

A. Organization & Contact Information

Case Id: 11146
Name: Winston-Salem Delta Fine Arts, inc. - 2021/22
Address: *No Address Assigned

Completed by alizadb3@gmail.com on 11/20/2020 3:14 PM

A. Organization & Contact Information

The Request for Proposals and additional materials to assist with completing the application can be found on the City's webpage for [Community Agencies](#)

A.1. Organization Name

Winston-Salem Delta Fine Arts, inc

A.2. Project/Program

50th Anniversary Rebranding & Revitalization

A.3. FY 2021-22 Funding Request Amount

\$187,500.00

A.4. Agency's Total Operating Budget

\$150,000.00

A.5. Mailing Address

2611 New Walkertown Rd Winston - Salem, NC 27101

A.6. Project/Program Location Address

2611 New Walkertown Rd Winston - Salem, NC 271011

A.7. Organization Website

www.deltaartscenter.org

A.8. Year 501(c)(3) status obtained

1972

A.9. Organization Fiscal Year

June 30

A.10. Federal Tax ID Number

A.11. Federal DUNS Number

EXECUTIVE DIRECTOR/MANAGER

A.12. Name, Title

n/a

A.13. Email

charmon.baker@yahoo.com

A.14. Phone

(336) 407-8701

CONTACT

A.15. Name, Title

Charmon Baker

A.16. Email

charmon.baker@yahoo.com

A.17. Phone

(336) 407-8701

BOARD CHAIR

A.18. Name

Charmon Baker

A.19. Term Expiration

06/30/2021

A.20. Email

charmon.baker@yahoo.com

A.21. Phone

(336) 407-8701

B. Project Overview

Completed by alizadb3@gmail.com on 11/20/2020 11:44 AM

Case Id: 11146

Name: Winston-Salem Delta Fine Arts, inc. - 2021/22

Address: *No Address Assigned

B. Project Overview

Please provide the following information

APPROACH (7 POINTS)

B.1. Provide a concise description of the proposed project/program, indicating specifically how City funds will be used. Briefly, what are the goals/objectives of the project/program?

Winston-Salem Delta Fine Arts, Inc. (WSDFA), which operates and manages the Delta Arts Center (DAC), known as a pillar in the East Winston Community is embarking it's 50th Anniversary in 2022. The proposed project is seeking funding to assist in "Rebranding and Revitalizing" the DAC in order to carry out its mission and aligning with the city's strategic initiatives of economic vitality and diversity. Supportive funding to increase and improve marketing, add personnel, and upgrade facilities will make it possible to thrive and survive well into our centennial celebration. Returning to our local and national historical prominence in arts and humanities is necessary.

Founded in 1972, Winston-Salem Delta Fine Arts, Inc. (WSDFA) was incorporated as Winston-Salem's first non-profit cultural and educational organization established by African American women. From our humble beginnings in the little white house on Third Street in 1982, WSDFA opened the Delta Arts Center (DAC), housing classes, workshops, lectures, readings and book signings that complimented exhibits and performance schedules. In 2005, the "Little House Grew" to New Walkertown Road as a modern spacious gallery.

There couldn't be a more critical time than now, due to the negative effects of COVID-19, to focus on re-birthing our cultural jewel. The DAC provides a community space for local artists, we support artist entrepreneurship and economic development, we provide a safe haven that is open for local justice reform initiatives. We are a destination for travel and tourism and most importantly a home for diverse, collaborative programming to educate both youth and adults. Our organization's goal is to continue to provide these jewels for the community; however, support is needed.

Our operations, programming, and marketing all work hand in hand. Currently, we have one part time assistant on staff, thirteen Board Members, a Fund Raising Consultant, a Fund Development Consultant and several volunteers working together for the common good of the Delta Art Center. The City of WS funding will be used to revamp our marketing, hire a new Executive Director and a Program Director.

The importance of upgrading our facilities is also critical. We specifically need funding to upgrade our HVAC system to operate effectively and not loose our classification as an arts museum/gallery. Our current system doesn't have an auto shut off capability, nor a humidity control capacity. Other facility needs include upgraded computers, phone lines, carpet replacement and a new alarm system with cameras and nightly monitoring to protect the artwork. As a means to increase revenue, remodeling our efficiency kitchen to add a stove would improve our competitiveness and potentially attract and increase the number of renters. Enhancing our storage and mechanical room would allow for a more organized and efficient way to store our valuable assets in the gallery.

Lastly, the outside of the facility needs enhancements which include modern, illuminated signage. The clearing of trees and bushes will bode for better visibility and safety at night. Resurfacing the parking lot with clearly marked handicap

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spaces, lush green landscaping in the front of the building, and manicured shrubs will add to an overall esthetically pleasing look for the facility. This revitalization of the grounds and facility will pave a path of promise for the 50th Anniversary of the Delta Arts Center.

B.2. How will a participant access the proposed project/program, use the services, and derive a beneficial outcome from participation?

The Delta Arts Center typically hosts over fifty events annually for the community, most of which are free to the public. Prior to COVID-19, we were able to successfully administer a few core programs that have been established for many years. The programming we provide is continuously evaluated and refined to provide culturally relevant, educational and historical experiences for our community.

Of course, with the catastrophic impact of COVID-19, the 2020 - 2021 fiscal year participant and public access was severely affected since March 10th, 2020. As we continue to navigate these unprecedented times, we are continuously adjusting our programming to fit the needs of the community at limited capacity or virtual. Although uncertain, we hope to return to normal by fiscal 2021-2022 and begin our renovations internally and externally to prepare for the 50th anniversary in early 2022.

Due to the pandemic, we have experienced some key learnings that we will allow us to adapt if in-person limitations still exist in summer 2021. An example of our adaptation was our immediate shift to provide our invitational exhibit virtually. We shared works of art and featured the artists who created them, on our social media platforms. We gave the community an opportunity to experience the "Invitational 2020" personally by spotlighting all 12 artists and their contributions to the exhibit. The Diane Britton Dunham exhibit, we were to host from June to September 2020, we postponed for the safety of the artist and in accordance with the Governor's ruling. Instead, we pivoted and displayed a "From the Vault: Works Owned by Delta Arts Center" featuring our John Biggers collection. We also participated in the virtual Juneteenth celebration that was streamed on the city's television channel, as well as on social media. Last, but not least, we hosted our annual meeting virtually with a live performance from local artists.

Our plan to remain operational for the fiscal year 2020-2021 includes updating our website to allow the community to experience our next exhibits virtually, launching our 50th anniversary campaign, and revamping some of our educational programs to virtual experiences. We have already scheduled our programming and fundraising events for the upcoming year with modifications based on the current COVID-19 advancements. With the Governor's shift back to 10 persons in the facility, we are requiring visitors to make an appointment, wear a mask, wait 6 feet apart, wash hands, and use hand sanitizer. The following precautions are being taken: cleaning of commonly touched surfaces, wearing masks, practicing social distancing, and asking guests if they've been exposed to COVID-19.

Although our in-person outreach numbers dropped due to the pandemic about 55%, overall we were able to serve 700 guests, 100 children, 20 local performing artists, 18 visual artists, and 6 seniors. We know our Heritage, Legacy and Vision must continue.

The DAC would be most honored to receive the grant funding to assist in supporting increased staff and hours of operation, enhanced marketing for programming whether in-person or virtual. Our hope for the future is full re-opening of the facility, continuing to provide a place the community can use to enhance their quality of life through education and entertainment.

B.3. Below, please provide anticipated service metrics into the appropriate fields.

Where applicable, applicants will be reimbursed funds based upon timely submissions of eligible invoices. These

invoices should describe services rendered and should align with the goals and objectives cited here. Where outcomes do not align with goals, please be prepared to provide a written summary of shortcomings. If applicable and serving individual clients over a period of time.

Average Number of Participants Served at a Single Time

150

Maximum Number of Participants to Be Served at a Single Time

215

Unduplicated Total Number of Participants to Be Served During the Program Year

1,000

NEED (7 POINTS)

B.4. Describe the population(s) to be served. Describe the key demographic and economic characteristics of the clients to be served.

With the Delta Arts Center being located in the heart of the East Winston Community in the 27101 zip code area and its mission to enrich the lives of neighborhood residents, the largest population served will be African Americans. According to the 2010 US Census the 3 majority ethnicities in this area are comprised of 54% Black/African American, 38% White and 6% Hispanic. While the median household income is \$29,332, the current unemployment level in area is 8.2% which is higher than the current county unemployment level of 4.9% and is higher than the current state unemployment at 7.0% and higher than the current national unemployment rate at 6.9%. As well, 55.1% of students in 27101 public schools receive or are eligible to participate in free or reduced lunch programs, and test scores are below average.

Being located as a central hub, we are perfectly positioned to provide programming and educational outreach for most that would not have the opportunity to experience such based on their economic situations. With many collaborations, we have been successful in pre-COVID years to serve annually approximately 1,250 individuals at the Arts Center, on average 95% African Americans, 5% Caucasians, and 5% Hispanics. We also reach a diverse population relative to age demographics: Youth 20%, Adult 62% and Youth 18%.

In order to reach such audiences, we also need to be able to provide African American artists and other arts professionals the venue and opportunities to share their talents. Without serving the population of artists in the form of employment, the cultural and educational stories will remain untold and unemployment rates will continue to climb.

While our primary focus may be for our close community, we strongly believe that enriching the lives of all diverse backgrounds on African American heritage and culture is essential.

B.5. Describe the unmet need that the proposed project/program seeks to address. Why does the population described above need the proposed assistance? Include data supporting the need.

The proposed project is necessary to address several unmet needs in our community, as many have been intensified due to the catastrophic impact of COVID19. Youth and adult programming, providing a community safe haven, support of African American artists, and a destination for travel and tourism are needs that this project will capture. It is also a critical time of our existence during the current state of America with social injustice, protests and misunderstandings politically and culturally.

Through youth and adult programming around the arts and a safe haven in which to enjoy and discuss it, a deeper intercultural understanding can be obtained, preparing one to think critically, act creatively, and succeed in a rapidly

changing world. The arts provide opportunities to view things through a different mirror and lens. It helps in creating a democracy which requires engagement with others beyond one's community. We definitely need this community connectivity to develop the capacity of empathy to aspire toward a common good.

The arts also support healing by improving mental health and physical health. It can help to boost confidence and make us feel more engaged and resilient, alleviating anxiety, depression and stress. As the number of people with long-term conditions increases and with an ageing population who may experience high levels of physical inactivity and social isolation, innovative and effective treatments are needed, more than ever. Today, with COVID19, these traits are affecting all age groups with stay at home orders and the arts can provide the relief needed, even if virtual remains necessary.

For our youth in particular, the arts have been proven to lower the dropout rate and transforms their lives. Exposure to the arts can improve self-esteem, problem solving skills, imagination and creativity that can fuel scientific and technological discoveries (STEM). As we know, arts and humanities are often eliminated in schools due to budget cuts, however it plays such a vital role in ones' development. Students enriched with arts education score higher on standardized tests and go on to bring creativity and diverse thinking into the workplace. In this new economy, businesses desire having more imaginative, innovative and creative employees, thus by investing in arts education, we are fueling the lifeblood and workforce of the future.

The lives of our community artists have been severely hit by the pandemic and its wrath. According to WSJ, May 2020, the NC unemployment rate tripled in April to 12.2% due to COVID19. The arts industry has been crippled by its impact and the \$2 billion that it normally provides for North Carolina's economy per year has already seen a loss of over \$17 million in May 2020. This project will be helpful in assisting those requiring support in the long-time recovery needed for entrepreneurs and the economy.

Lastly, the City of Arts and Innovation, would not be such without the strength of its arts organizations to remain so and to continue to be elevated as a travel and tourism destination. Delta Fine Arts, the first of its kind for NC and once the leader in the state is falling short due to the need for support for sustainability. As one of the few African American Museum/Galleries in the region, the other two being the Diggs Gallery at WSSU and The Harvey Gantt Center in Charlotte, we were the original and desire to return to that superior level of community prominence.

COLLABORATION (6 POINTS)

B.6. Describe any specific collaborative relationships with other organizations (public or private) and how they will impact the project/program. How will collaboration contribute to the planning, implementation, operation, oversight, and performance measurement of the proposed project/program?

The Delta Arts Center since its inception has established many mutually beneficial partnerships in the community. At our infancy, we formed numerous collaborations to organize "Reflections: The Afro-American Artist", an arts festival attended by 10,000 people and established the first major exhibit of its kind in North Carolina. WSDFA established a permanent collection of paintings and sculptures by artists born in North Carolina. This was the beginning of a strong collaborative relationship with WSSU having them to house this collection in the O'Kelly Library. Since that time, dating back to 1992, Delta Arts was commissioned for the completion of the creation of Ascension and Origins murals by John Biggers and James Biggers. The ceiling high murals are also hung in the O'Kelly Library and Biggers created a special educational curriculum for DFA to use to teach youth in our community with the use of geometric shapes, the universe and African American History and Culture. This curriculum was recently used during Black History Month with Diggs Elementary.

Our partnerships have continued to grow over the years and have made a major impact on broadening the awareness of

arts and humanities to all segments of the Winston-Salem community to encourage individual creativity; and to provide quality cultural and educational programming. From the youth to the seniors, we provide educational learning and entertainment at the Center or at a partner's location. Ongoing, Delta Arts provides the Monday Mixer Quilters, a senior group that teaches each other, keeping the quilting tradition alive. In addition, The Underground Railroad Quilt Project is a two-part experience for students and adults to explore the history of the Underground Railroad. During the session visitors investigate true facts about the Underground Railroad and create a make and take quilt block that are part of the Charleston Code. We often partner with local churches, Bethabara Apple Festival and Old Salem to provide such experiences.

Other such partnerships include North Carolina Black Repertory Company, Winston-Salem Alumnae Chapter or Delta Sigma Theta Sorority, Inc., Winston-Salem National Panhellenic Council, Wake Forest University Law Department, Sound the Silence for Domestic Violence, Authoring Action, WSFC Schools (Carter G. Woodson special project), the Winston-Salem Arts Council and its partners, City of WS Parks and Recreation, Bennett College, Triad Cultural Arts, Winston Lake YMCA, Reynolda House and Gardens, and the Urban League to name a few.

With the expounded need for leveraging the arts for health and wellness, DFA is working on strengthening collaborations with Wake Forest University, Baptist Hospital, the Nursing School of Winston-Salem State University, Blue Cross Blue Shield and other local health and wellness and yoga professionals.

Collaborations will continue to allow us to touch even more community members in the future. The Delta Arts Center will be exposed to various populations that may not traditionally walk through the door, had it not been for the partnership and collaboration with other organizations.

IDIS Setup

No data saved

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IDIS Setup

Please provide the following information

Project Name

National Objective

Activity Number ID

HUD Activity Code

Project Description

Accomplishment Type

Initial Application Date

Service Area

Ward

Census Tract(s)

Block/Group

MWBE

C. Strategy and Performance

Completed by alizadb3@gmail.com on 11/20/2020 8:27 AM

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C. Strategy and Performance

Please provide the following information

STRATEGY (5 POINTS)

C.1. The City of Winston-Salem adopted the [2017-2021 Strategic Plan \(2019 Update\)](#) as a guiding document to establish community priorities based on the vision, mission, and values set forward by the Mayor and City Council. Indicate which of the City's strategic focus areas your program aligns with best (select one):

Economic Vitality and Diversity

C.2. Select the service area(s) that your project/program relates to:

- Housing/Homelessness
- Economic Development
- Construction Rehabilitation
- Poverty Reduction
- Arts and Culture
- Youth
- Public Safety
- Transportation
- Other

PERFORMANCE (15 POINTS)

C.3. Explain the plan for monitoring and evaluating the project/program. Also include the steps that will be taken if the stated program goals provided in C.5. are not achieved.

The three components of the requested project/program for the 50th Anniversary Rebranding & Revitalization are Personnel, Marketing, and Operational Facilities. Currently, Delta Arts is in a robust strategic planning mode to be prepared to begin the resurgence of the Center mid-year 2021. As we continue to fundraise for each specific component, we have developed strategic strict timelines and plans for monitoring and evaluating progress as we prepare for the 50th Anniversary, August 2022.

The first and most crucial component of sustainability is getting in place the required personnel to effectively lead the organization. Currently, we are aggressively fundraising with an immediate goal to acquire the necessary funding to hire an Executive Director. This position has been open since October 2018, so now over two years. The secondary role needing to be fulfilled is a Programming Manager. For the personnel funding pool, we have established monthly goals of monies needed to be raised in order to get staff back in place. Fundraising consultants, the Development

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Committee and the Executive Board have scheduled meetings and are updated weekly of the fundraising progress.

The second critical component is Marketing. Currently being managed by the Communications Committee of the Board, we have established a plan that details the updated needs of the website, scheduled meetings with our current fundraising platform, Flipcause and meeting with others such as Network for Good to determine the best suited system for the future. A social media plan has also been outlined to detail needs and capture analytics we feel necessary to move the needle of constituent engagement.

Lastly is the facilities upgrade. This component will certainly be on a most critical timeline as various vendors and companies will be required to work in a structured chronological order to be ready for the 50th Anniversary. Included in our funding request is an amount that will be set aside to pay for a Project Manager to oversee the progress of the project. With just putting an Executive Director back in place, we deem it necessary to keep them focused on Fundraising, Programming and Community Engagement.

The project manager will be tasked with evaluating quotes, picking out materials, and supervising work of the contracted vendors. They will also report back to the Executive Director and Board about the progress of the project and will meet with city officials as needed to ensure all necessary documentation has been submitted for each phase of the project.

If original goals are not met based on the plans and timelines, we have a contingency plan which includes prioritization of the most important tasks of each component. We will pull from each component those that can be achieved with the current resources and shift those to be achieved later when the resources become available. An extra 60 day window is already incorporated into each component to allow for flexibility to continue fund development for each area and adjust accordingly.

C.4. Describe the system to be used to track participant and program data. List any key reports and their frequency that will be used to capture project/program performance.

We currently have a standard operating procedure (SOP) to register every guest that visits the Delta Arts Center, whether they are touring, visiting the gift shop or attending a program. We have a staff member to greet each guest and request that they register in our data base. The data base captures their name, address, phone number, email and the reason for their visit. As well, staff notes their age grouping, gender, and race. We track the demographics and zip codes of our guests and donors as well to analyze the strength of our diverse outreach.

Currently the data on each guest is being manually entered on a visitor's log. The information is transferred each month from the visitor's log to our digital data base. It is in our plans to upgrade our computers and technology to have guests enter their information electronically to eliminate the double chance of collecting inaccurate data. In attempts to interpret all types of handwriting styles and transferring the data manually, we often miss out on connecting with a potential patron due to human error.

We generate reports on a monthly basis that detail the number of visitors to the Center. The programs, events and rentals held at the Delta Arts Center are recorded along with those in attendance at each event/program. We use the information gathered to determine who the majority of our audience members are and how to refine our programming. We analyze the data to see which have the biggest impact in the community and how to further expand our reach to diverse audiences. From participation and surveys, we determine the validity of the programs, which need to continue or be discontinued and which to be expanded.

A quarterly report is generated on all data collected for analyzation by the Board and provided to the Winston-Salem Arts Council.

C.5. Use the chart below to show how your agency measures program effectiveness. List goals, activities, and

performance measures you will use to evaluate services, facilities, and programs that will be funded by the City. Performance measures can be quantitative and/or narrative.

Applicants will be reimbursed funds based upon timely submissions of eligible invoices. These invoices should describe services rendered and should align with the goals and objectives cited here. Where outcomes do not align with goals, please be prepared to provide a written summary of shortcomings.

Stated Program Goals	Program Activities in Support of Goals	FY 19-20 Previous Year Results	FY 20-21 Current Year Projected Results	FY 21-22 Next Year Anticipated Results
Curate 3 Quality Exhibits per year with exceptional programming to accompany. In-person or virtual.	With each Exhibit we will have an opening reception with the purpose of inviting the general public to meet the Artist. We strive to have a minimum of 250 gallery guests to view each exhibit. Provide financial income and exposure for artists. Provide educational programming for youth, adults and seniors. The Pandemic may reduce these numbers.	Exhibits for 2019-2020: gallery guests 1,000 and 300 programming o August 19 - January 18, 2020 - Hoyte Pfifer "The untamed mind" o January 19 - April 2020 - "The Invitational" - featuring ammeter artists o May 2020 - present John Biggers - Virtual during the Pandemic	Due to the pandemic and having to shift to virtual programming, we are projecting about 40% of goal for in person participation. More online and virtual viewing and programming.	Recovery at 80% back in person, still utilizing some virtual viewing and programming.

	Total Unduplicated Number Served	Total Number Served
FY 19-20 Previous Year Results	1,200	1,300
FY 20-21 Current Year Projected Results	1,300	1,500
FY 21-22 Next Year Anticipated Results	1,800	2,000

C.6. FY 19-20 Program Accomplishments

Delta Fine Arts, Inc. was able to still accomplish many programs in FY19-20 despite limited to no staff and the negative impact of COVID19.

In October 2019, we hosted "Adventure into the Abstract" with Winston Lake YMCA Active Older Adults, in conjunction with the Hoyte Phifer Abstract Exhibition. Group members were invited to the Center to create an

abstract piece inspired by the exhibit. A viewer's choice exhibit was displayed at the Y and a \$50 prize was awarded to the artist receiving the most votes.

It's customary for Delta Fine Arts to hold its first fundraiser of the fiscal year during the December holiday month. On December 7, 2019, we held a Motown Christmas Dinner & Dance party featuring Diana Tuffin. Tables were filled with nearly 100 patrons and supporters listening to local talent, reminiscing to soulful holiday music. A silent auction comprised of donated items from local artists and businesses were part of year-end donation dollars.

To close out the calendar year, Delta Arts hosted its annual Kwanzaa Celebration in partnership with Triad Cultural Arts and The Big 4. In December 2019, there was standing room only. Annette Scippio was recognized for her contributions as former Executive Director to the growth of Delta Fine Arts and the Delta Arts Center. She drew from DFA archives to highlight many programs undertaken during her tenure. Her recognition officially launched our pre-celebration entry into the 50th Year Celebration.

Our Freedom Day Program held on February 9th was initiated in 2018 in conjunction with the Nelson Mandela Quilt exhibition. This event celebrates Mandela's release from prison with programming designed to raise awareness of challenging current social issues and past efforts toward the cause of freedom. Approximately 100 adults and youth including Action 4 Equity, Magnolia Scholars and Wake Law students celebrated Mandela's 30 years of freedom.

There were three art exhibits we hosted last year--all featured local (Triad/state) artists. Phifer is Greensboro-based, and the three Pulse artists (Owens Daniels, Leo Rucker, Bobby Roebuck) are in Winston-Salem. The Invitational, Biennial Juried Exhibition, which kicked off January 21st, included 12 artists from across the state, predominantly from the Triad. All exhibits had opening receptions with large crowds with opportunities for artists to speak on their works and sale to local collectors.

Our weekly quilting classes were limited but resumed in June on a limited participant in-person basis.

After having to shift to virtual, we pulled Biggers artwork from the vault and closed out our fiscal year with our Annual meeting with a virtual live artist performance.

C.7. FY 21-22 Key Objectives

All key objectives, marketing and fundraising will be building the momentum and excitement for the 50th Anniversary August 2022.

Fundraising Events - Expansion in this area beyond our customary Holiday Event, Juneteenth, Freedom Day, Jazz & Jambalaya and Annual Meeting.

Exhibitions - We plan to have 3 exhibits for the year. The planned exhibits will feature African American artists from across the country. The exhibits will be planned with the whole community in mind. Our hopes is that each exhibit will inspire, enlighten, and provide a source of entertainment and artistic stimulation.

Programming - Programs will be planned in conjunction with the exhibits working with collaborating partners, tailored for both youth and adults, in-person and virtual. Expansion of the Youth Summer Camp.

Artist Exposure, Entrepreneurship and Economic Development - It is the goal of Delta Arts to expound the opportunities for community artists whom often need a boost to decide on pursuing their talent/passion as an entrepreneur. As well, expansion of forums for artists to sell their works and services with enhanced platforms and an online gift shop.

Art Classes - Offer an enhanced curriculum for elementary school children to work very closely with the the teachers to coordinate their plans for black history month and throughout the year.

Community Gallery/Meeting Space - Increased marketing to the community as a visual arts gallery and gathering space. Promotion of the facility to host a variety of events from birthday celebrations, church anniversaries, family reunions, to political talks and artistic performances.

Renovation of the Delta Arts Center - Streamlined efforts for upgrading and renovating the facilities. This includes a new HVAC System, new computers, printers and upgraded systems, new security and monitoring system, new phones and system, carpet replacement, restoring of floors, upgrading kitchen, and outside landscaping and resurfacing the parking lot.

D. Organizational Capacity

Completed by alizadb3@gmail.com on 11/20/2020 11:52 AM

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D. Organizational Capacity

Please provide the following information

MISSION (5 POINTS)

D.1. Provide an overview of the organization. Include the organization's mission statement and the major services, programs, and activities provided. How does the proposed project/program help advance the mission of your organization?

WSDFA provides unique cultural and educational programming comprised of exhibitions, classes, workshops, lectures, films, performances, and special projects for youth, adults, and the elderly in the areas of visual arts, music, literature, history and folk arts. The organization has also made monumental purchases and donations to public collections in the state.

Since 1972, major exhibitions by nationally recognized African-American artists including Elizabeth Catlett, Romare Bearden, Leo Twiggs, Charles Alston, John Biggers, Lois Mailou Jones, Eugene Grigsby, Aaron Douglas, Jonathan Green, Hughie Lee-Smith, Minnie Evans, and James Van Der Zee have been presented. Works of important local artists such as Francis Brown, Jr., Marvette Aldrich, Barbara Eure, Hayward Oubre, Roland Watts, Vandorn Hinnant, and Michael Cunningham have also been exhibited. Noteworthy exhibitions have included: "The Black Presence in the American Revolution" and "Black Women: Achievements Against the Odds," both from the Smithsonian Institution Traveling Exhibition Service. Today, we continue to bring in more local artists like Owens Daniels, Leo Rucker and other young aspiring artists to tell the stories of today and yesterday.

WSDFA has made major donations to public collections in NC. In 1975, we raised funds for the purchase of an 18-piece collection of furniture by 19th century African-American master furniture maker, Thomas Day, for the permanent collection of the NC Museum of History in Raleigh. As mentioned previously, we have enhanced WSSU's permanent art collection by our purchase and donation of sculpture by NC native artists William Artis and Selma Burke and paintings by Samuel Brown, Stephanie Pogue, John Biggers, and Romare Bearden.

Historical collaborations with local organizations have included: readings and book signings by Pulitzer prize-winning authors Gwendolyn Brooks and Alice Walker in collaboration with Reynolda House Museum; the Rita Dove project with Forsyth County Public Library; the first Triad performance of composer Undine Smith Moore's cantata "Scenes from the Life of a Martyr," in memory of Martin Luther King, Jr. performed at WSSU's Williams Auditorium by the Winston-Salem Symphony, a community chorus, and nationally known soloists Hilda Harris, Marymal Holmes, Seth McCoy, and William Warfield; the presentation of the Smithsonian Jazz Masterworks Orchestra in collaboration with WSFCS, and a concert of the music of Pulitzer prize-winning composer George Walker at UNCSA.

The Center has been a hub of activity with programs such as concerts by pianist Benjamin Bradham, a graduate of UNCSA; Silver Arts exhibits; exhibits of work by Raul Montero and other Latin American artists; quilting, pottery and woodturning classes and exhibits; Jazz dinners and Mother's Day brunches. One of the 5-star events at the Center was the filmed conversation with artists Elizabeth Catlett and Maya Angelou during the 2008 Catlett exhibition.

The mission of WSDFA is to enrich the lives of neighborhood and area residents by stimulating interest throughout the entire community in American Arts and Humanities, with emphasis on the contributions of African-Americans, to increase awareness and knowledge of such contributions; to encourage individual creativity; and to provide quality cultural and educational programming for the entire community.

WSDFA desires to return to providing top-notch programming and this funding will support that.

FUNCTION (5 POINTS)

D.2. How long has your organization been in operation?

48 years; since 1972

D.3. How does your organization benefit and serve the City of Winston-Salem and its citizens?

Winston Salem Delta Fine Arts, Inc. and the Delta Arts Center provides a major benefit to the City of Winston-Salem and its citizens by first being one of the only African American museum/galleries in the state. That automatically makes it a one-of-a-kind jewel for this city, not to mention all of the local and national historical achievements that it has provided for the community. We serve as a historical pillar for the City of Arts and Innovation.

WSDFA continues to provide educational programming and experiences that will elevate our youth to become more diverse and creative in their thinking as they acquire knowledge of African American and other cultures. This better prepares students not only for today but for the future as they become more prepared for the workforce. This in turn helps Winston-Salem Forsyth County Schools, as it compliments its curriculum with History and Arts and Humanities.

We also provide cultural experiences while supporting local artists. By providing the venue for artists to sell their works and perform, we assist in boosting the community’s economy. Currently, artists are having the most difficult time finding employment and by utilizing Delta Arts we can aid in their recovery.

One’s health and well-being right now is most crucial. Delta Arts provides that safe haven where can escape from the difficulties of the world and experience entertainment while learning to build self-confidence and creativity. The venue is one that is available for performances and exhibits that are provided for free or one can also rent for its own personal preferences.

STRUCTURE (5 POINTS)

D.4. In the chart below, list key personnel involved in the proposed project/program.

Position Title	Activities/Inputs	Total Work Hours Per Week	% of hours proposed to be funded
Facilities Chair	The Facilities Chair will have direct responsibility for making sure the building and grounds are well maintained. The Facilities committee’s oversight includes but is not limited to: 1) Lighting 2) HVAC 3) Building repairs; i.e. painting, roof, flooring, etc. 4) Maintaining control of locks and keys- creating a log 5) Securing a location for the Storage of Valuables 6) Securing vendor(s) for rental set up and break down- creating a vendor list / (SOP) standard operating procedure 7) Landscaping 8) Trash Removal (SOP)– corresponding with the City of WS or Republic Waste	2	0.00 %

	9) Maintaining all equipment in the DAC – creating work orders for the repair of equipment when necessary (TV, Computers, telephone, Alarm, etc.)		
Project Manager	Develop a time line for the proposed facility upgrades and projects Meet with City officials and vendors to review proposals Meet with vendors upon contract acceptance to establish and confirm time lines Supervise and be present during times work is being done by vendors Meet with the board to give updates Complete final walk through after each project completion	20	100.00 %
Programming Manager	Development of programs and exhibits that are important for cultural and historical learning. Seek and development strong relationships and community collaborations for programs, events and fundraisers.	20	50.00 %

D.5. List all executive staff and their compensation (other than per diem).

Executive Staff Name	Title/Role	Compensation	% of Hours Proposed to be Funded
n/a	Executive Director	\$40,000.00	50.00 %

D.6. Attach an organizational chart

Organizational Chart *Required

Delta Arts Center Organization Chart.pdf

D.7. Please complete the Diversity of Employment and the Employment Profile below. See the [Request for Proposals \(RFP\)](#) for definitions of position types used in the Employment Profile.

Describe the hiring process and how it is structured to provide the most diverse candidate pool.

The Winston-Salem Delta Fine Arts, Inc. hiring process includes a focused and thoughtful process. The process starts with a detailed description of the role and expectations of the Executive Director's position and each staff position. The advertisement for hiring any given position we are looking to fill, is placed in major, local newspapers and also on major hiring websites. Using various public media platforms will allow us to reach a diverse pool of candidates.

The Board of Directors has visibility to all applicants that apply for any given position. The Board of Directors have an established process to evaluate each application. There is a weighted system for all components of the resume and application. For example their is a 100 pt. scale. If an applicant has related work experience and has held a previous position with the same title and job responsibilities that we are hiring for, that particular section of the resume gets a score of 25 points. Other areas of the resume/applications have similar point values. After analyzing each resume and application, the applications with the highest total scores are granted an interview. The potential candidate will interview in front of a panel of board members. Each board member will take turns asking questions of the candidate.

The anticipated time of an average interview will be approximately 1 hour. When the interview has been completed the panel of board members will discuss their feedback on the candidate. If the candidate is approved by the panel, the candidate is granted a second interview by a major donor or an Advisory Board Member. When the 2nd interview has been completed, the results are shared with the entire board at a full board meeting. If the board has additional questions and cannot make a decision to hire based on the interview panel's feed back and the major donor feed back, the candidate will be contacted to answer final questions from the board. Once all information has been gathered to the board's satisfaction, a typed employment offer will be delivered to the candidate for opportunity to accept.

Please enter the total number of **Full-Time** Positions and Employees you have in the table below

	Male - White	Male - Black	Male - Other	Female - White	Female - Black	Female - Other
Executives/Managers	0	0	0	0	0	0
Professionals	0	0	0	0	0	0
Technicians	0	0	0	0	0	0
Office/Clerical	0	0	0	0	0	0
Laborers/Service Workers	0	0	0	0	0	0
Total Full-Time						

Please enter the total number of **Temporary/Part-Time** Positions (FTE) and Employees you have in the table below

	Male - White	Male - Black	Male - Other	Female - White	Female - Black	Female - Other
Executives/Managers	0	0	0	0	0	0
Professionals	0	0	0	0	0	0
Technicians	0	0	0	0	0	0
Office/Clerical	0	0	0	0	1	0
Laborers/Service Workers	0	0	0	0	0	0
Total Part-Time/Temp						

D.8.



Attach a list of all Board Members AND compensation (other than per diem) ***Required**

Board Members and Compensation.xlsx

D.9. Number of full Board meetings held during the last twelve months

12

D.10. Number of Board's Executive Committee meetings held during the last twelve months

11

ABILITY (5 POINTS)

D.11. Describe the implementation or operational plan to get the proposed project/program up and running in a timely manner. Describe any key contingencies on which the startup depends. Please upload any maps, milestones, etc. to "F. Required Documents."

For the hiring of the two key staff members, the Executive Director and the Programming Manager, we are currently

running our Annual Campaign and planning both virtual and in-person fundraising campaigns to raise the funds for these positions. The timeline is set for funds to be in place by June 2021.

Our Communications Committee is currently reviewing all components of the social media and marketing tools that we currently have. They are in the process of developing a Marketing Calendar, seeking support from local universities for an intern.

The more detailed component, the upgrade of the facilities will start as soon as funding is secured. We have obtained 3 estimates for replacement of our HVAC system, marquee signage, our security alarm system, and our landscaping. As well, researching the costs of upgraded phone service and computers. Upon vendor approval by the City of Winston Salem and/or our Board of Directors, the Vendor will meet with our project manager to set up dates and times for the work to begin. The timelines for work completion will be established with each vendor. The work of each vendor will be supervised and a final walk through approval will be completed prior to final payment for each job. We will factor in a 60 day delay on each project due to parts and equipment order delays, weather, or any other unforeseen reason. We do not anticipate needing any out of the ordinary equipment or materials for our facility needs. The proposed timeline will be as follows for the facility upgrades:

Upgraded Computers and Printers – September/October 2021

Upgraded Internet and Phone Lines - November 2021

Inventory System - November 2021

HVAC replacement - Feb 2022 (14 days)

Renovation of Workroom and Mechanical room (30 days)

New Carpet Installation for 2 offices (7 days)

Alarm replacement - Feb 2022 (3 days)

Parking lot resurfacing - March 2022 (2 days)

Landscaping overhaul - April 2022 (7 days)

Signage order and installation - Feb 2022 (30 days)

Security cameras order and installation - Jan 2022 (3 days)

Renovation of Kitchen - April 2022 (30 days)

Appliance order and installation - April 2022 (7 -14 days)

Miscellaneous upgrades and finishing touches - May 2022 (10 days)

D.12. How do your policies and procedures (including marketing, outreach, eligibility determination and appeals) ensure fair and equal access to the benefits of the program to all persons who seek to participate?

The Delta Arts Center is free and open and available to the entire public. When developing our marketing materials and programming, we are sure to be inclusive and diverse in its content, utilizing all media channels to reach a variety of audiences. Our desire is to develop and provide programs and products for all ages, inclusive of youth, adults and seniors. We make sure our facility is always equipped for those with disabilities.

E. Cost Effectiveness

Case Id: 11146

Name: Winston-Salem Delta Fine Arts, inc. - 2021/22

Completed by alizadb3@gmail.com on 11/20/2020 12:39 PM

Address: *No Address Assigned

E. Cost Effectiveness

Please provide the following information

BUDGET AND FUNDING (10 POINTS)

E.1. Please complete the table to show the organization's operating budget.

Expenditures by Program	Budgeted FY 20-21	Projected Actuals FY 20-21	Proposed Budget FY 21-22
Program Services	\$7,000.00	\$5,000.00	\$45,000.00
Fundraising	\$2,500.00	\$2,500.00	\$6,000.00
Management and General	\$5,000.00	\$5,000.00	\$2,000.00
Total Expenditures by Program	\$14,500.00	\$12,500.00	\$53,000.00

Expenditures by Category	Budgeted FY 20-21	Projected Actuals FY 20-21	Proposed Budget FY 21-22
Employee Salaries and Wages	\$45,000.00	\$22,000.00	\$75,000.00
Employee Benefits	\$0.00	\$0.00	\$0.00
Facility Rent and Utilities	\$15,000.00	\$15,000.00	\$10,000.00
Training and Conference Registration	\$0.00	\$0.00	\$0.00
Membership and Dues	\$100.00	\$100.00	\$100.00
Travel and Transportation	\$0.00	\$0.00	\$0.00
Grants to Individuals and Organizations	\$0.00	\$0.00	\$0.00
Contracted Fundraising Services	\$2,000.00	\$2,000.00	\$2,000.00
Goods Purchased for Resale	\$0.00	\$0.00	\$1,000.00
Other Contracted Services	\$5,000.00	\$5,000.00	\$2,500.00
Other Operating Expenditures	\$5,000.00	\$1,000.00	\$90,000.00
Capital Outlay	\$10,000.00	\$2,500.00	\$2,500.00
Total Expenditures by Category	\$82,100.00	\$47,600.00	\$183,100.00

Revenues by Category	Budgeted FY 20-21	Projected Actuals FY 20-21	Proposed Budget FY 21-22
City of Winston-Salem	\$0.00	\$0.00	\$150,000.00
Forsyth County	\$0.00	\$0.00	\$0.00
State of North Carolina	\$12,789.70	\$0.00	\$12,789.00
Federal Government	\$0.00	\$0.00	\$0.00
Admissions/Program Revenues/Sales	\$15,000.00	\$5,000.00	\$26,500.00

Memberships	\$0.00	\$0.00	\$0.00
Donations	\$50,000.00	\$50,000.00	\$75,000.00
Foundation Grants	\$25,000.00	\$25,000.00	\$50,000.00
Interest and Investment Income	\$4,000.00	\$4,000.00	\$4,000.00
Parent Organization	\$0.00	\$0.00	\$0.00
Other	\$0.00	\$0.00	\$0.00
Total Revenues by Category	\$106,789.70	\$84,000.00	\$318,289.00

Describe any amounts listed under "Other Operating Expenditures" or "Other Revenues." Provide details on any specific federal government revenue sources.

The other operating expenditures consist of the replacement of our HVAC system, a new updated security system with cameras, upgraded computers and phone lines, an overhaul of our landscaping and the resurfacing of our parking lot. We have received several estimates. The total of all estimates to do all of the work is approximately \$90,000 to \$100,000.

E.2. Has the City of Winston-Salem provided funding in the past? If so, provide a funding history of the most recent five years of City contributions in the table below.

Year	Funding Source	Funding Amount
2020	N/A	\$0.00

E.3. Please complete the table below to show specific details of proposed City funding and other leveraged funding for the proposed project/program.

Activity	Funding Requested from City	Funds from Other Sources	Other Funds Source
Replace HVAC	\$90,000.00	\$10,000.00	0.00
Attic Insulation	\$8,000.00	\$500.00	0.00
Kitchen Upgrades	\$2,000.00	\$500.00	0
Carpet in 2 offices	\$3,000.00	\$0.00	0
Wood Floor Stripping	\$3,750.00	\$0.00	0
Alarm System w/ Cameras	\$3,750.00	\$0.00	0
Signage w/ Lights	\$10,000.00	\$0.00	0
Landscaping	\$5,000.00	\$0.00	0
Ceritfied Project Manager	\$8,000.00	\$0.00	0
Work Space and Storage	\$5,000.00	\$0.00	0
Repaving Parking Lot	\$5,000.00	\$0.00	0
Executive Director	\$30,000.00	\$0.00	0
Program Manager	\$20,000.00	\$0.00	0
3 Computers, Ipad, Printer	\$3,000.00	\$0.00	
3 Phones & Upgraded System	\$1,000.00	\$0.00	
Upgraded Internet	\$1,000.00	\$0.00	
	\$198,500.00	\$11,000.00	

E.4. For each activity and line item above, please provide a short but detailed description of how City resources will be used to carry out proposed programming.

Replace HVAC - Removal of current system, payment and replacement of new system

Attic Insulation - Removal and disposal of old insulation and replacement of the new.

Kitchen Upgrade - Removal of some cabinets and countertops to restructure for installation of new stove

Carpet in 2 Offices - Removal and disposal of carpet in ED and middle office. Payment for carpet. Moving of furniture, replacement with new carpet and putting furniture back in place.

Wood Floor Stripping - Refinishing of hardwood floors in the gallery.

Alarm System with Cameras - Removal of old equipment, replacement with new

Signage with Lights - Removal of the old signage and replacement with new modern signage that have appropriate lighting for display.

Landscaping - Removal of extra shrubs, payment for new shrubs, plants and perennials, updating recent landscaping.

Certified Project Manager - Manages the project by working with the vendors to execute all work to be done.

Acquiring all estimates, handling payments, adhering to timelines.

Workspace and Storage - Restructuring of the back room to provide a workspace for renters and artists. Developing layout and implementation of needs for additional backroom storage.

Repaving Parking Lot - Resurfacing the parking lot, striping for parking spaces and handicapped spaces.

Executive Director - Assisting with salary of the Executive Director, position that has been vacant for over 2 years due to lack of funding.

Program Manager - Assisting with salary of Program Director, a needed role versus relying on volunteer Board Member

3 Computers, Ipad, Printer - Purchase and installation of 3 computers needed for Executive Director, front desk and Program Manager. Ipad for registration for guests. Printer to connect with all computers.

3 Phones and Upgraded System - Upgrade system to handle voicemail that can be retrieved from email and remotely. Phone for Executive Director, Front Desk and Program Manager.

Upgraded Internet - Upgrade of internet with stronger wifi capabilities.

If the City doesn't approve funding for this project. We will continue to take each line item on the proposed project and write separate grants to assist in covering each line item. We will continue to solicit our patrons and corporate for donations. If we go this route of asking for funding on each line item separately, it may take us 5 -10 years to complete the project.

E.5. Where another stakeholder or agency is providing non-monetary assistance with a particular aspect of your programming, please provide a short description of those activities and how they will supplement the use of City funds.

n/a

E.6. If this year's request is different in any way (amount, activities, etc.) from a prior year's request, explain how and why. If you are a new applicant, please describe how you would adjust your project/program if your funding request is not funded at the full amount.

This year is slightly different, compared to the focus on only facilities overhaul last year. As we approach the 50th year and the need to rebrand and revitalize the center, the need for assistance with re-establishing the role of the Executive Director and hiring a Program Director is necessary.

SUSTAINABILITY (7 POINTS)

Printed By: Rene Williams on 12/12/2020

20 of 29

E.7. Describe the plan to sustain the project/program funding in future years. Include information about other funding sources to leverage City funds requested.

We plan to maintain upkeep of the property by using funding from the Arts Council, Winston-Salem Foundation and other major donors. We will continue to implement an annual fundraising strategy which will be strengthened with hiring a new Executive Director, Program Manager, and utilizing the board members and volunteers to solicit donations from their personal networks, past donors, and major donors in the community. For the 50th Anniversary we will be initiating a special campaign starting January 2021 through July 2022. We will be refining our normal annual campaign fundraising strategies.

BARRIERS (3 POINTS)

E.8. Describe any potential programmatic barriers to project implementation (e.g. recruitment or outreach challenges, etc.) and your plans for overcoming them.

The potential barriers to the project would be the lack of availability of the vendors and contractors to do the work. We would continue to get several estimates and use multiple resources to have the work completed. We will keep a list of approved vendors at all times to call on when needed.

E.9. Describe any institutional barriers to project implementation (e.g. staff vacancies, pending departures, etc.) and your plans for overcoming them.

The challenges of operating without an Executive Director and a Program Director puts a lot of work on our board members. Although we have fantastic and enthusiastic board members, we need to appropriately fill the vacant positions to move the DAC forward. We are likely to improve our effectiveness 50% or more by having the necessary leadership team on sight to oversee programming and operations. We especially need an Executive Director who is talented at grant writing and finding money to fund staffing positions and programs.

AVERAGE COST (5 POINTS)

E.10. Use the table below to show the average amount of City funds requested per beneficiary to be served during the year and the average total cost of the service per beneficiary to be served during the year (including all funding sources)

Proposed funds from the City for this project:	198,500
Number proposed to be served for the year:	6000- 2000 in person and virtually
Average City funds per beneficiary:	100
Proposed funds from all sources:	209,500
Number proposed to be served for the year:	6000-20000 in person and virtually
Average total funds per beneficiary:	104.75

F. Required Documents

Completed by alizadb3@gmail.com on 11/20/2020 3:38 PM

Case Id: 11146

Name: Winston-Salem Delta Fine Arts, inc. - 2021/22

Address: *No Address Assigned

F. Required Documents

Please provide the following information

Documentation

Code of Conduct/Conflict of Interest Policy *Required

Code of Conduct.pdf

Submit a copy of the agency's latest 990 Form as submitted to the Internal Revenue Service. *Required

DFAC 990EZ 2018.pdf

Organization By-Laws *Required

11399_By-laws approved 08-20-2013.pdf

Articles of Incorporation *Required

Winston-salem Delta Fine Arts, Inc.-Articles of Incorporation.pdf

Organization Policies (including personnel, formal non-discrimination, procurement, accounting, etc) *Required

WSDFA Personnel Policies.pdf

IRS 501(c)3 Designation Letter *Required

DAC TAX ID Confirmation.pdf

Audited financial statements or a third-party review *Required

Nov 11, Doc 1.pdf

North Carolina Secretary of State - Current and Active Status (<https://www.sosnc.gov/search/index/corp>)

***Required**

Secretary of State Active Status .pdf

Other

WSDFA Deed of Trust.pdf

Delta Arts Center Lookbook (1).pdf

G. Income Based Projects/Services Only

Case Id: 11146
Name: Winston-Salem Delta Fine Arts, inc. - 2021/22
Address: *No Address Assigned

Completed by alizadb3@gmail.com on 11/20/2020 12:00 PM

G. Income Based Projects/Services Only

** Complete this section only if you are requesting funds for a Community Development project (for CDBG, HOME and/or ESG funding).**

If the section is not applicable to your project, please leave the questions blank and mark the step "Complete."

G.1. In the right-hand column below, indicate the number of participants to be served by the proposed project/program within each income category during the year. Click [here](#) to see Winston-Salem income limits by household size.

Income Range	# to be served
0 to 30% of median	0
31% to 50% of median	0
51% to 80% of median	0
Greater than 80% of median	0

G.2. Describe policies, procedures, and criteria for determining who is eligible. Describe the procedures for screening, eligibility determination, intake, assessment and orientation of participants

H. Construction/Rehab Only

Completed by alizadb3@gmail.com on 11/20/2020 3:39 PM

Case Id: 11146

Name: Winston-Salem Delta Fine Arts, inc. - 2021/22

Address: *No Address Assigned

H. Construction/Rehab Only

** Complete this section only if you are requesting funds for a Housing Construction or Rehabilitation project.**
If the section is not applicable to your project, please leave the questions blank and mark the step "Complete."

H.1. Describe the proposed project, including any plans. If the project is approved, we will need a detailed work write-up.

H.2. Provide a projected timeline for the proposed work.

H.3. Describe how the project will be managed, including the contractor procurement process.

H.4. Describe the target market, including any special populations to be served.

H.5. Describe the services or program you plan to provide.

H.6. Describe the property management plan.

H.7. List the development team members.

H.8. Describe the financial capability of the sponsor/owner organization, including submission of the organization's operating budgets, agency audits, and Form 990s for the prior three years, unless already submitted to the City.

H.9. Listing of projects undertaken by principals over the past ten years, identifying project name and address, type of project, and number of units; please note any projects for which local government funding was received.

Project Name	Address	Type of Project	No. Units	Govmt Funding
--------------	---------	-----------------	-----------	---------------

Documentation

Market study or other analysis to verify the need for the project.

***No files uploaded*

Development costs that include a detailed sources and uses statement of all funds, including the requested loan from the City, in electronic format, preferably a spreadsheet.

***No files uploaded*

Operating pro forma that includes rent and operating cost assumptions and all estimated loan payments, in electronic format.

***No files uploaded*

Operating Budget

***No files uploaded*

Form 990

***No files uploaded*

I. Emergency Shelter Only

Completed by alizadb3@gmail.com on 11/20/2020 3:39 PM

Case Id: 11146

Name: Winston-Salem Delta Fine Arts, inc. - 2021/22

Address: *No Address Assigned

I. Emergency Shelter Only

** Complete this section only if you are requesting funds for an Emergency Shelter project.**

If the section is not applicable to your project, please leave the questions blank and mark the step "Complete."

Prior to the beginning of any funding year, any ESG-funded program must participate in the local Homeless Management Information System (HMIS) designated by the Winston-Salem/Forsyth County Continuum of Care, or for domestic violence programs, a comparable database in accordance with HUD's standards.

Emergency Shelter: Essential Services

Activity	Total Budget (\$)
Case Management	\$0.00
Child Care	\$0.00
Education Services	\$0.00
Employment Assistance	\$0.00
Job Training	\$0.00
Outpatient Health Services	\$0.00
Transportation	\$0.00
Legal Services	\$0.00
Services to Special Population	\$0.00
Overhead Costs (limited to 15% of total activity request)	\$0.00
	\$0.00

Emergency Shelter: Operating Costs

Activity	Total Budget (\$)
Rent	\$0.00
Shelter Security	\$0.00
Fuel	\$0.00
Equipment	\$0.00
Insurance	\$0.00
Utilities	\$0.00
Food	\$0.00
Furnishings (limited to less than \$500 per item)	\$0.00
Supplies	\$0.00
Maintenance or Minor Repairs	\$0.00
Overhead Costs (limited to 15% of total activity request)	\$0.00
	\$0.00

J. Rapid Rehousing and HMIS Only

Completed by alizadb3@gmail.com on 11/20/2020 3:40 PM

Case Id: 11146

Name: Winston-Salem Delta Fine Arts, inc. - 2021/22

Address: *No Address Assigned

J. Rapid Rehousing and HMIS Only

** Complete this section only if you are requesting funds for a Rapid Rehousing project.**

If the section is not applicable to your project, please leave the questions blank and mark the step "Complete."

Prior to the beginning of any funding year, any ESG-funded program must participate in the local Homeless Management Information System (HMIS) designated by the Winston-Salem/Forsyth County Continuum of Care, or for domestic violence programs, a comparable database in accordance with HUD's standards.

Rapid Rehousing Financial Assistance

Activity	Total Budget (\$)
Rent Assistance	\$0.00
Rental Application Fees	\$0.00
Security Deposits	\$0.00
Last Month's Rent	\$0.00
Utility Deposits	\$0.00
Utility Payments	\$0.00
Moving Cost Assistance	\$0.00
Overhead Costs (limited to 15% of total activity request)	\$0.00

Rapid Rehousing Services

Activity	Total Budget (\$)
Case Management	\$0.00
Housing Search and Placement	\$0.00
Mediation	\$0.00
Legal Services	\$0.00
Credit Repair	\$0.00
Counseling	\$0.00
Information and Referral	\$0.00
Monitoring/Evaluation of Progress	\$0.00
Overhead Costs (limited to 15% of total activity request)	\$0.00

HMIS/Data Collection Budget

HMIS Activity	City ESG Request	State ESG Request
Staff Costs	\$0.00	\$0.00
Equipment	\$0.00	\$0.00
User Fees	\$0.00	\$0.00
	\$0.00	\$0.00

Submit

Completed by alizadb3@gmail.com on 11/20/2020 3:40 PM

Case Id: 11146

Name: Winston-Salem Delta Fine Arts, inc. - 2021/22

Address: *No Address Assigned

Submit

I certify that the applicant meets the conditions specified in the application instructions and will be able to carry out the proposed services in concert with these conditions. I also certify that the organization is a certified IRS 501(c)(3) non-profit organization.

Aliza` Diggs-Bailey

Electronically signed by alizadb3@gmail.com on 11/20/2020 3:40 PM