

ArtSouth, A Not-for-Profit Corporation

Project Title: General Program Support 2022

Grant Number: 22.c.ps.114.142

Date Submitted: Wednesday, May 27, 2020

A. Cover Page Page 1 of 12

Guidelines

Please read the current Guidelines prior to starting the application: 2021-2022 General Program Support Grant Guidelines

Application Type

Proposal Type: Discipline-Based


Funding Category: Level 1

Discipline: Multidisciplinary

Proposal Title: General Program Support 2022

B. Contacts (Applicant Information) Page 2 of 12

Applicant Information

- a. **Organization Name:** ArtSouth, A Not-for-Profit Corporation 
- b. **FEID:** 65-1016544
- c. **Phone number:** 305.662.1423
- d. **Principal Address:** 5825 SW 68 Street, Suite 2, #202 South Miami, 33143-3611
- e. **Mailing Address:** 5825 SW 68 Street, Suite 2, #202 South Miami, 33143-3611
- f. **Website:** www.artsouthmiami.org
- g. **Organization Type:** Nonprofit Organization
- h. **Organization Category:** Cultural Organization
- i. **County:** Miami-Dade
- j. **DUNS number:** 103159245
- k. **Fiscal Year End Date:** 09/30

1. Grant Contact *

First Name

Janis

Last Name

Klein

Phone

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artlady5423@aol.com

2. Additional Contact *

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3. Authorized Official *

First Name

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artlady5423@aol.com

4. National Endowment for the Arts Descriptors

4.1. Applicant Status

Organization - Nonprofit

4.2. Institution Type

Arts Center

4.3. Applicant Discipline

Interdisciplinary

5. Department Name Multipurpose Institutions only (universities, cities, colleges, counties, etc.)

C. Eligibility Page 3 of 12

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

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

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

- Yes (required for eligibility)
- No

3. Do proposed activities occur between 7/1/2021 - 6/30/2022? *

- Yes (required for eligibility)
- No

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

- Less than 1 year (not eligible)
- 1-2 years (required for eligibility for GPS and SCP)
- 3 or more years (required minimum to request more than \$50,000 in GPS)

5. Multi Disciplinary*

- Yes (If yes, you should apply to the Presenting discipline)
- No (required for eligibility)

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

The mission of ArtSouth is to inspire understanding and appreciation of the arts for historically underrepresented communities by providing inclusive cultural access to exhibitions, performances and educational programs.

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.

2.1. 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.

For two decades, ArtSouth has successfully implemented our mission by annually reaching approximately 4,500 Miami-Dade County residents living throughout remote diverse communities and within residential housing facilities and migrant labor camps. ArtSouth provides historically-underrepresented populations unrestricted access to year-round events, off-school educational programs, workshops, exhibitions and performances that would be otherwise unavailable. Programs are supervised and instructed by local practicing/teaching artists and/or Florida Department of Education State Certified teachers. Programs are regularly assessed with outcome measures including: ArtSouth's Satisfaction Survey, Attendance logs, Participant Interviews and Children's Trust assessment tools.

Goals:

GOAL 1: Serve Miami-Dade County's diverse audiences through cross-disciplinary cultural activities and educational programs; helping geographically and economically inaccessible communities/facilities recognize the value of arts and arts education.

GOAL 2: Generate responsiveness and appreciation for the importance of participating in arts and arts education as a key element in promoting collaborations and public exchanges among residents from diverse backgrounds.

GOAL 3: Deliver equitable resources to ensure the arts and arts education are an inclusive element in enhancing the quality of life and energizing vibrancy in culturally undeveloped Miami-Dade County neighborhoods and residential facilities.

Measurable Objectives/Assessment method:

During the period of 7/1/21–6/30/22, ArtSouth will:

- 1) Increase 2021-2022 exhibition and performance schedules by 40%, thereby expanding professional capacity for artists to produce work, perform and exhibit their skills. (Assessments: Sign-in logs, ArtSouth Satisfaction Survey, Numbers of art sales at exhibitions, Numbers of calendar bookings)
- 2) Raise the number of alliances with partnering organizations by 30% to collaborate on county-wide calendar of events. (Assessments: Sign in/Attendance logs, ArtSouth Satisfaction Surveys)
- 3) Activate a 10% increase in audience participation and public reach/range rates by developing current social media marketing platforms, participating in digital networking and collaborating on promotional sites. (Assessments: Sign in logs, Satisfaction Surveys, Response numbers from social media notifications)
- 4) Expand access/attendance rates of arts educational outreach services (workshops, classes and field-trips) by 40% to new diverse communities by entering in partnerships with additional outreach sites. (Assessments: Student Attendance Rosters, Sign-in logs, Parent/Child Satisfaction Surveys)

Activities to achieve objectives (*see corresponding objective numbers):

- 1) **Arts Beyond the Classroom-“ABC”** (Objective 4): 9/1/21 – 5/30/22: Monday-Friday, 4-6pm: multi-site off-school program for 300 children ages 5-17 from diverse communities and/or facilities, who, due to accessibility/geography/economics/disability, would not otherwise have access to participate in off-school arts training and field-trips. Instructors travel to outreach sites and remote residential facilities that house families and/or youth experiencing economic hardship, homelessness, emotional/physical harm and cognitive/physical disability. ABC takes place in: Homestead, Perrine and South Miami; Sites include: Chapman Homeless Center, Miami Bridge (Teen Shelter), Gibson-Bethel Community Center and Sweet Home Baptist Church (Perrine). ABC provides weekly 2-hour classes in music, visual arts and dance. Classroom output uses Next Generation Standards for Arts to evaluate amount and quality benchmarks of produced works. Each program culminates with an end-of-year public performance and art exhibit at Miami Dade College Homestead Theater, May 27, 2022.
- 2) **ArtSouth’s 3rd Saturday Art Reception:** (Objective: 1, 2, 3): 7/1/2021- 6/30/22: 12-month season of art shows/receptions taking place at ArtSouth’s Gallery Space in historic, Perrine Community House; reaching 300 visitors per month. Monthly shows feature work of emerging Miami artists; offering space and a means to exhibit/sell their work publicly. Student docents from ABC after-school programs provide monthly tours, learn/apply gallery installation skills and interact with actual practicing artists each month. Cross-disciplinary works take place during monthly receptions including; poetry readings, dance performances and musical presentations by local performing artists.
- 3) **ArtSouth Creative Arts Summer Camp** (Objective: 4): 7/1/2021 – 8/10/2022: 8-week camp; 120 youth, ages 6-15. Camp includes rotating 75-minute classes in music, dance and visual arts. Camp is housed at Miami Dade College Homestead Campus. Each week campers are exposed to county-wide arts venues with field trips to Perez Museum, Seminole Theater, The Children's Museum and South Dade Cultural Arts Center. Camp serves youth living in: Chapman Partnership Homeless Center, Everglades Migrant Labor Camp, First Star Foster Care Program, Miami Bridge Teen Shelter and Children of Inmates. Campers learn to sing, dance and create art with full college campus arts/technological resources. Camp culminates with a public show/exhibition in the Miami Dade College Auditorium.

4) **Arts Behind Bars (ABB)** (Objective: 1, 2): 7/1/2021-6/30/2022, Thursdays, 6-8pm; Everglades Correctional Institution (maximum security male prison). ArtSouth's Arts Behind Bars applies research-based art interventions proving that inmates who engage in art-making have better attitudes and behavior and less disciplinary violations. ABB incorporates an unprecedented creative arts curriculum into Everglades Correctional Institution's educational curriculum with classes in drawing, painting and 2-D & 3-D Design taught by local artists and FDOE teachers; ABB culminates yearly with an art exhibit displayed at the Prison Visitor Center for families/children of inmates to attend, June 2022.

2.2. Partnerships & Collaborations - (Maximum characters 2000.)

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

ArtSouth partners and collaborates with the following organizations to offer accessible services for people of all ages, all abilities and despite limited financial resources.

1) Silent Victims of Crime: non-profit organization representing children of inmates; SVC youth participate in ArtSouth educational programs and events. SVC youth are linked with ArtSouth Arts Behind Bars program; connecting children and their incarcerated fathers via art-making. Formal agreement is in place.

2) The Village of Palmetto Bay, Mayor Karyn Cunningham and Commission: provide open access to Village resources including monthly gallery exhibitions, workshops and performances at historic, Perrine Community House. Formal agreement is in place.

3) Everglades Correctional Institute/Horizons Communities in Prison: hosts weekly ArtSouth's Arts Behind Bars program, provides classroom space, exhibition space and inmate participants. Formal agreement is in place.

4) Miami-Dade County Public Schools: provides student recruitment services, written endorsements and access to cultural field-trips.

7) Miami Dade College: providing classroom space, campus access to college resources, media/press releases and venue for ArtSouth exhibitions, educational programs and performances. Formal agreement is in place.

8) University of Miami: providing Service-Learning student interns for ArtSouth community events, clerical office assistance and volunteer aides in outreach educational programs. Formal agreement is in place.

9) South Miami Parks and Recreation: coordinates after-school programs; provides facilities for ABC classes and performances. Formal agreement is in place.

10) Chamber South: networking and fundraising membership group representing and promoting ArtSouth's programs. (membership)

11) Gibson-Bethel Community Center, Miami Bridge Shelter, Mt. Olive Baptist Church, Chapman Partnership, Sweet Home Baptist Church: each site hosts ABC programs; provides enrollment, classroom and production space. Formal agreements are in place.

12) Community Newspapers (full-color publication): features ArtSouth's monthly calendar of events, gallery exhibitions and artists' works; distributed throughout Miami-Dade County.

2.3. Timeline - (Maximum characters 2000.)

List timeline of activities during the grant period.

7/1/21–6/30/22: (Monthly) ArtSouth's 3rd Saturday Gallery Exhibition/Reception: Perrine Community House, featuring work of local artists; integrating poetry reading, musical and dance performances

7/1/21-6/30/22 (Holidays): Thalatta Estate: community painting workshops; painting: vitreous glass painting, bisque-ware, canvas painting

7/1/21-6/30/22: (Thursdays): Arts Behind Bars: visual arts classes within Everglades Correctional Institute

7/1/21-8/13/22: (Mon.-Fri.): ArtSouth's Creative Arts Summer Camp, Homestead: 8-week camp with final exhibition and performance

8/14/21: Back to School supplies distribution event, Chapman Homeless Center

9/18/21: Wells Fargo Bank Day of Service: Community Mural design/construction/execution

10/4/21- 5/27/22 (Mon.-Fri.): Arts Beyond the Classroom (ABC), off school hours' outreach programs at 4 outreach sites with final exhibition/performance

10/29/21: Breast Cancer Awareness Month: "Hats On to You" creative arts workshop, teaching design and function of creative headgear for cancer patients experiencing hair loss

11/5/21: South Miami Arts Festival (Downtown South Miami), ArtSouth art exhibition

11/13/21: Fall painting workshop Gibson-Bethel Community Center, Murray Park

11/20/21: Silent Victims of Crime "Opera under the Stars" fundraiser

12/2/21: Art Basel ABC field trip

12/11/21: Palmetto Bay bisque-ware pottery ornament painting/decorating

12/17/21: Holiday Dance performance: Gibson-Bethel Community Center

12/20/21: ABC Field trip to Nutcracker Ballet, Miami-Dade County Auditorium

1/17/22: Perrine Community Redevelopment Area/MLK Day Arts Festival, Parade, Dance Ensemble presentation

1/28/22: ArtSouth's Winter Solstice Concert, Sweet Home Church

2/10/22: ArtSouth's Valentine's Day Vitreous Glass Painting workshop

3/5/22: Palmetto Bay Arts Festival, ArtSouth affiliate booth and art exhibition

3/27/22: Silent Victims of Crime benefit Gospel concert/celebration at Sweet Home

4/23/22: ArtSouth/Wells Fargo Day of Service Earthday: Community Mural Painting at sites TBD

5/5/22: Mother's Day Glass Painting workshop/Thalatta

5/20/22: End of ABC program final show, ABC performance and art exhibition: Miami Dade College, Sweet Home Baptist Church

6/9/21: Father's Day Glass Painting and Ceramics workshop:"Pots of Love"

6/10/22: Everglades Correctional Institute Family Day; intergenerational arts workshop/exhibit @ Prison Visitor's Center

6/14/22: Homestead Chamber of Commerce Arts Festival, ArtSouth artists' booth

E. Impact Page 5 of 12

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 benefiting 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 benefiting 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? *

40

3. How many Adults will be engaged? *

3,000

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

100

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

1,400

6. How many artists will be directly involved?

Enter the estimated number of professional artists that will be directly involved in providing artistic services specifically identified with the proposal. Include living artists whose work is represented in an exhibition regardless of whether the work was provided by the artist or by an institution. This figure should reflect a portion of the total individuals benefiting. If no artists were directly involved in providing artistic services enter 0.

6.1. Number of artists directly involved? *

6.2. Number of Florida artists directly involved?

Total number of individuals who will be engaged?

4530

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

No single age group made up more than 25% of the population directly benefited.

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

Black/African American

Hispanic/Latino

9. Describe the demographics of your service area. - (Maximum characters 1500.)

ArtSouth's administrative hub is located in the South Miami Community Redevelopment Area (SMCRA), a historical, mainly African-American, community located on the fringes of affluent City of South Miami, also known as "The City Beautiful." ArtSouth is the SMCRA's only arts organization.

The SMCRA annexed boundaries contain a 400-unit affordable housing project among 2,500 residents affected by social exclusion with no inner-community access to commerce, restaurants, arts and entertainment services. When compared to the peripheral City of South Miami, SMCRA is economically less-advantaged, contains fewer businesses, lower trade revenues, deficient household incomes and has a higher crime rate.

ArtSouth provides outreach services within the following residential facilities: Chapman Homeless Shelter in Homestead, Miami Bridge Teen Shelter in Homestead and Everglades Correctional Institution in The Florida Everglades (*see Additional Impact).

Our service area includes the following regions:

1) West Perrine: 10,491 Population, \$16,210 Per capita income, 27.7% Persons below poverty line, 33.7% Foreign-born, 54.4% Black or African American, 34.2% Hispanic or Latino, and 8.94% White.

2) South Miami Community Redevelopment Agency Area (SMCRA): 185-acre government annexed, 2,500 residents; 83% African American/16% Hispanic/1% Caucasian, 62% live below poverty level, 36% no diploma, 63% no college degree and 48% unemployed.

3) West Homestead: 70,477 population, Per capita income \$18,394, 66% Latin, 18% Black, 13% White Alone, 3% Mixed Race; 58% Speak Spanish, 25% live below poverty level.

10. 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.

Residential outreach facilities:

Chapman Homeless Assistance Centers: housing families that are currently homeless in the Miami-Dade County; serves 3,765 families annually; 44% are families with children, 25% of residents are children.

Miami Bridge Youth and Family Services: Miami-Dade County's only 24-hour emergency shelter for abused, neglected and abandoned youth ages 10-17.

Everglades Correctional Institution: maximum security correctional facility of more than 1,600 adult male offenders.

11. 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

12. 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.

Economic Impact: For 2 decades ArtSouth demonstrated positive economic effect on our service districts throughout Miami-Dade County. ArtSouth founders are credited with launching South Florida Art Center thus inspiring a total revitalization of a once-dilapidated Lincoln Road; now known a Miami Beach's hot spot.

ArtSouth originally opened in Downtown Homestead which continues to flourish as the 'Homestead Arts & Antique District.' In 2013 we expanded to reach broader areas by moving near the Metrorail Transit system into the South Miami CRA. Since 2013, ArtSouth's administrative hub has been located in the Mobley Building-a business incubator building.

SMCRA's economic, business, social infrastructure and demographic make-up is highly imbalanced when compared to the peripheral City of South Miami. SMCRA has no inner-community access to commerce, restaurants, arts and entertainment services.

For the past 7 years, ArtSouth's cultural presence brought classes/workshops, festivals, exhibitions, performances and community mural enhancement into an otherwise culturally-dormant neighborhood. ArtSouth energizes a vibrant cohesive inner-community; enticing accessible activities. We built active business connections and collaborative relationships with the wider community.

Local Community Impact: By executing a cultural plan in conjunction with community leaders, we promote formerly-undeveloped connections and exchanges among the total neighborhood constituency. Our monthly events bring life to an otherwise dormant community. We increase exchange of commercial capital by embracing new audiences and stimulate dollars to re-circulate internally by attracting vendors, merchants, buyers and collectors.

ArtSouth is a 6-minute walk from the Metro Transit Rail, thereby allowing easy outside accessibility to attend our events. We entice outer community interest using social media to attract "cultural tourist's" dollars.

Internal Labor Support: When ArtSouth settled in the SMCRA, the Mobley Building (business incubator building) had a 20% occupancy rate. ArtSouth has now attracted our partners from surrounding communities to set-up the base within the affordable center. With a 30% increase in leasing, we now share the facility with local organizations who service the inner SMCRA community.

ArtSouth independently supports SMCRA labor workforce by employing 40 full/part-time area personnel and recruiting hundreds of volunteers annually. Our office employs clerical staff, marketing/social media personnel, youth camp counselors, teachers and artists. We enlist local practicing/emerging artists, musicians and dancers to teach at all outreach sites, exhibit/sell their work, execute community murals and conduct workshops.

Educational Impact: ArtSouth's educational outreach extends throughout Miami-Dade County; from Florida City/Homestead north to South Miami. In addition to bringing programs into remote government-assisted facilities, we partner with already-established after-school programs by integrating formerly unavailable arts curricula into their after-school schedules. We incorporate nearby University of Miami students and graduates as community service volunteers.

Outreach Activities: ArtSouth outreach efforts extend out into remote communities and residential facilities throughout Miami-Dade County. We serve on committees as active members of numerous chambers of commerce, advocating for a cultural presence. ArtSouth hosts a full timetable of seasonal cultural events, exhibitions, concerts, workshops and we complement other organization's cultural events with our presence. Sign-in logs, testimonials, community surveys and participant testimonials reflect hundreds of satisfied participants at our outreach events.

13. 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.

1) Marketing: ArtSouth reaches our 3,000+ data base via Constant Contact; keeping supporters in touch on a consistent basis with e-mail marketing updates, on news and calendars of events.

We are featured on websites of: Calendar of Events Greater Miami Visitors and Convention Bureau, Art News Calendar, Community Newspaper, The City of South Miami, Miami Dade College and the Chamber South events calendar. We have a yearly donation drive on "Give Miami Day" which is sponsored and

promoted by the Miami Foundation.

Our office staff regularly carries out the following promotional strategies: special mailings/emails, follow-up phone calls to supporters, exclusive event invitations and requesting media outreach publicity during events.

2) Advertising promotion, publicity: ArtSouth provides press coverage of all events and advertises within: The Miami Herald, SOMI Magazine, Village Magazine, and Community Newspapers attracting audiences to attend events and broaden our reach.

3) Advertisements and signs: ArtSouth distributes eye-catching promotional signage on posters, notices and banners that hang in strategic locations, including businesses and schools, during events and in high-trafficked areas. Our ArtSouth community murals beautify schools, hospitals, office buildings and residential establishments.

ArtSouth has commissioned promotional company, "Brandewear" to design/produce our own line of clothing, hats and promotional goods with the full-color logo visually branded.

4) Social media: ArtSouth's regular website maintenance of www.artsouthmiami.org remains current and interactive. Staff updates the website weekly with an events calendar, photos of seasonal activities and educational notices. We maintain an active presence on Facebook, Instagram, Twitter, Google Plus and LinkedIn.

Since the Covid 19 crisis, ArtSouth holds contracts with Zoom, Facebook Messenger Rooms, Microsoft Teams and Vimeo in order to remotely reach audiences through distant teaching/learning. We are able to offer remote workshops, classes and stay visually connected to our constituency.

5) Collaboration with local organizations: ArtSouth attends regular meetings of: Chamber South, Kendall Chamber of Commerce, South Miami Commission, South Miami Community Redevelopment Area board, corporate networking parties, business card exchanges and expos.

6) Organization memberships: ArtSouth is a member of The Miami Foundation Non-Profit Central registry facilitating a local reach to donors that wish to support local non-profits. We are a listed/registered Platinum member of GuideStar's Nonprofit Profiles.

ArtSouth holds representation and provides art-based services to Global Ties Miami, which facilitates professional, educational and cultural exchange tours for global leaders in business, government and civil society along with 300 participants of the U.S. Department of State.

7) Brochures/flyers: Our yearly-updated full-color brochures and flyers are distributed to local organizations, restaurants, offices, educational institutions and banks. In addition, they are distributed within The City of South Miami City Hall, Gibson Bethel Community Center and Chamber of Commerce South. We also hang notification flyers and banners on bulletin boards at supermarkets, banks, universities and retail stores.

We regularly email brochures and postcards; send thank-you notes to donors and make regular appearances and/or have an ArtSouth information table at events. All ArtSouth staff use branded business cards.

8) Development/Expansion Efforts/ Public Relations: We use Google Analytics to update viewer numbers and find how much time they are spending on the page. ArtSouth maximizes market research, zip code targeting and reaching high-priority markets to gain a better understanding of our marketing impact.

We annually participate in the nonprofit community via Philanthropy Miami which draws a diverse cross section of leaders representing hundreds of organizations and companies with speakers, learning opportunities and networking.

F. Management and Operating Budget Page 6 of 12

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.

ArtSouth's long-term fiscal stability has enabled us to service thousands of families for 2 decades while meeting our mission objectives. We receive unblemished annual external audited financial statements and Forms 990.

Our 20-year in-house controller maintains solid record keeping and manages funds systematically so we stay in good graces with the IRS and other oversight granting agencies. Our current and projected internal budgets demonstrate an effective business model characterized by reliable revenue that covers our operating expenses and contributes to needed revenue. ArtSouth has sound longstanding diverse Board of Directors who maintain facility stewardship, fiscal best-practice and control accurate future costs of our secure assets.

Our educational outreach component is endorsed by Miami-Dade County Public Schools (M-DCPS, 4th largest in the U.S.) which operates on an annual budget exceeding \$6 billion dollars. ArtSouth is considered by M-DCPS as a "model arts program" and is endorsed by Superintendent Alberto Carvahlo to provide educational services for the school board annually.

ArtSouth is also annually supported/sponsored by The Miami-Dade County Department of Cultural Affairs, The Miami Foundation, The Children's Trust, The City of South Miami, Blick Art Supplies, Wells Fargo Bank, Florida Power and Light, Miami Dade College and Youth Service America.

Because of our longevity, we understand what it takes to deliver our programs and services. We prepare for leadership and personnel transition by cross-training staff so our vital daily functions will continue uninterrupted.

ArtSouth's future sustainability plans include:

- The practice of (emergency) distant connection via social medial, online services and available digital resources.
- Community connections, support and fundraising during monthly Third Saturday Art Receptions.
- Tapping into public municipal discretionary fund assistance.
- Small business and banking assistance.
- Increased partnerships, social capital, fundraising events, private/corporate donations, program-generated fees.

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.

Data collection and management is administered and measured by professionals in the field of educational data analysis. ArtSouth uses research-based evaluation tools that recognize alternative learning styles and abilities using a variety of best practices measurement tools (verbal, non-verbal, written) to determine evidence of meeting objectives, outcomes and output.

Response data is gathered after programs are completed into Excel spreadsheets. Data output is submitted to the Board who meets bi-monthly to manage activity flow.

ArtSouth implements the following evaluation measures:

- 1) ArtSouth's Participant Satisfaction Survey: providing qualitative information to determine meeting our market's expectations. The Survey: encourages suggestions and ideas to plan forthcoming events, determines what attendees liked or disliked, helps coordinate future events calendar.
- 2) Participant Stories: interviews using informal conversations in person, via email or on the telephone, collections of accounts relating to impact, communications on the value of seasonal events; providing information on our audiences' needs, interests and preferences
- 3) Participant records, sign-in logs: the number of community events, participants served, classes, contact information and demographics of participants.
- 4) Multi-media records: visual documentation of participants engaged in arts experiences/educational programs. Records are maintained/updated on ArtSouth's website, YouTube, Google plus, Instagram, Twitter and Facebook.
- 5) Educational Evaluations: All education classes follow prescribed curriculum benchmarks in accordance with the Florida Department of Education Next Generation Standards for The Arts and incorporate inclusion strategies/accommodations for children with all abilities. Compiled work, portfolios and performances are evaluated using Competency-Based Curriculum Rubrics for the Arts, Pre and Post Evaluations and End of Course (EOC) Assessments.
- 7) Participant Voting Jars: Token jars designed as an alternative evaluation method to accommodate all learners.

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

9/30/2019

4. Operating Budget Summary

Expenses	Previous Fiscal Year	Current Fiscal Year	Next Fiscal Year
1. Personnel: Administrative	\$23,847	\$33,344	\$33,655
2. Personnel: Programmatic	\$13,949	\$14,750	\$15,498
3. Personnel: Technical/Production			
4. Outside Fees and Services: Programmatic	\$37,025	\$44,201	\$49,275

5.	Outside Fees and Services: Other	\$9,099	\$14,700	\$14,831
6.	Space Rental, Rent or Mortgage			
7.	Travel	\$1,781	\$2,820	\$3,400
8.	Marketing	\$7,165	\$5,418	\$6,671
9.	Remaining Operating Expenses	\$38,648	\$36,702	\$45,648
A.	Total Cash Expenses	\$131,514	\$151,935	\$168,978
B.	In-kind Contributions	\$45,843	\$37,462	\$41,343
C.	Total Operating Expenses	\$177,357	\$189,397	\$210,321
	Income	Previous Fiscal Year	Current Fiscal Year	Next Fiscal Year
10.	Revenue: Admissions			
11.	Revenue: Contracted Services	\$24,561	\$26,820	\$32,120
12.	Revenue: Other	\$323	\$300	\$300
13.	Private Support: Corporate	\$5,354	\$6,000	\$6,000
14.	Private Support: Foundation	\$4,500	\$12,500	\$2,500
15.	Private Support: Other	\$2,554	\$3,200	\$3,200
16.	Government Support: Federal			
17.	Government Support: State/Regional	\$4,325	\$12,437	\$29,858
18.	Government Support: Local/County	\$99,296	\$90,678	\$95,000
19.	Applicant Cash			

D. Total Cash Income	\$140,913	\$151,935	\$168,978
B. In-kind Contributions	\$45,843	\$37,462	\$41,343
E. Total Operating Income	\$186,756	\$189,397	\$210,321

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.

The surplus for the fiscal year 2019-2020 will be used to fund City of South Miami-CRA growth and development expansion requirements for The Mobley Building lease holders.

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 12

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.myflorida.com/cultural/grants/grant-programs/>. Proposal Budget expenses must equal the Proposal Budget income.

For General Program Support the Proposal Budget should match the operating budget minus non-allowable expenses (see non-allowable expenses).

2.1. Personnel: Administrative *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Executive Director	\$0	\$0	\$6,000	\$6,000
2	Accounting/Bookkeeping	\$4,000	\$18,750	\$0	\$22,750
Totals:		\$4,000	\$18,750	\$6,000	\$28,750

2.2. Personnel: Programmatic *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Program Assistant & Marketing	\$3,500	\$13,750	\$0	\$17,250
Totals:		\$3,500	\$13,750	\$0	\$17,250

2.4. Outside Fees and Services: Programmatic *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Artists/Teachers	\$12,900	\$36,950	\$12,000	\$61,850
Totals:		\$12,900	\$36,950	\$12,000	\$61,850

2.5. Outside Fees and Services: Other *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Youth Program Director/Program Evaluation and Assessment	\$1,250	\$9,500	\$0	\$10,750
Totals:		\$1,250	\$9,500	\$0	\$10,750

2.6. Space Rental (match only) *

#	Description	Cash Match	In-Kind Match	Total
1	Rehearsal Space, Performance and Exhibition Venues	\$4,000	\$5,000	\$9,000
Totals:		\$4,000	\$5,000	\$9,000

2.8. Marketing *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Social media updates, email blast and web design construction	\$1,288	\$2,200	\$0	\$3,488
2	Promotional literature, networking/donor packages and marketing materials	\$750	\$1,750	\$0	\$2,500
Totals:		\$2,038	\$3,950	\$0	\$5,988

2.9. Remaining Proposal Expenses *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Technical, supplementary tools & 2D/3D art materials	\$2,250	\$3,000	\$0	\$5,250
2	Scissors, Glue, Pencils, Erasers, Pencil sharpeners, Brushes, Paints, Costumes, Musical Scores, Paper, Musical instruments (small drums, harmonicas, flutes), Fabric, Sewing hardware	\$5,540	\$500	\$2,300	\$8,340
3	Tents, tables and special events supplies	\$2,000	\$2,800	\$0	\$4,800
Totals:		\$11,540	\$12,600	\$5,000	\$29,140

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
4	Set design, exhibit construction, audio/visual lighting tools and supplies	\$0	\$3,250	\$1,500	\$4,750
5	Transportation, admission fees during field trips	\$0	\$1,250	\$1,200	\$2,450
6	Printing and reproduction	\$1,750	\$1,800	\$0	\$3,550
Totals:		\$11,540	\$12,600	\$5,000	\$29,140

Amount of Grant Funding Requested:

\$35,228

Cash Match:

\$99,500

In-Kind Match:

\$28,000

Match Amount:

\$127,500

Total Project Cost:

\$162,728

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.

3.5. Private Support: Foundation *

#	Description	Cash Match	Total
1	Miami Foundation	\$15,000	\$15,000
Totals:		\$0	\$15,000

3.7. Government Support: Federal *

#	Description	Cash Match	Total
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#	Description	Cash Match	Total
1	National Arts & Humanities Youth and Arts Program	\$10,000	\$10,000
Totals:		\$0	\$10,000

3.9. Government Support: Local/County *

#	Description	Cash Match	Total
1	Miami Dade County Department of Cultural Affairs	\$74,500	\$74,500
Totals:		\$0	\$74,500

Total Project Income:

\$162,728

3.11. Proposal Budget at a Glance

Line	Item	Expenses	Income	%
A.	Request Amount	\$35,228	\$35,228	22%
B.	Cash Match	\$99,500	\$99,500	61%
	Total Cash	\$134,728	\$134,728	83%
C.	In-Kind	\$28,000	\$28,000	17%
	Total Proposal Budget	\$162,728	\$162,728	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.

N/A

H. Accessibility Page 8 of 12

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.

All ArtSouth activities and educational programs are fully accessible and accommodate all audiences. We closely follow ADA policies and practices with accommodation services for all our events, shows and educational programs. In 2018, ArtSouth was awarded DOS Florida Diversity and Inclusion Award which "recognizes the efforts of individuals working to make arts and cultural programming in Florida as diverse and inclusive as possible."

ArtSouth has an in-house Access Leader who oversees our ADA compliance issues. She is a State of Florida FDOE Certified (MS Degree) Exceptional Student Education teacher in Varying Exceptionalities and is also certified in English as a Second Language (ESOL) to assure effective language communication. The AL is a certified CARE trainer (Child Adult Relationship Enhancement) to service families experiencing trauma due to immigration, dependency, housing and domestic factors. This Access Leader is also a certified train-the-trainer who attends newly-offered workshops such as "All Kids Included." The AL consistently trains newly-hired ArtSouth employees and updates personnel with skills in accommodating persons with disabilities during monthly staff meetings.

All ArtSouth printed material and marketing literature contain Disability Access Symbols. As far as facilities, ArtSouth occupies and engages local government-held properties, county-managed galleries, museums and performance centers, municipal spaces or worship centers which adhere to ADA compliance laws. During events, ArtSouth assumes responsibility for eliminating physical barriers along with advocating and requesting accessibility services for our artists and the visitors who participate. We maintain a strict nondiscrimination policy offering free entrance/no fees or transportation costs to our concerts, dance shows, exhibitions and educational programs.

Not only do we maintain adaptive environments, but all materials, supplies and equipment used by our artists are barrier-free. Our classes incorporate assistive technology and adaptive supplies (little/big grip devises, jumbo print and translated instructions) to make art accessible for students with diverse physical, language, visual and emotional needs. All instructional methods, materials, tri-lingual delivery, equipment and supplies meet the multi-modal needs of persons with various learning styles, backgrounds and abilities.

Since Covid 19, ArtSouth staff has been trained in Miami-Dade County Public Schools' "Distance Teaching and Learning" initiatives to assure teaching and learning in our off-school hours programs continue uninterrupted. ArtSouth has taken the steps to support our staff and families we service by offering valuable tools, tips, and resources in order to ensure continuity of our high-quality programs. ArtSouth provides instructional resources and materials through digital learning means such as Microsoft Teams, Zoom, Facebook Messenger or other tool of choice.

Individual or Solo Artists: Skip questions 2-5 and move on to section I.

2. Policies and Procedures

Yes

No

3. Staff Person for Accessibility Compliance

Yes

No

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

Beatriz Herrmann

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.

4.1. If yes, when was the evaluation completed?

8/1/2019

5. Does your organization have a diversity/equity/inclusion statement?

Yes

No

5.1. If yes include here: - (Maximum characters 1500.)

ArtSouth's mission is to inspire understanding and appreciation of the arts by activating environments that are universally accessible to the rich population blend of Miami-Dade County. ArtSouth creates and maintains equitable platforms for cultural discourse, artistic engagement and enriching educational opportunities to ensure we meet the exceptional needs of the most culturally diverse areas in our nation.

I. Attachments and Support Materials Page 9 of 12

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, .gif, .png, or .tiff	5 MB
documents	.pdf, .txt, .doc, or .docx	10 MB
audio	.mp3	10 MB
video	.mp4, .mov, or .wmv	200 MB

MacOS productivity files such as Pages, Keynote, and Numbers are not acceptable formats. Please save files into .pdf format before submission.

1. Required Attachment List

Please upload your required attachments in the spaces provided. .

1.1. Substitute W-9 Form

File Name	File Size	Uploaded On	View (opens in new window)
SUBSTITUTE W9.pdf	33 [KB]	5/20/2020 4:24:25 PM	View file

2. Support materials (required)

File	Title	Description	Size	Type	View (opens in new window)
2021 GPS Collage.pdf	Photographic Collage of Events and Activities	Compilation of ArtSouth activities, classes and community events	408 [KB]		View file

File	Title	Description	Size	Type	View (opens in new window)
Newspaper Article- ArtSouth Gallery Shows.pdf	Various Newspaper Articles - ArtSouth Gallery	Articles covering ArtSouth's 3rd Saturday monthly art receptions	3543 [KB]		View file
2021-2022 GPS letters of support.pdf	Letters of affiliation/support	Letters from partners: Horizon Communities in Prison, Silent Victims of Crime, Sweet Home Baptist Church, South Miami PARks and Recreation, Palmetto Bay Mayor, Karyn Cunningham, Chapan Homeless Center, Miami Bridge	1716 [KB]		View file
2020-2021 Biographies of Key Personnel Update pdf.pdf	Biographies of Key Personnel	ArtSouth key personnel executing events, conducting workshops, mural execution and teaching classes	445 [KB]		View file

2.1.

J. Notification of International Travel Page 10 of 12

In accordance with Section 15.182, Florida Statutes, the grantee shall notify the Department of State of any international travel at least 30 days before the date the international travel is to commence or, when an intention to travel internationally is not formed at least 30 days in advance of the date the travel is to commence, as soon as feasible after forming such travel intention. Notification shall include date, time, and location of each appearance.

1. Notification of International Travel

I hereby certify that I have read and understand the above statement and will comply with Section 15.182, Florida Statutes, International travel by state-funded musical, cultural, or artistic organizations; notification to the Department of Economic Opportunity.

K. Florida Single Audit Act Page 11 of 12

Florida Single Audit Act

The following question relates to the Florida Single Audit Act. Important: if you answer yes to the following question, State law requires you comply with the Florida Single Audit Act, Section 215.97 Florida Statutes, by uploading an audit report below. You will need to select "Save" at the bottom of this page to make your changes final.

See: <https://apps.fldfs.com/fsaa/> and https://flauditor.gov/pages/pdf_files/fsaa%20q_a.pdf for more information and specific definitions.

1. Has your organization met the \$750,000 annual assistance threshold identified in Section 215.97 F.S. and 2 CFR 200 from all combined state sources and/or all combined federal sources during your organization's last fiscal year?

Yes

No

L. Review & Submit Page 12 of 12

1. Guidelines Certification

I hereby certify that I have read and understand the guidelines and all application requirements for this grant program outlined under section 265.701, Florida Statutes and incorporated by reference into Rule 1T-1.039, Florida Administrative Code.

2. Review and Submit

I hereby certify that I am authorized to submit this application on behalf of ArtSouth, A Not-for-Profit Corporation 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.

2.1. Signature (Enter first and last name)

Janis Klein