Delou Africa, Inc.

Project Title: DanceAfrica Miami 2019

Grant Number: 20.c.pr.112.533

Date Submitted: Friday, June 1, 2018

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: Traditional Arts

Proposal Title: DanceAfrica Miami 2019

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

Applicant Information

a. **Organization Name:** Delou Africa, Inc.
b. **FEID:** 27-1572927
c. **Phone number:** 305.978.3866
d. **Principal Address:** 11054 SW 159th terrace Miami, 33157-1201
e. **Mailing Address:** 11054 SW 159th Terrace Miami, 33157-1201
f. **Website:** www.delouafrica.org
g. **Organization Type:** Nonprofit Organization
h. **Organization Category:** Other
i. **County:** Miami-Dade
j. **DUNS number:** 965231959

1. Grant Contact *

First Name

Njeri

Last Name

Plato

Phone

305.978.3866

Email

delouafrica@yahoo.com

2. Additional Contact *

First Name

Folayan

Last Name

Griffiths

Phone

954.288.0201

Email

delouafrica@yahoo.com

3. Authorized Official *

First Name

Njeri

Last Name

Plato

Phone

305.978.3866

Email

delouafrica@yahoo.com

4. National Endowment for the Arts Descriptors

Applicant Status

Organization - Nonprofit

Institution Type

Fair/Festival

Applicant Discipline

Multidisciplinary

5. Department Name

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 unincoporated 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)

5. Does your project involve the following? (All required for eligibility)*

Living Traditions?

- ◉ Yes
- ○ No

A Folk Community?

- ◉ Yes
- ○ No

Arts shared informally via oral tradition or observation?

- ◉ Yes
- ○ No

D. Excellence Page **4** of **10**

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

It is the mission of Delou Africa, Inc. to bridge cultural gaps and preserve African culture by facilitating traditional African dance, drum, art, and musical experiences. The overall goal is to provide South Florida's diverse community the opportunity for expression, growth, and cultural appreciation in a supportive and nurturing environment.

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.

The 2019 DanceAfrica Miami Festival will continue to promote and celebrate the cultural vitality of the African diaspora through dance, art, fashion, and an outdoor marketplace. Delou Africa, Inc. is committed to ensuring broad access to the event. Festival entry and festival stage events are free of charge and fully acessible.

Goals are:

1--To promote the value and impact of African traditional art forms through engagement.

2--To highlight and expand the appreciation of the cultural connections between Africa and the Diaspora.

3--To raise cultural awareness throughout the diverse Southern Florida community.

4--To develop an understanding of African dance, drum, and music as the expression of life stories articulated through folkloric traditions.

5--Provide performance opportunities for local artists

OBJECTIVES AND MEASUREMENTS

1--Provide a variety of formats to explore the connections between Africa and the Diaspora: Twenty artists will facilitate workshops and presentations for children and adults, perform in concert, and participate in community forums.

2--Engage at least 2000 people in traditional dance and music from a variety of cultures such as those found in the U.S., Cuba, Guinea, Haiti, Mali, Nigeria, Senegal and Trinidad. The music of traditional instruments such as the shekere (gourd rattle), kora (African string harp), balafon (African xylophone), steel pan(Trinidad), and a variety of drums will also be showcased. Attendees will also learn about mask and costume culture throughout the Diaspora. Designers, artists and historians will teach participants the art of authentic costume making focusing on mask traditions of Africa, the Caribbean and America depicted through folklore, dance, drum, steelpan, music and stilt dancing. Participants will also learn the history and ethics of Caribbean Carnival.

Workshop fees are $20 per class and concert tickets are $35., however, there are a variety of options for discounts including student, seniors, group and early bird rates. Volunteers are offered free classes and deeply discounted concert tickets.

Attendance goals:

25 workshops (800)

Festival Stage presentations (300), 1 forum (100), interactive activities (500) and marketplace (300).

3--Build a diverse audience of community members who appreciate traditional African arts. A survey will be distributed to demonstrate geographical, socio-economic, and ethnic backgrounds of attendees. The survey will also ascertain whether new cultural information was introduced to the audience member.

4--Create opportunities for artists of various cultural backgrounds to learn from each other through artistic engagement: A minimum of 40 artists from African, Caribbean, and Hispanic traditions will collaborate as instructors, performers, practitioners, cultural historians, and technical experts.

ACTIVITIES

The DanceAfrica Miami festival will be held Aug. 2nd-4th 2019 at Little Haiti Cultural Complex--the hub of a burgeoning cultural arts district located in Miami’s revitalized Little Haiti community. Elements of Africa’s folkloric traditions spanning more than 5,000 years will be displayed emphasizing the connections within cultural traditions such Afro-Cuban music and Caribbean Carnival, and even Mardi Gras.

Workshops:

Approximately 20 local, regional, and international artists will share their talents as teachers and accompanists. Workshops will support the African arts as a communal expression, and participants are inspired through art, movement, folktales, and music toward self-expression.

There will be 25 workshops in dance, drum, music, art, song and fitness. Cultural genres come from U.S., Cuba, Ghana, Guinea, Haiti, Ivory Coast, Mali, Nigeria, Senegal and Trinidad. Local artists will be featured in indoor and outdoor festival performances and community activities such as a community drum circle for example.

Children’s Activities:

The event will feature a Children’s Village with free children’s drum and dance workshops, storytelling, games, and arts & crafts. There will also be a back to school book bag give away.

Festival Stage:

The DanceAfrica festival will feature teaching artists Marisol Blanca (Cuba), Mohammad DaCosta (Guinea), Youssouf Koumbassa (West Africa) and local dance companies such as African Watoto Dance Theatre and others. These artists will be deconstructing, and de-mystifying elements of the African

Diaspora through both traditional and contemporary lenses. These practices are often handed down orally from generation to generation.

Marketplace:

The Festival Marketplace will offer arts and crafts that are integral to traditional societies. Crafts such as African and Caribbean masks, and textiles such as the kente cloth of Ghana, are connected to ancient oral histories. The event will also provide an opportunity for vendors who are otherwise limited or underrepresented.

Fashion Show:

The fashion show is a collaboration with All Over Africa and will feature traditional African garments and their histories. All Over Africa is a sustainable fair trade business that works primarily with women's cooperatives throughout Africa.

Health Fair:

The weekend will include a health fair sponsored by Jackson Memorial Hospital in addition to a symposium led by Delou member and Dr. Maglorie. Attendees will be have access to free screenings for diabetes, and high blood pressure, vision and HIV. This will be especially important as these conditions adversely affect those members of the African diaspora in the United States.

Travel Give-Away:

South African Airways has donated two tickets to the following locations. These will be raffled off over the weekend.

Winners can choose to go to Accra, Ghana Dakar, or Johannasberg or Cape Town, South Africa.

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.

In a collective effort to expand DanceAfrica Miami for the community, Delou Africa, Inc. is partnered with performers African Watoto Dance Theatre and Venus Rising, among many others.

Logistical and volunteer support is being provided by Urgent Inc and Overtown Youth Center. All Over Africa, Miami-Dade Cultural Affairs has provided financial support.

The Children's Trust is donating book bags for our give-away event.

South African Airways has donated two round trip tickets to one of the following locations; Accra, Ghana; Dakar, Senegal, and Johannesburg/Cape Town, South Africa. This a great incentive that will surely drive raffle ticket sales.

We are partnering with Jackson Memorial Health to offer the community a free health screenings that will check blood sugars, blood pressure, HIV testing and more.

These partnerships deepen Delou's impact by ensuring pertinent resources are available. It also establishes a team of experienced staff and artists who have the capacity to maintain a unifying platform to advance their collective vision for Miami communities. We are leveraging the funds provided by this grant through these partnerships and collaborations.

Timeline - (Maximum characters 2000.)

List timeline of activities during the grant period.

Program planning for DanceAfrica Miami is developed and implemented by Delou Africa, Inc. artistic staff under the oversight of the Board of Directors at least 12 months prior to the event date. Staff and volunteers are invited to attend the annual festival follow-up meeting to review data, and discuss successes and challenges. Their community input is used to prioritize planning for the upcoming season.The schedule for key project planning and implementation is:

Sept. 2018 - December 2018: The Board of Directors evaluates attendance data from classes, workshops, and events, as well as data from festival surveys. The lessons learned are incorporated into preliminary planning for the upcoming season.

January 2019-April 2019: Preliminary planning begins, committees are established and tasks are determined to identify the venue, theme, secure artist lodging and travel, as well as vendor coordination. Committees continue to work toward meeting project goals over upcoming months. Marketing plan is developed and implemented.

January 2019-April 2019: Festival artists are selected, recruited and booked by the Administrative Staff.

March 2019-August 2019: Marketing and public relations teams establish community and corporate collaborations. Community outreach is conducted. Community volunteers and interns are recruited.

August 2nd-4th 2019: DanceAfrica Miami takes place. At least 2000 festival goers will attend. Surveys will indicate a 99% overall satisfaction rate, along with greater understanding and appreciation for African and Diaspora arts.

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? *

30

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

30

3. How many Adults will be engaged? *

1,800

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

100

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

300

6. How many artists will be directly involved? *

40

Total number of individuals who will be engaged?

2240

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

☑ Adults (25- 64 years)

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

☑ Black/African American

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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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.

By the mid-80s, Congressional District 24 came to be known as “Little Haiti”. Delou Africa, Inc. is the residency arts organization of Little Haiti Cultural Complex located in a community where families are overwhelmingly low income, with low English proficiency and educational, economic, social and cultural challenges. Delou Africa is dedicated to promoting the value and impact of the arts, and according to festival participant surveys, 94% agree the organization meets a community need. Attendees at Delou Africa programs patronize nearby businesses continuously infusing money into the neighborhood. Recent census data indicates the median household income is $24,980.00 and the racial makeup is 64.92% African Descent, 4.78% White (non-Hispanic),30.3% Hispanic or Other Races.

Education Activities: Delou Africa, Inc. Youth Arts Initiative provides year-round ongoing dance, drum and craft classes to more than 150 youth. Learning opportunities for students in kindergarten through grade 12

are standards-based and include:
--“Rhythmic Journey through Africa,” which is designed to introduce participants to a variety of traditional African instruments and rhythms that demonstrate how music plays a significant role in education;
--“Movements and Rhythms of Africa” combines dance and drum to demonstrate how African dance is influenced by the rites of passages and the significant role live drumming and music has in the development and discipline of this art form.

--“Drumz Over Gunz”: A character development program for young men ages 13-18 teaches African drum, masquerade, and acrobatics as tools to explore cultural options to violence and provide culture based opportunities for healthy competition.

Masqueradology- Our newest programming will serve as a communal journey of transformation through geographical and cultural awareness for our diverse community. Designers, artists and historians will teach participants the art of authentic costume making focusing on mask traditions of Africa, the Caribbean and America depicted through folklore, dance, drum, steelpan, music and stilt walking. Participants will showcase and exhibit their creations, craft and talent at cultural, social and civic venues including DanceAfrica Miami 2019.

Educational program objectives are:
--To show the positive impact of African culture on society and the arts.
--To incorporate African art forms in Florida educational institutions.
--To discover the interesting facts of African culture, resources and history.
--To understand that African dance, drum and music is an expression of life experiences.
--To explore African languages through songs.

Community Programs: The organization offers on-going community dance and drum classes for participants of all levels through our artist in residency status. Community class sizes range from 20-50 students each week. Workshops featuring guest instructors are offered several times each season, along with community events such as concerts, Kwanzaa celebrations, and fundraiser events.

Outreach: In addition to multiple weekly Internet posts on Facebook, Instagram, and Twitter, there are; 2 e-newsletters; releases and announcements in English, Spanish and Haitian Creole to magazines and newspapers throughout the state; flyers and banners at regional facilities; and radio and television interviews. Delou Africa maintains a website and surveys reveal the organization’s annual cultural festival attracts attendees from Africa, Asia, the Caribbean, Central America, Europe, and South America. Research indicates guest artists attract their own following and these artist draw approximately 5% of festival attendees to Miami who might not otherwise have visited to spend money in the area. Small business owners are invited to vend during weekly classes and special artist workshops. Waivers and discounts are offered to youth, elders and community members for activities and events each season including donating tickets to Miami Cultural Council, workshop waivers for Youth Outreach Initiative participants, and elder/student discount concert tickets.

Delou Inc. is a cultural resource that is energizing the Little Haiti Cultural Complex and surrounding communities.

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.

Delou Africa, Inc. works diligently to promote Miami as a premier destination on the national African arts network. Delou Africa, Inc.'s marketing plans are guided by Miami Urban Contemporary Experience (MUCE) who is known for their work in Miami as branding specialist. Ashlee Thomas, founder and CEO of MUCE provides Delou with technical assistance for corporate engagement and increasingly effective marketing strategies.

The marketing and public relations strategy has an integrated approach of community outreach, grassroots marketing, digital engagement, and both local and national audience development. The overarching objective of the marketing strategy is to increase awareness of Delou's season of events and to increase the fan base by engaging all socio-economic and cultural demographics. Five marketing tactics will be executed to generate audiences for the upcoming season:
1) Public Relations. The marketing team pitches creative story angles to secure editorial placements in regional and out-of-market ethnic media outlets to reach an established audience of dance and cultural supporters. For the festival concert this includes influential cultural dance writers and bloggers in addition to cultural media outlets in New York, Washington DC, Chicago, and Baltimore.
2) Statewide Outreach. Connect with dance companies and related cultural institutions within a 3-hour driving distance of Miami to announce the Delou Africa season and invite audiences to events throughout the season.
3) Incentives. Concert tickets will be donated to Culture Shock Miami and Golden Tickets Arts. A thematic weekend travel package for the Festival concert is planned that will be promoted through local and out-of-media markets along with editorial placements, travel, cultural, and dance bloggers/writers.
4) Influencer Marketing. Leverage the influence and network of Delou Africa collaborators including Little Haiti Cultural Center, LIberty City Elementary School, Forces of Nature Dance Theater, DanceAfrica, South Africa Airlines, and the Knights Foundation to target their followers and promote the season. This will include geo-targeted Facebook ads targeting fans in key markets among partner supporters, dance groups, and cultural organizations throughout the region and abroad.
5) Media Target: Print, radio, and TV placement including Miami Herald, Sun-Sentinel, Caribbean Today, Caribbean National Weekly, Miami Today, CBS Focus on South Florida, In the Mix (NBC), WPLG-Hot Happenings, WHQT Hot 105, WEDR 99Jamz, WFLC 97.3, WSVN-Deco Drive, Ocean Drive, PR Newswire, Caribbean PR Newswire, South Florida Times, New Times, SocialMiami.com, Comcast CNN Newsmaker, Legacy Magazine, CNN Miami, Huffington Post Miami, Concrete Loop, The Grio.com, Root.com, Miami Living, Miami Today, WPBT,MSNBC, Rebel, WLRN, Miami New Times, BizBash, and South Florida Business Journal.
6) Media Tour includes appearances on the radio shows Hot 105 Rodney Baltimore, Hot Talk Live with Jill Tracey and 103.5 the Beat and coverage on Channel 10, SOFLO Dance TV, and WLRN. The media tour also will visit New World School of the Arts, Miami Dade College and Florida International University.

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.

Delou Africa, Inc. has a consistent record of sound fiscal management,and has been a stable, well organized and fiscally responsible organization since 2010. Delou Africa also has been the recipient of previous awards from the state and has implemented programs effectively and managed funding in compliance with grant requirements. Delou Africa makes every effort to ensure financial debt is avoided and has held positive budget balances each year. The organization has successfully administered local grants and maintains a cash reserve fund for emergency use. This project budget proposes an appropriately conservative budget with a focus on presenting an event in keeping with the high quality that audiences have come to expect. Delou Africa, Inc. has a long-standing track record of successfully sponsoring a variety of community events in Southern Florida.

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.

The Board of Directors evaluates the organization annually in September. Attendance data from classes, workshops, and events, as well as data from festival surveys, is compiled by the volunteer staff and the organization's President. An annual "follow-up" meeting is held and all stakeholders are invited to attend. The compiled data is presented and the outcomes are discussed. Based on a communal analysis, priorities for organizational changes and program modification are determined.
The Board of Directors along with President Njeri Plato develop action plans for the upcoming season in response to the evaluation process.

The evaluation tools to be used for the 2018-2019 season are:
--Surveys (students, festival attendees)
--Attendance Sheets (on-going classes and guest artist workshops)
--Funder, collaborator, and partner reports and notable feedback
Board Members and the administrative staff will disaggregate the data for presenting at the annual "follow-up" meeting in 2019.

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

9/30/2017

4. Operating Budget Summary

	Expenses	Previous Fiscal Year	Current Fiscal Year	Next Fiscal Year
1.	Personnel: Administrative	**$6,000**	**$4,000**	**$6,000**
2.	Personnel: Programmatic			**$4,450**
3.	Personnel: Technical/Production			
4.	Outside Fees and Services: Programmatic	**$28,129**	**$33,000**	**$50,000**
5.	Outside Fees and Services: Other	**$4,160**	**$6,000**	**$6,500**
6.	Space Rental, Rent or Mortgage	**$4,330**	**$4,000**	**$5,000**
7.	Travel	**$4,598**	**$4,300**	**$5,400**
8.	Marketing	**$8,223**	**$10,050**	**$11,550**
9.	Remaining Operating Expenses	**$8,727**	**$6,400**	**$9,600**
A.	**Total Cash Expenses**	**$64,167**	**$67,750**	**$98,500**
B.	**In-kind Contributions**	**$15,600**	**$10,000**	**$10,000**
C.	**Total Operating Expenses**	**$79,767**	**$77,750**	**$108,500**
	Income	**Previous Fiscal Year**	**Current Fiscal Year**	**Next Fiscal Year**
10.	Revenue: Admissions	**$4,970**	**$7,000**	**$9,000**
11.	Revenue: Contracted Services	**$11,815**	**$13,000**	**$16,000**
12.	Revenue: Other	**$8,690**	**$9,000**	**$11,000**
13.	Private Support: Corporate		**$5,000**	**$5,000**

14.	Private Support: Foundation		**$12,390**	**$12,500**
15.	Private Support: Other		**$5,582**	**$5,000**
16.	Government Support: Federal			
17.	Government Support: State/Regional	**$25,000**		**$25,000**
18.	Government Support: Local/County	**$14,186**	**$15,778**	**$15,000**
19.	Applicant Cash			
D.	**Total Cash Income**	**$64,661**	**$67,750**	**$98,500**
B.	**In-kind Contributions**	**$15,600**	**$10,000**	**$10,000**
E.	**Total Operating Income**	**$80,261**	**$77,750**	**$108,500**

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.

In Fiscal year 2017-2018 funding for the specific cultural project grant program was cut which resulted in a decrease in our budget. Our operational budget has increased in fiscal year 2018-2019 with hope that the specific cultural project grant program will be funded. We have also applied for a few other grants that will assist with funding and expansion of DanceAfrica Miami programming.

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	Part time Administrator #1	$2,000	$0	$0	$2,000
2	Part time Administrator # 2	$2,000	$0	$0	$2,000
3	Part time Administrator # 3	$2,000	$0	$0	$2,000
	Totals:	**$6,000**	**$0**	**$0**	**$6,000**

Personnel: Programmatic *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Program Director	$2,500	$0	$0	$2,500
	Totals:	**$2,500**	**$0**	**$0**	**$2,500**

Outside Fees and Services: Programmatic *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Guest Artists	$14,500	$20,000	$2,000	$36,500
	Totals:	**$14,500**	**$20,000**	**$2,000**	**$36,500**

Outside Fees and Services: Other *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Outside Other Fees	$2,000	$2,000	$0	$4,000
	Totals:	**$2,000**	**$2,000**	**$0**	**$4,000**

Space Rental (match only) *

#	Description	Cash Match	In-Kind Match	Total
1	Space Rental	$4,000	$2,000	$6,000
	Totals:	**$4,000**	**$2,000**	**$6,000**

Travel (match only) *

#	Description	Cash Match	In-Kind Match	Total
1	In- County	$200	$0	$200
2	Out of County	$4,500	$0	$4,500
	Totals:	**$4,700**	**$0**	**$4,700**

Marketing *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Web	$0	$2,000	$0	$2,000
2	Marketing/Printing/Publications/PR	$0	$5,000	$0	$5,000
	Totals:	**$0**	**$7,000**	**$0**	**$7,000**

Remaining Proposal Expenses *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Hotel	$0	$3,000	$0	$3,000
2	Food	$0	$1,000	$500	$1,500
	Totals:	**$0**	**$7,700**	**$500**	**$8,200**

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
3	Supplies	$0	$500	$0	$500
4	Costumes	$0	$2,000	$0	$2,000
5	Video/Photography	$0	$0	$0	$0
6	Insurance	$0	$1,200	$0	$1,200
	Totals:	**$0**	**$7,700**	**$500**	**$8,200**

Amount of Grant Funding Requested:

$25,000

Cash Match:

$45,400

In-Kind Match:

$4,500

Match Amount:

$49,900

Total Project Cost:

$74,900

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	Admissions	$6,900	$6,900
	Totals:	**$0**	**$6,900**	**$6,900**

Revenue: Contracted Services *

#	Description	Cash Match	Total

#	Description	Cash Match	Total	
1	Outside contracted Services	$12,000	$12,000	
	Totals:	**$0**	**$12,000**	**$12,000**

Revenue: Other *

#	Description	Cash Match	Total	
1	Tuitions	$7,000	$7,000	
	Totals:	**$0**	**$7,000**	**$7,000**

Private Support: Corporate *

#	Description	Cash Match	Total	
1	Corporate Support	$4,500	$4,500	
	Totals:	**$0**	**$4,500**	**$4,500**

Government Support: Local/County *

#	Description	Cash Match	Total	
1	Developing Arts in Neighborhoods	$10,000	$10,000	
2	Tourist Development Council	$5,000	$5,000	
	Totals:	**$0**	**$15,000**	**$15,000**

Total Project Income:

$74,900

Proposal Budget at a Glance

Line	Item	Expenses	Income	%
A.	Request Amount	$25,000	$25,000	33%
B.	Cash Match	$45,400	$45,400	61%
	Total Cash	$70,400	$70,400	94%
C.	In-Kind	$4,500	$4,500	6%

Line	Item	Expenses	Income	%
	Total Proposal Budget	$74,900	$74,900	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.

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.

Delou Africa, Inc. encourages program participation regardless of individual disability. Festival activities will take place at Little Haiti Cultural Complex (LHCC), a fully ADA/504 compliant facility according to federal ADA guidelines. Additionally, Delou Africa has completed the NEA Section 504 Self-Evaluation Workbook, and the designated ADA Coordinator has received Parks and Recreation Accessibility Training. Also, Delou Arica and LHCC maintain ADA Accessibility plans. The Delou Africa website and marketing materials will include an ADA statement. Festival programs and schedules will be posted in large print throughout the venue site. training for festival volunteers will include information on assisting disabled attendees.

On-going Accessibility efforts are lead by a designated ADA Coordinator, who has conducted discussions and ADA training with staff. Accessibility plans include designated seating, entry points listed in Braille, and large print options for printed materials. An ADA statement is included in marketing materials and Delou e-mail messages.

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?

Njeri Plato

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?

5/1/2018

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)
Substitute W-9 2019.pdf	33 [KB]	5/17/2018 11:56:54 PM	View file

2. Support materials (Optional)

File	Title	Description	Size	Type	View (opens in new window)
Updater Flier.jpg	DanceAfrica Miami 2018 Flier		7546 [KB]		View file
Dance Africa Miami Promo 2017 - SC.mov	DanceAfrica Miami 2017 Concert Recap		356844 [KB]		View file
New 2k18 Promo Update - Wells.mp4	DaneAfrica Miami Promo 2018		392555 [KB]		View file

File	Title	Description	Size	Type	View (opens in new window)
2018 combined support letters.pdf	Letters of Support		427 [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 Delou Africa, 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)

Njeri Plato