name**

Sara

**Last Name**

Darling

**Phone**

260.450.3671

**Email**

sara@exilebooks.com

**3. Authorized Official \***

**First Name**

Kamilah

**Last Name**

Wallen

**Phone**

305.357.2711

**Email**

kwallen@miamifoundation.org

**4. National Endowment for the Arts Descriptors**

**Applicant Status**

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Organization - Nonprofit

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**Institution Type**

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Foundation

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**Applicant Discipline**

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Literature (includes playwriting)

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**5. Department Name**

EXILE Books

## C. Eligibility Page 3 of 10

### 1. What is the legal status of the applicant? \*

- Public Entity
- Nonprofit, Tax-Exempt
- Solo or Individual artists or unincorporated performing company
- Other (not an eligible response)

### 2. Are proposed activities accessible to all members of the public? \*

- Yes (required for eligibility)
- No

### 3. Do proposed activities occur between 7/1/2019 - 6/30/2020? \*

- Yes (required for eligibility)
- No

### 4. How many years of completed programming does the applicant have? \*

- Less than 1 year
- 1-2 years
- 3 or more years (required minimum to request more than \$50,000 in GPS)

# D. Excellence Page 4 of 10

## 1. Applicant Mission Statement - (Maximum characters 500.) \*

EXILE is a Miami-based literary arts and culture platform producing publications and site-specific events such as exhibitions, performances, lectures, fairs, and workshops around South Florida in order to advance local circulation and engagement with artist's books and printed ephemera. Headquartered in Miami's Little Haiti neighborhood, EXILE seeks to establish a pervasive print culture in Miami by creating hubs for independent publishing that represent and serve our diverse community.

## 2. Proposal Description

Describe the project or program for which you are requesting funding. Include goals, fully measurable objectives, activities, partnerships/collaborations, and a timeline. If you are an LAA or SSO, please include a statement that describes the services provided to your audience (including membership) and how those services are provided.

### Goals, Objectives, and Activities - (Maximum characters 5000.)

**Goals:** Broad statements that are usually general, abstract, issue oriented with realistic priorities. Goals are a long-term end to which programs and activities are developed and should reflect the organization's mission statement. Goals can be listed in priority order and ranked.

**Objectives:** Specific, measurable ends that are achievable within a time frame and mark progress towards achieving goals.

**Activities:** These are the specific activities that achieve the objectives.

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Goal 1: Cultivate vibrant communities in under-resourced neighborhoods where artists' publications are integrated into every aspect of life.

- Objective 1.a: Expand the arts publishing programming targeted to minority groups and low-income areas by 40% throughout the grant period.
- Objective 1.b: Increase visibility and engagement with artists' publications in South Florida's underserved communities by 70% through June 2020.

Goal 2: Showcase and preserve South Florida's diverse cultural voice to advance the region's sense of place for residents and tourists.

- Objective 2.a: Grow the archive of local artists' publications by minority groups at HistoryMiami Museum and University of Miami Special Collections, our city's largest depositories of independent print media, by 20% or more by June 2020.
- Objective 2.b: Double the presence of South Florida publications by Latin American, Caribbean, and Creole artists at international art and artists' book fairs by Q3 2020.

Goal 3: Provide an avenue for local, minority artists to gain both exposure and financial support to advance South Florida's creative economy.

- Objective 3.a: Enlarge the quantity of artists from culturally and economically underserved communities participating in 2020 Spring Miami Zine Fair by 35%.

- Objective 3.b: Increase sales of artists' publications in South Florida by underserved populations and minorities by 30% by the close of the grant period.

Goal 4: Sustainably enhance education and leadership in South Florida through independent publishing.

- Objective 4.a: Grow EXILE's educational and outreach programming to be 90% led by local artists by Q2 2019.
- Objective 4.b: Expand the opportunities for personal and professional development through arts publishing in underinvested neighborhoods by 50% by June 2020.

Goal 5: Develop South Florida's identity as a thriving center for print culture to brand our community as a major cultural destination.

- Objective 5.a: Multiply the media exposure South Florida receives by 1.3x by June 2020.
- Objective 5.b: Increase the quantity of artists participating in the 2020 Spring Miami Zine Fair by 30%.
- Objective 5.c: Catalyze the production of local artists' publications by 20% through the grant period.

#### ACTIVITIES:

Building Voice will provide the only continuous programming featuring arts publishing in South Florida for all members of community free of charge. Throughout the 2019-20 season Building Voice will produce:

- Building Voice Events (July 2019-June 2020): On a monthly basis EXILE will present a dynamic event in celebration of print culture such as a lecture, performance, or reading, free and open to all members of the public. Building Voice Events will take place in under-resourced neighborhoods to reduce the geographic separation between art and life, sparking community exchange and collaboration.
- Building Voice Community Activation Workshops (July 2019-June 2020): EXILE will host a new series of six to eight site-specific thematic workshops rotating through Little Haiti, Little Havana, Liberty City, Opa Locka, and Homestead, as well as adult living facilities and school campuses in low-income areas to reinforce value of underprivileged and minority voices. Attendees will produce a range of printed matter from publications to business cards in an effort to cultivate hard skills like computer literacy, writing, and design thinking, as well as soft skills like interpersonal dialogue and communication. Materials produced during these workshops will be collected and donated to University of Miami Special Collections and/or HistoryMiami Archive.
- SIDE X SIDE (July 2019 - December 2019)  
EXILE is partnering alongside Knight Arts Challenge winner and Wavemaker recipient Pageslayers, an Opa-Locka-based creative writing summer camp empowering and propelling young writers of color, to bridge our respective Miami-Dade neighborhoods together by means of the handwritten word. Inspired students between the ages of 8 to 10 years old living and attending public school in Little Haiti and Opa-locka will be paired with each other as pen pals, creating correspondence art – stamps, envelopes, snail-mail memorabilia – while learning about life in another diverse community through the lens of a new friend. By the end of SIDE X SIDE, the not-so-long-distance pals will finally meet IRL and create their own zine together! These students will both expand their literary horizons beyond community borders and instill in themselves a civic sense of pride from where they read, write, live and play.

- Building Voice Miami Zine Fair (Spring 2020): EXILE will stage the Miami Zine Fair in the Spring 2020 to coincide with O, Miami Poetry Festival. EXILE will circulate an open call to participate through social media, underground zine forums, local schools and universities, and partnering organizations in culturally and economically underserved communities. We will also make use of Miami's unique geographic location to solicit zinesters from Latin America and the Caribbean. EXILE will request all exhibitors donate their publications to the University of Miami archive; Special Collections will record these donations on their website so anyone with internet access can reference the material, effectively documenting our city's independent voices for educational and historical purposes and placing these artist's work into a world renowned institutional collection.
- Building Voice Abroad (September 2019, December 2019, February 2020): EXILE will participate in Printed Matter's Art Book Fairs in NYC and LA and Art Basel Miami Beach to exhibit our community's diverse range of artists' publications to the over 80,000 people that attend these fairs.
- Building Voice Office Hours (July 2019- June 2020): EXILE will host weekly open Office Hours during which community members are welcome to discuss their projects for the page or seek arts-business development advice. EXILE will also offer free publishing consultations for cultural organizations to help creatives realize their potential as agents for change.

### **Partnerships & Collaborations - (Maximum characters 2000.)**

Describe any partnerships and/or collaborations with organizations directly related to the Specific Cultural Project (SCP) or General Programing (GPS). Discuss the responsibilities and benefits of the relationship and whether any formal agreements are in place.

1. Our partners for our 2019-2020 season include: Miami Dade College, Miami Book Fair International, O Miami Poetry Festival, Little Haiti Cultural Complex, PageSlayers, Reading Queer, Lotus House Shelters, Eastridge Retirement Village, Books & Books, Miami Lighthouse for the Blind, HistoryMiami Museum, YoungArts, Special Collections at University of Miami, Baptist Hospital, HistoryMiami Museum, Pérez Art Museum Miami (PAMM), Bass Museum, Standard Hotel and Spa, DACRA, and Ability Explosion. EXILE is also solidifying dialogue with: African Heritage Cultural Arts Center, The Phillip and Patricia Frost Museum of Science, Edible South Florida, South Florida Art Center, local grocery stores, Lyric Theater in Overtown, and hotels throughout South Florida. EXILE will cross-promote Building Voice with these collaborating cultural institutions to extend the visibility of our project in our direct community and expand our audience, specifically targeting individuals inclined to engage with our project.
2. International organizations and sponsors such as the John S. and James L. Knight Foundation, Metabolic Studio/ Annenberg Foundation, Printed Matter Inc., and SONOS. EXILE will continue to seek sponsors and partnering organizations with broad reach in an effort to expand our audience.

### **Timeline - (Maximum characters 2000.)**

List timeline of activities during the grant period.

Building Voice will provide the only continuous programming featuring arts publishing in South Florida for all members of community free of charge. The foundation of the program is based on print culture but is enriched by collaborating with a range of multidisciplinary artists and organizations. Throughout the 2019-20 season Building Voice will produce:

- Building Voice Events (July 2019-June 2020)

- Building Voice Community Activation Workshops (July 2019-June 2020)
- SIDE X SIDE (July 2019 - December 2019)
- Building Voice Miami Zine Fair (Spring 2020):
- Building Voice Abroad (September 2019, December 2019, February 2020)
- Building Voice Office Hours (July 2019- June 2020)

# E. Impact Page 5 of 10

## Instructions

Do not count individuals reached through TV, radio, cable broadcast, the Internet, or other media. Include actual audience numbers based on paid/free admissions or seats filled. Avoid inflated numbers, and do not double-count repeat attendees.

Applicants to the UCCD Salary Assistance category should calculate the number of individuals benefitting based on the number of jobs the grant funds in the application is supporting. If it is only one (1) position, then the number of individuals benefitting should be one (1).

### 1. What is the estimated number of proposal events? \*

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27

### 2. What is the estimated number of opportunities for public participation? \*

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76

### 3. How many Adults will be engaged? \*

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15,477

### 4. How many school based youth will be engaged? \*

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720

### 5. How many non-school based youth will be engaged? \*

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1,850

### 6. How many artists will be directly involved? \*

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330

**Total number of individuals who will be engaged?**

**7. Select all categories that make up 25% or more of population directly benefitting (excluding broadcasts and online programming): \***

- Children/Youth (0-18 years)
- Young Adults (19-24 years)

**8. Select all categories that make up 25% or more of population directly benefitting (excluding broadcasts and online programming): \***

- Black/African American
- Hispanic/Latino

**9. Additional impact/participation numbers information (optional) - (Maximum characters 500.)**

Use this space to provide the panel with additional detail or information about the impact/participation numbers.

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EXILE serves over 100,000 Miami-Dade residents and tourists, presenting dynamic opportunities for engagement with artists' publications through exhibitions, programs, events, public art projects, and a bookstore.

Building Voice sets out to specifically engage minorities, students, and low-income areas in Miami-Dade. Partnerships included ensure the arts publishing programming targeted to outreach communities will grow by 40% by June 2020.

**10. In what counties will the project/program actually take place?**

Select the counties in which the project/programming will actually occur. For example, if your organization is located in Alachua county and you are planning programming that will take place in Alachua as well as the surrounding counties of Clay and St. Johns, you will list all three counties. Please do not include counties served unless the project or programming will be physically taking place in that county. *State Service Organization* applicants: Select all counties that will be served by your programming.

- Miami-Dade

**11. Proposal Impact - (Maximum characters 3500.) \***

Describe the economic impact of your organization as a whole and of the proposal in particular on your local community. Include a description of your proposal's education and outreach activities.

*Organizations:* Include the economic impact of your organization as a whole.

*Solo Artists:* Include any positive social elements and community engagement anticipated from the project.

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EXILE serves over 100,000 Miami-Dade residents and tourists, presenting dynamic opportunities for engagement with artists' publications through exhibitions, programs, events, public art projects, and a bookstore. EXILE generates an annual economic impact of \$2.7 million, employs one part time director and two part time support staff, and engages several dozen in artistic services. Our spending and our audience's spending has an industry impact on over 74 jobs and creates \$41,000 in local and state revenue as per the Americans for the Arts Economic Impact Calculator. EXILE's economic impact is felt in several ways:

- EXILE provides an opportunity for residents and tourists to purchase quality art in an accessible fashion. EXILE's inventory of artists' publications—works of art that use the book as their medium—are inexpensive and often produced in open editions, making them democratically available.
- Sales from EXILE's bookstore, publishing imprint, and fairs contribute to our local economy at large while supporting artists in the creative economy directly. To date EXILE has generated over \$50,000 in sales and holds over 35 consignment contracts with local publishers. Moreover, our Miami Zine Fair is the largest event of it's kind in the the Southern United States and it provides an uninterrupted stage for artists to sell their publications to large audiences.
- The migratory model of EXILE's programming platform continually directs new audiences and monies to organizations across South Florida. By taking residence at a variety of venues, EXILE addresses different audience bases while also channelling our following to these locations. On average our subscriber rate grows 23% at each venue. This relationship is reciprocal: EXILE surveys show approximately 37.7% of attendees had not visited a location before EXILE's installation.
- EXILE serves as an incentive for cultural tourism. Through engaging, world-class programming and publications, EXILE promotes South Florida as a cultural destination for residents, talent, and tourists alike. Over 12% of attendees surveyed at the first Miami Zine Fair hailed from out of town, with this number expanding to 20% in 2018.

Building Voice sets out to specifically engage minorities, students, and low-income areas in Miami-Dade. Partnerships included ensure the arts publishing programming targeted to outreach communities will grow by 40% by June 2020. EXILE also hires interns from the community and aims to expand these efforts with grant funds. Interns at EXILE have gone on to hold industry jobs at the Wolfsonian Museum and Miami Design District, among others. These opportunities for professional advancement are part of EXILE's commitment to support the next generation of local talent.

Building Voice's outreach is hinged upon education. The democratic nature of print culture provides an accessible entry point for engaging varied audiences. Proposed efforts will develop both hard and soft skills to empower underserved communities. These actionable skill sets span from writing, design thinking, and marketing to dialogue, collaboration, and self-valuation. EXILE's partnerships with Special Collections at University of Miami and the HistoryMiami Museum archives reinforce the educational impact of these programs, ensuring the voices that comprise South Florida's independent print culture are archived and available for reference to all.

## **12. Marketing and Promotion - (Maximum characters 3500.) \***

Describe the marketing/promotion/publicity plans and audience development/expansion efforts as related to the proposal. For example, include information on advertising, social media, collaboration with local organizations, brochures, etc.

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In an effort to to maximize our project's economic and cultural impact, EXILE will market Building Voice by:

1. Closely collaborating with local cultural organizations. EXILE will cross-promote Building Voice with its 30+ partners and collaborating cultural institutions to extend the visibility of our project in our direct community and expand our audience, specifically targeting individuals inclined to engage with our project.
2. Cross-promoting with international organizations and sponsors such as the John S. and James L. Knight Foundation, Metabolic Studio/ Annenberg Foundation, and Printed Matter, Inc. EXILE will continue to seek sponsors and partnering organizations with broad reach in an effort to expand our audience.
3. Posting about Building Voice regularly on EXILE's Facebook, Instagram, and Twitter profiles. EXILE will also inform our engaged audience of over 5,000+ followers about Building Voice through our viral, electronic mail announcements using MailChimp. We anticipate increasing our social media presence by launching profiles on new platforms such as Snapchat, Tumblr, and BuzzFeed. EXILE also plans to employ paid promotion and visibility tactics to expand our reach.
4. Posting about Building Voice programs continuously on EXILE's website. EXILE's web page enables us to post our current programming and keep an archive of past projects that is easy to update and access. EXILE staff will update the website to feature Building Voice programs weeks prior to each event. EXILE will expand our marketing efforts on our website to include a photo gallery of images from previous events and make use of Google AdWords to drive relevant traffic to our site. Using our website's Shopify reports regarding visitor demographics, and sources of referral traffic throughout the grant period, EXILE will adapt planned marketing tactics in real time.
5. Adding cyber-based listings on community cultural calendars including the Miami Herald, Miami New Times, Tropicult, The New Tropic, Prism Creative, and Sweat Records. To further develop our audience EXILE will also post to Tourism Miami, miamiartzine.com, El Nuevo Herald, and Lone Palm. The New Tropic receives over 20,000 website hits per month and possesses a considerable mailing list, drastically increasing the potential audience of Building Voice programs.
6. Distributing programming information and flyers throughout community centers and business to promote Building Voice programs to those without frequent access to digital media.
7. Sending press releases containing images to our list of multimedia contacts in the international and local press with information about each exhibition and accompanying Building Voice programs.
8. Producing printed, public art projects and installing them on public transportation, literally branding Miami as a cultural metropolis while promoting regional and transit connectivity. While including promotional information, these projects will also function as art objects, creating a vibrant visual experience that contributes to South Florida's unique character.
9. Advertising on radio through Shake 108, WVUM The Voice, and JOLT Radio with spots, calendar listings, and on-air interviews. To expand Building Voice's audience, EXILE is also in conversation with WLRN 91.3 FM, the number one NPR station in the state of Florida, serving a weekly audience of more than 500,000 from Palm Beach to Key West.

# F. Management and Operating Budget Page 6 of 10

## **1. Fiscal Condition and Sustainability - (Maximum characters 1750.) \***

Describe the fiscal condition of the organization as it relates to the successful completion of the proposal. Also describe plans to sustain the proposal activities after the grant period.

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EXILE Books receives a continuous stream of revenue through its on site and e-commerce retail operation, which offers unique artists' books and other related publications. In addition, EXILE produces numerous fundraising editions and an annual fundraising event to further supplement our revenues.

A large portion of EXILE Books' operating budget is covered by numerous grants: the John S. and James L Knight Foundation Arts Challenge, Miami Downtown Development Authority, Cannonball's Wavemaker, the Andy Warhol Foundation for the Visual Arts, Metabolic Studio/ Annenberg Foundation, Tourism Development Council, and Feast Miami grants. Additional support is generated through private donations, and we continue to aggressively seek funding sources to meet our program's needs. Currently the majority of EXILE's events are free to the public, but we will be experimenting with a pricing model for programming aimed at affluent audiences to aid in covering costs for events, operations, and outreach. Moreover, EXILE will produce Miami's first Art Book Fair in 2020 in tandem with our Zine Fair, presenting a significant increase in income via sponsorships, grants, and tabling fees. Continuing the above efforts and exploring these new measures ensures EXILE will continue to grow in coming years and sustain Building Voice activities after the grant period.

## **2. Evaluation Plan - (Maximum characters 1750.) \***

Briefly describe your methods and processes for gathering, analyzing, and reporting data to evaluate your programming with the purpose of improving, deciding to continue, or stopping.

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EXILE evaluates the success of our programming through collected surveys, sales and marketing analytics, and the economic prosperity calculator created by the Americans for the Arts, an evidence-based program that estimates the economic impact of arts and culture organizations. Data is collected at every venue and event then collated for our staff to ensure accuracy. The effectiveness of our programming and track record will be measured by:

- Visitor quantities, demographics, and repeated engagement at every venue and event.
- Sales figures tracked on our e-commerce site, allowing us to evaluate specific location revenues and track online sales. Our website also enables us to review first time visitors, referrals, and general traffic to the site. This information is aggregated and gathered into graphs regularly assessed by EXILE staff.
- Engagement and visibility statistics collected from social media outlets including Twitter, Facebook and Instagram. EXILE will employ Hootsuite analytics to track popular posts to improve our social media campaigns and continue broadening our audience.

- Engagement and visibility statistics extracted from MailChimp including subscription and click-through rates.
- Feedback gathered from anonymous Google Form surveys, physical evaluations distributed to event attendees, and conversations with community members. Feedback will be measured using a Likert scale to grant insight into our overall project success.

At the completion of every residency, EXILE evaluates all media coverage, marketing, advertising, and publicity efforts and compiles these resources into media packages to provide to our sponsors. EXILE staff examines these packages to determine the performance of our PR strategies and their impact on our audience base. EXILE also tracks the quantity, demographics, and variety of partnering institutions to evaluate accessibility and outreach. EXILE further gauges community impact by the amount of invitations EXILE receives to travel outside of South Florida and promote local publishing to new audiences.

### 3. Completed Fiscal Year End Date (m/d/yyyy) \*

12/31/2017

### 4. Operating Budget Summary

<b>Expenses</b>	<b>Previous Fiscal Year</b>	<b>Current Fiscal Year</b>	<b>Next Fiscal Year</b>
1. Personnel: Administrative	<b>\$40,000</b>	<b>\$40,000</b>	<b>\$40,000</b>
2. Personnel: Programmatic	<b>\$25,000</b>	<b>\$30,000</b>	<b>\$35,000</b>
3. Personnel: Technical/Production			
4. Outside Fees and Services: Programmatic	<b>\$5,000</b>	<b>\$6,000</b>	<b>\$10,000</b>
5. Outside Fees and Services: Other	<b>\$15,000</b>	<b>\$20,000</b>	<b>\$25,000</b>
6. Space Rental, Rent or Mortgage	<b>\$19,200</b>	<b>\$24,000</b>	<b>\$24,000</b>
7. Travel	<b>\$3,500</b>	<b>\$3,700</b>	<b>\$3,700</b>
8. Marketing	<b>\$3,500</b>	<b>\$4,000</b>	<b>\$4,000</b>
9. Remaining Operating Expenses	<b>\$18,000</b>	<b>\$20,000</b>	<b>\$24,000</b>
<b>A. Total Cash Expenses</b>	<b>\$129,200</b>	<b>\$147,700</b>	<b>\$165,700</b>

<b>B. In-kind Contributions</b>	<b>\$10,000</b>	<b>\$20,000</b>	<b>\$20,000</b>
<b>C. Total Operating Expenses</b>	<b>\$139,200</b>	<b>\$167,700</b>	<b>\$185,700</b>
<b>Income</b>	<b>Previous Fiscal Year</b>	<b>Current Fiscal Year</b>	<b>Next Fiscal Year</b>
10. Revenue: Admissions	<b>\$5,000</b>	<b>\$6,000</b>	<b>\$8,000</b>
11. Revenue: Contracted Services	<b>\$11,000</b>	<b>\$16,000</b>	<b>\$18,000</b>
12. Revenue: Other	<b>\$22,000</b>	<b>\$30,000</b>	<b>\$33,000</b>
13. Private Support: Corporate			<b>\$3,000</b>
14. Private Support: Foundation	<b>\$13,000</b>	<b>\$15,000</b>	<b>\$17,000</b>
15. Private Support: Other	<b>\$50,000</b>	<b>\$55,000</b>	<b>\$60,000</b>
16. Government Support: Federal			
17. Government Support: State/Regional	<b>\$25,000</b>	<b>\$25,000</b>	<b>\$25,000</b>
18. Government Support: Local/County	<b>\$3,500</b>	<b>\$3,500</b>	<b>\$3,500</b>
19. Applicant Cash			
<b>D. Total Cash Income</b>	<b>\$129,500</b>	<b>\$150,500</b>	<b>\$167,500</b>
<b>B. In-kind Contributions</b>	<b>\$10,000</b>	<b>\$20,000</b>	<b>\$20,000</b>
<b>E. Total Operating Income</b>	<b>\$139,500</b>	<b>\$170,500</b>	<b>\$187,500</b>

### 5. Additional Operating Budget Information (optional) - (Maximum characters 500.)

Use this space to provide the panel with additional detail or information about the operating budget. For example, if you have a budget deficit or there has been a large change in your operating budget compared with last fiscal year.

- EXILE's operating budget is largely sustained by private donations and numerous grantors: the Knight Foundation, Miami DDA, Tourism Development Council, Cannonball's Wavemaker Grant, Metabolic Studio (Annenberg Foundation). Sponsorships, grants, and tabling fees associated with the 2019 Art Book Fair present a significant increase in income, and we continue to aggressively seek funding sources to meet our program's needs. Continuing the above efforts while exploring new measures ensures EXILE will continue to grow in coming years and sustain Building Voice activities after the grant period.

## 6. Paid Staff

- Applicant has no paid management staff.
- Applicant has at least one part-time paid management staff member (but no full-time)
- Applicant has one full-time paid management staff member
- Applicant has more than one full-time paid management staff member

## 7. Hours \*

- Organization is open full-time
- Organization is open part-time

# G. Management and Proposal Budget Page 7 of 10

## 1. Rural Economic Development Initiative (REDI) Waiver \*

Yes

No

## 2. Proposal Budget Expenses:

Detail estimated proposal expenses in the budget categories listed below. Include only expenses that specifically related to the proposal. You can find a list of non-allowable and match only expenses at <http://dos.florida-arts.org/grants/guidelines/2017-2018.gps.guidelines.cfm#budget>.

### Personnel: Administrative \*

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Personnel Administrative	\$5,000	\$15,000	\$0	\$20,000
<b>Totals:</b>		<b>\$5,000</b>	<b>\$15,000</b>	<b>\$0</b>	<b>\$20,000</b>

### Personnel: Programmatic \*

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Personnel Programmatic	\$20,000	\$30,000	\$0	\$50,000
<b>Totals:</b>		<b>\$20,000</b>	<b>\$30,000</b>	<b>\$0</b>	<b>\$50,000</b>

### Outside Fees and Services: Programmatic \*

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Outside Fees and services	\$0	\$5,000	\$5,000	\$10,000
<b>Totals:</b>		<b>\$0</b>	<b>\$5,000</b>	<b>\$5,000</b>	<b>\$10,000</b>

### Outside Fees and Services: Other \*

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Outside fees and services: Other	\$0	\$4,000	\$10,000	\$14,000
<b>Totals:</b>		<b>\$0</b>	<b>\$4,000</b>	<b>\$10,000</b>	<b>\$14,000</b>

### Space Rental (match only) \*

#	Description	Cash Match	In-Kind Match	Total
1	Space Rental	\$10,000	\$10,000	\$20,000
<b>Totals:</b>		<b>\$10,000</b>	<b>\$10,000</b>	<b>\$20,000</b>

### Travel (match only) \*

#	Description	Cash Match	In-Kind Match	Total
1	Travel	\$3,500	\$0	\$3,500
<b>Totals:</b>		<b>\$3,500</b>	<b>\$0</b>	<b>\$3,500</b>

### Marketing \*

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Marketing	\$0	\$2,000	\$0	\$2,000
<b>Totals:</b>		<b>\$0</b>	<b>\$2,000</b>	<b>\$0</b>	<b>\$2,000</b>

### Remaining Proposal Expenses \*

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Remaining Proposal Expense	\$0	\$0	\$0	\$0
<b>Totals:</b>		<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>

### Amount of Grant Funding Requested:

\$25,000

### Cash Match:

\$69,500

### In-Kind Match:

\$25,000

### Match Amount:

\$94,500

### Total Project Cost:

\$119,500

### 3. Proposal Budget Income:

Detail the expected source of the cash match recorded in the expenses table in the budget categories listed below. Include only income that specifically relates to the proposal. The Proposal Budget income must equal the Proposal Budget expenses.

#### Revenue: Admissions \*

#	Description	Cash Match	Total	
1	Revenue Admissions	\$8,000	\$8,000	
<b>Totals:</b>		<b>\$0</b>	<b>\$8,000</b>	<b>\$8,000</b>

#### Revenue: Contracted Services \*

#	Description	Cash Match	Total	
1	Revenue Contracted Services	\$15,000	\$15,000	
<b>Totals:</b>		<b>\$0</b>	<b>\$15,000</b>	<b>\$15,000</b>

#### Revenue: Other \*

#	Description	Cash Match	Total	
1	Revenue Other	\$20,050	\$20,050	
<b>Totals:</b>		<b>\$0</b>	<b>\$20,050</b>	<b>\$20,050</b>

#### Private Support: Corporate \*

#	Description	Cash Match	Total	
1	Private Support: Corporate	\$14,000	\$14,000	
<b>Totals:</b>		<b>\$0</b>	<b>\$14,000</b>	<b>\$14,000</b>

#### Private Support: Other \*

#	Description	Cash Match	Total	
1	Private Support: Other	\$9,950	\$9,950	
<b>Totals:</b>		<b>\$0</b>	<b>\$9,950</b>	<b>\$9,950</b>

## Government Support: Local/County \*

#	Description	Cash Match	Total	
1	Government Support: Local/County	\$2,500	\$2,500	
<b>Totals:</b>		<b>\$0</b>	<b>\$2,500</b>	<b>\$2,500</b>

### Total Project Income:

**\$119,500**

### Proposal Budget at a Glance

Line	Item	Expenses	Income	%
A.	Request Amount	\$25,000	\$25,000	21%
B.	Cash Match	\$69,500	\$69,500	58%
	Total Cash	\$94,500	\$94,500	79%
C.	In-Kind	\$25,000	\$25,000	21%
	Total Proposal Budget	\$119,500	\$119,500	100%

#### 4. Additional Proposal Budget Information (optional) - (Maximum characters 500.)

Use this space to provide the panel with additional detail or information about the proposal budget. For example, if you have more in-kind than you can include in the proposal budget you can list it here.

Budget support from the state of Florida will help EXILE continue to offer year round programming to enrich Miami-Dade's artistic and literary communities, with a particular focus on underserved populations and minorities. Administrative services are integral to Building Voice insofar as the marketing, solicitation of funds, management of student fellows, cultivation of community relationships, mentorship meetings, and organization and curation of programming for Building Voice are fundamental to realizing the project.

## H. Accessibility Page 8 of 10

### 1. Describe how the facilities and proposal activities are accessible to all audiences and any plans that are in place to improve accessibility. - (Maximum characters 2500.) \*

For example, explain use of accessibility symbols in marketing materials, accessibility of facilities and programming and/or target population. You can find resources on accessibility at <http://dos.myflorida.com/cultural/info-and-opportunities/resources-by-topic/accessibility/>. We encourage all applicants to include images in the support materials showing the use of accessibility symbols in marketing materials.

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As a pop-up artists' bookshop and publisher, EXILE finds its home in multiple locations throughout the year in addition to its ADA-certified storefront in Little Haiti. When mobile, EXILE's staff works to ensure the shop and all associated programs are housed within facilities compliant with the Americans with Disabilities Act.

EXILE advocates for progress in our community and finds it important to partner with organizations that also promote inclusion so that all accessibility needs are met. In an effort to produce meaningful arts and publishing experiences that are available to all of Florida's citizens, we actively maintain relationships and dialogue with local organizations Miami Lighthouse for the Blind and Ability Explosion. With their guidance and support, we continue to ensure EXILE offers open-access events and programming throughout South Florida while also working in tandem to produce future events catered specifically to persons with disabilities.

In October 2015, EXILE produced a multimedia exhibition titled LISTEN TO THIS BUILDING, examining the relationship between architecture and design through the lens of people who are blind or visually impaired.

EXILE also produced a full calendar of public programming to engage the public on issues of art, architecture, and accessibility for LISTEN. This roster included renowned AIA architect Christopher Downey—who continued his practice after losing his sight—and Miami-based advocate, entrepreneur, and artist R. David New., as well as guided blindfolded Orientation and Mobility Tours with the Miami Lighthouse. LISTEN TO THIS BUILDING is believed to be the first architectural exhibit designed to address accessibility for persons with visual impairments, and accessibility continues at the forefront of our planning when producing projects.

As EXILE grows, we remain committed to increasing our accessibility initiatives and outreach to all audiences. As such, EXILE plans to:

- Integrate accessibility symbols into marketing materials and event listing information as well as institute accessibility briefs to volunteers at all new locations.
- Provide multiple methods through which to experience Building Voice and associated programming with the addition of sign language interpreters, large-print materials, assisted audio devices, and touch tours.
- Contact disability publications, forums, groups, and organizations throughout South Florida to make them aware our programming is sensitive to their needs.

- Incorporate the new, international accessibility symbols on our website in addition to instructions regarding accommodation requests for programming and exhibitions.
- Attend training events and awareness workshops hosted by Miami-Dade County to gain an in depth understanding of best practices regarding accessibility design and communication approaches.

## 2. Policies and Procedures

Yes

No

## 3. Staff Person for Accessibility Compliance

Yes

No

**If yes, what is the name of the staff person responsible for accessibility compliance?**

Sara Darling

## 4. Section 504 Self Evaluation

Yes, the applicant has completed the Section 504 Self Evaluation Workbook from the National Endowment for the Arts.

Yes, the applicant completed the Abbreviated Accessibility Checklist.

No, the applicant has not conducted an accessibility self-evaluation of its facilities and programs.

**If yes, when was the evaluation completed?**

5/1/2017

# I. Attachments and Support Materials Page 9 of 10

Complete the support materials list using the following definitions.

- **Title:** A few brief but descriptive words. Example: "Support Letter from John Doe".
- **Description:** (optional) Additional details about the support materials that may be helpful to staff or panelists. Identify any works or artists featured in the materials. For larger documents, please indicate page number for DCA credit statement and/or logo.
- **File:** The file selected from your computer. For uploaded materials only. The following sizes and formats are allowed.

Content Type	Format/extension	Maximum size
Images	.jpg or .gif	5 MB
documents	.pdf or .txt	10 MB
audio	.mp3	10 MB
video	.mp4, .mov, or .wmv	200 MB

## 1. Required Attachment List

Please upload your required attachments in the spaces provided. .

### Substitute W-9 Form

File Name	File Size	Uploaded On	View (opens in new window)
SUB W9 Miami Foundation w9.pdf	41 [KB]	8/6/2018 9:39:23 AM	<a href="#">View file</a>

## 2. Support materials (Optional)

File	Title	Description	Size	Type	View (opens in new window)
Letter of Support for Amanda Keeley.pdf	Support Letter From Franklin Sirmons		151 [KB]		<a href="#">View file</a>
Exile Zine Fair 2015.mp4	2015 Zine Fair Recap Video		248270 [KB]		<a href="#">View file</a>

File	Title	Description	Size	Type	View (opens in new window)
IRS Determination Letter and Affirmation of Name Change 11.17.10 (1).pdf	Miami Foundation IRS Determination Letter		461 [KB]		View file
MZF 2018 Review (2).pdf	EXILE Miami Zine Fair Review 2018		1851 [KB]		View file
EXILE2016-2017_Overview.pdf	EXILE 2016-2017 Programming Recap		2162 [KB]		View file
Fader Article_MZF 2018.pdf	Fader Magazine Zine Fair Fashion Article		47571 [KB]		View file
Pop-up Exile Books finds permanent home for artists in Little Haiti _ Miami Herald.pdf	EXILE's 2017 Move to Little Haiti Storefront   Miami Herald		227 [KB]		View file
Amanda Keeley Art CV 5%2F18.pdf	Founder Amanda Keeley's CV		42 [KB]		View file
PageSlayers Support_EXILE.docx	Letter of Support from Dana De Greff_PageSlayers		139 [KB]		View file
SUB W9 Miami Foundation w9.pdf			41 [KB]		View file

# J. Review & Submit Page 10 of 10

## 1. Review and Submit

I hereby certify that I am authorized to submit this application on behalf of The Miami Foundation, Inc. and that all information indicated is true and accurate. I acknowledge that my electronic signature below shall have the same legal effect as my written signature. I am aware that making a false statement or representation to the Department of State constitutes a third degree felony as provided for in s. 817.155, F.S., punishable as provided for by ss. 775.082, 775.083, and 775.084.

## Guidelines Certification

I hereby certify that I have read and understand the guidelines and all application requirements for this grant program as outlined under section , Florida Statutes 265.286 and 1T-1.036, Florida Administrative Code.

## Signature (Enter first and last name)

Amanda Keeley

